

Facts about the Survey & Definitions

		All	Tier 1
Organisations	Interviews with persons responsible for trade in interest rate swaps	38	22
	Minimum turnover the past 12 months, NOK million	≥ 300	2 500
Response Rate	79 per cent		
Method & Time	Telephone interviews by TNS SIFO Prospera's interviewers, January 31 st - February 28 th , 2012		
Overall Performance	Weighted average of 10 criteria covering a bank's general features, sales' performance, analytical competence and price quoting. Scale 1-5. Each criterion is weighted 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 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	Market penetration is measured by the percentage of organisations mentioning a certain bank as a trading partner during the past 12 months.		

Interest Rate Swaps 2012 Norway

Overall Performance Top 5

All Interviewees

Industry mean value 3,90

Rank	Mean Value	Banks	Rank Market Penetration
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