

2018 CREATIVE AGENCIES NEW BUSINESS LEAGUE

Indonesia / Mar 2018

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	Publicis	Mercedes-Benz	3.14		3.14	4
2	6=	Fortune	Djarum Hikmah Puasa Project, Manohara Asri Project	1.80	Taman Impian Jaya Ancol	1.60	9
3	2	J Walter Thompson	HSBC, Nestle Indofood Citarasa Indonesia, Sweety	1.34		1.34	8
4	3	Ogilvy	Marina Bay Sands	1.13		1.13	6
5	6=	Havas Worldwide	Honda CB 150 Versza	0.50		0.50	1
6	5	Y&R	Yamaha Project	0.45		0.45	2
7	4	Grey Group	Generali	0.30		0.30	1
8	-	VML	Farmer - Newsroom, Castrol MAGNATEC, Good Day Coffee	0.11		0.11	7
9=	6=	Dentsu		0.00		0.00	0
9=	6=	TBWA		0.00		0.00	0
9=	6=	Leo Burnett		0.00		0.00	0
9=	6=	McGarryBowen		0.00		0.00	0
9=	6=	McCann WorldGroup		0.00		0.00	0
9=	6=	Bates		0.00		0.00	0
9=	6=	DDB		0.00		0.00	0
9=	6=	Isobar		0.00		0.00	0
9=	6=	M&C Saatchi		0.00		0.00	0
9=	6=	MullenLowe Group		0.00		0.00	0
9=	6=	Saatchi & Saatchi		0.00		0.00	0
20	6=	FCB		0.00	Unilever (Digital)	-0.06	0
						59.9	42

2018 MEDIA AGENCIES NEW BUSINESS LEAGUE

Indonesia / Mar 2018

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	13	Wavemaker	Dominos Pizza, Pocky, Wings Group Digital	3.7	Campbell Soup	2.47	5
2	1	Havas Media	Godrej, Perfetti, UOB	2.1		2.08	4
3	3	MediaCom	PT Hartono Istana Technology, PT Mayora Indah Tbk, LafargeHolcim	1.3	Shopee	0.83	7
4	4	PHD	Menarini, PT Softex Indonesia, Nutragen	0.5		0.50	3
5	2	Mindshare	FMCG client	1.4		0.43	5
6	6=	Vizeum	Mitsubishi Offline, Santika Digital	0.3		0.33	2
7=	6=	Initiative		0.0		0.00	0
7=	6=	Fortune		0.0		0.00	0
7=	6=	Universal McCann		0.0		0.00	0
7=	6=	Carat		0.0		0.00	0
11	11	Zenith		0.0	UOB	-0.13	0
12	12	OMD		0.0	Multi Bintang Indonesia Niagra	-0.15	0
13	5	dentsu X	FMCG client	0.2		-0.32	3
14	14	Starcom	Multi Bintang Indonesia Niagra	0.2	Dominos Pizza	-1.36	1
						4.7	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.