



2020 CREATIVE AGENCIES NEW BUSINESS LEAGUE

Japan / Apr 2020

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	Leo Burnett	GlaxoSmithKline Project, Takeda Project, Rolex Project	3.5		3.5	10
2	4	Ogilvy	Instagram Japan	1.4		1.4	3
3	5	BBD0	Goretex	1.0		1.0	3
4	6	VMLY&R	Intel	1.0		1.0	1
5	1	McCann Worldgroup	IT Client	0.3		0.3	3
6	7	McCann WorldGroup	General Motors	0.3		0.3	3
7	2	Digitas	Chill Out	0.2		0.2	1
8	8	Grey Group	Domino's Pizza, Johnson and Johnson	0.1		0.1	2
9	9	Wunderman Thompson	HSBC	0.1		0.1	1
						18.4	65



2020 MEDIA AGENCIES NEW BUSINESS LEAGUE

Japan / Apr 2020

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=	Universal McCann	Emirates Airlines	0.5		0.5	3
1-	1=	PHD	Diageo	0.5		0.5	1
3	3	MediaCom	Hasbro, Duracell	0.3		0.3	2
4	4	Starcom		0.0	Duracell	-0.1	0
5	5	Havas Media		0.0	Hasbro	-0.2	0
6	6	OMD		0.0	Emirates Airlines	-0.2	0
7	7	Carat		0.0	Diageo	-0.5	0
						0.4	5

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.