

2021 MEDIA AGENCIES NEW BUSINESS LEAGUE

Philippines / Nov 2021

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	Gcash Project, Tonik Bank, Unilever, Rebisco	7.9		7.83	7
2	2	Wavemaker	Foodpanda, Zuellig Pharmaceuticals, Panfilo "Ping" Lacson Presidential Campaign	3.8		3.84	13
3	3	Universal McCann	Dyson, CDO, CITEM Manila Fame Project, JCO Donuts Project	1.7		1.69	5
4	5	OMD	Beiersdorf, LBC, LAZADA	1.2		1.17	5
5	4	Zenith	Reckitt	1.0		1.00	5
6	6	Initiative	Kopiko, Prulife UK Ph, Ninja Van Ph Project, ILOILO Project	0.8		0.76	6
7	7	dentsu X	Galderma Laboratories	0.6		0.58	8
8	8	Spark Foundry	PIK Group, Globe Telecom Inc Project	0.6		0.57	3
9	9	PHD	Chanel, IKEA, Discovery + Project	0.4		0.44	3
10	10	Carat	Kino Indonesia, Abbott Laboratories	0.1		0.06	3
11	11	iProspect	Wyeth, Levi's Strauss Inc	0.2		0.04	7
12	12	Havas Media	JV Ejercito ATL & Digital	0.5		(0.30)	3

2021 (Jan-Nov):	16.0	69
2020 (Jan-Nov):	4.4	48
YoY Comparison:	263.7%	43.8%

2021 Creative & Media ((Jan-Nov))	20.4	142
2020 Creative & Media ((Jan-Nov))	17.1	126
YoY Comparison:	19.7%	12.7%

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.