



2016 CREATIVE AGENCIES NEW BUSINESS LEAGUE

Japan / June 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	McCann WorldGroup	Kotra Pharma Project, Kiroro Resort Project, Hotel Barcelo Project	4.91		4.91	42
2	2	Ogilvy	McLaren Automotive Project, HGV Project, Norwegian Cruise Line	4.71		4.71	18
3	3	Saatchi & Saatchi	GSK, Mondelez (Gum and Candy)	1.04		1.04	2
4	4	Y&R	6Waves Project, CITRIX Project	0.79		0.79	2
5	5	TBWA	Pharma Client Project	0.60		0.60	2
6=	6=	BBDO	Emirates	0.50		0.50	1
6=	6=	Hakuhodo	Singapore EDB	0.50		0.50	1
8	10=	Grey Group	GSK	0.40		0.40	1
9	8	J Walter Thompson	Media Client	0.06		0.06	2
10	9	Dentsu	Government Client	0.01		0.01	2
10=	10=	Leo Burnett		0.00		0.00	0
10=	10=	DDB		0.00		0.00	0
10=	10=	Havas Worldwide		0.00		0.00	0
10=	10=	Mullen Lowe		0.00		0.00	0
10=	10=	Wieden & Kennedy		0.00		0.00	0
10=	10=	M&C Saatchi		0.00		0.00	0
10=	10=	Bates		0.00		0.00	0
10=	10=	FCB		0.00		0.00	0
10=	10=	Publicis		0.00		0.00	0
						13.5	73

2015 MEDIA AGENCIES NEW BUSINESS LEAGUE

Japan / June 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	MediaCom	Tempur Sealy, Bayer, Hitachi, Wall Street Journal	1.8		1.80	2
2	2	OMD	Sony Pictures	1.5		1.40	1
3	3	Dentsu Media	Electronic Client	1.4		1.38	11
4	4	Universal McCann	BMW, Skechers	2.9	Sony Pictures	0.95	4
5	5	Mindshare	Zima, American Express	0.9		0.90	5
6	6	Carat	Shinoken Group, Allianz Global Investors Project	0.6		0.65	2
7	7	Vizeum	Tourism Client	0.4		0.35	2
8-	8	Zenith	Nikon (Digital)	0.1		0.05	1
8-	9=	Havas Media	Deutsche Asset Management	0.0		0.05	2
10-	9=	PHD		0.0		0.00	0
10-	9=	MEC		0.0		0.00	0
10-	9=	Starcom		0.0		0.00	0
						7.5	30

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 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.