

Monthly Iranian Pistachio Report

Iranian Pistachio Figures YTD Summary in Tons	
Crop Month: 6 Crop Year: 2010	
Carry In from Previous Year	8,000
Total Production	210,000
Gross Inventory	218,000
Domestic Consumption	25,000
Export Shipments	110,000
Adjustments/Losses	10,000
Total Consumption	145,000
Ending Inventory	73,000
Marketing Comments:	
1- Due to high volume of US pistachio inventory future prices are highly dependent on US pistachio industry strategy.	
2- IRI Government decisions on the exchange rate have made trading prices volatile.	
3- Consumption trend has shown positive signals and should be looked at optimistically.	
4- Fandoghi and Akbari varieties inventories are short while Kale-Ghoochi and Ahmand-Aghaei are more abundant.	
Note: Adjustments/Losses related to exported weight of kernels/green kernels.	

Source: Export Shipments based on IRI Customs Administration data. All other figures are IPA estimates.

Monthly Market Prices FCA Hamburg Iranian Dried In-Shell 28/30 Fandoghi Pistachios		
Crop Month: 6 Crop Year: 2010		
Mean		USD per Ton
Min.		
Max.		
Last Year		
Note: The above prices are related to EU-cleared quality pistachios.		

Source: OMNITRADE / EUROFOOD GmbH

Monthly Market Prices FCA Tehran Iranian Dried In-Shell 28/30 Fandoghi Pistachios		
Crop Month: 6 Crop Year: 2010		
Mean		IRR per Kilo
Min.		
Max.		
Last Year		
Note: The above prices are based on 4 months payment terms and Iranian local market standard quality pistachios.		

Source: IPA Bi-Weekly Market Survey, Several Sources

Monthly and YTD Export Shipments Compared to Last 4 Years in Tons		
Crop Month: 6 Crop Year: 2010		
Crop Year	Monthly	YTD
2010	9,353	110,114
2009	10,379	88,813
2008	10,206	47,345
2007	21,449	148,964

Source: IRI Customs Administration

Monthly Exchange Rate		
Crop Month: 6 Crop Year: 2010		
Mean	10,315	1 USD to IRR
Min.	10,280	
Max.	10,364	
Last Year	9,970	
Note: The above rates might be slightly different from open market rates.		

Source: Central Bank of the I.R. of Iran

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Monthly and YTD Export Shipments - Product / Destination Breakdown in Tons												
Crop Month: 6										Crop Year: 2010		
Product Destination	Open In-Shell		Closed Shell		Kernel		GPPK & Split K.		Others		Total	
	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD
Far East	1,106	39,127	453	15,177	16	84	-	38	-	1,494	1,575	55,919
Re-Export Markets	1,203	11,151	270	982	288	1,307	-	25	-	287	1,761	13,752
Indian Subcontinent	331	5,244	-	-	167	757	-	33	-	161	499	6,195
Middle East	640	5,329	38	82	200	2,813	1	186	68	251	947	8,662
CIS	1,488	10,092	-	-	-	38	-	-	278	568	1,767	10,698
EU-15	1,690	8,262	-	250	129	732	318	1,285	-	48	2,137	10,577
Other Europe	468	2,218	-	6	-	4	-	13	-	97	468	2,337
North Africa	61	960	-	-	15	160	-	13	-	-	76	1,133
North America	60	512	-	-	15	20	-	1	-	-	75	534
Other	47	245	-	-	2	61	-	-	-	1	49	307
Total	7,095	83,139	762	16,497	832	5,977	318	1,594	346	2,906	9,353	110,114

Compiled by: Arian Milan Trading Company based on IRI Customs Administration raw data

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Monthly and YTD Export Shipments - Product / Country Breakdown												
Crop Month: 6										Crop Year: 2010		
Country	Open In-Shell		Closed Shell		Kernel		GPPK & Split K.		Others		Total	
	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD
EU15												
Austria	-	-	-	-	-	-	-	-	-	-	-	-
Belgium	408	1,276	-	-	22	110	-	11	-	-	430	1,397
Denmark	-	-	-	-	-	-	-	-	-	-	-	-
Finland	-	-	-	-	-	-	-	-	-	-	-	-
France	50	100	-	-	3	3	63	122	-	-	115	225
Germany	820	4,255	-	250	104	609	255	1,127	-	48	1,179	6,288
Greece	-	-	-	-	-	-	-	-	-	-	-	-
Ireland	-	-	-	-	-	-	-	-	-	-	-	-
Italy	24	49	-	-	1	1	-	-	-	-	25	50
Luxembourg	-	-	-	-	-	-	-	-	-	-	-	-
Netherlands	100	722	-	-	-	-	-	-	-	-	100	722
Portugal	-	-	-	-	-	-	-	-	-	-	-	-
Spain	288	1,860	-	-	-	10	-	25	-	-	288	1,895
Sweden	-	-	-	-	-	-	-	-	-	-	-	-
UK	-	0	-	-	-	-	-	-	-	-	-	0
EEC	-	-	-	-	-	-	-	-	-	-	-	-
EU15 - Total	1,690	8,262	-	250	129	732	318	1,285	-	48	2,137	10,577
EU15 - %	23.8%	9.9%	0.0%	1.5%	15.6%	12.3%	99.8%	80.6%	0.0%	1.6%	22.8%	9.6%

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Monthly and YTD Export Shipments - Product / Country Breakdown												
Crop Month: 6						Crop Year: 2010						
Country	Open In-Shell		Closed Shell		Kernel		GPPK & Split K.		Others		Total	
	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD
Other Europe												
Albania	-	-	-	-	-	-	-	-	-	-	-	-
Belarus	32	42	-	-	-	-	-	-	-	-	32	42
Bosnia	-	11	-	-	-	-	-	-	-	-	-	11
Bulgaria	-	-	-	-	-	-	-	-	-	-	-	-
Croatia	-	38	-	-	-	-	-	-	-	-	-	38
Cyprus	-	21	-	-	-	-	-	-	-	-	-	21
Czech Republic	-	-	-	-	-	-	-	-	-	-	-	-
Estonia	-	-	-	-	-	-	-	-	-	-	-	-
Hungry	-	-	-	-	-	-	-	-	-	-	-	-
Iceland	-	-	-	-	-	-	-	-	-	-	-	-
Kosovo	-	-	-	-	-	-	-	-	-	-	-	-
Latvia	-	-	-	-	-	-	-	-	-	-	-	-
Lithuania	47	186	-	-	-	-	-	-	-	24	47	210
Macedonia	25	32	-	-	-	-	-	-	-	50	25	82
Malta	-	-	-	-	-	-	-	-	-	-	-	-
Moldova	-	-	-	-	-	-	-	-	-	-	-	-
Montenegro	-	15	-	5	-	-	-	-	-	-	-	20
Norway	2	4	-	-	-	-	-	-	-	-	2	4

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Monthly and YTD Export Shipments - Product / Country Breakdown												
Crop Month: 6										Crop Year: 2010		
Country	Open In-Shell		Closed Shell		Kernel		GPPK & Split K.		Others		Total	
	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD
Poland	22	87	-	-	-	-	-	1	-	-	22	88
Romania	40	239	-	-	-	-	-	-	-	23	40	261
Serbia	-	-	-	-	-	-	-	-	-	-	-	-
Slovakia	44	622	-	-	-	4	-	11	-	-	44	637
Slovenia	-	-	-	-	-	-	-	-	-	-	-	-
Switzerland	-	2	-	1	-	-	-	1	-	-	-	4
Ukraine	257	920	-	-	-	-	-	-	-	-	257	920
Yugoslavia	-	-	-	-	-	-	-	-	-	-	-	-
Other Europe - Total	468	2,218	-	6	-	4	-	13	-	97	468	2,337
Other Europe - %	6.6%	2.7%	0.0%	0.0%	0.0%	0.1%	0.0%	0.8%	0.0%	3.3%	5.0%	2.1%
CIS												
Armenia	5	34	-	-	-	-	-	-	-	-	5	34
Azerbaijan	41	140	-	-	-	-	-	-	-	-	41	140
Georgia	-	-	-	-	-	-	-	-	-	-	-	-
Kazakhstan	44	408	-	-	-	-	-	-	-	-	44	408
Kyrgyzstan	-	267	-	-	-	-	-	-	-	-	-	267
Russia	1,314	8,174	-	-	-	38	-	-	278	563	1,593	8,776
Tajikistan	48	855	-	-	-	-	-	-	-	-	48	855
Turkmenistan	36	198	-	-	-	-	-	-	-	5	36	203

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Monthly and YTD Export Shipments - Product / Country Breakdown												
Crop Month: 6										Crop Year: 2010		
Country	Open In-Shell		Closed Shell		Kernel		GPPK & Split K.		Others		Total	
	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD
Uzbekistan	-	16	-	-	-	-	-	-	-	-	-	16
CIS - Total	1,488	10,092	-	-	-	38	-	-	278	568	1,767	10,698
CIS - %	21.0%	12.1%	0.0%	0.0%	0.0%	0.6%	0.0%	0.0%	80.4%	19.6%	18.9%	9.7%
North Africa												
Algeria	-	25	-	-	-	-	-	-	-	-	-	25
Egypt	61	661	-	-	1	136	-	13	-	-	62	810
Ethiopia	-	-	-	-	-	-	-	-	-	-	-	-
Libya	-	-	-	-	-	10	-	-	-	-	-	10
Morocco	-	-	-	-	-	-	-	-	-	-	-	-
Nigeria	-	-	-	-	-	0	-	-	-	-	-	0
Sudan	-	-	-	-	-	-	-	-	-	-	-	-
Tunisia	-	274	-	-	14	14	-	-	-	-	14	288
North Africa - Total	61	960	-	-	15	160	-	13	-	-	76	1,133
North Africa - %	0.9%	1.2%	0.0%	0.0%	1.8%	2.7%	0.0%	0.8%	0.0%	0.0%	0.8%	1.0%
Middle East												
Bahrain	14	52	-	-	1	1	-	2	-	-	15	55
Iraq	338	3,002	-	4	10	468	-	30	68	187	416	3,691
Jordan	-	44	-	-	-	6	-	-	-	-	-	50

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Country	Open In-Shell		Closed Shell		Kernel		GPPK & Split K.		Others		Total	
	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD
Kuwait	74	444	-	-	-	34	-	-	-	-	74	478
Lebanon	131	925	-	-	86	558	-	55	-	40	217	1,578
Oman	-	-	-	-	-	-	-	-	-	-	-	-
Qatar	2	60	-	-	3	13	1	6	-	-	6	79
Saudi Arabia	25	124	-	-	-	15	-	-	-	-	25	139
Syria	55	680	38	78	99	1,718	-	93	-	24	193	2,593
Yemen	-	-	-	-	-	-	-	-	-	-	-	-
Middle East - Total	640	5,329	38	82	200	2,813	1	186	68	251	947	8,662
Middle East - %	9.0%	6.4%	5.0%	0.5%	24.0%	47.1%	0.2%	11.7%	19.6%	8.6%	10.1%	7.9%
Re-Export Markets												
Turkey	108	1,454	270	933	7	50	-	13	-	222	386	2,672
UAE	1,095	9,697	-	49	280	1,256	-	13	-	65	1,375	11,080
REM - Total	1,203	11,151	270	982	288	1,307	-	25	-	287	1,761	13,752
REM - %	17.0%	13.4%	35.5%	6.0%	34.6%	21.9%	0.0%	1.6%	0.0%	9.9%	18.8%	12.5%
Indian Subcontinent												
Afghanistan	15	424	-	-	16	16	-	-	-	9	31	449
Bangladesh	-	-	-	-	-	-	-	-	-	-	-	-
India	161	1,751	-	-	128	408	-	33	-	106	290	2,298

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Country	Open In-Shell		Closed Shell		Kernel		GPPK & Split K.		Others		Total	
	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD
Nepal	-	-	-	-	-	-	-	-	-	-	-	-
Pakistan	155	3,069	-	-	24	333	-	-	-	46	178	3,449
Sri Lanka	-	-	-	-	-	-	-	-	-	-	-	-
Indian Subcontinent - Total	331	5,244	-	-	167	757	-	33	-	161	499	6,195
Indian Subcontinent - %	4.7%	6.3%	0.0%	0.0%	20.1%	12.7%	0.0%	2.1%	0.0%	5.5%	5.3%	5.6%
Far East												
China	13	803	-	374	-	1	-	3	-	50	13	1,231
Hong Kong	1,048	33,703	453	13,682	-	3	-	14	-	1,444	1,501	48,846
Indonesia	-	-	-	-	-	-	-	-	-	-	-	-
Japan	-	95	-	10	12	49	-	21	-	-	12	174
Korea	-	-	-	-	-	10	-	-	-	-	-	10
Macao	-	-	-	-	-	-	-	-	-	-	-	-
Malaysia	-	66	-	-	-	-	-	-	-	-	-	66
Philippines	-	-	-	-	-	-	-	-	-	-	-	-
Singapore	16	85	-	-	2	16	-	-	-	-	19	101
Taiwan	-	1,593	-	43	-	1	-	-	-	-	-	1,636
Thailand	4	175	-	23	2	5	-	-	-	-	6	202
Vietnam	25	2,608	-	1,046	-	-	-	-	-	-	25	3,653
Far East - Total	1,106	39,127	453	15,177	16	84	-	38	-	1,494	1,575	55,919

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Monthly and YTD Export Shipments - Product / Country Breakdown												
Crop Month: 6										Crop Year: 2010		
Country	Open In-Shell		Closed Shell		Kernel		GPPK & Split K.		Others		Total	
	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD
Far East - %	15.6%	47.1%	59.5%	92.0%	1.9%	1.4%	0.0%	2.4%	0.0%	51.4%	16.8%	50.8%
North America												
Canada	60	296	-	-	15	20	-	1	-	-	75	318
Mexico	-	216	-	-	-	-	-	-	-	-	-	216
USA	-	-	-	-	-	-	-	-	-	-	-	-
North America - Total	60	512	-	-	15	20	-	1	-	-	75	534
North America - %	0.9%	0.6%	0.0%	0.0%	1.7%	0.3%	0.0%	0.1%	0.0%	0.0%	0.8%	0.5%
Other												
Argentina	-	-	-	-	-	-	-	-	-	-	-	-
Australia	37	159	-	-	-	59	-	-	-	1	37	220
Brazil	-	-	-	-	-	-	-	-	-	-	-	-
Chile	-	25	-	-	-	-	-	-	-	-	-	25
Colombia	-	-	-	-	-	-	-	-	-	-	-	-
Dominican Republic	-	-	-	-	-	-	-	-	-	-	-	-
Ecuador	-	-	-	-	-	-	-	-	-	-	-	-
Kenya	-	-	-	-	-	-	-	-	-	-	-	-
Liberia	-	-	-	-	-	-	-	-	-	-	-	-
Mozambique	-	-	-	-	-	-	-	-	-	-	-	-

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Crop Month: 6										Crop Year: 2010		
Country	Open In-Shell		Closed Shell		Kernel		GPPK & Split K.		Others		Total	
	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD
New Zealand	-	-	-	-	-	-	-	-	-	-	-	-
Nicaragua	-	-	-	-	-	-	-	-	-	-	-	-
Other_1	-	-	-	-	-	-	-	-	-	-	-	-
Other_2	-	-	-	-	-	-	-	-	-	-	-	-
Other_3	-	-	-	-	-	-	-	-	-	-	-	-
Other_4	-	-	-	-	-	-	-	-	-	-	-	-
Panama	-	-	-	-	-	-	-	-	-	-	-	-
Paraguay	-	-	-	-	-	-	-	-	-	-	-	-
Senegal	-	-	-	-	-	-	-	-	-	-	-	-
South Africa	-	51	-	-	-	-	-	-	-	-	-	51
Tanzania	-	-	-	-	-	-	-	-	-	-	-	-
Uruguay	-	-	-	-	-	-	-	-	-	-	-	-
Venezuela	10	10	-	-	2	2	-	-	-	-	12	12
Zambia	-	-	-	-	-	-	-	-	-	-	-	-
Zimbabwe	-	-	-	-	-	-	-	-	-	-	-	-
Other - Total	47	245	-	-	2	61	-	-	-	1	49	307
Other - %	0.7%	0.3%	0.0%	0.0%	0.2%	1.0%	0.0%	0.0%	0.0%	0.0%	0.5%	0.3%
Total Iranian Export	7,095	83,139	762	16,497	832	5,977	318	1,594	346	2,906	9,353	110,114

Compiled by: Arian Milan Trading Company based on IRI Customs Administration raw data