

### Facts about the Surveys & Definitions

		<b>Corporates</b>	<b>Institutions</b>
<b>Organisations</b>	In all 60 interviews	37	23
<b>Large organisations</b>	21 organisations with a turnover in foreign exchange of minimum NOK 20 billion		
<b>Small organisations</b>	39 smaller organisations with a turnover $\geq 0,75$ billion in spot & forward/outrights or $\geq 7,5$ billion in FX Swaps		
<b>Interviewees</b>	Person responsible for the daily FX trade		
<b>Response Rate</b>	77 per cent		
<b>Method</b>	Telephone interviews by TNS SIFO Prospera's interviewers		
<b>Time Period</b>	April 27 <sup>th</sup> – June 1 <sup>st</sup> , 2011		
<b>Overall Performance</b>	Weighted average of 18 criteria covering the banks' general features, analytical competence, sales' performance and price quoting. The scale used is 1-5, 5 represents the highest score. Each criterion is weighted by its importance.		
	In all 10 Nordic and 15 international banks are covered by the survey. However, banks which less than 7-8 of the interviewees have an opinion of are excluded. Only banks included in both the Large and Small categories constitute the base for the ranks in the All Organisation category.		
	Banks with an equal overall performance score are on the top list placed in order according to their market penetration. Asterisk * marks tied ranks.		
<b>Rank Market Penetration</b>	The market penetration measures the percentage of organisations mentioning a certain FX dealer as a trading partner in the last 12 months.		

### Overall Performance - Top 5

All Organisations	Rank	Mean value	Rank Market Penetration
Industry mean value 4,00	1	4,14 Nordea	2
	2	4,08 DnB NOR Markets	1
	3	4,04 SEB	3
	4	3,95 Fokus/Danske Markets	4
	5	3,80 Handelsbanken	5
<b>Large</b>			
Industry mean value 3,98	1	4,14 Barclays Bank	*8
	2	4,06 SEB	*1
	3	4,05 DnB NOR Markets	3
	4	4,03 Nordea	*1
	5	4,01 Fokus/Danske Markets	4
<b>Small</b>			
Industry mean value 4,01	1	4,21 Nordea	2
	2	4,09 DnB NOR Markets	1
	3	4,03 SEB	3
	4	3,91 Fokus/Danske Markets	4
	5	3,79 Handelsbanken	5

### Overall Performance - Top 5

	Rank	Mean value		Rank Market Penetration
<b>Corporates</b>				
Industry mean value 3,99	1	4,20	Nordea	2
	2	4,07	DnB NOR Markets	1
	3	4,00	SEB	3
	*4	3,84	Fokus/Danske Markets	4
	*4	3,84	Handelsbanken	5
<b>Institutions</b>				
Industry mean value 3,97	1	4,23	Barclays Bank	7
	2	4,09	DnB NOR Markets	2
	3	4,08	SEB	3
	4	4,06	Nordea	1
	5	4,05	Fokus/Danske Markets	4