



FACT SHEET

RACEHORSE OUTPLACEMENT PROGRAM

What is the Racehorse Outplacement Program?

The Racehorse Outplacement Program, created by Cyberhorse and supported by Racing Victoria, offers trainers and owners a systematic approach for retraining and re-homing thoroughbred racehorses upon the completion of their racing career.

How does the Racehorse Outplacement Program work?

The Racehorse Outplacement Program follows the process below:

- The owner or trainer of a soon to be retired racehorse contacts Cyberhorse and provides details of the horse including its physical condition and location.
- Cyberhorse horse experts inspect the horse and conduct an initial assessment which evaluates the suitability of the horse for the re-training program.
- If acceptable, Cyberhorse negotiates payment of an outplacement bond with the racehorse's owners.
- Cyberhorse then allocates the horse to a suitable outplacement consultant who will work with the horse.
- At the end of an eight to ten week retraining process the horse is expected to be able to perform a simple dressage test, stand still to be mounted and be sensible when taken out.
- A further assessment is conducted and if satisfactory, the horse is then promoted for sale via Cyberhorse's Virtual Saleyard, Virtual FormGuide and Virtual Equestrian.

Why do we need a Racehorse Outplacement Program?

A racehorse's career on the racetrack is relatively short in comparison to its life span. However, thoroughbreds are a highly sought after breed when it comes to equestrian sports because of their agility and intelligence, making retired racehorses the ideal candidates for a spot in the dressage arena, pony club, polo field or many other equine pursuits.

The Racehorse Outplacement Program aims to bridge the communication gap between the racing industry and wider equestrian community to ultimately provide racehorses with a successful future well beyond their days on the track are complete.

Racing Victoria is committed to horse welfare and wants to ensure the re-homing process for retired racehorses is as easy and as cost effective as possible for trainers and owners.

Who are the outplacement training consultants?

Outplacement consultants are individuals who are skilled in re-training thoroughbreds for equestrian pursuits. They are selected by Cyberhorse based on their proven ability in this field combined with proper management of horse welfare issues and ethical business practices. Accredited outplacement consultants will normally operate from their own facilities.

What is the Racehorse Outplacement Alliance?

The Racehorse Outplacement Alliance consists of a number of Program supporters including sponsors, trainers, outplacement consultants and volunteers. Sponsoring firms provide products and services which go into the Racehorse Outplacement Program Support Package.

This package, currently worth well over \$1000, is given to each person purchasing a Program graduate and provides the nucleus of after sales support for the horse and its new owner as well as subsidising the sale price of the horse.

Racehorse trainers can demonstrate their support for the Program by becoming an Alliance member.

What is the Program graduate sales process?

Program graduates are promoted for sale to an equestrian audience through internet marketing via Cyberhorse's Virtual Saleyard, Virtual FormGuide and Virtual Equestrian.

A full disclosure document will be provided including photos, racing history, race videos, pedigree and the final assessment.

Upon expression of interest from a buyer, Cyberhorse, in conjunction with the outplacement consultant will arrange for an inspection and a test ride.

Subject to the prospective buyer proving their capacity to handle the horse and to care for it subsequently, a sale will be negotiated with the sale proceeds paid initially to Cyberhorse as the agent for the horse's owners.

The sale proceeds will be distributed firstly to cover the Program costs and then to reimburse the owner's outplacement bond. Any surplus is split between the Program, the outplacement consultant and the racehorse owners.

Is there after sales support?

The Racehorse Outplacement Program Support Package provided by Alliance members is an important component of ensuring continued support for the horse and its new owner.

Included in the Package are products likely to be required on a continuing basis by any horse owner including feed, equipment, consumables and veterinary items.

Also included are services such as riding lessons, equine dental care, dietary advice, veterinary and farrier attention.

Cyberhorse is also planning to sponsor classes at horse events which will only be open to Program graduates, together with publicity for those that make their mark in their new careers.

Through internet forums and phone support, Cyberhorse will also be available to provide advice and assistance for the owners of Program graduates.

Who is Cyberhorse?

Cyberhorse (www.cyberhorse.com.au) runs a number of web sites devoted to the Australian horse industry which include the Virtual FormGuide (Racing), Virtual Equestrian (Equestrian Sports) and Virtual Saleyard (Horses and Horse related products and services advertising).

Cyberhorse has been established for 14 years and has tens of thousands of daily site visitors.

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