

# SPEAR'S

## METTE AND MICHEL ASSOULINE ASSOULINE DRESSAGE

**OUTSTANDING IN FIELD**  
COMPANY SIZE INTERNATIONAL  
FOCUS TRAINING HORSES AND RIDERS

Mette and Michel Assouline are a classically trained husband and wife team dedicated to the

training of both horses and riders in the art of dressage and finding horses of international calibre.

From their base in Essex, less than an hour from greater London, they offer a full range of services for the dressage enthusiast, from the amateur to the professional. These include sourcing, training and selling dressage horses of all levels, and they have supplied horses to top international riders such as Carl Hester's Escapado who competed in the Athens Olympics.

Michel is a graduate of the French National Equestrian School, home of the Cadre Noir in Saumur and gained great international experience in the USA, France, Germany and the United Kingdom as an international dressage rider and trainer. He has won UK Dressage trainer of the year and since 2005 has been coach of the most successful UK para-dressage team in history.

Mette is a former member of the Danish dressage team and now a successful rider and trainer. She still competes herself and trains others on the international circuit. Fluent in Danish, German and English, she has produced many top level young horses both at home and abroad and is an experienced dressage judge of young dressage horse classes.



Charlie Gordon-Watson  
Charles Gordon-Watson Bloodstock

## ANDREW BALDING KINGSCLERE

**OUTSTANDING IN FIELD**  
COMPANY SIZE INTERNATIONAL  
FOCUS RACEHORSE TRAINING

Andrew Balding became the licensed trainer at Kingsclere in January 2003 when he succeeded his

father Ian, to whom he had been assistant since 1999. Born in London in 1972, Balding hails from a family that is steeped in racing history. His great grandfather Aubrey Hastings was the trainer of four Grand National winners. His uncles Toby Balding and William Huntingdon have enjoyed training winners at the highest level while his father trained over 2,000 winners including the legendary Mill Reef. Andrew's sister is TV and racing presenter Clare Balding.

Balding spent some of his early years learning the ropes with his uncle Toby — he also acted as amateur jockey for him, winning twenty races. On taking over at Kingsclere he enjoyed a dream start, landing the Oaks with Casual Look in his first season. His other major success came courtesy of Phoenix Reach, who won five of sixteen starts, including three Group One races in Canada, Hong Kong and Dubai, and almost £2 million

in prize money. In 2005 he was awarded the International Trainer of the Year, at the Horserace Writers and Photographers' Association Derby lunch.

His yard in Hampshire boasts one of the best equipped and most beautiful private training establishments in the world with an equine pool, a variety of gallops and room for over 150 horses.

## CHARLIE GORDON-WATSON CHARLES GORDON-WATSON BLOODSTOCK

**DISTINGUISHED INDIVIDUAL**  
COMPANY SIZE INTERNATIONAL  
FOCUS BREEDING, BLOODSTOCK

Charlie has been trading independently as a bloodstock agent since 1985 and is now consistently

among the top five yearling buyers in Europe. His achievements include acting as agent on the acquisition of ten Classic winners including Epsom Derby winner Kris Kin and the winner of the 2000 Guineas at Newmarket, King's Best, who is now a successful sire. Gordon Watson has purchased 34 individual Group One winners of 46 Group One races worldwide.

In 2010 and 2011 Gordon-

Watson was the leading buyer in Europe of bloodstock at public auction. His knowledge of bloodstock and racing is second to none in the business and his client base ranges from royal families to the smallest of syndicates and he is always willing to share his expertise.

Gordon-Watson is featured in the Tatler Racing Power List of 2014 and is highly regarded by his peers. According to Sir Michael Stoute (ten times champion trainer), 'he is a horseman with great knowledge,' while Lord and Lady Lloyd Webber refer to his 'invaluable assistance in the development of our racing and breeding interests. We very much enjoy dealing with him.'

## JOHN GOSDEN INDEPENDENT TRAINER

**EMINENCE GRISE**  
COMPANY SIZE INTERNATIONAL  
FOCUS RACEHORSE TRAINING

One of Britain's top trainers, John Gosden has trained over 2,500 winners in his career. He won the Derby

in 1997 and the 1000 Guineas in 2000. His most recent British Classic win was the 2011 Ladbrokes St Leger Stakes with Masked Marvel. 2014 has been a formidable season for Gosden with six Group One wins leaving him at the top of the British Champions Series Trainers Rankings.

Gosden studied economics at Cambridge University but claims that he never considered doing anything else. Training racehorses, he says, was 'in the blood'. He started his career as assistant to two of the most successful trainers in history, Vincent O'Brien and Sir Noel Murless, before moving to California in 1979 where he stayed for nearly a decade with much success. He returned in 1989 to set up base in Newmarket where he remains today at Clarendon Stables.

Gosden is considered as

a more open and informative trainer than most and according to the Racing Post is 'one of the sport's great communicators'. The Los Angeles Times referred to him as 'Cary Grant in Ernie El's body. He is the Big Easy with a sly smile, a wry wit, and a charismatic charm.'

## HARRY HERBERT HIGHCLERE THOROUGHBRED RACING

**OUTSTANDING IN FIELD**  
COMPANY SIZE INTERNATIONAL  
FOCUS RACEHORSE OWNERSHIP SYNDICATES

The honourable Harry Herbert, the second son of the Queen's late racing manager, the seventh Earl

of Carnarvon, whose family seat is Highclere Castle, is the man behind the Highclere Thoroughbred Racing ownership syndicate which for 22 years has been marrying quality flat racehorses with people with money, as distinct from the overwhelmingly rich who tend to dominate the racing world.

In 1992, Herbert started Highclere Thoroughbred Racing which swiftly became European leader in the field of syndication. As managers of the Royal Ascot Racing Club's horses, Highclere were also responsible for 2005 Vodafone Derby winner, Motivator. Herbert works closely with his brother-in-law John Warren buying yearlings, as well as in many other areas of the industry.

HTR has been particularly adept at drawing in celebrity names, new to racing, who have brought the media spotlight along with them. Those who have done business with Highclere in the past include Heston Blumenthal, Sir Alex Ferguson, Lawrence Dallaglio, Kenny and Gabby Logan, Mike Tindall and Hugh Bonneville.

Herbert describes HTR as offering a sort of 'hand-holding service' for newcomers to the racing game. If you're lucky

you could buy into a horse like Harbinger, which carried Highclere's colours to Royal Ascot success in 2010, followed up in the King George and was sold for a seven figure sum to Japan.

## TONY NEWBERY AND FIONA DUNNING ASHBOURNE INTERNATIONAL STABLES

**DISTINGUISHED INDIVIDUALS**  
COMPANY SIZE INTERNATIONAL  
FOCUS EQUINE INVESTMENTS AND CONSULTANCY

Tony Newbery and Fiona Dunning established their thriving equestrian businesses at

Ashbourne International Stables in 1991. As well as training horses and riders up to world-class level they source horses for clients with sporting ambition and those with an interest in high-return equine investment.

The husband and wife team are highly regarded in the industry. It is their knowledge, experience and ability to recognise quality horses together with their discretion and honesty that make them sought-after equine consultants and agents worldwide. Over the years they have been approached to identify and purchase potential and proven showjumpers for clients for both profit and pleasure. As well as the knowledge and skills they possess expertise to know when horses are at their highest sale value and the contacts within the industry to realise the sales to the best clientele.

Tony is recognised as one of showjumping's finest horsemen having had an illustrious competitive career representing his country on numerous occasions including Olympic team selection in 1976. Now accredited, he is one of the leading coaches for riders and best producers of horses throughout Europe.

Fiona has been involved



Harry Herbert  
Highclere Thoroughbred Racing

with the showjumping industry for over 30 years as a coach and a businesswoman. She is meticulous with the commercial side of the business and ensures the horses that are entrusted to them have the utmost care.

## SIR MICHAEL STOUTE INDEPENDENT TRAINER

**EMINENCE GRISE**  
COMPANY SIZE BOUTIQUE  
FOCUS RACEHORSE TRAINING

A dominant force in British flat racing and one of the all-time greats, Sir Michael has been

champion trainer ten times and the only trainer in the twentieth century to win an English Classic in five successive seasons. He claimed his fifth victory in the Investec Derby with Workforce in 2010 who went on to win the Prix de l'Arc de Triomphe.

Stoute has won all the English

Classics as well as top races all over the globe, including the world's richest horse race, the Dubai World Cup, the Breeders' Cup Turf, the Japan Cup and the Hong Kong Vase.

He was last crowned as champion trainer in 2009, when his trio of horses — Conduit, Tartan Bearer and Ask — pulled off a rare clean sweep in the King George VI and Queen Elizabeth Stakes.

He trained Shergar, the 1981 Derby winner who was later stolen and never found, and showed his versatility by training Kribensis over the jumps to become the only winner of the Fighting Fifth Hurdle, the Christmas Hurdle and the Champion Hurdle, known as the Triple Crown of Hurdling, in the same season.

In 2013 Stoute claimed the Gold Cup at Royal Ascot with Estimate, owned by Her Majesty. The horse was narrowly beaten in the same race at Royal Ascot this year. ➤

# Ad 24 - Gordon Watson



Oliver Townend

## OLIVER TOWNEND OLIVER TOWNEND

**EMINENCE  
GRISE**  
COMPANY SIZE  
**INTERNATIONAL**  
FOCUS  
**RIDING,  
EQUESTRIANISM**

International event rider Townend is ranked ninth in the world and British

number one. He's made several appearances on the British team and won both Badminton and Burghley horse trials in 2009.

The son of a milkman from Huddersfield, he was 21 when he set up his first equestrian business, riding and selling horses with just £1,400 to his name. By the age of 25, he had bought his first 40 acre farm in Shropshire.

Townend combines extraordinary riding talent with a dogged determination and commercial mind, a rare combination in the world of eventing with its royal and aristocratic connections. He explains his philosophy on the sport and business: 'I'm out to win the biggest competitions in the world. At the same time, if I am offered a huge amount of money for a horse, together with the owners we have to make a choice.'

'I made enough money to put down a deposit on the farm by selling horses that no one else would sell. There was money out there to buy these potential top-class horses but no one was willing to sell them. I had to sell them because I needed the money.'



Roger Weatherby  
Weatherbys

As well as selling horses, he offers a variety of horse ownership opportunities and syndicates. If you have dreams of seeing your horse at the Olympics, Townend could be your ticket.

## JOHNNY AND ROGER WEATHERBY WEATHERBYS

**OUTSTANDING  
IN FIELD**  
COMPANY SIZE  
**INTERNATIONAL**  
FOCUS  
**EQUESTRIAN  
ACCOUNTING  
AND BANKING**

The Weatherbys' name has been synonymous with horse racing since 1770. Johnny and Roger

are the seventh generation of the family, and in 1995 they refused to rest on their laurels by diversifying into private banking in addition to their racing services.

Weatherbys provide a comprehensive range of high quality, specialised banking and accounting services for clients involved in the horseracing and bloodstock industries. They favour the one-to-one approach and provide full narrative statements, secure online banking as well as a telephone helpdesk staffed by an experienced and knowledgeable team. All normal day to day banking transactions can be handled, including direct debits, standing orders and domestic as well as international transfers.

Johnny Weatherby joined Weatherbys in 1979. He was



Caroline Wilkes  
IN Showjumpers

seconded to the Jockey Club as a director from 1990-1992, and returned to Weatherbys as chairman of the group and the bank in 1993. He is Her Majesty's representative and chairman of Ascot Racecourse, and a member of the Jockey Club.

Roger Weatherby joined Weatherbys as a non-executive director in 1993. He joined the group board as an executive director in 1998 and became chief executive of Weatherbys Bank in 2000. Prior to joining Weatherbys, he worked for Cazenove & Co. He is chairman of the Racing Foundation and senior steward of The Jockey Club.

## CAROLINE WILKS IN SHOWJUMPERS

**DISTINGUISHED  
INDIVIDUAL**  
COMPANY SIZE  
**UK**  
FOCUS  
**SHOWJUMPER  
TRADING**

Caroline Wilks is managing director of IN Showjumpers. Together with Olympic showjumper

Henk Nooren and leading expert and agent Duncan Inglis they set up the company to acquire, produce and trade showjumpers of the highest calibre for significant profit.

Wilks has been involved in the equestrian industry all her life. For fifteen years she held private client and corporate global management roles with two international banks with bases in the Isle of Man. Latterly, she focused on business and product development, working with international legal and accountancy firms in London, Dublin and other major cities.

Seven years ago Wilks left the finance sector to manage, refocus and develop the family equestrian business. During this time she saw the opportunities showjumping offered with its growing popularity worldwide with increased financial commitment to the sport and top horses commanding high prices.

Wilks has a strong mix of business acumen, entrepreneurial skills and interpersonal skills and brings to the company over 25 years of product development, management and operations experience from the finance and equestrian industries.

With her business background, combined with the equestrian expertise and contacts brought by Nooren and Inglis, Wilks has generated attractive returns for the investors. The five horses sold so far by the company have given a net return of 83 per cent. *J*