

2019 CREATIVE AGENCIES NEW BUSINESS LEAGUE

Indonesia / Mar 2019

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	BBDO	Uniliver Sariwangi Project, NS BlueScope, Fonterra - Boneeto Digital Project	4.5		4.5	8
2	2	Leo Burnett	PT. MD Media (Indihome), Beverage client	1.1		1.1	4
3	3	Verve	Telkomsel	1.0		1.0	1
4	4	M&C Saatchi	Tempo Scan Group	0.6		0.6	2
5	-	Dentsu	Financial services company	0.6		0.6	6
6	5	TBWA	Greenfields	0.5		0.5	1
7	-	Isobar	Beverage Company	0.4		0.4	5
8	6	Cutwater	Smitten Ice Cream, Mdsave, Just, OneLogin	0.1		0.1	6
9-	7	VMLY&R	Telkomsel, Reckitt Benckiser, Orang Tua	0.0		0.0	6
9-	8	Accenture Interactive	Aria	0.0		0.0	1
9-	9	Merkley+Partners	Performix	0.0		0.0	1
9-	10	Online Circle	Barilla	0.0		0.0	1
13	11	Ogilvy	Food Industry Company	0.08	Beverage Company	-0.2	3
14	12	McCann WorldGroup		0.00	Beverage Company	-0.2	0
						8.5	45



2019 MEDIA AGENCIES NEW BUSINESS LEAGUE

Indonesia / Mar 2019

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	Mindshare	Ikea, Line, Upfield, Wuling Motor Indonesia	3.3	IKEA Project	3.2	9
2	4	OMD	Beiersdorf	1.8		1.8	2
3	3	Wavemaker	Telkomsel	0.5		0.5	1
4	2	PHD	Bukalapak, Bukalapak, Singapore Airlines	0.8		0.4	3
5	-	Vizeum	E-commerce Website Company	0.2		0.2	1
6	-	dentsu X	Consumer Products Company	0.0		0.0	1
						6.2	17

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.