



## 2016 CREATIVE AGENCIES NEW BUSINESS LEAGUE

New Zealand / July 2016

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	American Express Project, Auckland Racing Club Project, Auckland Council Project	5.05		5.05	27
2	2	Y&R	Heart Energy Project, Nutricia Project	4.78		4.78	12
3	3	Publicis	Personalised Plates	0.80		0.80	1
4-	4=	FCB	Massey University	0.30		0.30	1
4-	4=	TBWA	Asahi	0.30		0.30	1
6	6	Saatchi & Saatchi	Postie Plus (ATL), My Food Bag(ATL)	0.14		0.14	2
7-	7=	Leo Burnett		0.00		0.00	0
7-	7=	J Walter Thompson		0.00		0.00	0
7-	7=	McCann WorldGroup		0.00		0.00	0
7-	7=	Grey Group		0.00		0.00	0
7-	7=	Havas Worldwide		0.00		0.00	0
7-	7=	Mullen Lowe		0.00		0.00	0
7-	7=	M&C Saatchi		0.00		0.00	0
7-	7=	Ogilvy		0.00		0.00	0
7-	7=	BBDO		0.00		0.00	0
						<b>11.37</b>	<b>44</b>

## 2016 MEDIA AGENCIES NEW BUSINESS LEAGUE

New Zealand / July 2016

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	PHD	The New Zealand Flower and Garden Show, Hewlett Packard, Mercedes	0.69		0.69	7
2	2	OMD	Sony Pictures, AA Insurance, Open Polytechnic, Barfoot	0.86	Sony Playstation	0.62	6
3	3	Vizeum	FMCG Client	0.53		0.53	2
4	4	Zenith	My Food Bag	0.36		0.36	4
5	6	Mindshare	CHANEL, Serko	0.35		0.35	2
6	5	MEC	United Airlines, Dominos, Hunting and Fishing, San Remo	0.39	Postie+	0.27	4
7-	8	Carat	Healthcare Client	0.14	Barfoot	0.10	6
7-	7	MediaCom	Sony Playstation, Oaktree Capital	0.13		0.10	2
9	9	Havas Media		0.00		0.00	0
10	10	Universal McCann	Tourism Australia	0.10	Sony Pictures	-0.20	1
11	11	Starcom	Smartfuel Project, Radio New Zealand, Air Asia	0.18	AA Insurance	-0.26	3
						2.56	37

### METHODOLOGY

The R3 New Business League has been compiled since 2002 using data supplied by 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](mailto:greg@rthree.com) or visit [www.rthree.com](http://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.