

**NORTH HIGHLAND MARKETING PLAN - APRIL 2021 - MARCH 2022**

**ALL PROPOSALS TO BE INPUT IN M3OBS TO COMPARE AGAINST SALES PLAN AND LTC COMMITMENTS**

**CONVERTED TO M3UB TO MONITOR ACTUAL SALE SUBMISSIONS AT THE TIME OF EACH EVENT**

**COMPETITIVE SALES**

GOING LIVE	FLS SALE EVENTS - DATE	STANDING SALE K M3 OBS	GREEN LOGS K M3 OBS	CONVERTED TO M3UB	GREEN / RED MIX RED LOGS 16cm+ K M3 OBS	CONVERTED TO M3UB/TON	GPA / GSA 14cm PALLET/BARS K M3 OBS	CONVERTED TO M3UB/TON	LARGE DIAMETER OTHER LOGS (GL - 30cm+) OTHER GENERAL (RL 30cm+) K M3 OBS	CONVERTED TO M3UB/TON	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	CONVERTED TO M3UB/TON
06-Jan-21	17 Feb 2021	30.90										
10-Mar-21	21 April 2021	14.70										
12-May-21	23 June 2021	14.70										
28-Jul-21	8 September 2021	5.70										
06-Oct-21	17 November 2021	66.00										

**SUMMARY BY EVENT-DATE ORDER**

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
17 Feb 2021					
21 April 2021	30.90			30.90	47%
23 June 2021	14.70			14.70	22%
8 September 2021	14.70			14.70	22%
17 November 2021	5.70			5.70	9%
	66.00			66.00	31.1% of Sales Plan

**SPOT TENDER**

	STANDING SALE K M3 OBS	DP LOG PRODUCTS K M3 OBS	CONVERTED TO M3 UB	
STANDING TIMBER	5.00			
NICHE MARKET LOGS (NML / NMH)				
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)				
SAWLOGS 14-16cm+				
<b>TOTAL</b>	5.00			2.4% of Sales Plan

**LOCAL NEGOTIATION**

	STANDING SALE K M3 OBS	DP LOG PRODUCTS K M3 OBS	CONVERTED TO M3 UB	
STANDING TIMBER				
NICHE MARKET LOGS (NML / NMH)				
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)				
FIREWOOD		5.00	4.15	
SAWLOGS 14-16cm+				
<b>TOTAL</b>		5.00	4.15	2.4% of Sales Plan

**LONG TERM CONTRACTS  
BY MERCHANT**

	STANDING SALE K M3 OBS	GREEN K M3 OBS	GREEN / RED MIX RED LOGS 16cm K M3 OBS	GPS / GSA 14cm PALLET / BARS K M3 OBS	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	FENCING K M3 OBS	VOLUME BY CUSTOMER
TOTAL LTC COMMITMENT	134.75						134.75
							63.6% of Sales Plan

TOTAL DP (M3OBS) SALES PLAN	4.00
DP PUT FORWARD	5.00
% OF DP SALES PLAN	125.0%
TOTAL SS (M3OBS) SALES PLAN	207.98
SS PUT FORWARD	205.75
% OF SS SALES PLAN	98.9%
TOTAL VOLUME PUT FORWARD	210.75
SALES PLAN COMMITMENT	211.98
DP/SS % OF SALES PLAN	99.4%

**INVERNESS, ROSS & SKYE MARKETING PLAN - APRIL 2021 - MARCH 2022**

**ALL PROPOSALS TO BE INPUT IN M3OBS TO COMPARE AGAINST SALES PLAN AND LTC COMMITMENTS**

**CONVERTED TO M3UB TO MONITOR ACTUAL SALE SUBMISSIONS AT THE TIME OF EACH EVENT**

**COMPETITIVE SALES**

GOING LIVE	FLS SALE EVENTS - DATE	STANDING SALE K M3 OBS	GREEN LOGS K M3 OBS	CONVERTED TO M3UB	GREEN / RED MIX RED LOGS 16cm+ K M3 OBS	CONVERTED TO M3UB/TON	GPA / GSA 14cm PALLET/BARS K M3 OBS	CONVERTED TO M3UB/TON	LARGE DIAMETER OTHER LOGS (GL - 30cm+) OTHER GENERAL (RL 30cm+) K M3 OBS	CONVERTED TO M3UB/TON	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	CONVERTED TO M3UB/TON
06-Jan-21	17 Feb 2021	21.93									1.86	1.54
10-Mar-21	21 April 2021	17.10	5.00	4.15							1.00	0.83
12-May-21	23 June 2021	29.10	5.00	4.15								
28-Jul-21	8 September 2021	7.90	6.00	4.98							1.00	0.83
06-Oct-21	17 November 2021	16.00	4.50	3.74							2.50	2.08
		92.03	20.50	17.02							6.36	5.28

**SUMMARY BY EVENT-DATE ORDER**

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
17 Feb 2021	21.93	1.86	1.54	23.79	20%
21 April 2021	17.10	6.00	4.98	23.10	19%
23 June 2021	29.10	5.00	4.15	34.10	29%
8 September 2021	7.90	7.00	5.81	14.90	13%
17 November 2021	16.00	7.00	5.81	23.00	19%
	92.03	26.86	22.29	118.89	40.3% of Sales Plan

**SPOT TENDER**

	STANDING SALE K M3 OBS	DP LOG PRODUCTS K M3 OBS	CONVERTED TO M3 UB	
STANDING TIMBER				
NICHE MARKET LOGS (NML / NMH)				
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)				
SAWLOGS 14-16cm+		4.00	3.32	
<b>TOTAL</b>		4.00	3.32	1.4% of Sales Plan

**LOCAL NEGOTIATION**

	STANDING SALE K M3 OBS	DP LOG PRODUCTS K M3 OBS	CONVERTED TO M3 UB	
STANDING TIMBER				
NICHE MARKET LOGS (NML / NMH)				
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)				
FIREWOOD		5.00	4.15	
SAWLOGS 14-16cm+		1.50	1.25	
<b>TOTAL</b>		6.50	5.40	2.2% of Sales Plan

**LONG TERM CONTRACTS BY MERCHANT**

	STANDING SALE K M3 OBS	GREEN K M3 OBS	GREEN / RED MIX RED LOGS 16cm K M3 OBS	GPS / GSA 14cm PALLET / BARS K M3 OBS	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	FENCING K M3 OBS	VOLUME BY CUSTOMER
TOTAL LTC COMMITMENT	113.00	9.80	4.50	2.20	30.35	5.80	165.65
							56.1% of Sales Plan

TOTAL DP (M3OBS) SALES PLAN	90.00
DP PUT FORWARD	90.01
% OF DP SALES PLAN	100.0%
TOTAL SS (M3OBS) SALES PLAN	205.03
SS PUT FORWARD	205.03
% OF SS SALES PLAN	100.0%
TOTAL VOLUME PUT FORWARD	295.04
SALES PLAN COMMITMENT	295.03
DP/SS % OF SALES PLAN	100.0%

SUMMARY NORTH REGION MARKETING PLAN - APRIL 2021 - MARCH 2022

ALL PROPOSALS TO BE INPUT IN M3OBS TO COMPARE AGAINST SALES PLAN AND LTC COMMITMENTS

CONVERTED TO M3UB TO MONITOR ACTUAL SALE SUBMISSIONS AT THE TIME OF EACH EVENT

COMPETITIVE SALES

GOING LIVE	FE SALE EVENTS - DATE	STANDING SALE K M3 OBS	GREEN LOGS K M3 OBS	CONVERTED TO M3UB	GREEN / RED MIX RED LOGS 16cm+ K M3 OBS	CONVERTED TO M3UB/TON	GPA / GSA 14cm PALLET/BARS K M3 OBS	CONVERTED TO M3UB/TON	LARGE DIAMETER OTHER LOGS (GL - 30cm+) OTHER GENERAL (RL 30cm+) K M3 OBS	CONVERTED TO M3UB/TON	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	CONVERTED TO M3UB/TON
06-Jan-21	17 Feb 2021	21.93			4.15						1.86	1.54
10-Mar-21	21 April 2021	48.00	5.00		4.98						1.00	0.83
12-May-21	23 June 2021	43.80	5.00		4.15							
28-Jul-21	8 September 2021	22.60	6.00		4.98						1.00	0.83
06-Oct-21	17 November 2021	21.70	4.50		3.74						2.50	2.08
		158.03	20.50	17.02							6.36	5.28

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
17 Feb 2021	21.93	1.86	1.54	23.79	13%
21 April 2021	48.00	6.00	4.98	54.00	29%
23 June 2021	43.80	5.00	4.15	48.80	26%
8 September 2021	22.60	7.00	5.81	29.60	16%
17 November 2021	21.70	7.00	5.81	28.70	16%
	158.03	26.86	22.29	184.89	36.5% of Sales Plan

SPOT TENDER

	STANDING SALE K M3 OBS	DP LOG PRODUCTS	CONVERTED TO M3 UB	
STANDING TIMBER	5.00			
NICHE MARKET LOGS (NML / NMH)				
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)				
SAWLOGS 14-16cm+		4.00	3.32	
TOTAL	5.00	4.00	3.32	1.8% of Sales Plan

LOCAL NEGOTIATION

	STANDING SALE K M3 OBS	DP LOG PRODUCTS	CONVERTED TO M3 UB	
STANDING TIMBER				
NICHE MARKET LOGS (NML / NMH)				
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)				
FIREWOOD		10.00	8.30	
SAWLOGS 14-16cm+		1.50	1.25	
TOTAL		11.50	9.55	2.3% of Sales Plan

LONG TERM CONTRACTS

	STANDING SALE K M3 OBS	GREEN K M3 OBS	GREEN / RED MIX RED LOGS 16cm K M3 OBS	GPS / GSA 14cm PALLET / BARS K M3 OBS	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	FENCING K M3 OBS	VOLUME BY CUSTOMER
SUMMARY TOTAL - SEE FDs FOR INDIVIDUAL CUSTOMERS	247.75	9.80	4.50	2.20	30.35	5.80	300.40
							59.2% of Sales Plan

TOTAL DP (M3OBS) SALES PLAN	94.00
DP PUT FORWARD	95.01
% OF DP SALES PLAN	101.1%
TOTAL SS (M3OBS) SALES PLAN	413.01
SS PUT FORWARD	410.78
% OF SS SALES PLAN	99.5%
TOTAL VOLUME PUT FORWARD	505.79
SALES PLAN COMMITMENT	507.01
DP/SS % OF SALES PLAN	99.8%

MORAY & ABERDEENSHIRE MARKETING PLAN - APRIL 2021 - MARCH 2022

ALL PROPOSALS TO BE INPUT IN M3OBS TO COMPARE AGAINST SALES PLAN AND LTC COMMITMENTS

CONVERTED TO M3UB TO MONITOR ACTUAL SALE SUBMISSIONS AT THE TIME OF EACH EVENT

COMPETITIVE SALES

GOING LIVE	FLS SALE EVENTS - DATE	STANDING SALE K M3 OBS	GREEN LOGS K M3 OBS	CONVERTED TO M3UB	GREEN / RED MIX RED LOGS 16cm+ K M3 OBS	CONVERTED TO M3UB/TON	GPA / GSA 14cm PALLET/BARS K M3 OBS	CONVERTED TO M3UB/TON	LARGE DIAMETER OTHER LOGS (GL - 30cm+) OTHER GENERAL (RL 30cm+) K M3 OBS	CONVERTED TO M3UB/TON	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	CONVERTED TO M3UB/TON
06-Jan-21	17 Feb 2021	24.50									6.13	5.09
10-Mar-21	21 April 2021	10.22	0.50	0.42	1.15	0.95					2.10	1.74
12-May-21	23 June 2021	25.48	4.03	3.34	2.78	2.31	0.77	0.64			4.00	3.32
28-Jul-21	8 September 2021	21.24	5.01	4.16	1.00	0.83	1.97	1.64			4.28	3.55
06-Oct-21	17 November 2021	8.42	7.15	5.93	2.12	1.76	0.10	0.08			0.50	0.42
		89.86	16.69	13.85	7.05	5.85	2.84	2.36			17.01	14.12

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
17 Feb 2021	24.50	6.13	5.09	30.63	23%
21 April 2021	10.22	3.75	3.11	13.97	10%
23 June 2021	25.48	11.58	9.61	37.06	28%
8 September 2021	21.24	12.26	10.18	33.50	25%
17 November 2021	8.42	9.87	8.19	18.29	14%
	89.86	43.59	36.18	133.45	35.1% of Sales Plan

SPOT TENDER

	STANDING SALE K M3 OBS	DP LOG PRODUCTS K M3 OBS	CONVERTED TO M3 UB	
STANDING TIMBER				
NICHE MARKET LOGS (NML / NMH)				
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)		8.72	7.24	
SAWLOGS 14-16cm+		13.39	11.11	
TOTAL		22.11	18.35	5.8% of Sales Plan

LOCAL NEGOTIATION

	STANDING SALE K M3 OBS	DP LOG PRODUCTS K M3 OBS	CONVERTED TO M3 UB	
STANDING TIMBER				
NICHE MARKET LOGS (NML / NMH)				
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)				
FIREWOOD		8.48	7.04	
SAWLOGS 14-16cm+				
TOTAL		8.48	7.04	2.2% of Sales Plan

LONG TERM CONTRACTS  
BY MERCHANT

	STANDING SALE K M3 OBS	GREEN K M3 OBS	GREEN / RED MIX RED LOGS 16cm K M3 OBS	GPS / GSA 14cm PALLET / BARS K M3 OBS	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	FENCING K M3 OBS	VOLUME BY CUSTOMER
TOTAL LTC COMMITMENT	47.20	68.05	10.19	9.46	80.29	4.30	219.49
							57.7% of Sales Plan

TOTAL DP (M3OBS) SALES PLAN	244.39
DP PUT FORWARD	246.47
% OF DP SALES PLAN	100.9%
TOTAL SS (M3OBS) SALES PLAN	136.01
SS PUT FORWARD	137.06
% OF SS SALES PLAN	100.8%
TOTAL VOLUME PUT FORWARD	383.53
SALES PLAN COMMITMENT	380.40
DP/SS % OF SALES PLAN	100.8%

TAY MARKETING PLAN - APRIL 2021 - MARCH 2022

ALL PROPOSALS TO BE INPUT IN M3OBS TO COMPARE AGAINST SALES PLAN AND LTC COMMITMENTS

CONVERTED TO M3UB TO MONITOR ACTUAL SALE SUBMISSIONS AT THE TIME OF EACH EVENT

COMPETITIVE SALES

GOING LIVE	FLS SALE EVENTS - DATE	STANDING SALE K M3 OBS	GREEN LOGS K M3 OBS	CONVERTED TO M3UB	GREEN / RED MIX RED LOGS 16cm+ K M3 OBS	CONVERTED TO M3UB/TON	GPA / GSA 14cm PALLET/BARS K M3 OBS	CONVERTED TO M3UB/TON	LARGE DIAMETER OTHER LOGS (GL - 30cm+) OTHER GENERAL (RL 30cm+) K M3 OBS	CONVERTED TO M3UB/TON	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	CONVERTED TO M3UB/TON
06-Jan-21	17 Feb 2021	10.50	3.50	2.91	2.50	2.08						
10-Mar-21	21 April 2021	3.75	3.00	2.49			0.32	0.27				
12-May-21	23 June 2021	7.00	3.50	2.91	3.00	2.49	1.00	0.83	1.50	1.25	1.50	1.25
28-Jul-21	8 September 2021		2.50	2.08							3.00	2.49
06-Oct-21	17 November 2021											
		21.25	12.50	10.38	5.50	4.57	1.32	1.10	1.50	1.25	4.50	3.74

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
17 Feb 2021					
21 April 2021	10.50	6.00	4.98	16.50	35%
23 June 2021	3.75	3.32	2.76	7.07	15%
8 September 2021	7.00	10.50	8.72	17.50	38%
17 November 2021		5.50	4.57	5.50	12%
	21.25	25.32	21.02	46.57	35.8% of Sales Plan

SPOT TENDER

	STANDING SALE K M3 OBS	DP LOG PRODUCTS K M3 OBS	CONVERTED TO M3 UB	
STANDING TIMBER				
NICHE MARKET LOGS (NML / NMH)				
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)				
SAWLOGS 14-16cm+		4.70	3.90	
TOTAL		4.70	3.90	3.6% of Sales Plan

LOCAL NEGOTIATION

	STANDING SALE K M3 OBS	DP LOG PRODUCTS K M3 OBS	CONVERTED TO M3 UB	
STANDING TIMBER				
NICHE MARKET LOGS (NML / NMH)				
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)				
FIREWOOD		2.00	1.66	
SAWLOGS 14-16cm+		0.70	0.58	
TOTAL		2.70	2.24	2.1% of Sales Plan

LONG TERM CONTRACTS  
BY MERCHANT

	STANDING SALE K M3 OBS	GREEN K M3 OBS	GREEN / RED MIX RED LOGS 16cm K M3 OBS	GPS / GSA 14cm PALLET / BARS K M3 OBS	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	FENCING K M3 OBS	VOLUME BY CUSTOMER
TOTAL LTC COMMITMENT	47.15	2.00		5.00	26.29		80.44
							61.8% of Sales Plan

TOTAL DP (M3OBS) SALES PLAN	62.33
DP PUT FORWARD	66.01
% OF DP SALES PLAN	105.9%
TOTAL SS (M3OBS) SALES PLAN	67.77
SS PUT FORWARD	68.40
% OF SS SALES PLAN	100.9%
TOTAL VOLUME PUT FORWARD	134.41
SALES PLAN COMMITMENT	130.10
DP/SS % OF SALES PLAN	103.3%

SUMMARY EAST REGION MARKETING PLAN - APRIL 2021 - MARCH 2022

ALL PROPOSALS TO BE INPUT IN M3OBS TO COMPARE AGAINST SALES PLAN AND LTC COMMITMENTS

CONVERTED TO M3UB TO MONITOR ACTUAL SALE SUBMISSIONS AT THE TIME OF EACH EVENT

COMPETITIVE SALES

GOING LIVE	FE SALE EVENTS - DATE	STANDING SALE K M3 OBS	GREEN LOGS K M3 OBS	CONVERTED TO M3UB	GREEN / RED MIX RED LOGS 16cm+ K M3 OBS	CONVERTED TO M3UB/TON	GPA / GSA 14cm PALLET/BARS K M3 OBS	CONVERTED TO M3UB/TON	LARGE DIAMETER OTHER LOGS (GL - 30cm+) OTHER GENERAL (RL 30cm+) K M3 OBS	CONVERTED TO M3UB/TON	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	CONVERTED TO M3UB/TON
06-Jan-21	17 Feb 2021	24.50									6.13	5.09
10-Mar-21	21 April 2021	20.72	4.00	3.32	3.65	3.03					2.10	1.74
12-May-21	23 June 2021	29.23	7.03	5.83	2.78	2.31	1.09			0.90	4.00	3.32
28-Jul-21	8 September 2021	28.24	8.51	7.06	4.00	3.32	2.97	1.50		1.25	5.78	4.80
06-Oct-21	17 November 2021	8.42	9.65	8.01	2.12	1.76	0.10			0.08	3.50	2.91
		111.11	29.19	24.23	12.55	10.42	4.16	3.45	1.50	1.25	21.51	17.85

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
17 Feb 2021	24.50	6.13	5.09	30.63	17%
21 April 2021	20.72	9.75	8.09	30.47	17%
23 June 2021	29.23	14.90	12.37	44.13	25%
8 September 2021	28.24	22.76	18.89	51.00	28%
17 November 2021	8.42	15.37	12.76	23.79	13%
	111.11	68.91	57.20	180.02	35.3% of Sales Plan

SPOT TENDER

	STANDING SALE K M3 OBS	DP LOG PRODUCTS	CONVERTED TO M3 UB	
STANDING TIMBER				
NICHE MARKET LOGS (NML / NMH)				
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)		8.72	7.24	
SAWLOGS 14-16cm+		18.09	15.01	
TOTAL		26.81	22.25	5.3% of Sales Plan

LOCAL NEGOTIATION

	STANDING SALE K M3 OBS	DP LOG PRODUCTS	CONVERTED TO M3 UB	
STANDING TIMBER				
NICHE MARKET LOGS (NML / NMH)				
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)				
FIREWOOD		10.48	8.70	
SAWLOGS 14-16cm+		0.70	0.58	
TOTAL		11.18	9.28	2.2% of Sales Plan

LONG TERM CONTRACTS

	STANDING SALE K M3 OBS	GREEN K M3 OBS	GREEN / RED MIX RED LOGS 16cm K M3 OBS	GPS / GSA 14cm PALLET / BARS K M3 OBS	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	FENCING K M3 OBS	VOLUME BY CUSTOMER
SUMMARY TOTAL - SEE FDs FOR INDIVIDUAL CUSTOMERS	94.35	70.05	10.19	14.46	106.58	4.30	299.93
							58.8% of Sales Plan

TOTAL DP (M3OBS) SALES PLAN	306.72
DP PUT FORWARD	312.48
% OF DP SALES PLAN	101.9%
TOTAL SS (M3OBS) SALES PLAN	203.78
SS PUT FORWARD	205.46
% OF SS SALES PLAN	100.8%
TOTAL VOLUME PUT FORWARD	517.94
SALES PLAN COMMITMENT	510.50
DP/SS % OF SALES PLAN	101.5%

WEST ARGYLL MARKETING PLAN - APRIL 2021 - MARCH 2022

ALL PROPOSALS TO BE INPUT IN M3OBS TO COMPARE AGAINST SALES PLAN AND LTC COMMITMENTS

CONVERTED TO M3UB TO MONITOR ACTUAL SALE SUBMISSIONS AT THE TIME OF EACH EVENT

COMPETITIVE SALES

GOING LIVE	FLS SALE EVENTS - DATE	STANDING SALE K M3 OBS	GREEN LOGS K M3 OBS	CONVERTED TO M3UB	GREEN / RED MIX RED LOGS 16cm+ K M3 OBS	CONVERTED TO M3UB/TON	GPA / GSA 14cm PALLET/BARS K M3 OBS	CONVERTED TO M3UB/TON	LARGE DIAMETER OTHER LOGS (GL - 30cm+) OTHER GENERAL (RL 30cm+) K M3 OBS	CONVERTED TO M3UB/TON	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	CONVERTED TO M3UB/TON
06-Jan-21	17 Feb 2021	13.00										
10-Mar-21	21 April 2021	20.00			9.00	7.47	2.00	1.66	2.00	1.66	2.00	1.66
12-May-21	23 June 2021	25.00			9.00	7.47	3.00	2.49	2.00	1.66	4.00	3.32
28-Jul-21	8 September 2021	20.00			10.00	8.30	3.00	2.49	2.00	1.66	4.00	3.32
06-Oct-21	17 November 2021	20.00									2.00	1.66
		98.00			28.00	23.24	8.00	6.64	6.00	4.98	12.00	9.96

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
17 Feb 2021	13.00			13.00	9%
21 April 2021	20.00	15.00	12.45	35.00	23%
23 June 2021	25.00	18.00	14.94	43.00	28%
8 September 2021	20.00	19.00	15.77	39.00	26%
17 November 2021	20.00	2.00	1.66	22.00	14%
	98.00	54.00	44.82	152.00	30.4% of Sales Plan

SPOT TENDER

	STANDING SALE K M3 OBS	DP LOG PRODUCTS K M3 OBS	CONVERTED TO M3 UB	
STANDING TIMBER	40.00			
NICHE MARKET LOGS (NML / NMH)		3.00	2.49	
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)				
SAWLOGS 14-16cm+				
TOTAL	40.00	3.00	2.49	8.6% of Sales Plan

LOCAL NEGOTIATION

	STANDING SALE K M3 OBS	DP LOG PRODUCTS K M3 OBS	CONVERTED TO M3 UB	
STANDING TIMBER	5.00			
NICHE MARKET LOGS (NML / NMH)		2.00	1.66	
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)		3.00	2.49	
FIREWOOD		6.00	4.98	
SAWLOGS 14-16cm+		3.00	2.49	
TOTAL	5.00	14.00	11.62	3.8% of Sales Plan

LONG TERM CONTRACTS  
BY MERCHANT

	STANDING SALE K M3 OBS	GREEN K M3 OBS	GREEN / RED MIX RED LOGS 16cm K M3 OBS	GPS / GSA 14cm PALLET / BARS K M3 OBS	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	FENCING K M3 OBS	VOLUME BY CUSTOMER
TOTAL LTC COMMITMENT	182.24		55.00	6.20	40.90		284.34
							56.9% of Sales Plan

TOTAL DP (M3OBS) SALES PLAN	210.01
DP PUT FORWARD	173.10
% OF DP SALES PLAN	82.4%
TOTAL SS (M3OBS) SALES PLAN	290.05
SS PUT FORWARD	325.24
% OF SS SALES PLAN	112.1%
TOTAL VOLUME PUT FORWARD	498.34
SALES PLAN COMMITMENT	500.06
DP/SS % OF SALES PLAN	99.7%

LOCHABER MARKETING PLAN - APRIL 2021 - MARCH 2022

ALL PROPOSALS TO BE INPUT IN M3OBS TO COMPARE AGAINST SALES PLAN AND LTC COMMITMENTS

CONVERTED TO M3UB TO MONITOR ACTUAL SALE SUBMISSIONS AT THE TIME OF EACH EVENT

COMPETITIVE SALES

GOING LIVE	FLS SALE EVENTS - DATE	STANDING SALE K M3 OBS	GREEN LOGS K M3 OBS	CONVERTED TO M3UB	GREEN / RED MIX RED LOGS 16cm+ K M3 OBS	CONVERTED TO M3UB/TON	GPA / GSA 14cm PALLET/BARS K M3 OBS	CONVERTED TO M3UB/TON	LARGE DIAMETER OTHER LOGS (GL - 30cm+) OTHER GENERAL (RL 30cm+) K M3 OBS	CONVERTED TO M3UB/TON	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	CONVERTED TO M3UB/TON
06-Jan-21	17 Feb 2021										0.19	0.16
10-Mar-21	21 April 2021	10.00									1.00	0.83
12-May-21	23 June 2021	10.00	1.20	1.00					1.00	0.83	1.00	0.83
28-Jul-21	8 September 2021	10.00							0.50	0.42	1.00	0.83
06-Oct-21	17 November 2021											
		30.00	1.20	1.00					1.50	1.25	3.19	2.65

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
17 Feb 2021		0.19	0.16	0.19	1%
21 April 2021	10.00	1.00	0.83	11.00	31%
23 June 2021	10.00	3.20	2.66	13.20	37%
8 September 2021	10.00	1.50	1.25	11.50	32%
17 November 2021					
	30.00	5.89	4.89	35.89	19.7% of Sales Plan

SPOT TENDER

	STANDING SALE K M3 OBS	DP LOG PRODUCTS K M3 OBS	CONVERTED TO M3 UB	
STANDING TIMBER	3.50			
NICHE MARKET LOGS (NML / NMH)				
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)				
SAWLOGS 14-16cm+				
TOTAL	3.50			1.9% of Sales Plan

LOCAL NEGOTIATION

	STANDING SALE K M3 OBS	DP LOG PRODUCTS K M3 OBS	CONVERTED TO M3 UB	
STANDING TIMBER	2.00			
NICHE MARKET LOGS (NML / NMH)		0.50	0.42	
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)		0.68	0.56	
FIREWOOD		3.00	2.49	
SAWLOGS 14-16cm+				
TOTAL	2.00	4.18	3.47	3.4% of Sales Plan

LONG TERM CONTRACTS  
BY MERCHANT

	STANDING SALE K M3 OBS	GREEN K M3 OBS	GREEN / RED MIX RED LOGS 16cm K M3 OBS	GPS / GSA 14cm PALLET / BARS K M3 OBS	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	FENCING K M3 OBS	VOLUME BY CUSTOMER
TOTAL LTC COMMITMENT	94.59	25.10		4.00	13.00		136.69
							75.1% of Sales Plan

TOTAL DP (M3OBS) SALES PLAN	51.98
DP PUT FORWARD	52.17
% OF DP SALES PLAN	100.4%
TOTAL SS (M3OBS) SALES PLAN	130.10
SS PUT FORWARD	130.09
% OF SS SALES PLAN	100.0%
TOTAL VOLUME PUT FORWARD	182.26
SALES PLAN COMMITMENT	182.08
DP/SS % OF SALES PLAN	100.1%



SUMMARY WEST REGION MARKETING PLAN - APRIL 2021 - MARCH 2022

ALL PROPOSALS TO BE INPUT IN M3OBS TO COMPARE AGAINST SALES PLAN AND LTC COMMITMENTS

CONVERTED TO M3UB TO MONITOR ACTUAL SALE SUBMISSIONS AT THE TIME OF EACH EVENT

COMPETITIVE SALES

GOING LIVE	FE SALE EVENTS - DATE	STANDING SALE K M3 OBS	GREEN LOGS K M3 OBS	CONVERTED TO M3UB	GREEN / RED MIX RED LOGS 16cm+ K M3 OBS	CONVERTED TO M3UB/TON	GPA / GSA 14cm PALLET/BARS K M3 OBS	CONVERTED TO M3UB/TON	LARGE DIAMETER OTHER LOGS (GL - 30cm+) OTHER GENERAL (RL 30cm+) K M3 OBS	CONVERTED TO M3UB/TON	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	CONVERTED TO M3UB/TON
06-Jan-21	17 Feb 2021	13.00									0.19	0.16
10-Mar-21	21 April 2021	30.00			9.00	7.47	2.00	2.00	1.66	3.00	3.00	2.49
12-May-21	23 June 2021	35.00	1.20	1.00	9.00	7.47	3.00	3.00	2.49	3.00	5.00	4.15
28-Jul-21	8 September 2021	30.00			10.00	8.30	3.00	2.49	2.50	2.08	5.00	4.15
06-Oct-21	17 November 2021	20.00									2.00	1.66
		128.00	1.20	1.00	28.00	23.24	8.00	6.64	7.50	6.23	15.19	12.61

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
17 Feb 2021	13.00	0.19	0.16	13.19	7%
21 April 2021	30.00	16.00	13.28	46.00	24%
23 June 2021	35.00	21.20	17.60	56.20	30%
8 September 2021	30.00	20.50	17.02	50.50	27%
17 November 2021	20.00	2.00	1.66	22.00	12%
	128.00	59.89	49.71	187.89	27.5% of Sales Plan

SPOT TENDER

	STANDING SALE K M3 OBS	DP LOG PRODUCTS	CONVERTED TO M3 UB	
STANDING TIMBER	43.50			
NICHE MARKET LOGS (NML / NMH)		3.00	2.49	
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)				
SAWLOGS 14-16cm+				
TOTAL	43.50	3.00	2.49	6.8% of Sales Plan

LOCAL NEGOTIATION

	STANDING SALE K M3 OBS	DP LOG PRODUCTS	CONVERTED TO M3 UB	
STANDING TIMBER	7.00			
NICHE MARKET LOGS (NML / NMH)		2.50	2.08	
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)		3.68	3.05	
FIREWOOD		9.00	7.47	
SAWLOGS 14-16cm+		3.00	2.49	
TOTAL	7.00	18.18	15.09	3.7% of Sales Plan

LONG TERM CONTRACTS

	STANDING SALE K M3 OBS	GREEN K M3 OBS	GREEN / RED MIX RED LOGS 16cm K M3 OBS	GPS / GSA 14cm PALLET / BARS K M3 OBS	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	FENCING K M3 OBS	VOLUME BY CUSTOMER
SUMMARY TOTAL - SEE FDs FOR INDIVIDUAL CUSTOMERS	276.83	25.10	55.00	10.20	53.90		421.03
							61.7% of Sales Plan

TOTAL DP (M3OBS) SALES PLAN	261.99
DP PUT FORWARD	225.27
% OF DP SALES PLAN	86.0%
TOTAL SS (M3OBS) SALES PLAN	420.15
SS PUT FORWARD	455.33
% OF SS SALES PLAN	108.4%
TOTAL VOLUME PUT FORWARD	680.60
SALES PLAN COMMITMENT	682.14
DP/SS % OF SALES PLAN	99.8%

**COWAL & TROSSACHS MARKETING PLAN - APRIL 2021 - MARCH 2022**

**ALL PROPOSALS TO BE INPUT IN M3OBS TO COMPARE AGAINST SALES PLAN AND LTC COMMITMENTS**

**CONVERTED TO M3UB TO MONITOR ACTUAL SALE SUBMISSIONS AT THE TIME OF EACH EVENT**

**COMPETITIVE SALES**

GOING LIVE	FLS SALE EVENTS - DATE	STANDING SALE K M3 OBS	GREEN LOGS K M3 OBS	CONVERTED TO M3UB	GREEN / RED MIX RED LOGS 16cm+ K M3 OBS	CONVERTED TO M3UB/TON	GPA / GSA 14cm PALLET/BARS K M3 OBS	CONVERTED TO M3UB/TON	LARGE DIAMETER OTHER LOGS (GL - 30cm+) OTHER GENERAL (RL 30cm+) K M3 OBS	CONVERTED TO M3UB/TON	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	CONVERTED TO M3UB/TON
06-Jan-21	17 Feb 2021	9.55							0.30	0.25		
10-Mar-21	21 April 2021	6.50			1.81	1.50	0.84	0.70	0.66	0.55		
12-May-21	23 June 2021				2.41	2.00	0.96	0.80	0.90	0.75		
28-Jul-21	8 September 2021	64.00			0.60	0.50	0.96	0.80	1.45	1.20		
06-Oct-21	17 November 2021	7.90					1.02	0.85	0.48	0.40		
		87.95			4.82	4.00	3.78	3.14	3.79	3.15		

**SUMMARY BY EVENT-DATE ORDER**

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
17 Feb 2021	9.55	0.30	0.25	9.85	10%
21 April 2021	6.50	3.31	2.75	9.81	10%
23 June 2021		4.27	3.54	4.27	4%
8 September 2021	64.00	3.01	2.50	67.01	67%
17 November 2021	7.90	1.50	1.25	9.40	9%
	87.95	12.39	10.28	100.34	39.5% of Sales Plan

**SPOT TENDER**

	STANDING SALE K M3 OBS	DP LOG PRODUCTS K M3 OBS	CONVERTED TO M3 UB	
STANDING TIMBER				
NICHE MARKET LOGS (NML / NMH)				
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)		1.24	1.03	
SAWLOGS 14-16cm+				
<b>TOTAL</b>		1.24	1.03	0.5% of Sales Plan

**LOCAL NEGOTIATION**

	STANDING SALE K M3 OBS	DP LOG PRODUCTS K M3 OBS	CONVERTED TO M3 UB	
STANDING TIMBER				
NICHE MARKET LOGS (NML / NMH)				
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)				
FIREWOOD		6.20	5.15	
SAWLOGS 14-16cm+				
<b>TOTAL</b>		6.20	5.15	2.4% of Sales Plan

**LONG TERM CONTRACTS  
BY MERCHANT**

	STANDING SALE K M3 OBS	GREEN K M3 OBS	GREEN / RED MIX RED LOGS 16cm K M3 OBS	GPS / GSA 14cm PALLET / BARS K M3 OBS	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	FENCING K M3 OBS	VOLUME BY CUSTOMER
TOTAL LTC COMMITMENT	89.00		14.90	2.16	28.50		134.56
							53.0% of Sales Plan

TOTAL DP (M3OBS) SALES PLAN	65.79
DP PUT FORWARD	65.39
% OF DP SALES PLAN	99.4%
TOTAL SS (M3OBS) SALES PLAN	188.33
SS PUT FORWARD	176.95
% OF SS SALES PLAN	94.0%
TOTAL VOLUME PUT FORWARD	242.34
SALES PLAN COMMITMENT	254.12
DP/SS % OF SALES PLAN	95.4%

SCOTTISH LOWLANDS MARKETING PLAN - APRIL 2021 - MARCH 2022

ALL PROPOSALS TO BE INPUT IN M3OBS TO COMPARE AGAINST SALES PLAN AND LTC COMMITMENTS

CONVERTED TO M3UB TO MONITOR ACTUAL SALE SUBMISSIONS AT THE TIME OF EACH EVENT

COMPETITIVE SALES

GOING LIVE	FLS SALE EVENTS - DATE	STANDING SALE K M3 OBS	GREEN LOGS K M3 OBS	CONVERTED TO M3UB	GREEN / RED MIX RED LOGS 16cm+ K M3 OBS	CONVERTED TO M3UB/TON	GPA / GSA 14cm PALLET/BARS K M3 OBS	CONVERTED TO M3UB/TON	LARGE DIAMETER OTHER LOGS (GL - 30cm+) OTHER GENERAL (RL 30cm+) K M3 OBS	CONVERTED TO M3UB/TON	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	CONVERTED TO M3UB/TON
06-Jan-21	17 Feb 2021	22.71			3.60	2.99						
10-Mar-21	21 April 2021	12.58			1.50	1.25						
12-May-21	23 June 2021	4.64			8.26	6.86						
28-Jul-21	8 September 2021	20.28										
06-Oct-21	17 November 2021	17.60										
		77.81			13.36	11.09						

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
17 Feb 2021	22.71	3.60	2.99	26.31	29%
21 April 2021	12.58	1.50	1.25	14.08	15%
23 June 2021	4.64	8.26	6.86	12.90	14%
8 September 2021	20.28			20.28	22%
17 November 2021	17.60			17.60	19%
	77.81	13.36	11.09	91.17	59.0% of Sales Plan

SPOT TENDER

	STANDING SALE K M3 OBS	DP LOG PRODUCTS K M3 OBS	CONVERTED TO M3 UB	
STANDING TIMBER				
NICHE MARKET LOGS (NML / NMH)				
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)				
SAWLOGS 14-16cm+				
TOTAL				of Sales Plan

LOCAL NEGOTIATION

	STANDING SALE K M3 OBS	DP LOG PRODUCTS K M3 OBS	CONVERTED TO M3 UB	
STANDING TIMBER				
NICHE MARKET LOGS (NML / NMH)				
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)				
FIREWOOD				
SAWLOGS 14-16cm+				
TOTAL				of Sales Plan

LONG TERM CONTRACTS  
BY MERCHANT

	STANDING SALE K M3 OBS	GREEN K M3 OBS	GREEN / RED MIX RED LOGS 16cm K M3 OBS	GPS / GSA 14cm PALLET / BARS K M3 OBS	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	FENCING K M3 OBS	VOLUME BY CUSTOMER
TOTAL LTC COMMITMENT	41.00			3.00	27.34		71.34
							46.2% of Sales Plan

TOTAL DP (M3OBS) SALES PLAN	42.55
DP PUT FORWARD	43.70
% OF DP SALES PLAN	102.7%
TOTAL SS (M3OBS) SALES PLAN	112.00
SS PUT FORWARD	118.81
% OF SS SALES PLAN	106.1%
TOTAL VOLUME PUT FORWARD	162.51
SALES PLAN COMMITMENT	154.55
DP/SS % OF SALES PLAN	105.2%

SUMMARY CENTRAL REGION MARKETING PLAN - APRIL 2021 - MARCH 2022

ALL PROPOSALS TO BE INPUT IN M3OBS TO COMPARE AGAINST SALES PLAN AND LTC COMMITMENTS

CONVERTED TO M3UB TO MONITOR ACTUAL SALE SUBMISSIONS AT THE TIME OF EACH EVENT

COMPETITIVE SALES

GOING LIVE	FE SALE EVENTS - DATE	STANDING SALE K M3 OBS	GREEN LOGS K M3 OBS	CONVERTED TO M3UB	GREEN / RED MIX RED LOGS 16cm+ K M3 OBS	CONVERTED TO M3UB/TON	GPA / GSA 14cm PALLET/BARS K M3 OBS	CONVERTED TO M3UB/TON	LARGE DIAMETER OTHER LOGS (GL - 30cm+) OTHER GENERAL (RL 30cm+) K M3 OBS	CONVERTED TO M3UB/TON	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	CONVERTED TO M3UB/TON
06-Jan-21	17 Feb 2021	32.26			3.60	2.99			0.30	0.25		
10-Mar-21	21 April 2021	19.08			3.31	2.75	0.84		0.66	0.55		
12-May-21	23 June 2021	4.64			10.67	8.86	0.96		0.90	0.75		
28-Jul-21	8 September 2021	84.28			0.60	0.50	0.96		1.45	1.20		
06-Oct-21	17 November 2021	25.50					1.02		0.48	0.40		
		165.76			18.18	15.09	3.78	3.14	3.79	3.15		

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
17 Feb 2021	32.26	3.90	3.24	36.16	19%
21 April 2021	19.08	4.81	3.99	23.89	12%
23 June 2021	4.64	12.53	10.40	17.17	9%
8 September 2021	84.28	3.01	2.50	87.29	46%
17 November 2021	25.50	1.50	1.25	27.00	14%
	165.76	25.75	21.37	191.51	46.9% of Sales Plan

SPOT TENDER

	STANDING SALE K M3 OBS	DP LOG PRODUCTS	CONVERTED TO M3 UB	
STANDING TIMBER				
NICHE MARKET LOGS (NML / NMH)				
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)		1.24	1.03	
SAWLOGS 14-16cm+				
TOTAL		1.24	1.03	0.3% of Sales Plan

LOCAL NEGOTIATION

	STANDING SALE K M3 OBS	DP LOG PRODUCTS	CONVERTED TO M3 UB	
STANDING TIMBER				
NICHE MARKET LOGS (NML / NMH)				
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)				
FIREWOOD		6.20	5.15	
SAWLOGS 14-16cm+				
TOTAL		6.20	5.15	1.5% of Sales Plan

LONG TERM CONTRACTS

	STANDING SALE K M3 OBS	GREEN K M3 OBS	GREEN / RED MIX RED LOGS 16cm K M3 OBS	GPS / GSA 14cm PALLET / BARS K M3 OBS	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	FENCING K M3 OBS	VOLUME BY CUSTOMER
SUMMARY TOTAL - SEE FDs FOR INDIVIDUAL CUSTOMERS	130.00		14.90	5.16	55.84		205.90
							50.4% of Sales Plan

TOTAL DP (M3OBS) SALES PLAN	108.34
DP PUT FORWARD	109.09
% OF DP SALES PLAN	100.7%
TOTAL SS (M3OBS) SALES PLAN	300.33
SS PUT FORWARD	295.76
% OF SS SALES PLAN	98.5%
TOTAL VOLUME PUT FORWARD	404.85
SALES PLAN COMMITMENT	408.67
DP/SS % OF SALES PLAN	99.1%

GALLOWAY MARKETING PLAN - APRIL 2021 - MARCH 2022

ALL PROPOSALS TO BE INPUT IN M3OBS TO COMPARE AGAINST SALES PLAN AND LTC COMMITMENTS

CONVERTED TO M3UB TO MONITOR ACTUAL SALE SUBMISSIONS AT THE TIME OF EACH EVENT

COMPETITIVE SALES

GOING LIVE	FLS SALE EVENTS - DATE	STANDING SALE K M3 OBS	GREEN LOGS K M3 OBS	CONVERTED TO M3UB	GREEN / RED MIX RED LOGS 16cm+ K M3 OBS	CONVERTED TO M3UB/TON	GPA / GSA 14cm PALLET/BARS K M3 OBS	CONVERTED TO M3UB/TON	LARGE DIAMETER OTHER LOGS (GL - 30cm+) OTHER GENERAL (RL 30cm+) K M3 OBS	CONVERTED TO M3UB/TON	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	CONVERTED TO M3UB/TON
06-Jan-21	17 Feb 2021	4.40			2.48	2.06	0.62	0.51	2.79	2.32	2.48	2.06
10-Mar-21	21 April 2021	12.60			1.21	1.00	0.60	1.21	1.21	1.00	1.21	1.00
12-May-21	23 June 2021	6.10			2.41	2.00	0.60	0.50	1.21	1.00	1.21	1.00
28-Jul-21	8 September 2021	23.90			1.21	1.00	0.60	0.50	1.21	1.00	1.21	1.00
06-Oct-21	17 November 2021	5.40			2.41	2.00	0.60	0.50	1.21	1.00	1.21	1.00
		52.40			9.72	8.07	3.02	2.51	7.63	6.33	7.32	6.08

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
17 Feb 2021	4.40	8.37	6.95	12.77	16%
21 April 2021	12.60	4.23	3.51	16.83	21%
23 June 2021	6.10	5.43	4.51	11.53	14%
8 September 2021	23.90	4.23	3.51	28.13	35%
17 November 2021	5.40	5.43	4.51	10.83	14%
	52.40	27.69	22.98	80.09	16.0% of Sales Plan

SPOT TENDER

	STANDING SALE K M3 OBS	DP LOG PRODUCTS K M3 OBS	CONVERTED TO M3 UB	
STANDING TIMBER	42.60			
NICHE MARKET LOGS (NML / NMH)				
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)			1.00	0.83
SAWLOGS 14-16cm+				
TOTAL	42.60		1.00	0.83

8.7% of Sales Plan

LOCAL NEGOTIATION

	STANDING SALE K M3 OBS	DP LOG PRODUCTS K M3 OBS	CONVERTED TO M3 UB	
STANDING TIMBER				
NICHE MARKET LOGS (NML / NMH)				
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)		2.41	2.00	
FIREWOOD		4.23	3.51	
SAWLOGS 14-16cm+		3.62	3.00	
TOTAL		10.26	8.52	2.1% of Sales Plan

LONG TERM CONTRACTS  
BY MERCHANT

	STANDING SALE K M3 OBS	GREEN K M3 OBS	GREEN / RED MIX RED LOGS 16cm K M3 OBS	GPS / GSA 14cm PALLET / BARS K M3 OBS	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	FENCING K M3 OBS	VOLUME BY CUSTOMER
TOTAL LTC COMMITMENT	110.00		118.00	36.00	102.59		366.59

73.3% of Sales Plan

TOTAL DP (M3OBS) SALES PLAN	295.00
DP PUT FORWARD	295.54
% OF DP SALES PLAN	100.2%
TOTAL SS (M3OBS) SALES PLAN	205.00
SS PUT FORWARD	205.00
% OF SS SALES PLAN	100.0%
TOTAL VOLUME PUT FORWARD	500.54
SALES PLAN COMMITMENT	500.00
DP/SS % OF SALES PLAN	100.1%

DUMFRIES & BORDERS MARKETING PLAN - APRIL 2021 - MARCH 2022

ALL PROPOSALS TO BE INPUT IN M3OBS TO COMPARE AGAINST SALES PLAN AND LTC COMMITMENTS

CONVERTED TO M3UB TO MONITOR ACTUAL SALE SUBMISSIONS AT THE TIME OF EACH EVENT

COMPETITIVE SALES

GOING LIVE	FLS SALE EVENTS - DATE	STANDING SALE K M3 OBS	GREEN LOGS K M3 OBS	CONVERTED TO M3UB	GREEN / RED MIX RED LOGS 16cm+ K M3 OBS	CONVERTED TO M3UB/TON	GPA / GSA 14cm PALLET/BARS K M3 OBS	CONVERTED TO M3UB/TON	LARGE DIAMETER OTHER LOGS (GL - 30cm+) OTHER GENERAL (RL 30cm+) K M3 OBS	CONVERTED TO M3UB/TON	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	CONVERTED TO M3UB/TON
06-Jan-21	17 Feb 2021	58.82	1.24	1.03	3.10	2.57	1.24	1.03	1.21	1.00	1.21	1.00
10-Mar-21	21 April 2021		1.20	1.00	2.20	1.83			1.21	1.00	1.21	1.00
12-May-21	23 June 2021	23.00			2.20	1.83	1.21	1.00	1.21	1.00	1.21	1.00
28-Jul-21	8 September 2021	33.00	1.20	1.00	2.20	1.83			1.21	1.00	1.21	1.00
06-Oct-21	17 November 2021	32.00	1.20	1.00	2.20	1.83	0.60	0.50	1.81	1.50	1.21	1.00
		146.82	4.84	4.02	11.90	9.88	3.05	2.53	5.44	4.52	4.84	4.02

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
17 Feb 2021	58.82	5.58	4.63	64.40	36%
21 April 2021		5.82	4.83	5.82	3%
23 June 2021	23.00	5.83	4.84	28.83	16%
8 September 2021	33.00	5.82	4.83	38.82	22%
17 November 2021	32.00	7.02	5.83	39.02	22%
	146.82	30.07	24.96	176.89	34.7% of Sales Plan

SPOT TENDER

	STANDING SALE K M3 OBS	DP LOG PRODUCTS K M3 OBS	CONVERTED TO M3 UB	
STANDING TIMBER	40.00			
NICHE MARKET LOGS (NML / NMH)				
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)		1.21	1.00	
SAWLOGS 14-16cm+		4.84	4.02	
TOTAL	40.00	6.05	5.02	9.0% of Sales Plan

LOCAL NEGOTIATION

	STANDING SALE K M3 OBS	DP LOG PRODUCTS K M3 OBS	CONVERTED TO M3 UB	
STANDING TIMBER	10.00			
NICHE MARKET LOGS (NML / NMH)				
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)		2.41	2.00	
FIREWOOD		8.69	7.21	
SAWLOGS 14-16cm+		4.53	3.76	
TOTAL	10.00	15.63	12.97	5.0% of Sales Plan

LONG TERM CONTRACTS  
BY MERCHANT

	STANDING SALE K M3 OBS	GREEN K M3 OBS	GREEN / RED MIX RED LOGS 16cm K M3 OBS	GPS / GSA 14cm PALLET / BARS K M3 OBS	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	FENCING K M3 OBS	VOLUME BY CUSTOMER
TOTAL LTC COMMITMENT	145.00		34.70	23.00	64.07		266.77
							52.3% of Sales Plan

TOTAL DP (M3OBS) SALES PLAN	180.00
DP PUT FORWARD	173.52
% OF DP SALES PLAN	96.4%
TOTAL SS (M3OBS) SALES PLAN	330.01
SS PUT FORWARD	341.82
% OF SS SALES PLAN	103.6%
TOTAL VOLUME PUT FORWARD	515.34
SALES PLAN COMMITMENT	510.01
DP/SS % OF SALES PLAN	101.0%

SUMMARY SOUTH REGION MARKETING PLAN - APRIL 2021 - MARCH 2022

ALL PROPOSALS TO BE INPUT IN M3OBS TO COMPARE AGAINST SALES PLAN AND LTC COMMITMENTS

CONVERTED TO M3UB TO MONITOR ACTUAL SALE SUBMISSIONS AT THE TIME OF EACH EVENT

COMPETITIVE SALES

GOING LIVE	FE SALE EVENTS - DATE	STANDING SALE K M3 OBS	GREEN LOGS K M3 OBS	CONVERTED TO M3UB	GREEN / RED MIX RED LOGS 16cm+ K M3 OBS	CONVERTED TO M3UB/TON	GPA / GSA 14cm PALLET/BARS K M3 OBS	CONVERTED TO M3UB/TON	LARGE DIAMETER OTHER LOGS (GL - 30cm+) OTHER GENERAL (RL 30cm+) K M3 OBS	CONVERTED TO M3UB/TON	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	CONVERTED TO M3UB/TON
06-Jan-21	17 Feb 2021	63.22	1.24	1.03	5.58	4.63	1.86	2.79	2.32	2.48	2.06	
10-Mar-21	21 April 2021	12.60	1.20	1.00	3.41	2.83	0.60	2.42	2.01	2.42	2.01	
12-May-21	23 June 2021	29.10			4.61	3.83	1.81	2.42	2.01	2.42	2.01	
28-Jul-21	8 September 2021	56.90	1.20	1.00	3.41	2.83	0.60	2.42	2.01	2.42	2.01	
06-Oct-21	17 November 2021	37.40	1.20	1.00	4.61	3.83	1.20	3.02	2.51	2.42	2.01	
		199.22	4.84	4.02	21.62	17.94	6.07	13.07	10.85	12.16	10.09	

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
17 Feb 2021	63.22	13.95	11.58	77.17	30%
21 April 2021	12.60	10.05	8.34	22.65	9%
23 June 2021	29.10	11.26	9.35	40.36	16%
8 September 2021	56.90	10.05	8.34	66.95	26%
17 November 2021	37.40	12.45	10.33	49.85	19%
	199.22	57.76	47.94	256.98	25.4% of Sales Plan

SPOT TENDER

	STANDING SALE K M3 OBS	DP LOG PRODUCTS	CONVERTED TO M3 UB	
STANDING TIMBER	82.60			
NICHE MARKET LOGS (NML / NMH)				
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)		1.21	1.00	
SAWLOGS 14-16cm+		5.84	4.85	
TOTAL	82.60	7.05	5.85	8.9% of Sales Plan

LOCAL NEGOTIATION

	STANDING SALE K M3 OBS	DP LOG PRODUCTS	CONVERTED TO M3 UB	
STANDING TIMBER	10.00			
NICHE MARKET LOGS (NML / NMH)				
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)		4.82	4.00	
FIREWOOD		12.92	10.72	
SAWLOGS 14-16cm+		8.15	6.76	
TOTAL	10.00	25.89	21.49	3.6% of Sales Plan

LONG TERM CONTRACTS

	STANDING SALE K M3 OBS	GREEN K M3 OBS	GREEN / RED MIX RED LOGS 16cm K M3 OBS	GPS / GSA 14cm PALLET / BARS K M3 OBS	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	FENCING K M3 OBS	VOLUME BY CUSTOMER
SUMMARY TOTAL - SEE FDs FOR INDIVIDUAL CUSTOMERS	255.00		152.70	59.00	166.66		633.36
							62.7% of Sales Plan

TOTAL DP (M3OBS) SALES PLAN	475.00
DP PUT FORWARD	469.06
% OF DP SALES PLAN	98.7%
TOTAL SS (M3OBS) SALES PLAN	535.01
SS PUT FORWARD	546.82
% OF SS SALES PLAN	102.2%
TOTAL VOLUME PUT FORWARD	1015.88
SALES PLAN COMMITMENT	1010.01
DP/SS % OF SALES PLAN	100.6%

SUMMARY SCOTLAND MARKETING PLAN, APRIL 2021 - MARCH 2022

ALL PROPOSALS TO BE INPUT IN M3OBS TO COMPARE AGAINST SALES PLAN AND LTC COMMITMENTS

CONVERTED TO M3UB TO MONITOR ACTUAL SALE SUBMISSIONS AT THE TIME OF EACH EVENT

COMPETITIVE SALES

GOING LIVE	FE SALE EVENTS - DATE	STANDING SALE K M3 OBS	GREEN LOGS K M3 OBS	CONVERTED TO M3UB	GREEN / RED MIX RED LOGS 16cm+ K M3 OBS	CONVERTED TO M3UB/TON	GPA / GSA 14cm PALLET/BARS K M3 OBS	CONVERTED TO M3UB/TON	LARGE DIAMETER OTHER LOGS (GL - 30cm+) OTHER GENERAL (RL 30cm+) K M3 OBS	CONVERTED TO M3UB/TON	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	CONVERTED TO M3UB/TON
06-Jan-21	17 Feb 2021	154.91	1.24	1.03	9.18	7.62	1.86	1.54	3.09	2.56	10.66	8.85
10-Mar-21	21 April 2021	130.40	10.20	8.47	19.37	16.08	3.44	2.86	5.08	4.22	8.52	7.07
12-May-21	23 June 2021	141.77	13.23	10.98	27.06	22.46	6.86	5.69	6.32	5.25	11.42	9.48
28-Jul-21	8 September 2021	222.02	15.71	13.04	18.01	14.95	7.53	6.25	7.87	6.53	14.20	11.79
06-Oct-21	17 November 2021	113.02	15.35	12.74	6.73	5.59	2.32	1.93	3.50	2.91	10.42	8.65
		762.12	55.73	46.26	80.35	66.69	22.01	18.27	25.86	21.46	55.22	45.83

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
17 Feb 2021	154.91	26.03	21.60	180.94	18.1%
21 April 2021	130.40	46.61	38.69	177.01	17.7%
23 June 2021	141.77	64.89	53.86	206.66	20.6%
8 September 2021	222.02	63.32	52.56	285.34	28.5%
17 November 2021	113.02	38.32	31.81	151.34	15.1%
	762.12	239.17	198.51	1001.29	32.1% of Sales Plan

SPOT TENDER

	STANDING SALE K M3 OBS	DP LOG PRODUCTS	CONVERTED TO M3 UB	
STANDING TIMBER	131.10			
NICHE MARKET LOGS (NML / NMH)		3.00	2.49	
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)		11.17	9.27	
SAWLOGS 14-16cm+		27.93	23.18	
TOTAL	131.10	42.10	34.94	5.6% of Sales Plan

LOCAL NEGOTIATION

	STANDING SALE K M3 OBS	DP LOG PRODUCTS	CONVERTED TO M3 UB	
STANDING TIMBER	17.00			
NICHE MARKET LOGS (NML / NMH)		2.50	2.08	
SMALL ROUNDWOOD (Chip, Pulp, Woodfuel)		8.50	7.06	
FIREWOOD		48.60	40.34	
SAWLOGS 14-16cm+		13.35	11.08	
TOTAL	17.00	72.95	60.55	2.9% of Sales Plan

LONG TERM CONTRACTS

	STANDING SALE K M3 OBS	GREEN K M3 OBS	GREEN / RED MIX RED LOGS 16cm K M3 OBS	GPS / GSA 14cm PALLET / BARS K M3 OBS	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	FENCING K M3 OBS	VOLUME BY CUSTOMER
SUMMARY TOTAL - SEE FDs FOR INDIVIDUAL CUSTOMERS	1003.93	104.95	237.29	91.02	413.33	10.10	1860.62
							59.7% of Sales Plan

TOTAL DP (M3OBS) SALES PLAN	1246.05
DP PUT FORWARD	1210.91
% OF DP SALES PLAN	97.2%
TOTAL SS (M3OBS) SALES PLAN	1872.28
SS PUT FORWARD	1914.15
% OF SS SALES PLAN	102.2%
TOTAL VOLUME PUT FORWARD	3125.06
SALES PLAN COMMITMENT	3118.33
DP/SS % OF SALES PLAN	100.2%