

NORTH HIGHLAND SALES PLAN - APRIL 2022 - MARCH 2023

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
19-Jan-22	02-Mar-22	22.60										
09-Mar-22	20-Apr-22	6.30										
11-May-22	22-Jun-22	17.90										
27-Jul-22	07-Sep-22	16.50										
12-Oct-22	23-Nov-22	6.10										
		69.40										

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
02-Mar-22	22.60			22.60	33%
20-Apr-22	6.30			6.30	9%
22-Jun-22	17.90			17.90	26%
07-Sep-22	16.50			16.50	24%
23-Nov-22	6.10			6.10	9%
	69.40			69.40	31.8% of Sales Plan

SPOT TENDER	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

LOCAL NEGOTIATION

STANDING SALE K M3 OBS	SAWLOGS 14-16cm+ K M3 OBS	CONVERTED TO M3UB	FIREWOOD K M3 OBS	CONVERTED TO M3UB	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	CONVERTED TO M3UB
			4.00	3.32		

PREMIUM SPECIES

SAWLOGS K M3 OBS	CONVERTED TO M3UB

SPOT TENDER

STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
				of Sales Plan

LOCAL NEGOTIATION

STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
	4.00	3.32	4	1.8% of Sales Plan

PREMIUM SPECIES

STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
				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
144.75						144.75
						66.4% of Sales Plan

TOTAL DP (M3OBS) BUSINESS PLAN	4.00
DP PUT FORWARD	4.00
% OF DP BUSINESS PLAN	100.0%
TOTAL SS (M3OBS) BUSINESS PLAN	207.98
SS PUT FORWARD	214.15
% OF SS BUSINESS PLAN	103.0%
BUSINESS PLAN COMMITMENT	211.98
TOTAL VOLUME PUT FORWARD	218.15
TOTAL % OF BUSINESS PLAN	102.9%

INVERNESS, ROSS & SKYE SALES PLAN - APRIL 2022 - MARCH 2023

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
19-Jan-22	02-Mar-22	10.40		3.82							0.28	0.23
09-Mar-22	20-Apr-22	21.80	4.60								1.21	1.00
11-May-22	22-Jun-22	48.80	5.80	4.81							1.21	1.00
27-Jul-22	07-Sep-22	36.10	5.80	4.81							2.40	1.99
12-Oct-22	23-Nov-22	10.30	5.00	4.15							1.21	1.00
		127.40	21.20	17.60							6.31	5.24

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
02-Mar-22	10.40	0.28	0.23	10.68	7%
20-Apr-22	21.80	5.81	4.82	27.61	18%
22-Jun-22	48.80	7.01	5.82	55.81	36%
07-Sep-22	36.10	8.20	6.81	44.30	29%
23-Nov-22	10.30	6.21	5.15	16.51	11%
	127.40	27.51	22.83	154.91	50.6% of Sales Plan

SPOT TENDER	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

LOCAL NEGOTIATION	STANDING SALE K M3 OBS	SAWLOGS 14-16cm+ K M3 OBS	CONVERTED TO M3UB	FIREWOOD K M3 OBS	CONVERTED TO M3UB	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	CONVERTED TO M3UB
		1.5	1.25	5.00	4.15	2.50	2.08

PREMIUM SPECIES	SAWLOGS K M3 OBS	CONVERTED TO M3UB
	1.25	1.04

SPOT TENDER	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	of Sales Plan
LOCAL NEGOTIATION		9.00	7.47	9	2.9% of Sales Plan
PREMIUM SPECIES	1.25	1.25	1.04	2.5	0.8% 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	87.00	12.30	4.00		30.35	5.80	139.45
							45.6% of Sales Plan

TOTAL DP (M3OBS) BUSINESS PLAN	89.95
DP PUT FORWARD	90.21
% OF DP BUSINESS PLAN	100.3%
TOTAL SS (M3OBS) BUSINESS PLAN	214.72
SS PUT FORWARD	215.65
% OF SS BUSINESS PLAN	100.4%
BUSINESS PLAN COMMITMENT	304.67
TOTAL VOLUME PUT FORWARD	305.86
TOTAL % OF BUSINESS PLAN	100.4%

NORTH REGION SALES PLAN - APRIL 2022 - MARCH 2023

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
19-Jan-22	02-Mar-22	33.00		3.82							0.28	0.23
09-Mar-22	20-Apr-22	28.10	4.60								1.21	1.00
11-May-22	22-Jun-22	66.70	5.80	4.81							1.21	1.00
27-Jul-22	07-Sep-22	52.60	5.80	4.81							2.40	1.99
12-Oct-22	23-Nov-22	16.40	5.00	4.15							1.21	1.00
		196.80	21.20	17.60							6.31	5.24

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
02-Mar-22	33.00	0.28	0.23	33.28	15%
20-Apr-22	28.10	5.81	4.82	33.91	15%
22-Jun-22	66.70	7.01	5.82	73.71	33%
07-Sep-22	52.60	8.20	6.81	60.80	27%
23-Nov-22	16.40	6.21	5.15	22.61	10%
	196.80	27.51	22.83	224.31	42.8% of Sales Plan

SPOT TENDER	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

LOCAL NEGOTIATION	STANDING SALE K M3 OBS	SAWLOGS 14-16cm+ K M3 OBS	CONVERTED TO M3UB	FIREWOOD K M3 OBS	CONVERTED TO M3UB	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	CONVERTED TO M3UB
		1.5	1.25	9.00	7.47	2.50	2.08

PREMIUM SPECIES	SAWLOGS K M3 OBS	CONVERTED TO M3UB
	1.25	1.04

SPOT TENDER	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	of Sales Plan
LOCAL NEGOTIATION		13.00	10.79	13	2.5% of Sales Plan
PREMIUM SPECIES	1.25	1.25	1.04	2.5	0.5% 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	231.75	12.30	4.00		30.35	5.80	284.20
							54.2% of Sales Plan

TOTAL DP (M3OBS) BUSINESS PLAN	93.95
DP PUT FORWARD	94.21
% OF DP BUSINESS PLAN	100.3%
TOTAL SS (M3OBS) BUSINESS PLAN	422.70
SS PUT FORWARD	429.80
% OF SS BUSINESS PLAN	101.7%
BUSINESS PLAN COMMITMENT	516.65
TOTAL VOLUME PUT FORWARD	524.01
TOTAL % OF BUSINESS PLAN	101.4%

MORAY & ABERDEENSHIRE SALES PLAN - APRIL 2022 - MARCH 2023

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
19-Jan-22	02-Mar-22	31.00		0.83								
09-Mar-22	20-Apr-22	15.00	1.00	2.49	2.02						2.00	1.66
11-May-22	22-Jun-22	15.00	3.00	2.49	1.68	0.50	0.42				2.00	1.66
27-Jul-22	07-Sep-22	16.30	2.00	1.66	2.03	0.50	0.42	1.00	0.83		2.00	1.66
12-Oct-22	23-Nov-22	3.50	4.00	3.32		1.00	0.83				2.00	1.66
		80.80	10.00	8.30	4.46	3.70	2.00	1.66	1.00	0.83	10.00	8.30

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
02-Mar-22	31.00	2.00	1.66	33.00	30%
20-Apr-22	15.00	3.00	2.49	18.00	17%
22-Jun-22	15.00	7.93	6.58	22.93	21%
07-Sep-22	16.30	7.53	6.25	23.83	22%
23-Nov-22	3.50	7.00	5.81	10.50	10%
	80.80	27.46	22.79	108.26	32.8% of Sales Plan

SPOT TENDER	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
	8.00										

LOCAL NEGOTIATION	STANDING SALE K M3 OBS	SAWLOGS 14-16cm+ K M3 OBS	CONVERTED TO M3UB	FIREWOOD K M3 OBS	CONVERTED TO M3UB	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	CONVERTED TO M3UB
		2	1.66	8.10	6.72	2.00	1.66

PREMIUM SPECIES	SAWLOGS K M3 OBS	CONVERTED TO M3UB

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
SPOT TENDER	8.00			8.00	2.4% of Sales Plan
LOCAL NEGOTIATION		12.10	10.04	12.1	3.7% of Sales Plan
PREMIUM SPECIES					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	37.20	58.55	8.59	6.96	86.29	4.30	201.89
							61.1% of Sales Plan

TOTAL DP (M3OBS) BUSINESS PLAN	203.39
DP PUT FORWARD	204.25
% OF DP BUSINESS PLAN	100.4%
TOTAL SS (M3OBS) BUSINESS PLAN	125.63
SS PUT FORWARD	126.00
% OF SS BUSINESS PLAN	100.3%
BUSINESS PLAN COMMITMENT	329.02
TOTAL VOLUME PUT FORWARD	330.25
TOTAL % OF BUSINESS PLAN	100.4%

TAY SALES PLAN - APRIL 2022 - MARCH 2023

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
19-Jan-22	02-Mar-22	28.00	2.00	1.66	1.00	0.83						
09-Mar-22	20-Apr-22	7.50	2.50	2.08	1.50	1.25	0.20					
11-May-22	22-Jun-22		2.50	2.08	2.70	2.24	0.30	0.20	0.17	0.25	1.00	0.83
27-Jul-22	07-Sep-22		2.84	2.36	3.00	2.49	0.20	0.20	0.17			
12-Oct-22	23-Nov-22											
		35.50	9.84	8.17	8.20	6.81	0.70	0.58	0.20	0.17	1.00	0.83

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
02-Mar-22		2.00	1.66	2.00	4%
20-Apr-22	28.00	1.00	0.83	29.00	52%
22-Jun-22	7.50	4.20	3.49	11.70	21%
07-Sep-22		6.70	5.56	6.70	12%
23-Nov-21		6.04	5.01	6.04	11%
	35.50	19.94	16.55	55.44	39.8% of Sales Plan

SPOT TENDER	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
	6.61										

LOCAL NEGOTIATION	STANDING SALE K M3 OBS	SAWLOGS 14-16cm+ K M3 OBS	CONVERTED TO M3UB	FIREWOOD K M3 OBS	CONVERTED TO M3UB	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	CONVERTED TO M3UB
		4.67	3.88				

PREMIUM SPECIES	SAWLOGS K M3 OBS	CONVERTED TO M3UB
	0.20	0.17

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
SPOT TENDER	6.61			6.61	4.7% of Sales Plan
LOCAL NEGOTIATION		4.67	3.88	4.67	3.4% of Sales Plan
PREMIUM SPECIES	0.20	0.20	0.17	0.4	0.3% 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	37.15	10.00		5.00	20.03		72.18
							51.8% of Sales Plan

TOTAL DP (M3OBS) BUSINESS PLAN	62.27
DP PUT FORWARD	59.84
% OF DP BUSINESS PLAN	96.1%
TOTAL SS (M3OBS) BUSINESS PLAN	89.46
SS PUT FORWARD	79.46
% OF SS BUSINESS PLAN	88.8%
BUSINESS PLAN COMMITMENT	151.73
TOTAL VOLUME PUT FORWARD	139.30
TOTAL % OF BUSINESS PLAN	91.8%

EAST REGION SALES PLAN - APRIL 2022 - MARCH 2023

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
19-Jan-22	02-Mar-22	31.00	2.00	1.66	1.00	0.83					2.00	1.66
09-Mar-22	20-Apr-22	43.00	1.00	0.83	1.00	0.83					2.00	1.66
11-May-22	22-Jun-22	22.50	5.50	4.57	3.93	3.26	0.70	0.58			2.00	1.66
27-Jul-22	07-Sep-22	16.30	4.50	3.74	4.73	3.93	0.80	0.66	1.20	1.00	3.00	2.49
12-Oct-22	23-Nov-22	3.50	6.84	5.68	3.00	2.49	1.20	1.00			2.00	1.66
		116.30	19.84	16.47	12.66	10.51	2.70	2.24	1.20	1.00	11.00	9.13

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
02-Mar-22	31.00	4.00	3.32	35.00	21%
20-Apr-22	43.00	4.00	3.32	47.00	29%
22-Jun-22	22.50	12.13	10.07	34.63	21%
07-Sep-22	16.30	14.23	11.81	30.53	19%
23-Nov-22	3.50	13.04	10.82	16.54	10%
	116.30	47.40	39.34	163.70	34.9% of Sales Plan

SPOT TENDER	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
	14.61										

LOCAL NEGOTIATION	STANDING SALE K M3 OBS	SAWLOGS 14-16cm+ K M3 OBS	CONVERTED TO M3UB	FIREWOOD K M3 OBS	CONVERTED TO M3UB	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	CONVERTED TO M3UB
		6.67	5.54	8.10	6.72	2.00	1.66

PREMIUM SPECIES	SAWLOGS K M3 OBS	CONVERTED TO M3UB
	0.20	0.17

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
SPOT TENDER	14.61			14.61	3.1% of Sales Plan
LOCAL NEGOTIATION		16.77	13.92	16.77	3.6% of Sales Plan
PREMIUM SPECIES	0.20	0.20	0.17	0.4	0.1% 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	74.35	68.55	8.59	11.96	106.32	4.30	274.07
							58.4% of Sales Plan

TOTAL DP (M3OBS) BUSINESS PLAN	265.66
DP PUT FORWARD	264.09
% OF DP BUSINESS PLAN	99.4%
TOTAL SS (M3OBS) BUSINESS PLAN	215.09
SS PUT FORWARD	205.46
% OF SS BUSINESS PLAN	95.5%
BUSINESS PLAN COMMITMENT	480.75
TOTAL VOLUME PUT FORWARD	469.55
TOTAL % OF BUSINESS PLAN	97.7%

WEST ARGYLL SALES PLAN - APRIL 2022 - MARCH 2023

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
19-Jan-22	02-Mar-22	6.00			2.00	1.66	1.00	0.83			3.00	2.49
09-Mar-22	20-Apr-22	12.00			3.00	2.49	1.00	0.83	0.50	0.42	3.00	2.49
11-May-22	22-Jun-22	14.00			4.00	3.32	1.00	0.83	1.00	0.83	4.00	3.32
27-Jul-22	07-Sep-22	12.00			3.00	2.49	1.00	0.83	0.50	0.42	3.00	2.49
12-Oct-22	23-Nov-22				2.00	1.66	1.00	0.83			3.00	2.49
		44.00			14.00	11.62	5.00	4.15	2.00	1.66	16.00	13.28

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
02-Mar-22	6.00	6.00	4.98	12.00	15%
20-Apr-22	12.00	7.50	6.23	19.50	24%
22-Jun-22	14.00	10.00	8.30	24.00	30%
07-Sep-22	12.00	7.50	6.23	19.50	24%
23-Nov-22		6.00	4.98	6.00	7%
	44.00	37.00	30.71	81.00	19.2% of Sales Plan

SPOT TENDER	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
	16.76									9.91	8.23

LOCAL NEGOTIATION	STANDING SALE K M3 OBS	SAWLOGS 14-16cm+ K M3 OBS	CONVERTED TO M3UB	FIREWOOD K M3 OBS	CONVERTED TO M3UB	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	CONVERTED TO M3UB
	2.00	1.91	1.59	6.00	4.98		

PREMIUM SPECIES	SAWLOGS K M3 OBS	CONVERTED TO M3UB

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
SPOT TENDER	16.76	9.91	8.23	26.67	6.3% of Sales Plan
LOCAL NEGOTIATION	2.00	7.91	6.57	9.91	2.3% of Sales Plan
PREMIUM SPECIES					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	227.24		40.00	6.00	30.98		304.22
							72.1% of Sales Plan

TOTAL DP (M3OBS) BUSINESS PLAN	132.00
DP PUT FORWARD	131.80
% OF DP BUSINESS PLAN	99.8%
TOTAL SS (M3OBS) BUSINESS PLAN	288.00
SS PUT FORWARD	290.00
% OF SS BUSINESS PLAN	100.7%
BUSINESS PLAN COMMITMENT	420.00
TOTAL VOLUME PUT FORWARD	421.80
TOTAL % OF BUSINESS PLAN	100.4%

LOCHABER SALES PLAN - APRIL 2022 - MARCH 2023

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
19-Jan-22	02-Mar-22	13.00			1.50	1.25			1.00	0.83	1.00	0.83
09-Mar-22	20-Apr-22										2.00	1.66
11-May-22	22-Jun-22										1.00	0.83
27-Jul-22	07-Sep-22											
12-Oct-22	23-Nov-22											
		13.00			1.50	1.25			1.00	0.83	4.00	3.32

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
02-Mar-22					
20-Apr-22	13.00	1.00	0.83	14.00	72%
22-Jun-22		4.50	3.74	4.50	23%
07-Sep-22		1.00	0.83	1.00	5%
23-Nov-21					
	13.00	6.50	5.40	19.50	12.4% of Sales Plan

SPOT TENDER	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

LOCAL NEGOTIATION	STANDING SALE K M3 OBS	SAWLOGS 14-16cm+ K M3 OBS	CONVERTED TO M3UB	FIREWOOD K M3 OBS	CONVERTED TO M3UB	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	CONVERTED TO M3UB
	1.00			3.40	2.82		

PREMIUM SPECIES	SAWLOGS K M3 OBS	CONVERTED TO M3UB

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
SPOT TENDER					of Sales Plan
LOCAL NEGOTIATION	1.00	3.40	2.82	4.4	2.8% of Sales Plan
PREMIUM SPECIES					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	1.20	23.60	1.20	13.00		133.59
							84.8% of Sales Plan

TOTAL DP (M3OBS) BUSINESS PLAN	52.00
DP PUT FORWARD	48.90
% OF DP BUSINESS PLAN	94.0%
TOTAL SS (M3OBS) BUSINESS PLAN	108.00
SS PUT FORWARD	108.59
% OF SS BUSINESS PLAN	100.5%
BUSINESS PLAN COMMITMENT	160.00
TOTAL VOLUME PUT FORWARD	157.49
TOTAL % OF BUSINESS PLAN	98.4%

WEST REGION SALES PLAN - APRIL 2022 - MARCH 2023

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
19-Jan-22	02-Mar-22	6.00			2.00	1.66	1.00	0.83			3.00	2.49
09-Mar-22	20-Apr-22	25.00			3.00	2.49	1.00	0.83	0.50	0.42	4.00	3.32
11-May-22	22-Jun-22	14.00			5.50	4.57	1.00	0.83	2.00	1.66	6.00	4.98
27-Jul-22	07-Sep-22	12.00			3.00	2.49	1.00	0.83	0.50	0.42	4.00	3.32
12-Oct-22	23-Nov-22				2.00	1.66	1.00	0.83			3.00	2.49
		57.00			15.50	12.87	5.00	4.15	3.00	2.49	20.00	16.60

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
02-Mar-22	6.00	6.00	4.98	12.00	12%
20-Apr-22	25.00	8.50	7.06	33.50	33%
22-Jun-22	14.00	14.50	12.04	28.50	28%
07-Sep-22	12.00	8.50	7.06	20.50	20%
23-Nov-22		6.00	4.98	6.00	6%
	57.00	43.50	36.11	100.50	17.3% of Sales Plan

SPOT TENDER	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
	16.76									9.91	8.23

LOCAL NEGOTIATION	STANDING SALE K M3 OBS	SAWLOGS 14-16cm+ K M3 OBS	CONVERTED TO M3UB	FIREWOOD K M3 OBS	CONVERTED TO M3UB	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	CONVERTED TO M3UB
	3.00	1.91	1.59	9.40	7.80		

PREMIUM SPECIES	SAWLOGS K M3 OBS	CONVERTED TO M3UB

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
SPOT TENDER	16.76	9.91	8.23	26.67	4.6% of Sales Plan
LOCAL NEGOTIATION	3.00	11.31	9.39	14.31	2.5% of Sales Plan
PREMIUM SPECIES					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	321.83	1.20	63.60	7.20	43.98		437.81
							75.6% of Sales Plan

TOTAL DP (M3OBS) BUSINESS PLAN	184.00
DP PUT FORWARD	180.70
% OF DP BUSINESS PLAN	98.2%
TOTAL SS (M3OBS) BUSINESS PLAN	396.00
SS PUT FORWARD	398.59
% OF SS BUSINESS PLAN	100.7%
BUSINESS PLAN COMMITMENT	580.00
TOTAL VOLUME PUT FORWARD	579.29
TOTAL % OF BUSINESS PLAN	99.9%

COWAL & TROSSACHS SALES PLAN - APRIL 2022 - MARCH 2023

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
19-Jan-22	02-Mar-22	24.35			2.41	2.00			1.57	1.30		
09-Mar-22	20-Apr-22	2.80			3.01	2.50		0.48	0.40			
11-May-22	22-Jun-22	24.58			3.97	3.30	0.60	1.09	0.90			
27-Jul-22	07-Sep-22	35.77					0.30	0.25	0.72	0.60		
12-Oct-22	23-Nov-22											
		87.50			9.39	7.79	0.90	0.75	3.86	3.20		

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
02-Mar-22	24.35			24.35	24%
20-Apr-22	2.80	3.98	3.30	6.78	7%
22-Jun-22	24.58	3.49	2.90	28.07	28%
07-Sep-22	35.77	5.66	4.70	41.43	41%
23-Nov-21		1.02	0.85	1.02	1%
	87.50	14.15	11.74	101.65	34.5% of Sales Plan

SPOT TENDER	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
	17.40										

LOCAL NEGOTIATION	STANDING SALE K M3 OBS	SAWLOGS 14-16cm+ K M3 OBS	CONVERTED TO M3UB	FIREWOOD K M3 OBS	CONVERTED TO M3UB	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	CONVERTED TO M3UB
						2.00	1.66

PREMIUM SPECIES	SAWLOGS K M3 OBS	CONVERTED TO M3UB

SPOT TENDER	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
	17.40			17.40	5.9% of Sales Plan
LOCAL NEGOTIATION		2.00	1.66	2	0.7% of Sales Plan
PREMIUM SPECIES					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	124.50		16.20	4.00	29.04		173.74
							58.9% of Sales Plan

TOTAL DP (M3OBS) BUSINESS PLAN	65.05
DP PUT FORWARD	65.39
% OF DP BUSINESS PLAN	100.5%
TOTAL SS (M3OBS) BUSINESS PLAN	230.45
SS PUT FORWARD	229.40
% OF SS BUSINESS PLAN	99.5%
BUSINESS PLAN COMMITMENT	295.50
TOTAL VOLUME PUT FORWARD	294.79
TOTAL % OF BUSINESS PLAN	99.8%

SCOTTISH LOWLANDS SALES PLAN - APRIL 2022 - MARCH 2023

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
19-Jan-22	02-Mar-22				5.18	4.30						
09-Mar-22	20-Apr-22	19.92										
11-May-22	22-Jun-22	6.93										
27-Jul-22	07-Sep-22	16.17										
12-Oct-22	23-Nov-22				0.58	0.48						
		43.02			5.76	4.78						

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
02-Mar-22		5.18	4.30	5.18	11%
20-Apr-22	19.92			19.92	41%
22-Jun-22	6.93			6.93	14%
07-Sep-22	16.17			16.17	33%
23-Nov-21		0.58	0.48	0.58	1%
	43.02	5.76	4.78	48.78	38.7% of Sales Plan

SPOT TENDER	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
	5.80										

LOCAL NEGOTIATION

STANDING SALE K M3 OBS	SAWLOGS 14-16cm+ K M3 OBS	CONVERTED TO M3UB	FIREWOOD K M3 OBS	CONVERTED TO M3UB	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	CONVERTED TO M3UB
					0.50	0.42

PREMIUM SPECIES

SAWLOGS K M3 OBS	CONVERTED TO M3UB

SPOT TENDER	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
	5.80			5.80	4.6% of Sales Plan
LOCAL NEGOTIATION		0.50	0.42	0.5	0.4% of Sales Plan
PREMIUM SPECIES					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
42.00			2.50	26.34		70.84
						56.3% of Sales Plan

TOTAL DP (M3OBS) BUSINESS PLAN	35.06
DP PUT FORWARD	35.10
% OF DP BUSINESS PLAN	100.1%
TOTAL SS (M3OBS) BUSINESS PLAN	90.20
SS PUT FORWARD	90.82
% OF SS BUSINESS PLAN	100.7%
BUSINESS PLAN COMMITMENT	125.26
TOTAL VOLUME PUT FORWARD	125.92
TOTAL % OF BUSINESS PLAN	100.5%

CENTRAL REGION SALES PLAN - APRIL 2022 - MARCH 2023

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
19-Jan-22	02-Mar-22	24.35			5.18	4.30						
09-Mar-22	20-Apr-22	22.72			2.41	2.00			1.57	1.30		
11-May-22	22-Jun-22	31.51			3.01	2.50			0.48	0.40		
27-Jul-22	07-Sep-22	51.94			3.97	3.30	0.60	0.50	1.09	0.90		
12-Oct-22	23-Nov-22				0.58	0.48	0.30	0.25	0.72	0.60		
		130.52			15.15	12.57	0.90	0.75	3.86	3.20		

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
02-Mar-22	24.35	5.18	4.30	29.53	20%
20-Apr-22	22.72	3.98	3.30	26.70	18%
22-Jun-22	31.51	3.49	2.90	35.00	23%
07-Sep-22	51.94	5.66	4.70	57.60	38%
23-Nov-22		1.60	1.33	1.60	1%
	130.52	19.91	16.53	150.43	35.8% of Sales Plan

SPOT TENDER	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
	23.20										

LOCAL NEGOTIATION	STANDING SALE K M3 OBS	SAWLOGS 14-16cm+ K M3 OBS	CONVERTED TO M3UB	FIREWOOD K M3 OBS	CONVERTED TO M3UB	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	CONVERTED TO M3UB
						2.50	2.08

PREMIUM SPECIES	SAWLOGS K M3 OBS	CONVERTED TO M3UB

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
SPOT TENDER	23.20			23.20	5.5% of Sales Plan
LOCAL NEGOTIATION		2.50	2.08	2.5	0.6% of Sales Plan
PREMIUM SPECIES					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	166.50		16.20	6.50	55.38		244.58
							58.1% of Sales Plan

TOTAL DP (M3OBS) BUSINESS PLAN	100.11
DP PUT FORWARD	100.49
% OF DP BUSINESS PLAN	100.4%
TOTAL SS (M3OBS) BUSINESS PLAN	320.65
SS PUT FORWARD	320.22
% OF SS BUSINESS PLAN	99.9%
BUSINESS PLAN COMMITMENT	420.76
TOTAL VOLUME PUT FORWARD	420.71
TOTAL % OF BUSINESS PLAN	100.0%

GALLOWAY SALES PLAN - APRIL 2022 - MARCH 2023

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
19-Jan-22	02-Mar-22						1.80	1.49	1.00	0.83	3.50	2.91
09-Mar-22	20-Apr-22	17.70	1.20	1.00			2.50	2.08	1.00	0.83	3.50	2.91
11-May-22	22-Jun-22	11.20					1.80	1.49			3.50	2.91
27-Jul-22	07-Sep-22	26.00	1.20	1.00			2.50	2.08	1.00	0.83	3.50	2.91
12-Oct-22	23-Nov-22	7.10					1.80	1.49	1.00	0.83	3.50	2.91
		62.00	2.40	1.99			10.40	8.63	4.00	3.32	17.50	14.53

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
02-Mar-22		6.30	5.23	6.30	7%
20-Apr-22	17.70	8.20	6.81	25.90	27%
22-Jun-22	11.20	5.30	4.40	16.50	17%
07-Sep-22	26.00	8.20	6.81	34.20	36%
23-Nov-22	7.10	6.30	5.23	13.40	14%
	62.00	34.30	28.47	96.30	18.6% of Sales Plan

SPOT TENDER	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
	5.00					5.00	4.15	2.20	1.83	7.20	5.98

LOCAL NEGOTIATION	STANDING SALE K M3 OBS	SAWLOGS 14-16cm+ K M3 OBS	CONVERTED TO M3UB	FIREWOOD K M3 OBS	CONVERTED TO M3UB	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	CONVERTED TO M3UB
	4.00	3.1	2.57	6.20	5.15		

PREMIUM SPECIES	SAWLOGS K M3 OBS	CONVERTED TO M3UB
	0.41	0.34

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
SPOT TENDER	5.00	14.40	11.95	19.40	3.8% of Sales Plan
LOCAL NEGOTIATION	4.00	9.30	7.72	13.3	2.6% of Sales Plan
PREMIUM SPECIES	0.41	0.41	0.34	0.82	0.2% 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	130.00		114.00	40.00	102.59		386.59
							74.9% of Sales Plan

TOTAL DP (M3OBS) BUSINESS PLAN	315.00
DP PUT FORWARD	315.00
% OF DP BUSINESS PLAN	100.0%
TOTAL SS (M3OBS) BUSINESS PLAN	201.00
SS PUT FORWARD	201.41
% OF SS BUSINESS PLAN	100.2%
BUSINESS PLAN COMMITMENT	516.00
TOTAL VOLUME PUT FORWARD	516.41
TOTAL % OF BUSINESS PLAN	100.1%

DUMFRIES & BORDERS SALES PLAN - APRIL 2022 - MARCH 2023

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
19-Jan-22	02-Mar-22	28.20	1.60	1.33	6.36	5.28	2.10	2.50	2.08	2.10	2.10	1.74
09-Mar-22	20-Apr-22	27.20	1.00	0.83	5.26	4.37	2.10	2.40	1.99	1.00	1.00	0.83
11-May-22	22-Jun-22	24.08			2.26	1.88						
27-Jul-22	07-Sep-22	28.34			2.84	2.36	2.10	2.20	1.83	1.10	1.10	0.91
12-Oct-22	23-Nov-22	28.22			4.58	3.80	3.10	3.10	2.57	2.00	2.00	1.66
		136.04	2.60	2.16	21.30	17.68	9.40	7.80	10.20	8.47	6.20	5.15

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
02-Mar-22	28.20	14.66	12.17	42.86	23%
20-Apr-22	27.20	11.76	9.76	38.96	21%
22-Jun-22	24.08	2.26	1.88	26.34	14%
07-Sep-22	28.34	8.24	6.84	36.58	20%
23-Nov-22	28.22	12.78	10.61	41.00	22%
	136.04	49.70	41.25	185.74	35.4% of Sales Plan

SPOT TENDER	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
	38.00							5.68	4.71	12.30	10.21

LOCAL NEGOTIATION	STANDING SALE K M3 OBS	SAWLOGS 14-16cm+ K M3 OBS	CONVERTED TO M3UB	FIREWOOD K M3 OBS	CONVERTED TO M3UB	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	CONVERTED TO M3UB
	9.00	4.5	3.74	1.50	1.25	4.55	3.78

PREMIUM SPECIES	SAWLOGS K M3 OBS	CONVERTED TO M3UB

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
SPOT TENDER	38.00	17.98	14.92	55.98	10.7% of Sales Plan
LOCAL NEGOTIATION	9.00	10.55	8.76	19.55	3.7% of Sales Plan
PREMIUM SPECIES					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	142.00		37.70	19.00	64.07		262.77
							50.1% of Sales Plan

TOTAL DP (M3OBS) BUSINESS PLAN	200.00
DP PUT FORWARD	199.00
% OF DP BUSINESS PLAN	99.5%
TOTAL SS (M3OBS) BUSINESS PLAN	325.04
SS PUT FORWARD	325.04
% OF SS BUSINESS PLAN	100.0%
BUSINESS PLAN COMMITMENT	525.04
TOTAL VOLUME PUT FORWARD	524.04
TOTAL % OF BUSINESS PLAN	99.8%

SOUTH REGION SALES PLAN - APRIL 2022 - MARCH 2023

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
19-Jan-22	02-Mar-22	28.20	1.60	1.33	6.36	5.28	3.90	3.24	3.50	2.91	5.60	4.65
09-Mar-22	20-Apr-22	44.90	2.20	1.83	5.26	4.37	4.60	3.82	3.40	2.82	4.50	3.74
11-May-22	22-Jun-22	35.28			2.26	1.88	1.80	1.49			3.50	2.91
27-Jul-22	07-Sep-22	54.34	1.20	1.00	2.84	2.36	4.60	3.82	3.20	2.66	4.60	3.82
12-Oct-22	23-Nov-22	35.32			4.58	3.80	4.90	4.07	4.10	3.40	5.50	4.57
		198.04	5.00	4.15	21.30	17.68	19.80	16.43	14.20	11.79	23.70	19.67

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
02-Mar-22	28.20	20.96	17.40	49.16	17%
20-Apr-22	44.90	19.96	16.57	64.86	23%
22-Jun-22	35.28	7.56	6.27	42.84	15%
07-Sep-22	54.34	16.44	13.65	70.78	25%
23-Nov-22	35.32	19.08	15.84	54.40	19%
	198.04	84.00	69.72	282.04	27.1% of Sales Plan

SPOT TENDER	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
	43.00					5.00	4.15	7.88	6.54	19.50	16.19

LOCAL NEGOTIATION	STANDING SALE K M3 OBS	SAWLOGS 14-16cm+ K M3 OBS	CONVERTED TO M3UB	FIREWOOD K M3 OBS	CONVERTED TO M3UB	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	CONVERTED TO M3UB
	13.00	7.6	6.31	7.70	6.39	4.55	3.78

PREMIUM SPECIES	SAWLOGS K M3 OBS	CONVERTED TO M3UB
	0.41	0.34

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
SPOT TENDER	43.00	32.38	26.88	75.38	7.2% of Sales Plan
LOCAL NEGOTIATION	13.00	19.85	16.48	32.85	3.2% of Sales Plan
PREMIUM SPECIES	0.41	0.41	0.34	0.82	0.1% 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	272.00		151.70	59.00	166.66		649.36
							62.4% of Sales Plan

TOTAL DP (M3OBS) BUSINESS PLAN	515.00
DP PUT FORWARD	514.00
% OF DP BUSINESS PLAN	99.8%
TOTAL SS (M3OBS) BUSINESS PLAN	526.04
SS PUT FORWARD	526.45
% OF SS BUSINESS PLAN	100.1%
BUSINESS PLAN COMMITMENT	1041.04
TOTAL VOLUME PUT FORWARD	1040.45
TOTAL % OF BUSINESS PLAN	99.9%

SCOTLAND SALES PLAN - APRIL 2022 - MARCH 2023

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
19-Jan-22	02-Mar-22	122.55	3.60	2.99	13.54	11.24	4.90	4.07	3.50	2.91	10.88	9.03
09-Mar-22	20-Apr-22	163.72	7.80	6.47	11.67	9.69	5.60	4.65	5.47	4.54	11.71	9.72
11-May-22	22-Jun-22	169.99	11.30	9.38	14.70	12.20	3.50	2.91	2.48	2.06	12.71	10.55
27-Jul-22	07-Sep-22	187.18	11.50	9.55	14.54	12.07	7.00	5.81	5.99	4.97	14.00	11.62
12-Oct-22	23-Nov-22	55.22	11.84	9.83	10.16	8.43	7.40	6.14	4.82	4.00	11.71	9.72
		698.66	46.04	38.21	64.61	53.63	28.40	23.57	22.26	18.48	61.01	50.64

SUMMARY BY EVENT-DATE ORDER

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
02-Mar-22	122.55	36.42	30.23	158.97	17%
20-Apr-22	163.72	42.25	35.07	205.97	22%
22-Jun-22	169.99	44.69	37.09	214.68	23%
07-Sep-22	187.18	53.03	44.01	240.21	26%
23-Nov-21	55.22	45.93	38.12	101.15	11%
	698.66	222.32	184.53	920.98	30.4% of Sales Plan

SPOT TENDER	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
	97.57					5.00	4.15	7.88	6.54	29.41	24.41

LOCAL NEGOTIATION	STANDING SALE K M3 OBS	SAWLOGS 14-16cm+ K M3 OBS	CONVERTED TO M3UB	FIREWOOD K M3 OBS	CONVERTED TO M3UB	SMALL ROUNDWOOD (Chip, Pulp, Woodfuel) K M3 OBS	CONVERTED TO M3UB
	16.00	17.68	14.67	34.20	28.39	11.55	9.59

PREMIUM SPECIES	SAWLOGS K M3 OBS	CONVERTED TO M3UB
	1.86	1.54

	STANDING	R'SIDE (OBS)	R'SIDE (UB)	TOTAL (OBS)	
SPOT TENDER	97.57	42.29	35.10	139.86	4.6% of Sales Plan
LOCAL NEGOTIATION	16.00	63.43	52.65	79.43	2.6% of Sales Plan
PREMIUM SPECIES	1.86	1.86	1.54	3.72	0.1% 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	GPA / 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	1066.43	82.05	244.09	84.66	402.69	10.10	1890.02
							62.3% of Sales Plan

TOTAL DP (M3OBS) BUSINESS PLAN	1158.72
DP PUT FORWARD	1153.49
% OF DP BUSINESS PLAN	99.5%
TOTAL SS (M3OBS) BUSINESS PLAN	1880.48
SS PUT FORWARD	1880.52
% OF SS BUSINESS PLAN	100.0%
BUSINESS PLAN COMMITMENT	3039.20
TOTAL VOLUME PUT FORWARD	3034.01
TOTAL % OF BUSINESS PLAN	99.8%