

Facts about the Surveys & Definitions

		Large	Small
Organisations	136 interviews with 108 organisations	40	68
Interviewees	Treasurer, Risk Managers, TF Director & CFO		
Response Rate	84 per cent		
Method	Telephone interviews by TNS SIFO Prospera's interviewers		
Time Period	February 18th 2010 till March 30th 2010		
Overall Performance	<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 6 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 both the Large and Small categories constitute the base for the ranks in the All Interviewees 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>		
Rank Market Penetration	Market penetration is measured by the percentage of organisations mentioning a certain bank as a supplier of trade finance services the last year.		

Overall Performance - Top 5

	Rank	Mean value		Rank Market Penetration
Large				
Industry mean value 3,93	1	4,04	SEB	1
	2	3,94	Danske Bank	*4
	3	3,92	Swedbank	*4
	4	3,90	Nordea	3
	5	3,85	Handelsbanken	2
Small				
Industry mean value 3,88	1	4,03	Danske Bank	4
	2	3,90	Handelsbanken	3
	3	3,85	Nordea	2
	4	3,84	SEB	1
	5	3,79	Swedbank	5
All Interviewees				
Industry mean value 3,91	1	3,99	Danske Bank	4
	2	3,94	SEB	1
	*3	3,88	Nordea	3
	*3	3,88	Swedbank	5
	5	3,87	Handelsbanken	2