

### Facts about the Surveys & Definitions

		<b>All</b>	<b>Large</b>
<b>Organisations</b>	Interviews with Treasurer, Risk Managers, TF Director & CFO	36	16
<b>Response Rate</b>	84 per cent		
<b>Method</b>	Telephone interviews by TNS SIFO Prospera's interviewers		
<b>Time Period</b>	March 29th 2010 till May 11th 2010		
<b>Overall Performance</b>	<p>Weighted average of 24 criteria covering the banks' general features, sales' and support's performance, risk, analysis, documentation, supply and fees. The scale used is 1-5, 5 represents the highest score. Each criterion is weighted by its importance.</p> <p>In all 9 Nordic and 13 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 the Large category constitute the base for the ranks in the All Organisations category.</p> <p>Banks with an equal overall performance score are on the top list placed in order according to their market penetration. Asterisk * marks tied ranks.</p>		
<b>Rank Market Penetration</b>	<p>Market penetration is measured by the percentage of organisations mentioning a certain bank as a supplier of trade finance services the last year.</p>		

### Overall Performance - Top list

	Rank	Mean value		Rank Market Penetration
Large	1	4,00	Danske Bank	2
	2	3,97	Nordea	1
All Organisations	1	4,00	Danske Bank	*1
	2	3,94	Nordea	*1