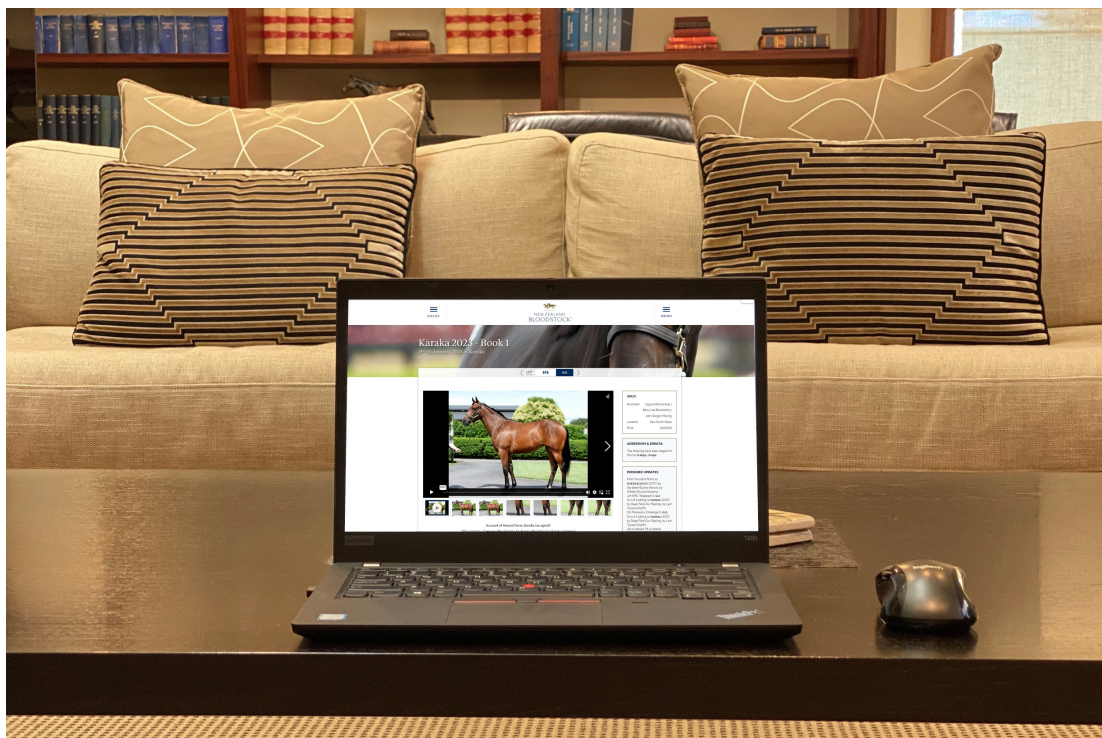


GUIDE TO LOT MEDIA

The nature of how our buyers evaluate and purchase horses has changed momentarily over the last few years. There is significant importance placed on digital media now more so than ever before. This media is used universally by many buyers in all corners of the globe and has become an integral part of their assessment and purchasing process in the lead up to a sale event.

Analytics confirm the importance of vendor media, with over 415,000 page views last year and the most popular lot receiving 1,000 views alone. Parade videos had more than 53,000 impressions, with videos watched in full over 18,000 times.



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GETTING THE PERFECT PHOTOS

We strongly suggest utilising professional photographers, however if you cannot access them, then these six tips and tricks could help you improve your photography skills to get the best photo for your Lot. **It is paramount to get at least one quality conformation photo.**

1. PREPARATION

Grooming prior is essential. Brush out manes and tails, and brush off any mud or sweat marks. Consider using a polished leather halter or bridle and using a clear hoof oil or gloss. Also important that the handler is well-dressed should they end up in the shot.

2. CONSIDER YOUR BACKGROUND

Highlight the horse, and only the horse. Other elements in your background tend to become a distraction and draw away from the subject so it's best to find a space with a plain backdrop and not too much happening in it. Keep in mind that level ground is also ideal. A hard surface is also preferable to show the feet.

3. STANDING THE HORSE

Most buyers are looking for conformation photos to help them evaluate the horse. You want to give them a view of all four legs (cue the patience and a second or even third helper). The legs nearest the camera should be slightly spaced out and the legs furthest from the camera slightly spaced in. Try and avoid the “three-legged” look. Stand level to the horse and in the middle of the horse to create a well-balanced photo. The horse should take up at least 50% of the shot.

4. NATURAL LIGHTING

Keep the sun at your back. You want the lighting to fall on the side of the horse to avoid any shadows that could distort it. Avoid using the flash setting.

5. AVOID USING THE ZOOM

As tempting as it is to zoom in when taking a photo from a distance it is better to try and get closer to your subject or crop it later on. Zooming in can make the photo appear pixelated or blurry.

6. ABUNDANCE IS KEY

Take as many photos as you can so you have plenty to choose from to get the best one.



Left and below: Examples of good conformation photos.

7. OPTIONAL EXTRAS

Aside from the all important conformation shot, here are some ideas for optional extra photos to supply to give buyers a complete view of the horse.

- Off Side Conformation Shot
- Head Shot
- Close Up Legs Near Side Shot
- Close Up Of Legs Offside
- Front View of Legs & Conformation Shot
- Rear View Hind Leg & Conformation Shot

There is a limit of 10 photos per Lot, size and labelling requirements apply to all media submitted (see page 4 for details).

GETTING THE PERFECT PARADE VIDEO

A parade video is one of the most important tools a buyer refers to when making an informed purchasing decision.

It is important to use one of our recommended professional videographers, or a handy cameraman/woman friend to produce such an important asset. If that isn't possible, here are some important pointers whilst filming. **There is a limit of one video per lot, with a maximum length of 120 seconds. Labelling requirements also apply to all media submitted (see page 7 for details).**

1. FAMILIARISE

Before filming, take the horse for a walk around the stables and inspection areas so they can familiarise themselves with their surroundings. They are more likely to be relaxed during filming this way.

2. PLACEMENT

Highlight the horse, and only the horse. Other elements in your background tend to become a distraction and draw away from the subject so it's best to find a space with a plain backdrop and not too much happening in it. Keep in mind that level ground is also ideal. A hard surface is also preferable to show the feet.

3. ANGLES

It is important to capture a decent length of the horse walking in real-time from both sides, front-on with the horse walking towards the camera and from behind with the horse walking away from the camera. Make sure the horse takes up 50% of the shot.

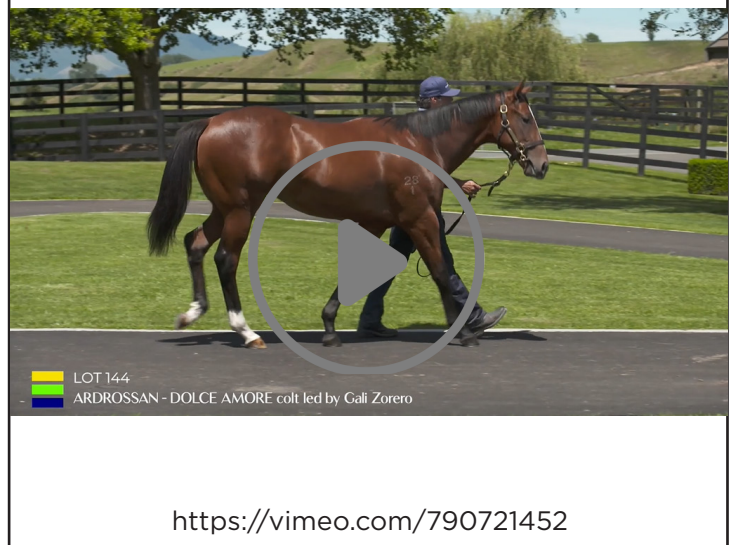
4. USEFUL TECHNOLOGY

High quality video cameras are preferable, with gimbals also being a great asset to any videographer to achieve a more professional look.

5. EDITING

Once you have captured all the required footage, basic editing is required to put together one 60 - 120 second (max) parade video. Avoid long introductions, excessive graphics or distracting music. Refer to the specifications sheet in this pack for guidance.

Below: Check out a great example of a parade video, including footage of the horse walking towards and away from the camera on a hard surface.



IMPORTANT

Please note that NZB Standardbred will not upload any footage of yearlings jogging 'in work' behind carts or trucks.

Our buyers have indicated to us that this is not important when it comes to the buying or evaluation process, nor does it look professional.

NZB'S PORTAL

All photos and videos must be uploaded to NZB Standardbred's portal via portal.nzb.co.nz. The information below outlines the naming convention, specifications and process in order to get your photos and videos online.

LOT PHOTOS

File Formats Accepted	JPG, JPEG
Naming Convention (Labelling)	[Lot]_[sort].format (e.g. 84_1, 84_2, 84_3 and so on in the order you wish them to display) Do not include the word 'Lot' in the label, just the number and sorting order
Specifications	1080 pixels wide (max), 3MB in size (max) Maximum of 10 photos per lot
Process	Upload Lot photos via the NZB Portal: standardbred.portal.nzb.co.nz

PARADE VIDEO

File Formats Accepted	MOV, MPG4, AVI
Naming Convention	25NSYS, Lot XXX e.g. 25NSYS, Lot 120
High Definition/Resolution	Specifications: 1080p 16:9 aspect ratio, 1920 x 1080
Length of Clip	120 seconds (max). Videos must be under 2GB in file size
Process	Upload Lot video via the NZB Portal: portal.nzb.co.nz
Step 1	Film, edit, finalise and correctly label your video.
Step 2	Upload your video(s) against the Lot entry in the NZB Portal
Step 3	Once we've received notification, we'll check the file is correct and matches the Lot number then approve your media
Step 4	The files will be linked to our Vimeo channel and on www.nzbstandardbred.co.nz for buyers to view

Naming convention is critical to allow the correct processing of photos and videos as well as linking to the correct lots on the website. Please ensure your files are named accordingly.

RECOMMENDED PROFESSIONALS

With the importance of high quality professional photos and videos for the best chance of selling, we recommend utilising professionals (some listed below) to capture the footage for you.

North Island Photographers & Videographers

Glenys Randell Photography

Ph: 0211 885 565

Email: glenysrandellphotography@gmail.com

Cawood Media - Lily Cawood

Ph: 027 804 5834

Email: lilycawood@gmail.com

Jones Road - Ben & Tash Jones

Ph: 022 471 0113

Email: tash@jonesroad.co.nz

Trish Dunell

Ph: 0274 733386

Email: trishdunell@xtra.co.nz

Lesley Warwick

Ph: 021 555 644

Email: lesleywarwick@xtra.co.nz

Angelique Bridson

Ph: 021 321 272

Email: angiebridson@hotmail.com

Megan Liefing

Ph: 027 348 6040

Email: equifocusnz@gmail.com

Charlotte Mooney

Ph: 027 510 5818

Email: mooneycm@hotmail.com

Race Images

Ph: 06 323 5604

Email: office@raceimages.co.nz

Nicole Troost

Ph: 027 381 4350

Email: info@nicoletroost.com

Eclare Productions - Clare Ward

Ph: 021 152 6966

Email: eclare@kiaorabro.co.nz

LaunchME Equine

Ph: 0800 LaunchME

Email: craig@launchme.co.nz

Searcy Media - Caroline Searcy

Ph: +61 418 270 523

Email: searcc@gmail.com

Ziba Creative - Jasmine Robertson

Ph: 021 710 933

Email: jasmine@zibacreative.co.nz

Avocado Media - Daniel Greenwood

Ph: 021 354 145

Email: daniel@avocadomedia.co.nz

South Island Photographers & Videographers

Wild Range Photography - Wayne Huddleston

Ph: 022 092 9114

Email: wildrangephotography@xtra.co.nz

Samatha Gordon

Ph: 027 878 7027

Email: samantha.gordon2001@hotmail.co.nz

Annie Studholme Equine Photography

Ph: 03 303 7379

Email: anniestudholme@xtra.co.nz

Fiona Montgomery

Email: feemontyphotography@gmail.com

Charlotte Mooney

Ph: 027 510 5818

Email: mooneycm@hotmail.com

Monica Toretto

Email: monicatoretto@gmail.com

Greg O'Connor

Ph: 021 960 962

Email: gregoracing1@gmail.com

Race Images South - Ajay Berry

Ph: 021 819 923

Email: raceimages@xtra.co.nz

UPLOADING MEDIA TO NZB STANDARDBRED

It is now the responsibility of the vendor and/or vendor's photographer to upload vendor media, with each vendor and/or photographer now given the ability to upload sale media via the NZB Standardbred portal: standardbred.portal.nzb.co.nz

Please note: If you would like to delegate the responsibility of uploading vendor media to a photographer, you have two options.

- a) Your photographer will be able to create their own NZB Standardbred portal account to upload your media on your behalf.
- b) Provide your photographer with your own NZB Standardbred Portal login credentials and they upload on your behalf.

The following is a useful guide to assist vendors, photographers and videographers who are adding Lot Photos and Parade Videos to the Lot information on NZB Standardbred's website. The information below outlines a step-by-step guide which can be followed in order to get your photos and videos online. Please note, now vendors are able to 'bulk' upload media supplying multiple images at a time.

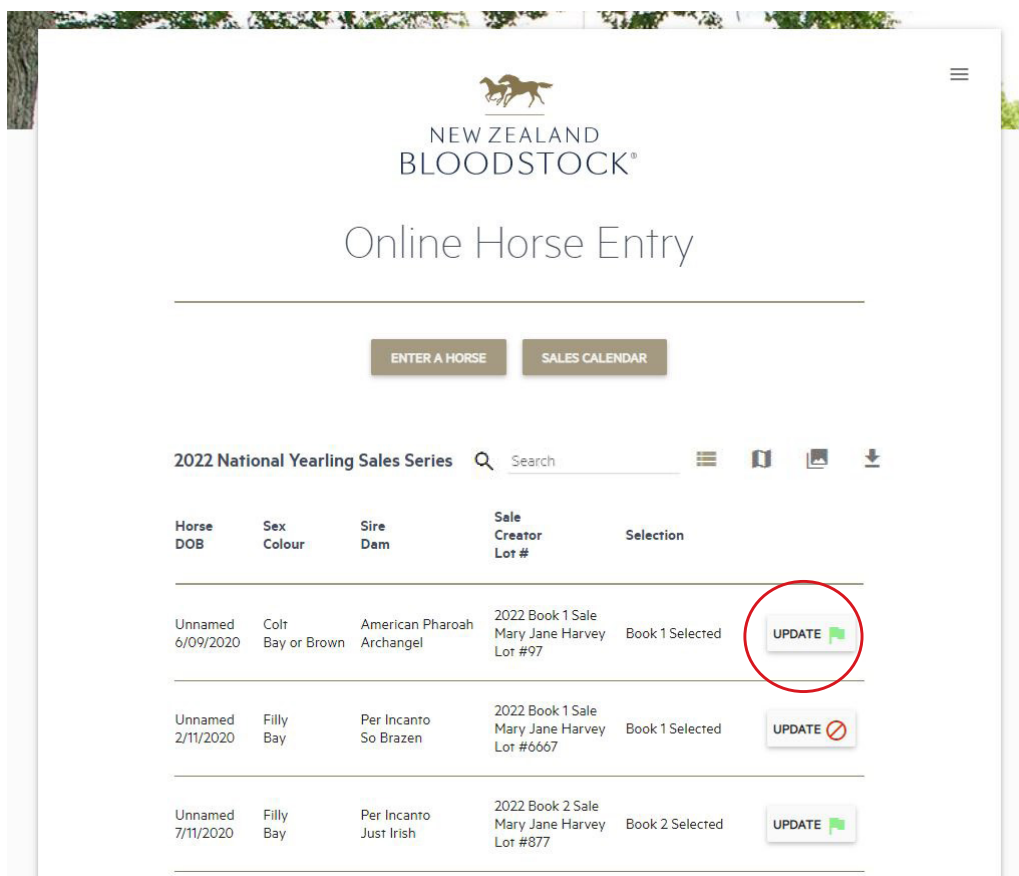
STEP 1.

Log into the NZB Standardbred portal by searching standardbred.portal.nzb.co.nz, or access via the keyhole at bottom of the nzbstandardbred.co.nz website homepage.






STEP 2. (Individual Lot Upload)

Once logged in, click on the horse entry you would like to upload media against by selecting the 'UPDATE' icon on the right hand side of the entry.



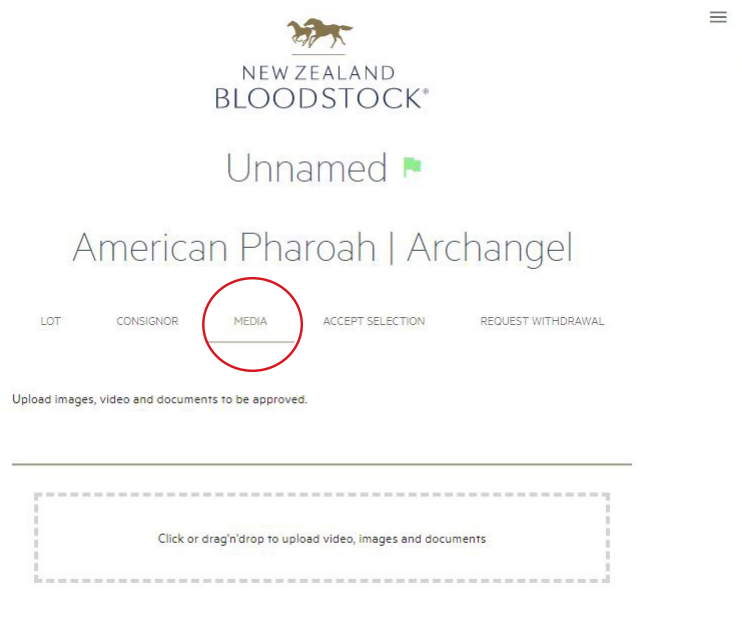
The screenshot shows the 'Online Horse Entry' page for 'NEW ZEALAND BLOODSTOCK'. It features a table of horse entries with columns for Horse DOB, Sex Colour, Sire Dam, Sale Creator Lot #, and Selection. Each entry has an 'UPDATE' button on the right. The first entry's 'UPDATE' button is circled in red.

Horse DOB	Sex Colour	Sire Dam	Sale Creator Lot #	Selection	UPDATE
Unnamed 6/09/2020	Colt Bay or Brown	American Pharoah Archangel	2022 Book 1 Sale Mary Jane Harvey Lot #97	Book 1 Selected	UPDATE 
Unnamed 2/11/2020	Filly Bay	Per Incanto So Brazen	2022 Book 1 Sale Mary Jane Harvey Lot #6667	Book 1 Selected	UPDATE 
Unnamed 7/11/2020	Filly Bay	Per Incanto Just Irish	2022 Book 2 Sale Mary Jane Harvey Lot #877	Book 2 Selected	UPDATE 

UPLOADING MEDIA TO NZB STANDARDBRED

STEP 3. (Individual Lot Upload)

To upload your media against your Lot, click on the 'MEDIA' tab at the top of the entry.

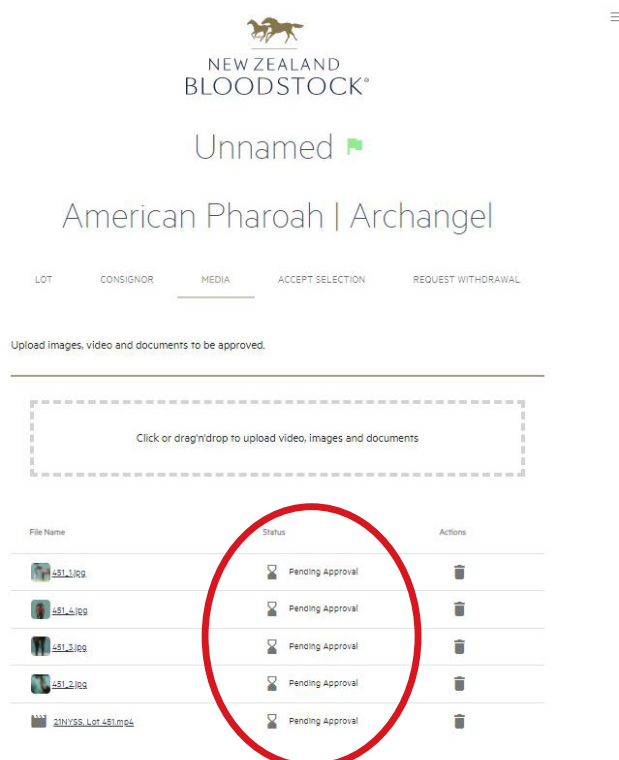


STEP 4. (Individual Lot Upload)

Once you have selected the 'MEDIA' tab, click on the grey box to upload the media directly from your computer. It is important to ensure you have labelled all of your imagery correctly in the chronological order you would like the images to appear in. e.g., 111_1, 111_2, 111_3 and so on.

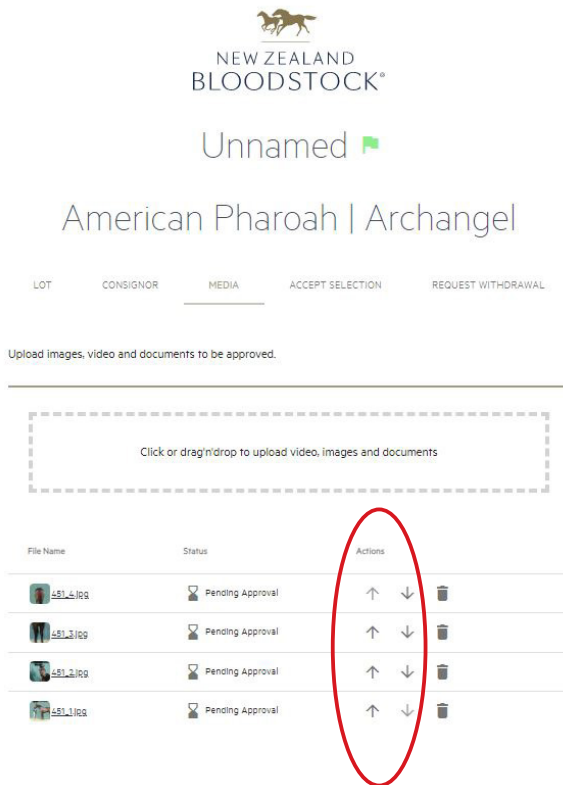
STEP 5. (Individual Lot Upload)

Once you have uploaded your media, you will see each photo and/or video loaded into the NZB Standardbred Portal. As soon as you upload your media, it will be given a 'Pending Approval' status, as it is required to be approved by a member of the NZB Marketing Team in order to feature on the website. Please note that this approval process may take up to 24 hours after the initial upload.



UPLOADING MEDIA TO NZB STANDARDBRED

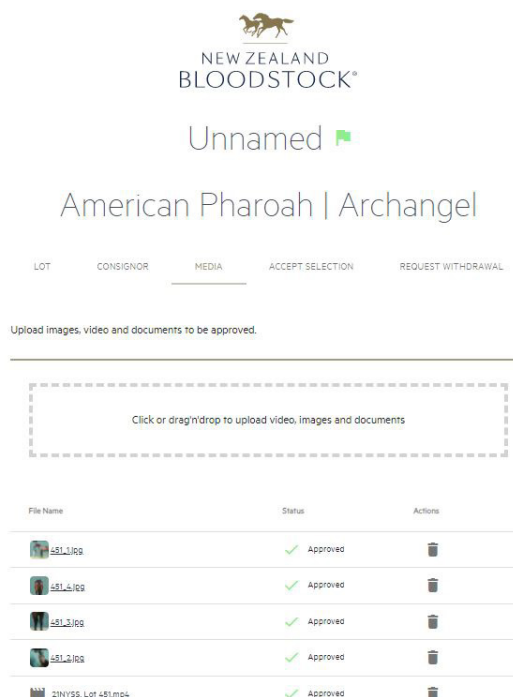
STEP 6. (Individual Lot Upload)



≡ To change the order in which you would like your lot's photos to appear, simply select the image you would like to move and click the grey arrow located to the left of the trash can symbol. The direction of the arrow indicates the order in which you can sort your images, (upwards arrow or downwards arrow). The image located in the first row located closest to the grey media box is the photo that will appear first on the website. The image located in the second row is the image that will appear second on the website and so on.

STEP 6. (Individual Lot Upload)

Once your media has been approved, you will see a green 'Approved' status against each image and/or video. If you would like to delete any of the media you have uploaded, simply click on the grey trash can next to the image and/or video.



UPLOADING MEDIA TO NZB STANDARDBRED

STEP 7. (Individual Lot Upload)

Once your media has been uploaded, you can view it on the lot's website page as per usual.

The screenshot shows the 'RESURRECTION' lot page. At the top, there's a banner for the 'National Standardbred Yearling Sale, Auckland' on 13 February 2022 at Karaka. Below the banner, the horse's name 'RESURRECTION' is displayed. A large photo shows the horse standing in a field. To the right, a 'SOLD' box lists the purchaser as Mrs DN Fensom, location as Auckland, and price as \$20,000. Below the main photo are several smaller thumbnail images. At the bottom, it says 'LOT 2', 'Born 4th September 2020', 'Account of Breckon Farms Ltd, Ohaupo', 'BAY FILLY', and 'BOX B 6'. The NZB Standardbred logo is at the top center, and a 'MENU' button is at the top right.

STEP 1. (Bulk Media Upload)

Vendors now have the option to 'bulk' upload their media, as opposed to uploading to individual lots. To upload multiple images for multiple lots at a time, select the 'bulk upload media' option in the homepage of your entry portal. Please note it is important to select the correct sale that you would like to upload media for and all media **MUST BE LABELED CORRECTLY**.

The screenshot shows the 'Online Horse Entry' portal. At the top, it says 'NEW ZEALAND BLOODSTOCK®'. Below that, there are buttons for 'ENTER A HORSE' and 'SALES CALENDAR'. A search bar is present with the text '2022 National Yearling Sales Series'. A red circle highlights a 'Bulk Upload Media' button. Below the search bar is a table of horse entries with columns for Horse DOB, Sex Colour, Sire Dam, Sale Creator Lot #, and Selection. Each row has an 'UPDATE' button with a green checkmark or a red X.

Horse DOB	Sex Colour	Sire Dam	Sale Creator Lot #	Selection	UPDATE
Unnamed 6/09/2020	Colt Bay or Brown	American Pharoah Archangel	2022 Book 1 Sale Mary Jane Harvey Lot #97	Book 1 Selected	UPDATE ✓
Unnamed 2/11/2020	Filly Bay	Per Incanto So Brazen	2022 Book 1 Sale Mary Jane Harvey Lot #6667	Book 1 Selected	UPDATE ✗
Unnamed 7/11/2020	Filly Bay	Per Incanto Just Irish	2022 Book 2 Sale Mary Jane Harvey Lot #677	Book 2 Selected	UPDATE ✓
Unnamed 20/10/2020	Colt Bay	Ifraaj O'Fille	2022 Book 1 Sale Mary Jane Harvey Lot #458	Book 1 Selected	UPDATE ✓
Unnamed 15/08/2020	Filly Bay	Satono Aladdin Inthespotlight	2022 Book 1 Sale Hayden Dillon Lot #325	Book 1 Selected	UPDATE ✓
Unnamed 2/11/2020	Colt Bay	Shocking French	2022 Book 1 Sale Karyn Vincent 1 of #6343	Book 2 Selected	UPDATE ✗

UPLOADING MEDIA TO NZB STANDARDBRED

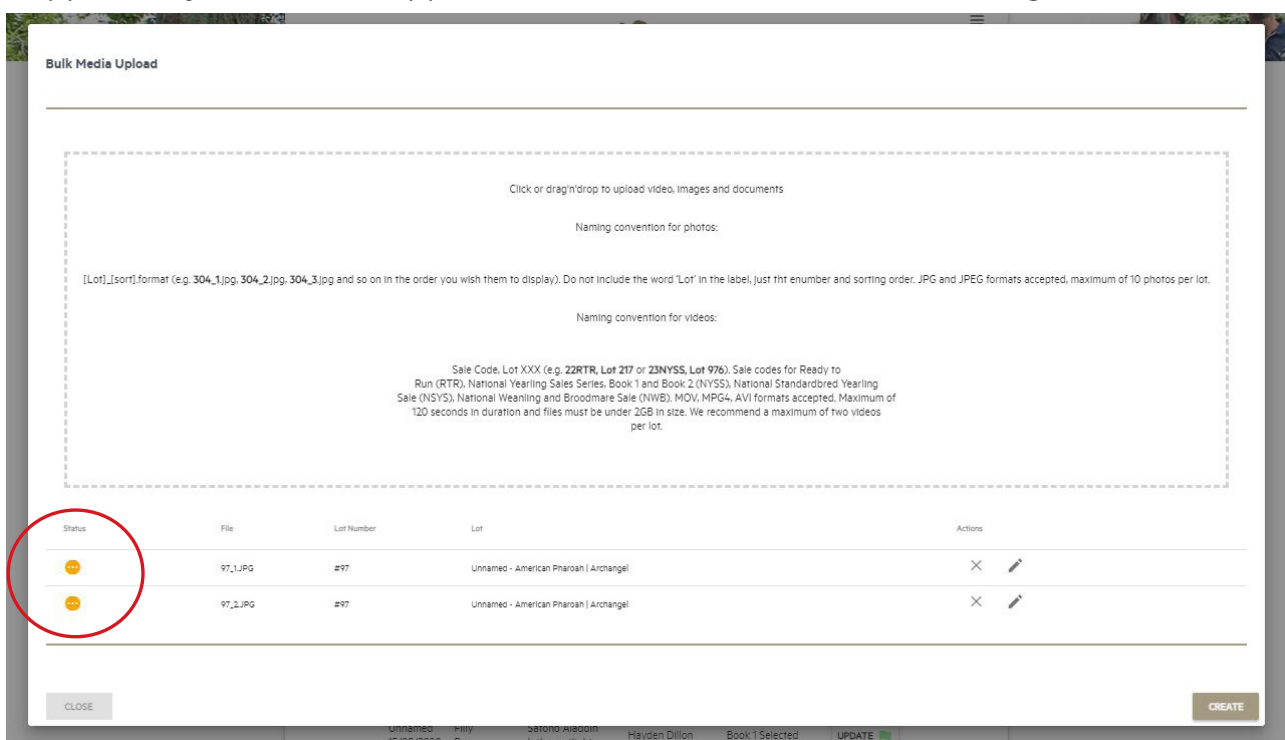
STEP 2. (Bulk Media Upload)

Select the images from your computer files to upload. Please note that it is **imperative** your files are labeled correctly in order for the bulk media upload function to link your photos to the NZB Standardbred website. **If you do not label your photos correctly, your media will not appear on the website.** The correct naming conventions are noted in the 'Bulk Media Upload' box which appears when you want to upload multiple media files at a time.



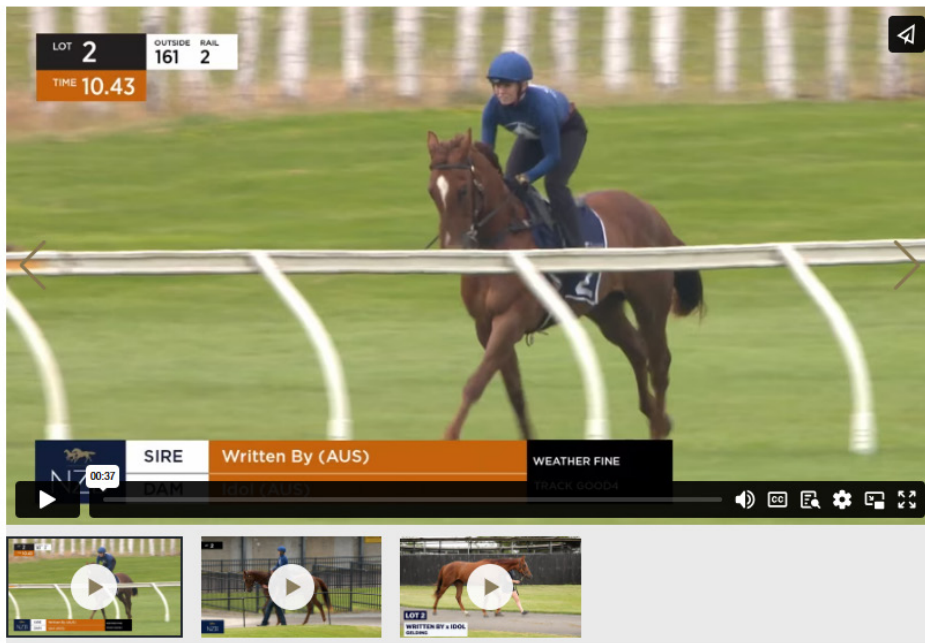
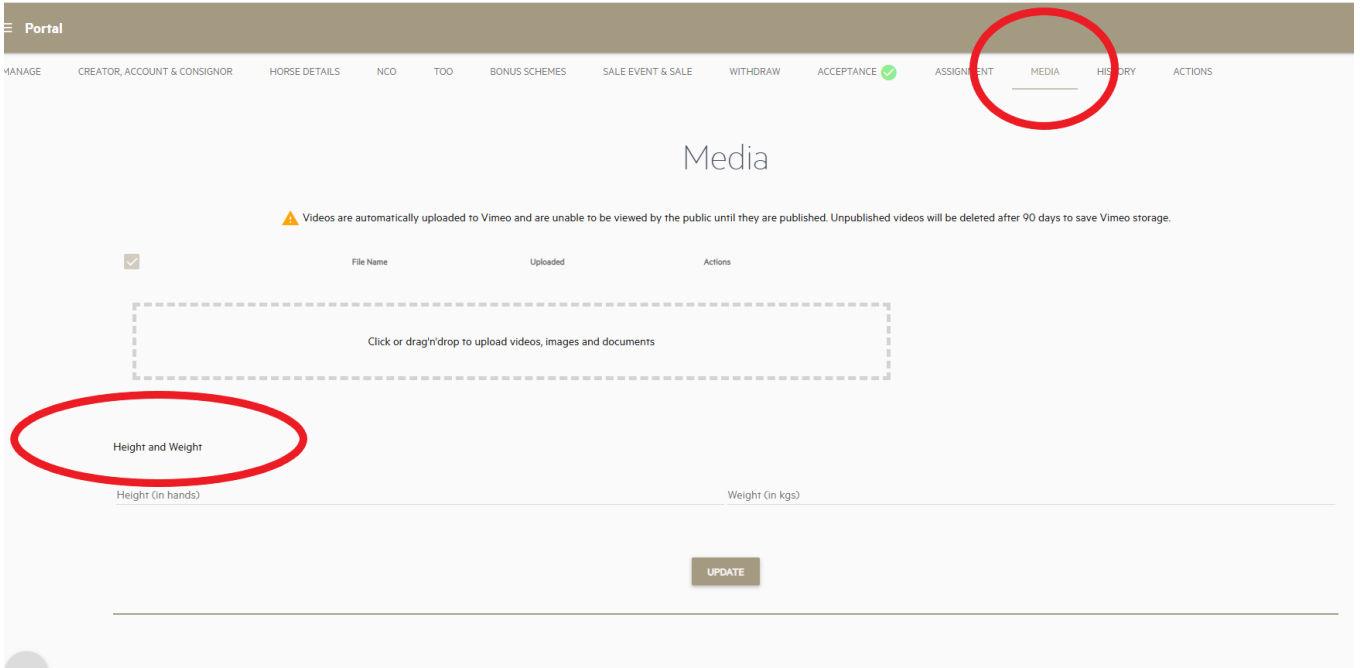
STEP 3. (Bulk Media Upload)

Once you have uploaded your media in bulk, you will be able to see the file name as well as the lot number the images and/or videos correlate with. The status symbol will appear orange, indicating that your media has been sent to the NZB team for approval. Once your media has been approved, you will see it appear on the NZB Standardbred website against each lot.



SUBMITTING HEIGHTS & WEIGHTS

Vendors have the option of submitting heights and weights against each lot, to show on the NZB website. To do so, click the 'Media' tab of the Lot, and scroll down to Heights & Weight section below the media uploader. Please note height should be in hands (e.g. 15.1) and weight in kgs (e.g. 420).



SOLD	
Purchaser	Mr R Yiu
Location	Hong Kong
Price	\$250,000

BREEZE UPS	
Time 200m	10.43
Weather	FINE
Breeze Up Day	Monday
Track Condition	GOOD4
Wind (m/s)	2.7 Head
Outside	161
Rail	2

HEIGHT & WEIGHT	
<i>This information is compiled by the Vendor and does not involve confirmation by NZB.</i>	
Height	15.3hh
Weight	486kg

LOT 2

Account of Riversley Park Ltd, Ohaupo

BOX B 6

SCHEMES AND ELIGIBILITY

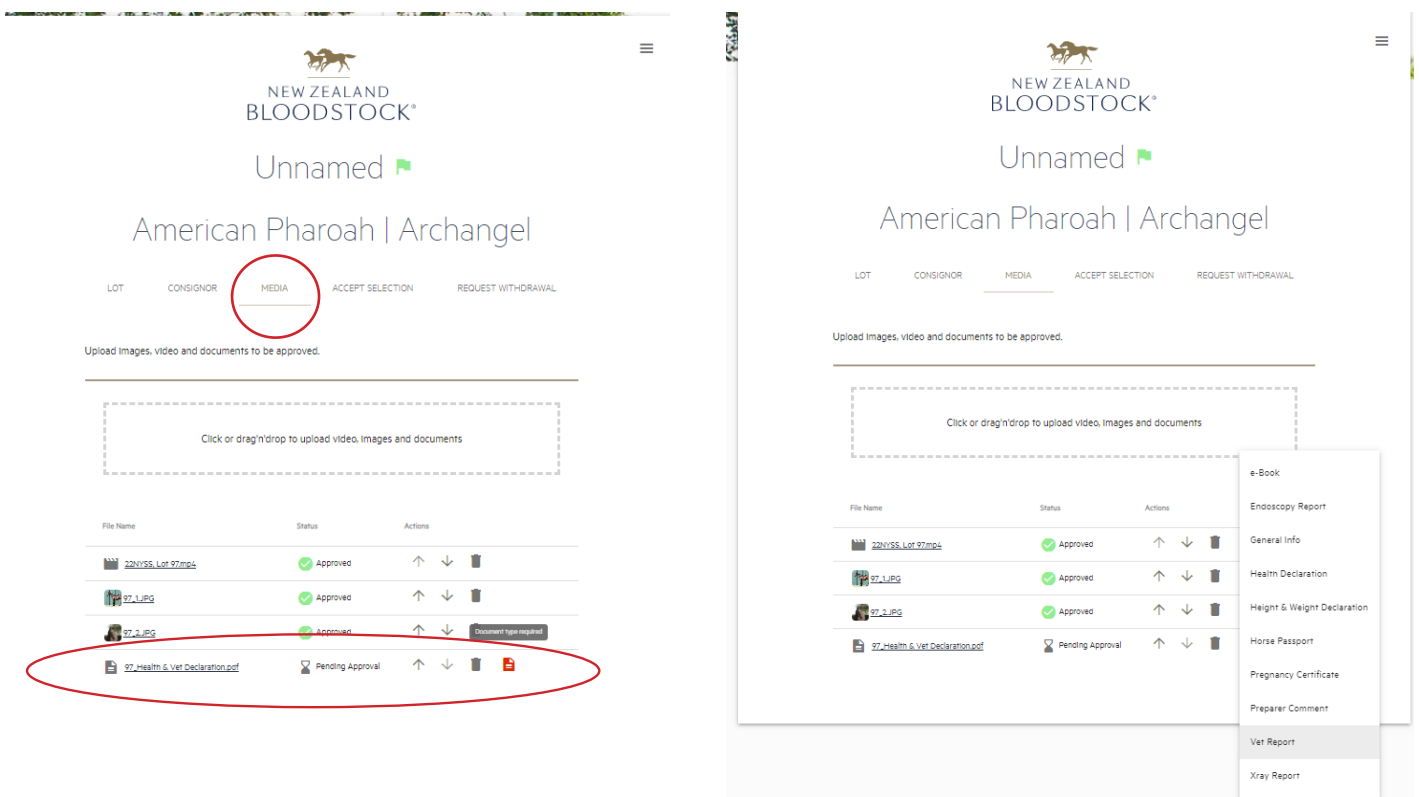
SUBMITTING PDF REPORTS

Should you wish to supply informative reports such as Stage 1 & 2 Vet Reports, Health Declarations, Vet Certificates, Vet or Horse History, you have the ability to upload these PDF documents against a Lot on NZB Standardbred's website.

You can do this by uploading the PDF document via the 'Media' tab against an individual Lot (using the same process as uploading a photo or video).

In order for PDF reports to be submitted, you must select a 'document type' for the PDF you are attempting to upload. The document type you select is the name of the PDF file which will appear against each lot.

While all factual and vet endorsed/certified reports will be submitted, any vendor submitted or non-certified reports will have an NZB disclaimer attached to them to give buyers utmost transparency.



Note: Upload your PDF documents to the NZB Standardbred Portal using the exact same process as uploading a photo or video. The recommended limit of three PDF documents per Lot.

For more information or advice on PDF reports to submit, feel free to contact a member of the bloodstock team for any support or to assist in any way.

TROUBLESHOOTING

Should you have any trouble uploading your media via the NZB portal, please contact a member of the NZB Marketing team who will endeavour to assist you. Please note that the Marketing team **will not** upload media on your behalf and approval of media will be processed during working hours.

All Media enquiries to:

Email: marketing@nzb.co.nz

Phone: +64 9 298 0055