

Facts about the Surveys & Definitions

		Corporates	Institutions
Organisations	In all 64 interviews	44	20
Large organisations	22 organisations with a turnover in foreign exchange of minimum SEK 240 billion		
Small organisations	42 smaller organisations with a turnover ≥ 5 billion in spot & forward/outrights or ≥ 30 billion in FX Swaps		
Interviewees	Person responsible for the daily FX trade		
Response Rate	81 per cent		
Method	Telephone interviews by TNS SIFO Prospera's interviewers		
Time Period	April 12 th – May 24 th , 2011		
Overall Performance	Weighted average of 17 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.		
Rank Market Penetration	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 3,77	1	4,03	SEB	1
	*2	3,98	Nordea	2
	*2	3,98	Handelsbanken	3
	4	3,89	Danske Markets	4
	5	3,80	J.P. Morgan Chase	12
Large				
Industry mean value 3,78	1	4,03	SEB	1
	2	3,93	Nordea	*2
	3	3,88	HSBC	14
	4	3,86	Handelsbanken	*2
	5	3,85	Barclays Bank	8
Small				
Industry mean value 3,74	1	4,06	Handelsbanken	3
	2	4,03	SEB	1
	3	4,02	Danske Markets	4
	4	4,01	Nordea	2
	5	3,82	J.P. Morgan Chase	*11

Overall Performance - Top 5

	Rank	Mean value	Rank Market Penetration
Corporates			
Industry mean value 3,70			
	1	3,98 SEB	*1
	2	3,97 Nordea	*1
	3	3,95 Handelsbanken	3
	4	3,93 Danske Markets	4
	5	3,88 HSBC	14
Institutions			
Industry mean value 3,95			
	1	4,15 SEB	1
	2	4,13 Barclays Bank	7
	3	4,07 Handelsbanken	2
	4	4,02 Nordea	*3
	5	3,99 Citigroup	*10