

YTD Inventory / Shipment Report In-Shell Basis Crop: 2017	
6th Marketing Month	YTD
Carry in from previous year	3,000
Total Production	225,000
Gross Inventory	228,000
Domestic Consumption	34,000
Export Shipments	109,000
Adjustment/losses, Export	15,000
Total Consumption	158,000
Ending Inventory	70,000
<p>1. Iran's export volume in the first half of the current marketing year is more than the average figure of the past 4 years (2013-2016: 100,592 MT) for the same period. The inventory at the end of marketing month 6 stands at 32% of this year's total marketable inventory (for Export) of approximately 182,000 MT. It is noteworthy to add that the US ending inventory at the end of March 2018 is 71%, while Iran's share is 29% of world ending inventory.</p> <p>2. In the past six months, the Far East has had the highest share in exports. However, its figure is less than the average figure of the past 4 years (2013-2016: 51,000 MT) for the same period. Out of 116,000 MT of total shipments to the Far East, Iran's and the US share stands at 39% and 61% respectively.</p> <p>3. This year's share of Iranian pistachio shipments to EU15 countries (15,000 MT) has outstandingly been more than the average figure of the past 4 years (2013-2016: 9,000 MT). Iran's share of shipments to EU15 is 31%, with the US being 69% of total shipments to the Western Europe.</p> <p>4. Indian Subcontinent market (quality and variety-oriented) is robustly growing with a high potential for import of Iranian pistachios. The current marketing year's share of shipments to these countries (13,000 MT) has remarkably been more than the average figure of the past 4 years (2013-2016: 7,000 MT). Moreover, Iran's share of shipments to Indian Subcontinent market is 93%, with the US' being 7% of total shipments to this market.</p> <p>5. Natural Pistachio Kernel shipments (around 12,000 MT) show a significant growth this year, owing to the unique taste and different varieties of Iranian pistachio which cater the diverse tastes of consumers. This share of shipments indicates a noteworthy increase compared to the average of the past 4 years for the same period (8,000 MT).</p>	
<p>Note: Adjustments/Losses related to shelling and peeling process of kernels and green kernels.</p>	

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

Monthly and YTD Export Shipments Compared to Last 4 Years In-Shell Basis			
Marketing Month: 6			
Crop	Monthly	YTD	
2017	10,866	109,403	
2016	11,123	97,273	
2015	11,510	98,105	
2014	9,020	131,183	

Monthly Market Prices FCA Hamburg Iranian Dried In-Shell 28/30 Fandoghi Pistachios		
Marketing Month: 6		Crop: 2017
Mean		USD per Ton
Min.		
Max.		
Last Year		
<p>Note: The above prices are related to EU-cleared quality pistachios.</p>		

Source: OMNITRADE / EUROFOOD GmbH

Monthly Market Prices FCA Tehran Iranian Dried In-Shell 30/32 Fandoghi Pistachios		
Marketing Month: 6		Crop: 2017
Mean		IRR per Kilo
Min.		
Max.		
Last Year		
<p>Note: The above prices are based on 4 months payment terms and Iranian local market standard quality pistachios.</p>		

Source: IPA Bi-Weekly Market Survey, Several Sources

Monthly Exchange Rate		
Marketing Month: 6		Crop: 2017
Mean		1 USD to IRR
Min.		
Max.		
Last Year		
<p>Note: The above rates might be significantly less than open market rates.</p>		

Source: <http://www.sanarate.ir/>

Monthly and YTD Export Shipments - Product / Destination Breakdown in Tons

Marketing Month: 6

Crop: 2017

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	642	32,262	524	12,596	28	190	12	64	-	57	1,206	45,169
EU15	2,042	11,690	-	135	286	2,146	318	1,071	3	49	2,650	15,091
Indian Subcontinent	748	9,370	13	13	333	2,260	0	0	53	1,440	1,146	13,083
Middle East	1,279	7,090	-	50	516	3,417	13	45	20	388	1,829	10,990
Re-Export Markets	1,033	7,480	144	544	330	2,499	3	59	146	403	1,656	10,985
CIS	1,311	9,548	-	20	284	555	3	28	4	507	1,603	10,657
Other Europe	432	1,681	-	61	3	100	-	1	0	50	435	1,893
North America	114	604	-	-	50	204	0	0	-	-	164	808
Other	88	269	-	-	22	140	2	8	1	11	113	428
North Africa	66	245	-	25	-	23	-	-	-	5	66	298
Total	7,755	80,240	680	13,443	1,852	11,533	352	1,277	227	2,910	10,866	109,403

Compiled by: IPA based on IRI Customs Administration raw data

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 6											Crop: 2017	
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	73	179	-	-	-	57	-	-	-	-	73	236
Denmark	-	-	-	-	-	-	-	-	-	-	-	-
Finland	-	-	-	-	-	-	-	-	-	-	-	-
France	-	10	-	-	-	53	31	82	-	-	31	145
Germany	1,211	7,490	-	24	130	1,042	282	954	3	47	1,626	9,557
Greece	248	899	-	-	1	18	-	-	-	-	248	917
Ireland	-	-	-	-	-	-	-	-	-	-	-	-
Italy	75	924	-	111	148	904	5	22	-	-	228	1,961
Luxembourg	-	-	-	-	-	-	-	-	-	-	-	-
Netherland	12	362	-	-	-	35	-	1	-	-	12	397
Portugal	-	-	-	-	-	-	-	-	-	-	-	-
Spain	423	1,826	-	-	8	37	-	12	-	-	431	1,875
Sweden	0	0	-	-	-	-	-	-	0	0	1	1
UK	0	0	-	-	-	1	-	-	-	2	0	3
EEC	-	-	-	-	-	-	-	-	-	-	-	-
EU15 - Total	2,042	11,690	-	135	286	2,146	318	1,071	3	49	2,650	15,091
EU15 - %	26.3%	14.6%	0.0%	1.0%	15.5%	18.6%	90.5%	83.9%	1.5%	1.7%	24.4%	13.8%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 6											Crop: 2017	
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	5	20	-	-	-	-	-	-	-	-	5	20
Belarus	-	31	-	-	-	-	-	-	-	10	-	41
Bosnia	-	12	-	-	-	-	-	-	-	-	-	12
Bulgaria	-	-	-	-	-	-	-	-	-	-	-	-
Croatia	12	12	-	-	-	-	-	-	-	-	12	12
Cyprus	-	-	-	-	-	-	-	-	-	-	-	-
Czech Republic	-	0	-	-	-	-	-	-	-	-	-	0
Estonia	-	-	-	-	-	-	-	-	-	-	-	-
Hungary	-	-	-	-	-	-	-	-	-	-	-	-
Iceland	-	-	-	-	-	-	-	-	-	-	-	-
Kosovo	-	-	-	-	-	-	-	-	-	-	-	-
Latvia	-	21	-	-	-	-	-	-	-	-	-	21
Lithuania	50	283	-	13	-	-	-	-	-	-	50	296
Macedonia	6	31	-	-	-	-	-	-	-	-	6	31
Malta	-	-	-	-	-	-	-	-	-	-	-	-
Moldova	-	-	-	-	-	0	-	-	-	-	-	0
Montenegro	-	-	-	-	-	-	-	-	-	-	-	-
Norway	-	-	-	-	-	-	-	-	-	-	-	-
Poland	67	379	-	-	-	-	-	-	-	3	67	382
Romania	20	65	-	-	-	2	-	-	-	-	20	66
Serbia	-	33	-	-	-	-	-	-	-	-	-	33
Slovakia	237	594	-	48	3	88	-	-	-	-	240	730
Slovenia	-	-	-	-	-	-	-	-	-	-	-	-
Switzerland	-	2	-	-	-	7	-	1	0	1	0	12
Ukraine	35	199	-	-	-	3	-	-	-	36	35	238
Other Europe - Total	432	1,681	-	61	3	100	-	1	0	50	435	1,893
Other Europe - %	5.6%	2.1%	0.0%	0.5%	0.2%	0.9%	0.0%	0.1%	0.0%	1.7%	4.0%	1.7%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 6											Crop: 2017	
Country	Open In-Shell		Closed Shell		Kernel		GPPK & Split K.		Others		Total	
	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD
CIS												
Armenia	360	969	-	-	11	12	-	-	-	22	371	1,003
Azerbaijan	6	164	-	-	261	482	-	20	-	39	266	706
Georgia	20	22	-	-	-	-	-	-	-	-	20	22
Kazakhstan	541	4,340	-	20	8	37	-	-	-	252	549	4,650
Kyrgyzstan	53	645	-	-	1	2	-	-	4	107	58	755
Russia	260	2,888	-	-	4	21	3	8	-	-	267	2,917
Tajikistan	24	24	-	-	-	-	-	-	-	40	24	64
Turkmenistan	-	28	-	-	-	-	-	-	-	2	-	30
Uzbekistan	48	467	-	-	-	-	-	-	-	44	48	511
CIS - Total	1,311	9,548	-	20	284	555	3	28	4	507	1,603	10,657
CIS - %	16.9%	11.9%	0.0%	0.1%	15.4%	4.8%	0.9%	2.2%	1.9%	17.4%	14.8%	9.7%
North Africa												
Algeria	16	16	-	-	-	-	-	-	-	-	16	16
Egypt	25	89	-	25	-	-	-	-	-	-	25	114
Ethiopia	-	-	-	-	-	-	-	-	-	-	-	-
Libya	-	65	-	-	-	13	-	-	-	5	-	83
Morocco	-	-	-	-	-	-	-	-	-	-	-	-
Nigeria	-	-	-	-	-	-	-	-	-	-	-	-
Sudan	-	-	-	-	-	-	-	-	-	-	-	-
Tunisia	25	75	-	-	-	10	-	-	-	-	25	85
North Africa - Total	66	245	-	25	-	23	-	-	-	5	66	298
North Africa - %	0.9%	0.3%	0.0%	0.2%	0.0%	0.2%	0.0%	0.0%	0.0%	0.2%	0.6%	0.3%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 6											Crop: 2017	
Country	Open In-Shell		Closed Shell		Kernel		GPPK & Split K.		Others		Total	
	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD
Middle East												
Bahrain	0	34	-	-	-	-	0	2	0	0	0	36
Iraq	578	3,228	-	-	170	1,288	-	-	-	113	748	4,629
Jordan	116	960	-	50	23	597	-	-	-	-	139	1,607
Kuwait	155	961	-	-	67	263	8	15	-	27	230	1,266
Lebanon	334	1,233	-	-	205	890	-	-	20	219	559	2,341
Oman	-	26	-	-	-	0	-	0	-	-	-	26
Qatar	94	407	-	-	20	59	6	28	0	13	119	506
Saudi Arabia	-	-	-	-	-	-	-	-	-	-	-	-
Syria	1	242	-	-	32	321	-	-	-	16	33	580
Yemen	-	-	-	-	-	-	-	-	-	-	-	-
Middle East - Total	1,279	7,090	-	50	516	3,417	13	45	20	388	1,829	10,990
Middle East - %	16.5%	8.8%	0.0%	0.4%	27.9%	29.6%	3.8%	3.6%	8.9%	13.3%	16.8%	10.0%
Re-Export Markets												
Turkey	351	1,930	144	544	173	949	-	1	146	380	814	3,804
UAE	682	5,551	-	-	157	1,550	3	58	-	22	842	7,181
REM - Total	1,033	7,480	144	544	330	2,499	3	59	146	403	1,656	10,985
REM - %	13.3%	9.3%	21.2%	4.0%	17.8%	21.7%	0.9%	4.6%	64.1%	13.8%	15.2%	10.0%
Indian Subcontinent												
Afghanistan	10	243	-	-	-	16	0	0	53	802	63	1,061
Bangladesh	-	-	-	-	-	72	-	-	-	-	-	72
India	568	4,043	13	13	328	1,971	-	-	-	-	909	6,026
Nepal	-	-	-	-	-	-	-	-	-	-	-	-
Pakistan	170	5,085	-	-	5	201	-	-	-	638	175	5,924
Sri Lanka	-	-	-	-	-	-	-	-	-	-	-	-
Indian Subcontinent - Total	748	9,370	13	13	333	2,260	0	0	53	1,440	1,146	13,083
Indian Subcontinent - %	9.6%	11.7%	1.8%	0.1%	18.0%	19.6%	0.0%	0.0%	23.2%	49.5%	10.5%	12.0%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 6											Crop: 2017	
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												
China	-	61	-	125	4	5	5	7	-	4	9	201
Hong Kong	325	14,365	148	4,030	-	20	3	23	-	1	476	18,440
Indonesia	-	3	-	-	-	3	-	-	-	-	-	6
Japan	5	56	-	-	8	109	4	21	-	-	18	186
Korea	-	-	-	-	-	3	-	11	-	-	-	14
Macao	-	-	-	-	-	-	-	-	-	-	-	-
Malaysia	0	86	-	-	2	7	-	-	-	-	3	93
Philippines	-	-	-	-	-	-	-	-	-	-	-	-
Singapore	23	224	-	-	5	33	-	-	-	-	28	258
Taiwan	63	1,364	-	13	2	2	-	3	-	-	65	1,382
Thailand	0	26	-	-	6	8	-	-	-	1	6	35
Vietnam	226	16,077	376	8,428	-	-	-	-	-	51	602	24,555
Far East - Total	642	32,262	524	12,596	28	190	12	64	-	57	1,206	45,169
Far East - %	8.3%	40.2%	77.0%	93.7%	1.5%	1.6%	3.4%	5.0%	0.0%	2.0%	11.1%	41.3%
North America												
Canada	114	504	-	-	45	199	-	-	-	-	160	703
Mexico	-	100	-	-	-	-	-	-	-	-	-	100
USA	-	-	-	-	4	4	0	0	-	-	5	5
North America - Total	114	604	-	-	50	204	0	0	-	-	164	808
North America - %	1.5%	0.8%	0.0%	0.0%	2.7%	1.8%	0.0%	0.0%	0.0%	0.0%	1.5%	0.7%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 6											Crop: 2017	
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												
Argentina	-	-	-	-	-	-	-	-	-	-	-	-
Australia	16	95	-	-	0	56	2	2	1	1	19	154
Brazil	72	108	-	-	22	34	-	-	-	10	94	152
Chile	-	-	-	-	-	-	-	-	-	-	-	-
Colombia	-	-	-	-	-	-	-	-	-	-	-	-
Dominican Republic	-	-	-	-	-	-	-	-	-	-	-	-
Ecuador	-	3	-	-	-	2	-	-	-	-	-	5
Kenya	-	-	-	-	-	-	-	-	-	-	-	-
Liberia	-	-	-	-	-	-	-	-	-	-	-	-
Mozambique	-	-	-	-	-	-	-	-	-	-	-	-
New Zealand	-	2	-	-	-	-	-	-	-	-	-	2
Nicaragua	-	-	-	-	-	-	-	-	-	-	-	-
Other_1	-	53	-	-	-	45	-	-	-	-	-	98
Other_2	-	-	-	-	-	-	-	-	-	-	-	-
Other_3	-	-	-	-	-	-	-	-	-	-	-	-
Other_4	-	-	-	-	-	-	-	-	-	-	-	-
Panama	-	-	-	-	-	-	-	-	-	-	-	-
Paraguay	-	-	-	-	-	-	-	-	-	-	-	-
Senegal	-	-	-	-	-	-	-	-	-	-	-	-
South Africa	-	8	-	-	-	4	-	6	-	-	-	18
Tanzania	-	-	-	-	-	-	-	-	-	-	-	-
Uruguay	-	-	-	-	-	-	-	-	-	-	-	-
Venezuela	-	-	-	-	-	-	-	-	-	-	-	-
Zambia	-	-	-	-	-	-	-	-	-	-	-	-
Zimbabwe	-	-	-	-	-	-	-	-	-	-	-	-
Other - Total	88	269	-	-	22	140	2	8	1	11	113	428
Other - %	1.1%	0.3%	0.0%	0.0%	1.2%	1.2%	0.6%	0.6%	0.3%	0.4%	1.0%	0.4%
Total Iranian Export	7,755	80,240	680	13,443	1,852	11,533	352	1,277	227	2,910	10,866	109,403

Compiled by: IPA based on IRI Customs Administration raw data