



2016 CREATIVE AGENCIES NEW BUSINESS LEAGUE

New Zealand / 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	DDB	Kiwi Property Project, Auckland Council Project	4.71		4.71	24
2	2	Y&R	Go Healthy Project, Arnotts Project, Microsoft Project, Heinz Project	4.03		4.03	8
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
						10.27	37

2016 MEDIA AGENCIES NEW BUSINESS LEAGUE

New Zealand / 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	3	PHD	The New Zealand Flower and Garden Show, Hewlett Packard, Mercedes	0.69		0.69	7
2	1	OMD	Sony Pictures, AA Insurance, Open Polytechnic, Barfoot	0.86	Sony Playstation	0.62	6
3	2	Vizeum	FMCG Client	0.53		0.53	2
4	4	Zenith	My Food Bag	0.36		0.36	4
5	6	MEC	United Airlines, Dominos, Hunting and Fishing	0.38	Postie+	0.26	3
6	5	Mindshare	CHANEL	0.25		0.25	1
7	7	MediaCom	Sony Playstation, Oaktree Capital	0.13		0.10	2
8	9	Carat	Healthcare Client	0.11	Barfoot	0.07	5
9	8	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
						2.42	34

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.