

2017 CREATIVE AGENCIES NEW BUSINESS LEAGUE

LATAM / Nov 2017

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	Avianca Global, Ambev Brazil, Hotels.com LatAm, Tutto Global	7.5		7.50	9
2	2	MullenLowe Group	KFC Paraguay, Pizza Hut Paraguay, Hyundai Colombia	7.0		7.00	18
3	3	J Walter Thompson	FMCG Client	9.3	Raízen Brazil	5.37	44
4	11	Ogilvy	BMW Brazil, Toyota Colombia, LG Mexico (Digital & Social)	4.6		4.60	7
5	4=	Propeg	Petrobras Brazil	4.0		4.00	1
6	6	BBDO	San Rafael (Sigma Alimentos) Mexico, Procolombia Colombia, La Virginia Argentina	3.8		3.80	6
7	7	Grey Group	Wingo LatAm, BGH (Beko) Argentina, Pantene LatAm, Gallo Snacks Argentina	3.3		3.30	4
8	4=	DPZ&T	Petrobras Brazil	4.0		3.00	1
9	8	Leo Burnett	AB InBev Colombia, Walmart Argentina, Bradesco Brazil, Fiat Brazil Digital	3.4	Jeep Brazil Digital	2.90	5
10	9	Havas Worldwide	GPA Brazil, eQlibri Brazil, Ministerio de Salud de Colombia	2.4		2.40	5
11	10	Made	Amazon Mexico, Campbell's (Splash and V8)	2.3		2.30	2
12	12	McCann WorldGroup	Grupo Algar Brazil, Sodimac Brazil, Banco Supervielle(ATL, BTL) Argentina	2.6	Empresas Publicas de Medellín Colombia	2.10	6
13	13	EOU-MRM	Pão de Açúcar (Digital) Brazil, Whirlpool (Brastemp) Brazil, Extra (Digital) Brazil	2.0		2.00	3
14	39	Wieden & Kennedy	Disney LatAm, Delta Brazil & Mexico, Babbel Brazil	1.9		1.90	4
15	14=	Sparkling	Ventura Entertainment Mexico, Levité (Bonafont) Mexico Digital	1.8		1.80	3
16	14=	Hello_	Santa Clara Mexico, KFC(ATL) Mexico	1.8		1.80	3
17	16	VML	GoDaddy (Brazil, Mexico), Autofin Mexico	1.7		1.71	7
18	17	FCB	Galderma Brazil, Navent Argentina	1.6		1.60	4
19	18	Saatchi & Saatchi	Autocity Argentina, Raízen Brazil	1.5		1.50	3
20	19=	Archer Troy	Scribe	1.0		1.00	1
						77.28	175

2017 MEDIA AGENCIES NEW BUSINESS LEAGUE

LATAM / Nov 2017

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	Akzo Nobel Paints Global, Rimac Seguros Peru, GrandVision Chile	30.3		30.28	33
2	2	Mindshare	Belcorp Peru, Sanofi Global, Kimberly Clark Mexico, Pedidosya Argentina	13.4		13.41	32
3	3	Starcom	AB InBev Colombia, Peru and Ecuador	10.0		10.00	1
4	4	OMD	Pepsico Beverages Argentina Digital, TripAdvisor Argentina & Mexico Henkel Colombia	3.7	Walgreens Co. Mexico	3.39	18
5	5	Havas Media	Aerolíneas Argentinas, Farmacity Argentina, Laboratorios Ballerina Chile	1.5	Rimac Seguros Peru	1.31	4
6	6	Ariadna	Red Bull Peru & Colombia	0.5		0.50	1
7	7	Ignis Media Agency	Maped Argentina & Paraguay	0.4		0.40	1
8=	8=	BPN		0.0		0.00	0
8=	8=	dentsu X		0.0		0.00	0
8=	8=	Mediabrand		0.0		0.00	0
8=	8=	Universal McCann		0.0		0.00	0
12	12	MEC		0.0	Bayer AG Chile	-0.05	0
13	13	Carat		0.0	GrandVision Chile	-0.24	0
14	14	Vizeum		0.0	PedidosYa Argentina	-0.53	0
15	15	Initiative		0.0	Fonterra Chile	-0.66	0
16	16	PHD	Yanbal Mexico, Carne Escuela de Comunicación Uruguay, Alsina, Empresa Constructora Uruguay	0.4	Bayer AG Mexico	-1.09	4
17	17	Zenith		0.0	Sanofi Global	-7.40	0
						49.07	94

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.