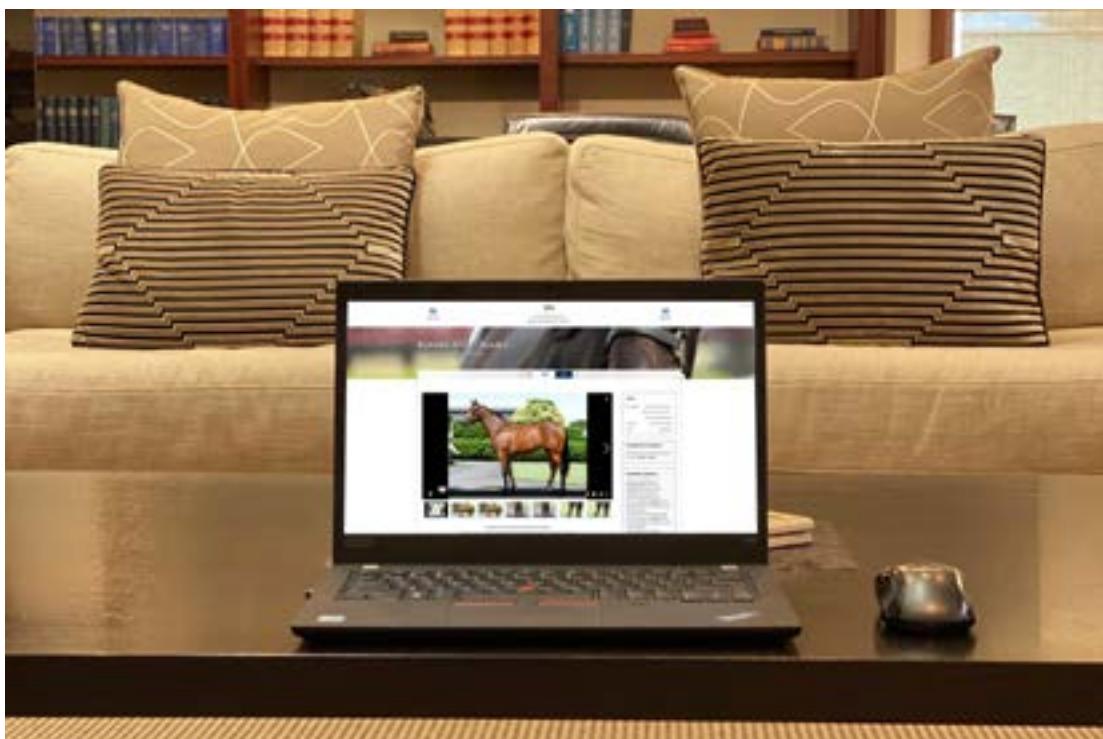


GUIDE TO LOT MEDIA

The nature of how our buyers evaluate and purchase horses has changed momentously over the last few years with significant importance placed on digital media. 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.



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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 camera person 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.



<https://vimeo.com/790721452>



NZB'S PORTAL

All photos and videos must be uploaded to NZB'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. 304_1, 304_2, 304_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: portal.nzb.co.nz

PARADE VIDEO

File Formats Accepted	MOV, MPG4, AVI
Naming Convention - must be labelled by sales code then lot number	25RTR, Lot XXX e.g. 25RTR, 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.nzb.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

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

Lesley Warwick

Ph: 021 555 644
Email: lesleywarwick@xtra.co.nz

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

MP Media

Ph: 0275293418
Email: molly@mollypikemedia.com

Brittany Fowler Photography

Ph: 0276444862
Email: brittany.fowler1@icloud.com

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

Ph: 0204 113 9512
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

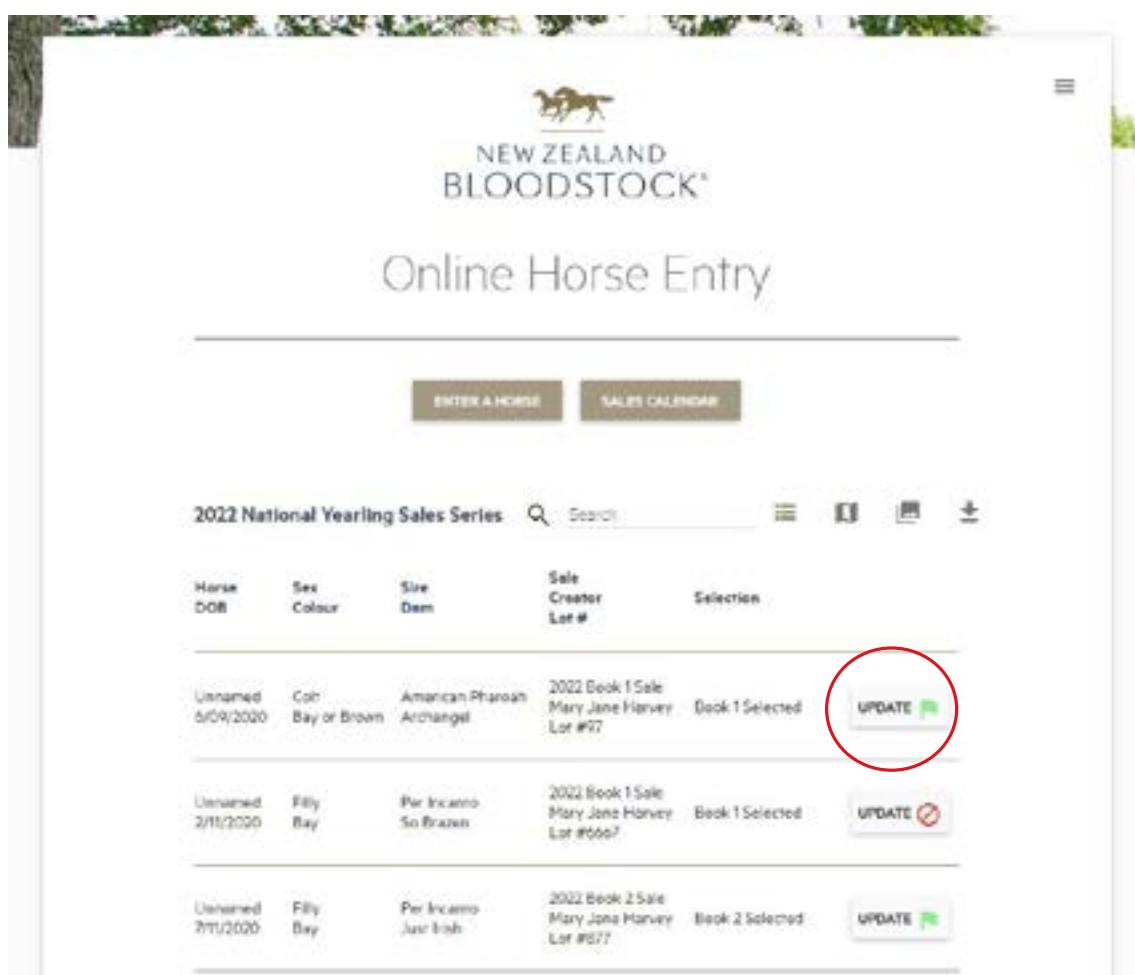
It is the responsibility of the vendor and/or vendor's photographer to upload vendor media, with each vendor and/or photographer now given the ability to upload sale media via the NZB portal: portal.nzb.co.nz.

Please note: If you would like to delegate the responsibility of uploading vendor media to a photographer, your photographer will be able to create their own NZB portal account to upload your media on your behalf.

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

STEP 1. (Individual Lot Upload)

Once logged in, click on the horse entry you would like to upload media against (or use the search bar to find the horse).



The screenshot shows the 'Online Horse Entry' page of the New Zealand Bloodstock website. At the top, the 'NEW ZEALAND BLOODSTOCK' logo is displayed. Below the logo, the text 'Online Horse Entry' is centered. At the top right, there is a search bar and a menu icon. Below the header, there are two buttons: 'ENTER A HORSE' and 'SALES CALENDAR'. The main content area is titled '2022 National Yearling Sales Series'. It features a table with the following columns: Horse DOB, Sex Colour, Size Dam, Sale Creator Lot #, and Selection. There are three entries listed:

Horse DOB	Sex Colour	Size Dam	Sale Creator Lot #	Selection
Unnamed 6/09/2020	Colt Bay or Brown	American Pharoah Archangel	2022 Book 1 Sale Mary Jane Harvey Lot #97	Book 1 Selected
Unnamed 2/11/2020	Filly Bay	Per Incanto So Brazen	2022 Book 1 Sale Mary Jane Harvey Lot #667	Book 1 Selected
Unnamed 2/11/2020	Filly Bay	Per Incanto Just Irish	2022 Book 2 Sale Mary Jane Harvey Lot #677	Book 2 Selected

Each row has an 'UPDATE' button with a green checkmark icon. The 'UPDATE' button for the first horse entry is circled in red.

UPLOADING MEDIA TO NZB

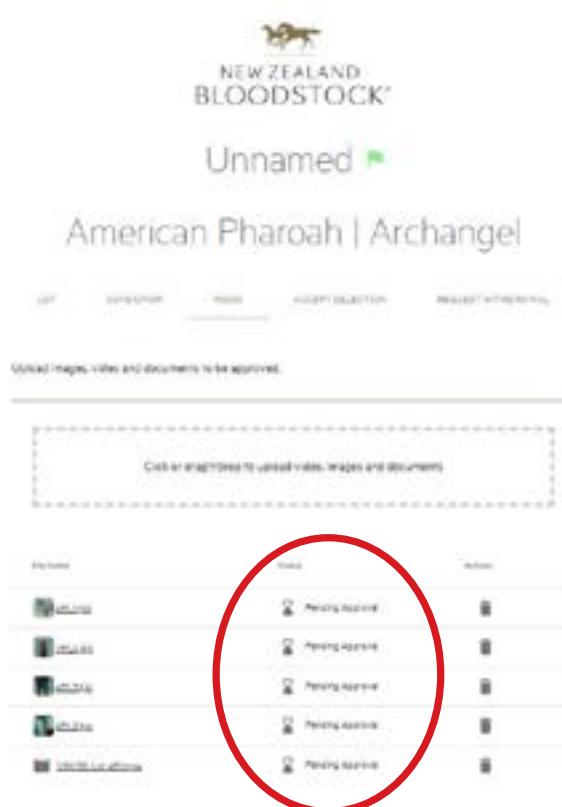
STEP 2. (Individual Lot Upload)

To upload your media against your Lot, click on the ‘MEDIA’ tab at the top of the entry. 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 3. (Individual Lot Upload)

Once you have uploaded your media, you will see each photo and/or video loaded into the NZB 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 is done during working hours.**



UPLOADING MEDIA TO NZB

STEP 4. (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 5. (Individual Lot Upload)

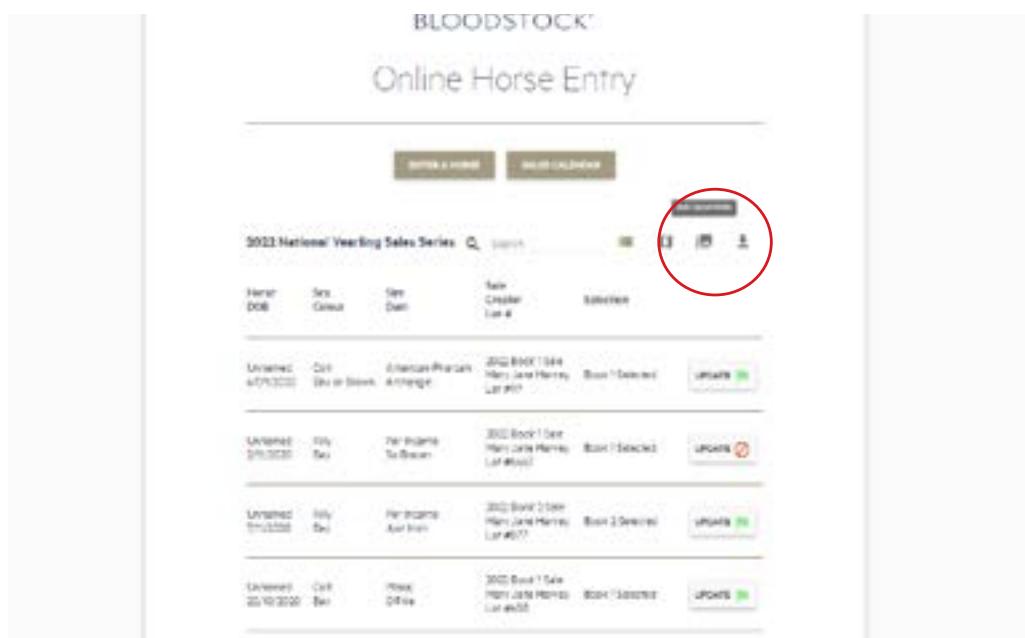
Once your media has been approved, you will see a green 'Approved' status against each image and/or video. If you would like to delete any of the media you have uploaded, simply click on the grey trash can next to the image and/or video.

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

UPLOADING MEDIA TO NZB

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 a table of horse lots for the 2022 National Yearling Sales Series. The columns include Horse ID, Sex, Gest, Sire, Dam, Sale, and Status. The 'Sale' column shows '2022 Bloodstock National Yearling Sales Series' for all lots. The 'Status' column shows 'BULK SELECTED' for the first three lots, with a green 'UPDATE' button next to it. The fourth lot has a grey 'UPDATE' button. The top right of the table has a 'BULK UPLOAD' button, which is circled in red.

Horse ID	Sex	Gest	Sire	Dam	Sale	Status
Unname... 4/7/2020	Colt	Unname... Arron	Unname... Pharus	Unname... Henry	2022 Bloodstock National Yearling Sales Series	BULK SELECTED
Unname... 3/9/2020	Male	Unname... To Be Determined	Unname... Pharus	Unname... Henry	2022 Bloodstock National Yearling Sales Series	BULK SELECTED
Unname... 20/10/2020	Male	Unname... To Be Determined	Unname... Pharus	Unname... Henry	2022 Bloodstock National Yearling Sales Series	UPDATE
Unname... 20/10/2020	Male	Unname... To Be Determined	Unname... Pharus	Unname... Henry	2022 Bloodstock National Yearling Sales Series	UPDATE
Unname... 20/10/2020	Male	Unname... To Be Determined	Unname... Pharus	Unname... Henry	2022 Bloodstock National Yearling Sales Series	UPDATE

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 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.



The screenshot shows the 'Bulk Media Upload' interface for New Zealand. It features a large dashed box for dragging and dropping files. Below the box, text specifies naming conventions for photos and videos. A note at the bottom states that files must be in JPEG, PDF, or MOV formats, with a maximum of 10 images per lot and a maximum of 10 seconds for videos. The interface includes 'CONTINUE' and 'CREATE' buttons at the bottom.

Click or drag files to upload video, images and documents.

Naming convention for photos:

[Lot], [Lot], [Format].jpg, 304_1.jpg, 304_2.jpg, 304_3.jpg and so on in the order you want them to display. Do not include the word 'Lot' in the file, just file number and naming order. JPEG and PDF formats accepted, maximum of 10 images per lot.

Naming convention for videos:

Same name, i.e. XXXX_100_200.MP4, Lot 201 or 200.MP4. File titles for ready to run (201), National Yearling Sales Series, Bloodstock and Breeding (200) National Standardbred Yearling Sale (200), National Thoroughbred and Standardbred Sale (200). HDV, MP4, and formats accepted. Maximum of 10 seconds in duration and file must be under 200 MB. MP4 requires a maximum of two video per lot.

CONTINUE

CREATE

UPLOADING MEDIA TO NZB

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 website against each lot.



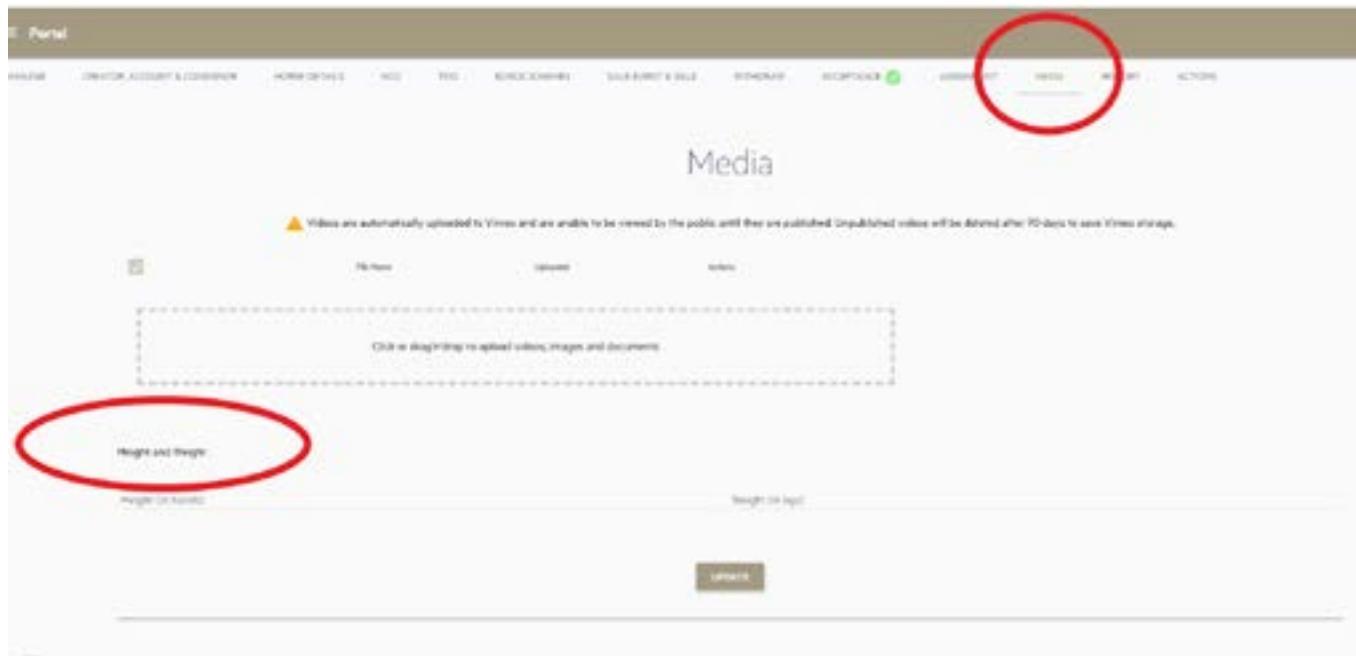
The screenshot shows a 'Bulk Media Upload' interface. At the top, there are instructions for file types: 'Batch of images/tiles to upload video, images and documents' and 'Having conversion for photos'. Below this, there is a note about file formats: 'Use .JPG, .JPG, .JPG, .JPG, .JPG, .JPG and so on in the order you want them to display. Do not include the word .JPG in the file, just the number and naming order. JPG and JPEG formats accepted, maximum of 10 photos per set.' There is also a note about video formats: 'Save video (.avi, .mp4, .mpg, .3gp, .3gp, .3gp, .3gp) and so on in the order you want them to display. Do not include the word .AVI in the file, just the number and naming order. MP4 and MPG formats accepted. Maximum of 100 seconds. MP4 duration and they must be under 250mb in size. We recommend a maximum of 720p unless on 1080p.'

Status	File	Lot Number	Lot	Actions
	101.JPG	#17	Unmet - awaiting further testing	
	101.JPG	#17	Unmet - awaiting further testing	

At the bottom, there are 'Cancel' and 'Upload' buttons.

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).



The screenshot shows the NZB vendor portal interface. At the top, there is a navigation bar with various tabs and a red circle highlighting the 'Media' tab. Below the navigation bar, the word 'Media' is centered. A warning message states: 'Videos are automatically uploaded to Vimeo and are unable to be viewed by the public until they are published. Unpublished videos will be deleted after 90 days to save Vimeo storage.' Below this message, there is a section for 'Height and Weight' which is also circled in red. The 'Height in hands' and 'Weight in kgs' fields are visible, along with an 'UPDATE' button. The main content area shows a video player for 'LOT 2' featuring a horse and jockey, with details like 'SIRE Written By (AUS)' and 'WEATHER FINE'. To the right of the video player, there are three boxes: '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 (kmh): 23 Head, Outside: 56F, Rail: 2), and 'HEIGHT & WEIGHT' (Height: 15.3in, Weight: 420kg). The 'HEIGHT & WEIGHT' box also contains a note: 'This information is compiled by the vendor and does not involve a professional measurement.'

Media

⚠ Videos are automatically uploaded to Vimeo and are unable to be viewed by the public until they are published. Unpublished videos will be deleted after 90 days to save Vimeo storage.

Height and Weight

Height in hands

Weight in kgs

UPDATE

LOT 2

SIRE Written By (AUS)

WEATHER FINE

BREEZE UPS

Time 200m: 10.43

Weather: FINE

Breeze Up Day: Monday

Track Condition: GOOD4

Wind (kmh): 23 Head

Outside: 56F

Rail: 2

HEIGHT & WEIGHT

This information is compiled by the vendor and does not involve a professional measurement.

Height: 15.3in

Weight: 420kg

LOT 2

Account of Riversley Park Ltd, Chispe

BOX B 6

SCHEMES AND ELIGIBILITY

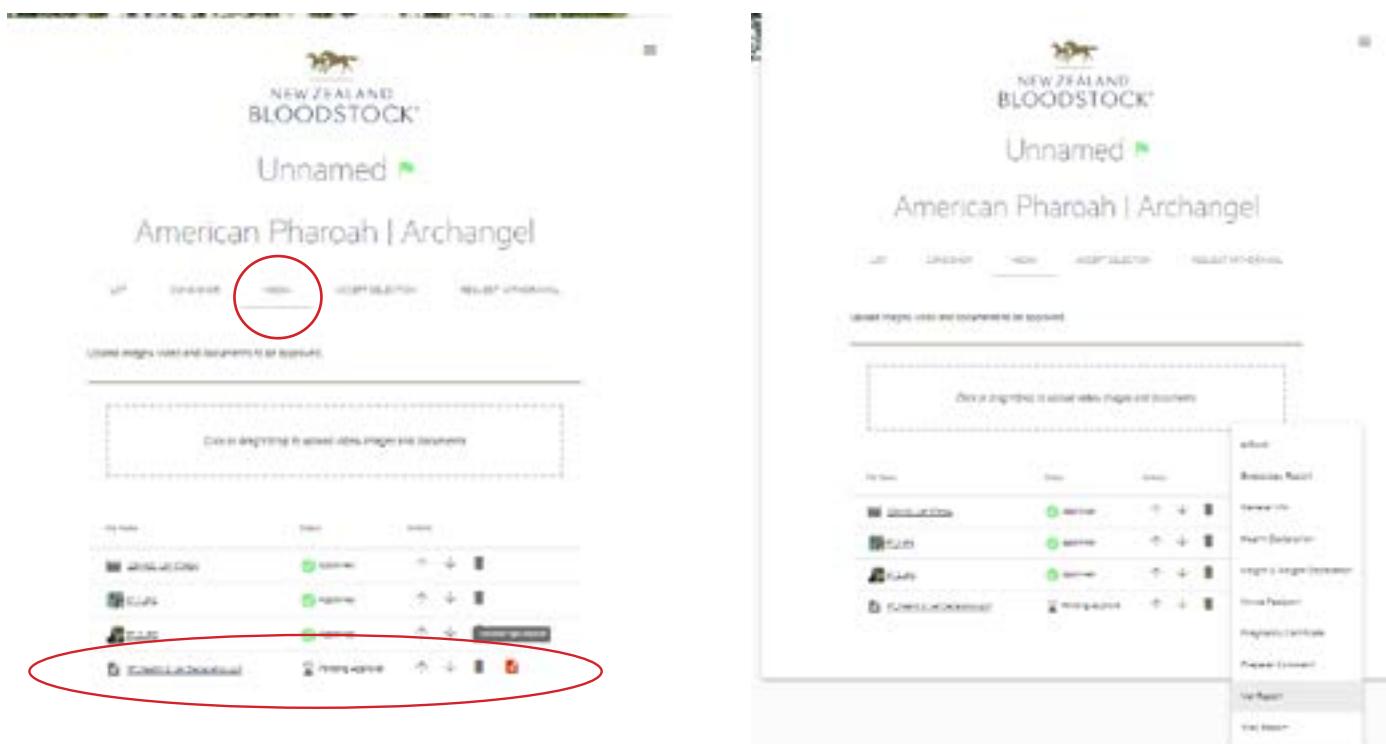
SUBMITTING PDF REPORTS

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'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 Portal using the exact same process as uploading a photo or video. There is a limit of three PDF documents per Lot.

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/Portal Enquiries to:

Email: marketing@nzb.co.nz

Phone: +64 9 298 0055