

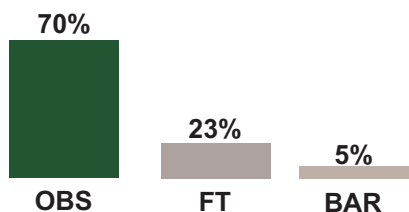


# Ocala Breeders' Sales Company

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## Market Dominance

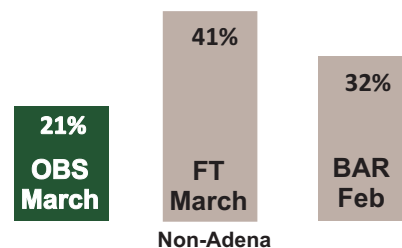
### Gross Sales of Juveniles Market Share in 2015



"...the Ocala company has now achieved a hugely dominant position in the North American 2-Year-Old market..."

-Bill Oppenheim, TDN 4/29/15

### RNA % 2015

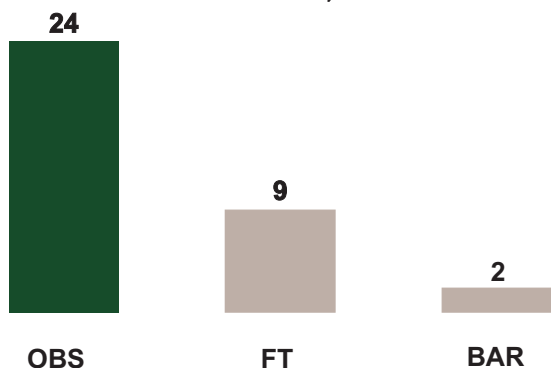


In 2015 Ocala Breeders' Sales Company once again enjoyed a record breaking year led by our outstanding juvenile sale season. The new March Sale format proved wildly successful for consignors while April and June established sale records in gross sales, highest price, average and median. *Simply put, OBS sells more two year olds for more money than any other sales company in the world.*

## On The Track

### 2015 Grade One Stakes Horses Two Year Old Sales Graduates

as of October 19, 2015



March '15 Grad **Gomo** romping in the G1 Alcibiades Stakes. OBS 2YO graduates have won six of the last seven runnings.

## In The Sales Ring

- Sold over 1,600 two year olds for a record gross of \$134 million
- 221 buyers purchased 388 two year olds for at least \$100,000
- 102 buyers purchased 165 two year olds for at least \$200,000
- Buyers represented 44 states and 16 countries
- Sold the highest priced two year old in North America (\$1.9 million) in 2015, an OBS record
- Record combined two year old sale average of over \$82,000, an 18% increase over 2014



April '15 \$1.9 million record setting graduate **Inheritance** broke her maiden at Belmont Park by 16 lengths.

# What's new in 2016

The March Sale of Two Year Olds in Training will once again kick off the Ocala Breeders' Sales Company's two year old sale schedule on March 15 - 16. The open-style format instituted last year proved positive for both buyers and sellers. The sale catalog increased 39% while gross receipts grew 46% to \$56 million.

"We are extremely pleased with how the implemented changes worked," said OBS Sales Director Tod Wojciechowski. "Everyone seemed happy, and I expect even greater participation this year."

Also new for 2016 is the change in conditions of sale and the addition of a repository. According to Tom Ventura, President of OBS, "The marketplace continues to shift as buyers prefer access to more information prior to bidding and want the opportunity to review radiographs presale. Advancements in technology now enable this information to be submitted and accessed on a timely basis. Our consignors and buyers welcome the change."

Other changes for the 2016 two year old season include a new covered chute area where horses enter the track, enlargement of the training track to 5/8ths of a mile, and a number of barn area renovations.



March '15 Grad *Acapulco* won the Queen Mary Stakes (G2) at Royal Ascot, then 2nd against older horses in the Nunthorpe (G1)



The new covered chute area will provide a better environment for horses and people during under tack shows in case of inclement weather.

## March Guidelines

- Entry \$600. Minimum commission \$1,500.
- **Entries close December 14th, 2015. No nominations.** OBS will monitor entries and may elect to inspect horses.
- Consignors should enter horses with outstanding conformation that have advanced well in their training.
- The goal is approximately 750 horses.

## April Guidelines

- Entry \$600. Minimum commission \$1,000.
- **Entries close February 1st, 2016.** The catalog will be limited to 1,200 horses. OBS will use multiple criteria to determine accepted entries which include, but are not limited to, sire averages, pedigree, sale history and cross entries. **Criteria is based on horses entered and is not predetermined.**
- All entries **MUST** be accompanied by either Jockey Club certificate or entry fee, or will receive a lower entry priority.
- The Under Tack Show for April will be held over six days. Horses will be sold over four days.

## June Guidelines

- Entry \$500. Minimum commission \$500.
- **Entries close April 4th, 2016.** All entries **MUST** be accompanied by either Jockey Club certificate or entry fee.
- Any horses excluded from the April Sale will be guaranteed entry to the June Sale.
- The Under Tack Show for June will be an expanded format.

## Repository Highlights

- Use of the Repository will be voluntary.
- The Conditions of Sale will no longer include a bone warranty.
- The Repository Building will be remodeled and include state of the art viewing stations.
- The Repository will employ software by Asteris, a reliable and recognized company in the digital radiograph industry.
- Veterinarians and consignors will be able to submit radiographs at the Repository or online through the Asteris portal.
- Veterinarians will be required to apply in person for a username and password for each sale to allow for viewing of radiographs both on and off-site.
- Consignors may access their repository statistics via computer or mobile devices using a consignor specific URL.

## 2016 Sales Calendar

### MARCH SALE OF TWO YEAR OLDS IN TRAINING

March 15 - 16, 2016

Under Tack: March 9 - 11

(Wednesday - Friday) 8:00 AM  
(Closing December 14, 2015)

### SPRING SALE OF TWO YEAR OLDS IN TRAINING

April 19 - 22, 2016

Under Tack: April 11 - 16

(Monday - Saturday) 8:00 AM  
(Closing February 1, 2016)

### JUNE TWO YEAR OLDS & HORSES OF RACING AGE

June 14 - 17, 2016

Under Tack: June 5 - 10

(Sunday - Friday) 7:30 AM  
(Closing April 4, 2016)