

2015 CREATIVE AGENCIES NEW BUSINESS LEAGUE

Singapore / July 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	5	Publicis	Merck Project, Crystal Jade Project, Mead Johnson Project	2.40		2.40	9
2	1	DDB	SilkAir, MCCY Project, Pico Project	2.10		2.10	8
3	11=	Y&R	Robinson, TAFEP Project, Ministry of Manpower Project	1.80	Land Rover	1.60	5
4	2	Leo Burnett	Allergan, SDIC Project	1.39		1.39	4
5	3	Grey Group	Paradise Group Holdings(Social), Fox Sports Project	1.36		1.36	7
6	6	McCann WorldGroup	Stay Far East Project, FWD Project, General Motors Project	2.14		1.34	11
7	11=	TBWA	Michelin Right To Race Project (Regional), NTUC	1.18		1.18	4
8	4	JWT	FMCG Client	1.13		1.13	5
9	7	Ogilvy	Kleenex Website, Kimberly Clark Project	0.87		0.87	4
10	8	Dentsu	CAAS Project, Prince Bay Project, Navy Project, The Learning Lab	0.68		0.68	8
11	9	Saatchi & Saatchi	Acer	0.50		0.50	1
12	10	SapientNitro	Telecommunication Client	0.40		0.40	1
13	13	BBDO	Mercedes-Benz (digital)	0.41	FMCG Client	0.11	3
14=	14=	Bates		0.00		0.00	0
14=	14=	BBH		0.00		0.00	0
14=	14=	Iris		0.00		0.00	0
14=	14=	M&C Saatchi		0.00		0.00	0
14=	14=	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
						14.6	70

2015 MEDIA AGENCIES NEW BUSINESS LEAGUE

Singapore / July 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	Havas Media	Singtel, FairPrice, Changi Airport, Pernod Ricard	1.8	Subaru	1.70	11
2	2	Vizeum	Panasonic, Ikea, Club 21, King Living	1.7		1.68	10
3	3	Starcom MediaVest	NPC, NEA (buying), IDA	1.5		1.45	10
4	4	PHD	Far East Organization, SC Johnson(Planning), Unilever(Search)	1.1	Transitions	0.99	6
5	5	ZenithOptimedia	National Arts Council Project, TAFEP, Ministry of Education Project	1.1	Changi Airport	0.87	8
6	10	OMD	Singapore Science Center, Concorde, NTUC	1.0	Ikea	0.75	8
7	6	Universal McCann	Medic Marketing, MayBank Project, Line, Keppel(digital)	0.7		0.72	21
8	7	Mindshare	Suntory, Dr. Wolff, Human Capital Conference	0.7		0.65	6
9	9	MediaCom	Ministry of Manpower, Bose, Ministry of Home Affairs, JobStreet & JobsDB	0.4	MSIG	0.24	4
10	8	Carat	Allergan	0.2		0.22	8
11	11	Initiative		0.0		0.00	0
12	12	Dentsu Media	Intel, The Learning Lab Project	0.0	tourism Client	-0.36	8
13	13	Maxus	Subaru	0.1	SC Johnson(buying)	-0.52	1
14	14	MEC		0.0	Singtel	-1.06	0
						7.3	101

METHODOLOGY

The R3 New Business League has been compiled each of the last 155 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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