

2015 CREATIVE AGENCIES NEW BUSINESS LEAGUE

Singapore / June 2015

RANK THIS MONTH	RANK LAST MONTH	AGENCY	RECENT WINS	ESTIMATED YTD WIN REVENUE (USD \$ m)	RECENT LOSSES	ESTIMATED OVERALL YTD REVENUE (USD \$m)	No.of Wins
1	1	DDB	MCCY Project	1.50		1.50	6
2	2	Leo Burnett	Allergan, SDIC Project	1.39		1.39	4
3	3	Grey Group	Paradise Group Holdings(Social), Fox Sports Project	1.36		1.36	7
4	5	JWT	FMCG Client	1.13		1.13	5
5	6	Publicis	Crystal Jade Project, Mead Johnson Project	1.00		1.00	4
6	4	McCann WorldGroup	Accenture IDA Project, FWD Project, General Motors Project	1.76		0.96	9
7	7	Ogilvy	FMCG Client	0.80		0.80	2
8	8	Dentsu	CAAS Project, Prince Bay Project, Navy Project, The Learning Lab	0.62		0.62	7
9	9	Saatchi & Saatchi	Acer	0.50		0.50	1
10	13=	SapientNitro	Telecommunication Client	0.40		0.40	1
11=	9=	Y&R	Finance Client	0.38	Land Rover	0.18	1
11=	9=	TBWA	Michelin Right To Race Project (Regional)	0.18		0.18	3
13	12	BBDO	Mercedes-Benz (digital)	0.41	FMCG Client	0.11	3
14=	13=	Bates		0.00		0.00	0
14=	13=	BBH		0.00		0.00	0
14=	13=	Iris		0.00		0.00	0
14=	13=	M&C Saatchi		0.00		0.00	0
14=	13=	FCB		0.00		0.00	0
19	19	Havas Worldwide		0.00	Finance Client	-0.04	0
20	20	Lowe		0.00	Finance Client	-0.38	0
						9.7	53

2015 MEDIA AGENCIES NEW BUSINESS LEAGUE

Singapore / June 2015

RANK THIS MONTH	RANK LAST MONTH	AGENCY	RECENT WINS	ESTIMATED YTD WIN REVENUE (USD \$ m)	RECENT LOSSES	ESTIMATED OVERALL YTD REVENUE (USD \$m)	No.of Wins
1	6	Havas Media	Singtel, FairPrice, Changi Airport, Pernod Ricard	1.8	Subaru	1.70	11
2	1	Vizeum	Panasonic, Ikea, Club 21, King Living	1.3		1.33	9
3	7	Starcom MediaVest	AlA, Dev Auth of Singapore, Fullerton Hotel	1.1		1.10	7
4	2	PHD	Far East Organization, SC Johnson(Planning), Unilever(Search)	1.1	Transitions	0.99	6
5	3	ZenithOptimedia	National Arts Council Project, TAFEP, Ministry of Education Project	1.1	Changi Airport	0.87	8
6	4	Universal McCann	Medic Marketing, MayBank Project, Line, Keppel(digital)	0.7		0.71	19
7	5	Mindshare	Suntory, Dr. Wolff, Human Capital Conference	0.7		0.65	6
8	8	Carat	Allergan	0.2		0.22	8
9	10	MediaCom	Ministry of Manpower, Bose, Ministry of Home Affairs	0.3	MSIG	0.19	3
10	9	OMD	Singapore Science Center, Skippy	0.4	Ikea	0.15	6
11	11=	Initiative		0.0		0.00	0
12	13	Dentsu Media	Intel, The Learning Lab Project	0.0	tourism Client	-0.36	8
13	14	Maxus	Subaru	0.1	SC Johnson(buying)	-0.52	1
14	11=	MEC		0.0	Singtel	-0.70	0
						6.3	92

METHODOLOGY

The R3 New Business League has been compiled each of the last 154 months using data supplied by 26 multinational agencies on a monthly basis to R3. In addition, this data supplied is balanced against Client Estimates, Nielsen ADEX, discounted to appropriate levels and then converted to a revenue estimate. R3 strives to be accurate in all reporting, but welcomes comments and questions. Please write to greg@rthree.com or visit www.rthree.com for more information or to download a soft copy. R3 is the leading independent consultancy focused on tracking of agency performance, and marketing ROI for clients across the region.

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