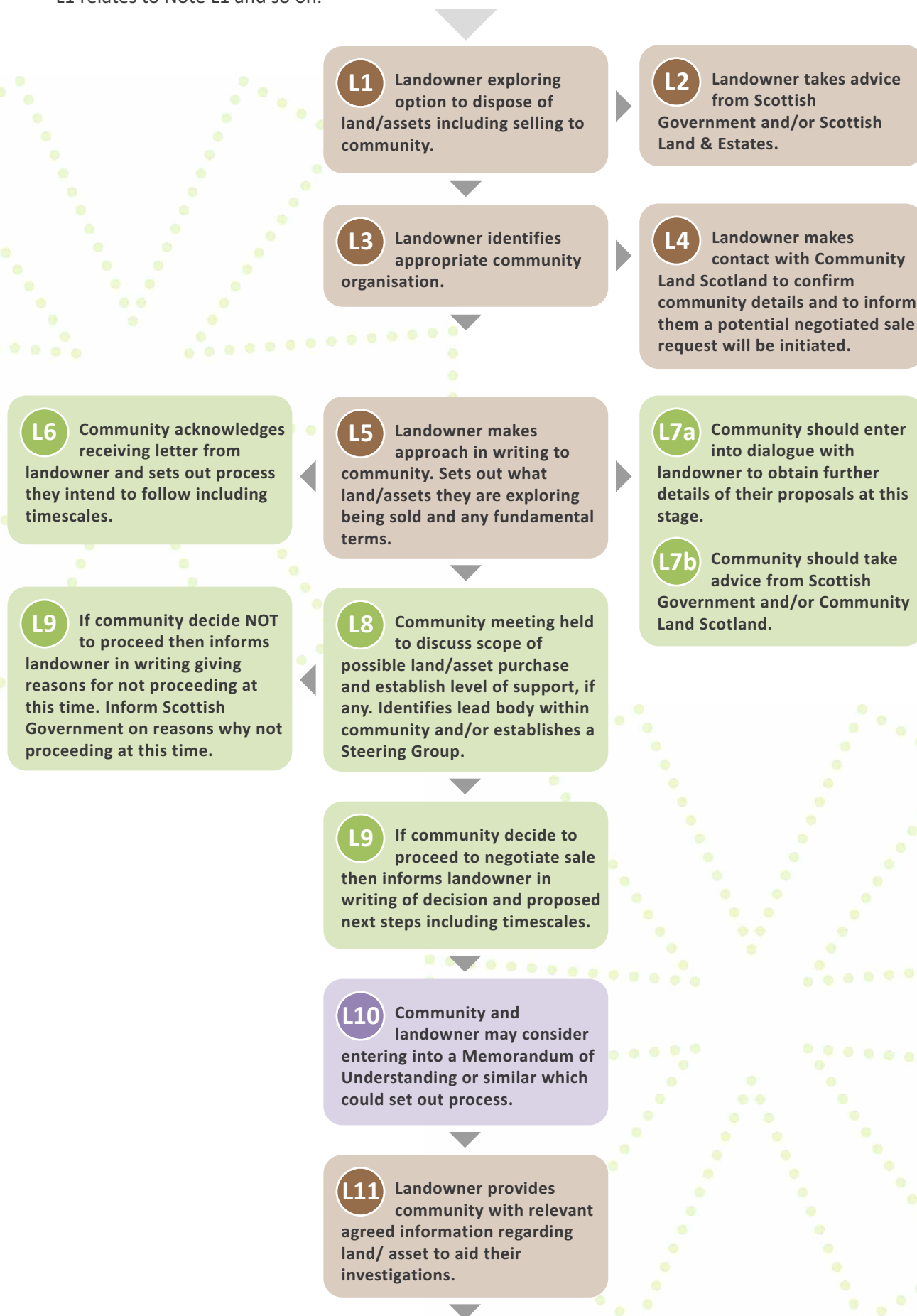


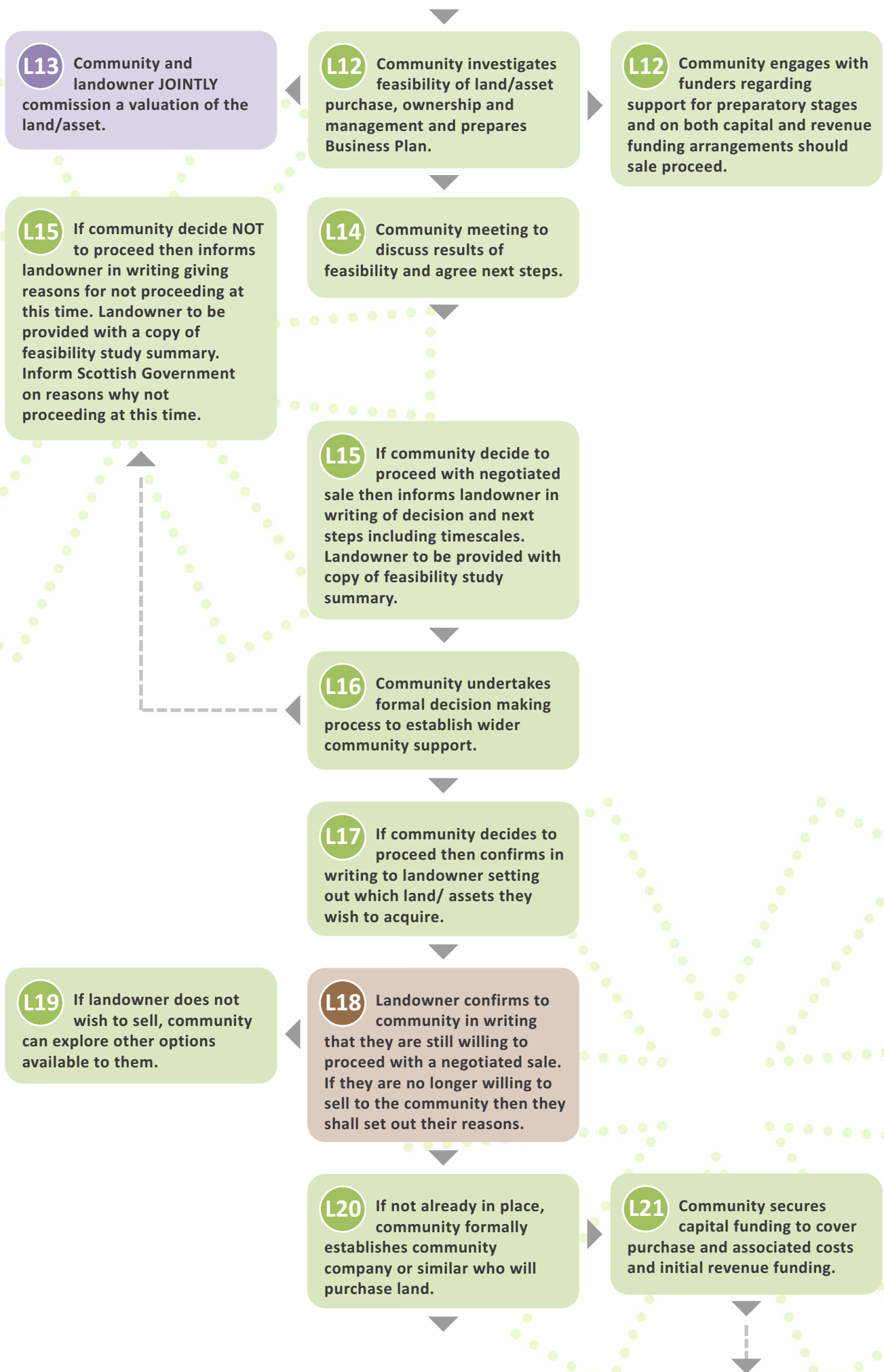
* Landowner Initiated Negotiated Sale

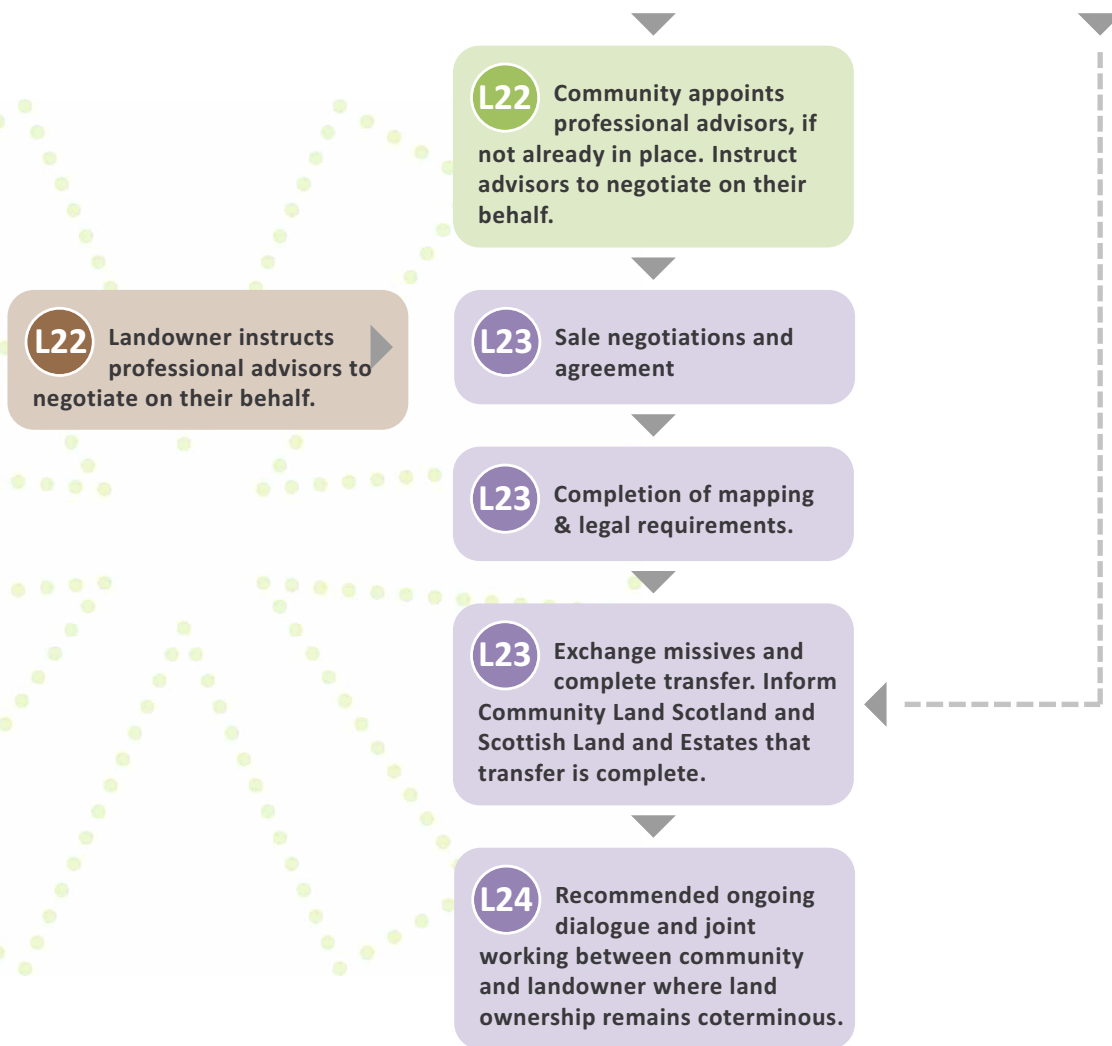
COMMUNITY*
LAND SCOTLAND

Scottish
Land & Estates
Landowners Working for the Countryside

Flowchart to be read in conjunction with Notes section:
L1 relates to Note L1 and so on.







- Community
- Landowner
- Joint Community & Landowner