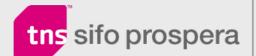
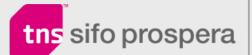
Interest Rate Swaps 2012 Norway



Facts about the Survey & Definitions

Organisations Interviews with persons responsible for trade in interest rate swaps	8					
		_	22			
Minimum turnover the past 12 months, NOK million \geq 30	0	2 5	00			
Response Rate 79 per cent						
Method & Time Telephone interviews by TNS SIFO Prospera's interviewers,						
January 31 st - February 28 th , 2012						
Sandary ST - Tebruary 20 , 2012						
erall Weighted average of 10 criteria covering a bank's general features, sales' perf						
Performance mance, analytical competence and price quoting. Scale 1-5. Each criterion ted by its importance.						
	Banks of which less than 7-8 interviewees have an opinion are excluded. Only banks included in Tier 1 constitute the base for the ranks in the All Interviewees extension					
	included in Tier 1 constitute the base for the ranks in the All Interviewees category					
Banks with an equal overall performance score are on the top list place according to their market penetration. Asterisk * marks tied ranks.	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 Market penetration is measured by the percentage of organisations me	tio	ning	а			
Penetration certain bank as a trading partner during the past 12 months.						

Interest Rate Swaps 2012 Norway



Overall Performance Top 5

All Interviewees	Rank	Mean Value	Banks	Rank Market Penetration
Industry mean value 3,90	1	4,06	Nordea	3
	2	4,03	Fokus/Danske Markets	2
	3	4,01	SEB	4
	4	3,99	DNB Markets	1
	5	3,89	Swedbank First Securities	5
Tier 1				
Industry mean value 3,77	*1	3,93	Nordea	1
	*1	3,93	Fokus/Danske Markets	3
	3	3,91	SEB	4
	4	3,80	Swedbank First Securities	5
	5	3,79	DNB Markets	2