

MACAU



Trackwork Taipa



Macau Jockey Club

Leading Macau trainer
Allendorf being interviewed

Rutherford Eagle

The growth rate of market share for the Australian horse in Macau has been strong, moving from 30% in 1997 to 50% in 2007. The quality of horse in Macau has also increased in this time, but the story is not all rosy as this is a troubled time for racing in Macau. Since foreign casino operators were allowed access into Macau in 2001, the number of horses racing has dropped from 1200 to 800 in 2007. The competition for the gaming dollar in Macau is huge with gaming constituting 16% of the island's labour force.

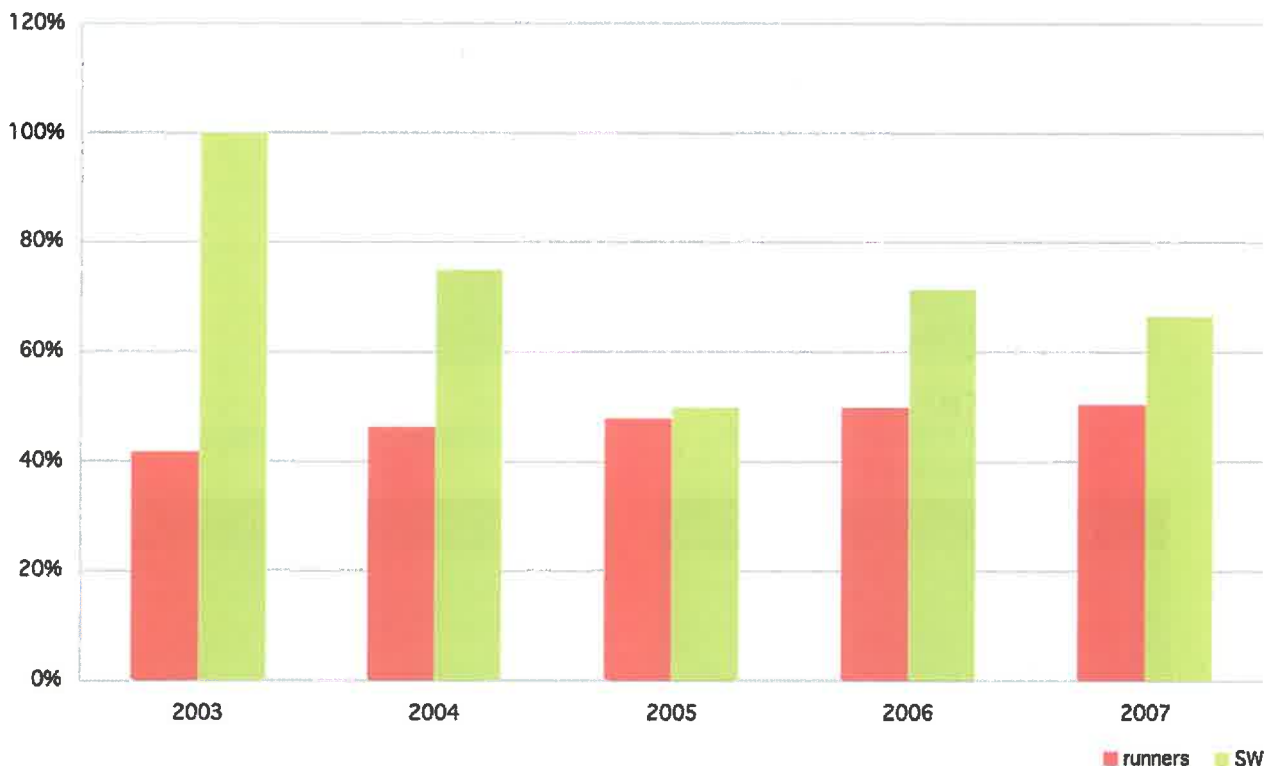
The Australian industry has experience in competing against other forms of gaming entertainment and as such we are well placed to provide assistance to the Macau Jockey Club.

The majority of gamblers in Macau play tables rather than pokie machines, and this means they are the type of gambler who would

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be keen on the thought provoking and challenging form of gambling that is horse racing. The Hong Kong Jockey Club recognises the threat of Macau's casino strip which is only a 40 minute ferry trip from Hong Kong. HKJC CEO Winifried Engelbrecht-Bresges commented that the club would need to implement change in order to compete. “Our customers are definitely their prime targets. If you look at the expansion of gaming opportunities and venues in

Proportion of Australian Runners and Individual Stakes winners in Macau 2003-2007



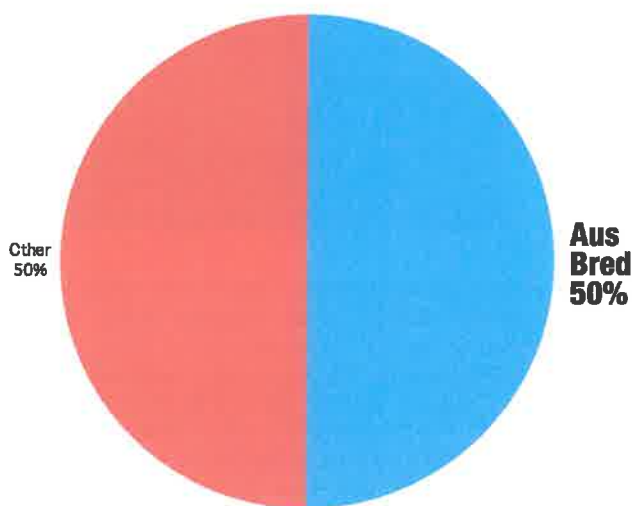
Macau, and they have only just started, it's serious money."

But the news is not all bad for Macau, with the Macau Jockey Club committed to growth. This is corroborated by Inglis representative to Hong Kong, Matt Rudolph, who says that while the trend in Macau is a concern for their industry, the Macau Jockey Club's commitment to a strong future has been signalled over the past few seasons. Aiming to bolster the quality of their racing stocks, Macau buyers have purchased top priced yearlings at the Inglis Classic Yearling Sale, going to \$340,000 and \$190,000 for colts by leading US shuttle sire Street Cry and Champion Australian sprinter Fastnet Rock.

And the quality is definitely improving across the board. When the club was founded in 1989, they had no races that had international black type. This has grown to 15 this season. Macau's racing is gaining in recognition as being of an international standard.

The top Australian trainer in Macau is Geoff Allendorf who is currently the second-rated by stakes money earned with his stable having earned a touch over M\$13 million (AUS1.7million). The seven top-rated horses in his stable are all Australian-bred and are led by Director's Cup winner Continued Success (Made of Gold-Beloved by Bellotto). Similarly rated is Bennett's Green (Shovhog-Zaiglo by Zabeel) who was exported to Macau after an 11 win career in NSW. "I came to Macau early in the season to visit an old friend (Michael Beattie) after he had taken on the chief steward's job here," owner Col Keane told journalist Harry Troy last year. "Bennett's Green was getting very hard to place back home. Michael suggested I try him over here." In two seasons in Macau, Bennett's Green has added six more wins to his name and earned a further M\$2.3million (A\$305,000).

Representation of Australian bred runners in 2007 Macau





**MACAU JOCKEY CLUB
JOCKEY PREMIERSHIP
2007-08***

Jockey	Wins
F DURSO	70
K M CHIN	65
L DUARTE	52
B STANLEY	51
L CORRALES	51
R J PEREZ	37
C SEGEON	34
W L HO	30
H LAM	26
W T PAO	24
R SILVERA	22
CW CHOI	15
K SIU	15
K F CHOI	14
K S TAM	10

*At 04/08 (season incomplete)

**MACAU
TRAINERS PREMIERSHIP
2007-08***

Trainer	Wins
K H LEONG	52
K C HOI	39
P C KAN/K C TSE	39
A NGAI	38
PAT LEE	37
G ALLENDORF	35
K S HO/Tony P H CHAN	34
M C TAM	33
S L LEUNG	32
V CHONG	30
S CHOW	30
G W MOORE	28
Y T LAM	22
P LEYSHAN	21
K S CHEONG	18

*To 04/08 (season incomplete)

His wins include the Japan Racing Association Trophy and the Macau Apprentice Jockey's Club Invitation Bowl. "I got a HK\$100,000 betting voucher for Bennett's Green," Keane says, commenting on the Macau Jockey Clubs generosity in encouraging horses rated 80+ to its shores. The club also paid for all transport costs.

The former jet-setting Australian jockey Peter Leyshan has enjoyed similar success training in Macau. He attributes his successes to his riding years, experience that enabled him to understand the type of horse that will run well in the difficult environment of Macau. "Macau presents itself as a unique opportunity for Australian-based owners to gain entry and access to the lucrative and growing Asian racing circuit."

Macau stands out amongst the four major Asian racing nations as the one with the largest potential for growth augmented by

"Macau buyers purchased top-priced yearlings at the Inglis Classic Sale, going to \$340,000 & \$190,000 for colts by Street Cry & Fastnet Rock."

growing their share of the fruitful local gaming market. Extrapolating this growth means that there is plenty of room in Macau to grow the Australian presence from the 50% market share currently enjoyed by our horses. Lending a helping hand to the Macau Jockey Club, should they request it, will benefit the entire Australian industry.

