

YTD Inventory / Shipment Report In-Shell Basis Crop: 2018	
9th Marketing Month	YTD
Carry in from previous year	35,000
Total Production	52,000
Gross Inventory	87,000
Domestic Consumption	8,600
Export Shipments	33,400
Adjustment/losses, Export	7,000
Total Consumption	49,000
<b>Ending Inventory</b>	<b>38,000</b>
<p>1. Iran's export volume through the 9th month of the current marketing year is far less than the average figure of the past 4 years (2014-2017: 126,000 MT) for the same period. The inventory at the end of marketing month 9 stands at 54% of this year's total marketable inventory (for Export) of approximately 70,000 MT.</p> <p>2. Indian Subcontinent (variety-oriented) has been the main market for Iranian pistachios through May (8,000 MT). Out of 15,000 MT of pistachios exported to this growing market, Iran's share stands at 55%, while the US has 45% of the market share through May.</p> <p>3. Through May, 75,000 MT of pistachios have totally been exported to Europe. The US' share of this market is 96%, with Iran having 4% of the market share.</p> <p>4. 111,000 MT of pistachios have been exported to the Far East through May. The Californian pistachios' share of this market stands at 96%, while Iran is behind at 4%.</p> <p>5. The Middle East has been the second top market (6,000 MT) for Iranian pistachios through May. The US' share of this market is 70%, with Iran having 30% of the market share.</p> <p>6. Through May, total 6,000 MT of pistachios have been exported to the CIS countries by Iran.</p>	
<p><b>Note: Adjustments/Losses related to shelling and peeling process of kernels and green kernels.</b></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: 9			
Crop	Monthly	YTD	
<b>2018</b>	<b>4,205</b>	<b>33,434</b>	
2017	4,384	123,241	
2016	4,882	111,100	
2015	9,876	120,600	

Monthly Market Prices FCA Hamburg Iranian Dried In-Shell 28/30 Fandoghi Pistachios		
Marketing Month: 9		Crop: 2018
Mean		USD per Ton
Min.		
Max.		
Last Year		
<p><b>Note: The above prices are related to EU-cleared quality pistachios.</b></p>		

Source: OMNITRADE / EUROFOOD GmbH

Monthly Market Prices FCA Tehran Iranian Dried In-Shell 30/32 Fandoghi Pistachios		
Marketing Month: 9		Crop: 2018
Mean		IRR per Kilo
Min.		
Max.		
Last Year		
<p><b>Note: The above prices are based on 4 months payment terms and Iranian local market standard quality pistachios.</b></p>		

Source: IPA Bi-Weekly Market Survey, Several Sources

Monthly Exchange Rate		
Marketing Month: 9		Crop: 2018
Mean		1 USD to IRR
Min.		
Max.		
Last Year		
<p><b>Note: The above rates might be significantly less than open market rates.</b></p>		

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

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

**Marketing Month: 9**

**Crop: 2018**

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
Indian Subcontinent	157	6,260	-	-	177	1,806	-	0	4	234	<b>339</b>	<b>8,301</b>
Middle East	269	5,041	-	-	145	1,235	3	29	3	29	<b>421</b>	<b>6,334</b>
CIS	634	5,792	-	-	64	97	-	3	-	163	<b>698</b>	<b>6,054</b>
Far East	821	3,301	873	1,189	24	105	4	47	-	1	<b>1,722</b>	<b>4,642</b>
Re-Export Markets	312	3,018	-	-	164	1,113	28	138	3	197	<b>508</b>	<b>4,465</b>
EU15	265	1,287	-	64	49	528	109	631	0	1	<b>422</b>	<b>2,511</b>
Other Europe	50	797	-	-	-	16	-	1	-	-	<b>50</b>	<b>814</b>
North America	31	106	-	-	1	52	-	1	-	28	<b>32</b>	<b>188</b>
North Africa	13	63	-	-	-	13	-	-	-	-	<b>13</b>	<b>76</b>
Other	-	47	-	-	-	0	0	1	-	-	<b>0</b>	<b>48</b>
<b>Total</b>	<b>2,552</b>	<b>25,712</b>	<b>873</b>	<b>1,253</b>	<b>624</b>	<b>4,966</b>	<b>145</b>	<b>852</b>	<b>10</b>	<b>652</b>	<b>4,205</b>	<b>33,434</b>

Compiled by: IPA based on IRI Customs Administration raw data

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 9											Crop: 2018	
Country	Open In-Shell		Closed Shell		Kernel		GPPK & Split K.		Others		Total	
	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD
<b>EU15</b>												
Austria	-	-	-	-	-	-	-	-	-	-	-	-
Belgium	-	23	-	-	-	-	-	2	-	-	-	24
Denmark	-	-	-	-	-	-	-	-	-	-	-	-
Finland	-	-	-	-	-	-	-	-	-	-	-	-
France	-	1	-	-	-	32	41	84	-	-	41	116
Germany	145	569	-	20	49	421	58	496	-	1	251	1,506
Greece	-	140	-	-	-	-	-	-	-	-	-	140
Ireland	-	-	-	-	-	-	-	-	-	-	-	-
Italy	-	112	-	44	-	52	10	40	-	-	10	249
Luxembourg	-	-	-	-	-	-	-	-	-	-	-	-
Netherland	-	-	-	-	-	14	-	0	-	-	-	14
Portugal	-	-	-	-	-	-	-	-	-	-	-	-
Spain	120	440	-	-	-	10	-	10	-	-	120	460
Sweden	-	-	-	-	-	-	-	-	0	0	0	0
UK	-	2	-	-	-	-	-	0	-	-	-	2
EEC	-	-	-	-	-	-	-	-	-	-	-	-
<b>EU15 - Total</b>	<b>265</b>	<b>1,287</b>	<b>-</b>	<b>64</b>	<b>49</b>	<b>528</b>	<b>109</b>	<b>631</b>	<b>0</b>	<b>1</b>	<b>422</b>	<b>2,511</b>
<b>EU15 - %</b>	<b>10%</b>	<b>5%</b>	<b>0%</b>	<b>5%</b>	<b>8%</b>	<b>11%</b>	<b>75%</b>	<b>74%</b>	<b>0%</b>	<b>0%</b>	<b>10%</b>	<b>8%</b>

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 9											Crop: 2018	
Country	Open In-Shell		Closed Shell		Kernel		GPPK & Split K.		Others		Total	
	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD
<b>Other Europe</b>												
Albania	-	18	-	-	-	-	-	-	-	-	-	18
Belarus	2	3	-	-	-	-	-	-	-	-	2	3
Bosnia	-	-	-	-	-	-	-	-	-	-	-	-
Bulgaria	-	10	-	-	-	4	-	-	-	-	-	14
Croatia	-	-	-	-	-	-	-	-	-	-	-	-
Cyprus	-	-	-	-	-	-	-	-	-	-	-	-
Czech Republic	-	0	-	-	-	0	-	-	-	-	-	0
Estonia	-	-	-	-	-	-	-	-	-	-	-	-
Hungry	-	0	-	-	-	-	-	-	-	-	-	0
Iceland	-	-	-	-	-	-	-	-	-	-	-	-
Kosovo	-	-	-	-	-	-	-	-	-	-	-	-
Latvia	-	-	-	-	-	-	-	-	-	-	-	-
Lithuania	-	21	-	-	-	-	-	-	-	-	-	21
Macedonia	3	7	-	-	-	-	-	-	-	-	3	7
Malta	-	-	-	-	-	-	-	-	-	-	-	-
Moldova	-	-	-	-	-	-	-	-	-	-	-	-
Montenegro	-	-	-	-	-	-	-	-	-	-	-	-
Norway	-	-	-	-	-	-	-	-	-	-	-	-
Poland	24	172	-	-	-	-	-	-	-	-	24	172
Romania	-	-	-	-	-	-	-	-	-	-	-	-
Serbia	-	29	-	-	-	-	-	-	-	-	-	29
Slovakia	-	317	-	-	-	9	-	-	-	-	-	326
Slovenia	-	-	-	-	-	-	-	-	-	-	-	-
Switzerland	-	5	-	-	-	1	-	1	-	-	-	6
Ukraine	21	216	-	-	-	2	-	-	-	-	21	218
<b>Other Europe - Total</b>	<b>50</b>	<b>797</b>	-	-	-	<b>16</b>	-	<b>1</b>	-	-	<b>50</b>	<b>814</b>
<b>Other Europe - %</b>	<b>2%</b>	<b>3%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>1%</b>	<b>2%</b>

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 9											Crop: 2018	
Country	Open In-Shell		Closed Shell		Kernel		GPPK & Split K.		Others		Total	
	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD
<b>CIS</b>												
Armenia	-	344	-	-	22	23	-	0	-	44	22	411
Azerbaijan	-	8	-	-	-	0	-	-	-	-	-	8
Georgia	45	157	-	-	-	-	-	-	-	-	45	157
Kazakhstan	84	1,241	-	-	-	1	-	-	-	22	84	1,264
Kyrgyzstan	261	1,080	-	-	-	-	-	-	-	80	261	1,160
Russia	220	2,670	-	-	42	73	-	2	-	6	262	2,752
Tajikistan	-	24	-	-	-	-	-	-	-	-	-	24
Turkmenistan	-	5	-	-	-	-	-	-	-	10	-	15
Uzbekistan	24	264	-	-	-	-	-	-	-	-	24	264
<b>CIS - Total</b>	<b>634</b>	<b>5,792</b>	-	-	<b>64</b>	<b>97</b>	-	<b>3</b>	-	<b>163</b>	<b>698</b>	<b>6,054</b>
<b>CIS - %</b>	<b>25%</b>	<b>23%</b>	<b>0%</b>	<b>0%</b>	<b>10%</b>	<b>2%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>25%</b>	<b>17%</b>	<b>18%</b>
<b>North Africa</b>												
Algeria	-	-	-	-	-	-	-	-	-	-	-	-
Egypt	-	-	-	-	-	-	-	-	-	-	-	-
Ethiopia	-	-	-	-	-	-	-	-	-	-	-	-
Libya	-	50	-	-	-	13	-	-	-	-	-	63
Morocco	13	13	-	-	-	-	-	-	-	-	13	13
Nigeria	-	-	-	-	-	-	-	-	-	-	-	-
Sudan	-	-	-	-	-	-	-	-	-	-	-	-
Tunisia	-	-	-	-	-	-	-	-	-	-	-	-
<b>North Africa - Total</b>	<b>13</b>	<b>63</b>	-	-	-	<b>13</b>	-	-	-	-	<b>13</b>	<b>76</b>
<b>North Africa - %</b>	<b>1%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 9											Crop: 2018	
Country	Open In-Shell		Closed Shell		Kernel		GPPK & Split K.		Others		Total	
	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD
<b>Middle East</b>												
Bahrain	0	8	-	-	0	0	-	1	-	-	1	9
Iraq	75	3,381	-	-	29	333	-	-	-	-	104	3,713
Jordan	-	184	-	-	-	36	-	-	-	-	-	220
Kuwait	111	644	-	-	41	255	-	7	-	23	152	929
Lebanon	63	394	-	-	73	567	-	-	3	3	140	964
Oman	0	111	-	-	1	8	-	-	-	-	1	119
Qatar	19	258	-	-	1	27	3	22	-	3	23	309
Saudi Arabia	-	-	-	-	-	-	-	-	-	-	-	-
Syria	-	62	-	-	-	9	-	-	-	-	-	71
Yemen	-	-	-	-	-	-	-	-	-	-	-	-
<b>Middle East - Total</b>	<b>269</b>	<b>5,041</b>	<b>-</b>	<b>-</b>	<b>145</b>	<b>1,235</b>	<b>3</b>	<b>29</b>	<b>3</b>	<b>29</b>	<b>421</b>	<b>6,334</b>
<b>Middle East - %</b>	<b>11%</b>	<b>20%</b>	<b>0%</b>	<b>0%</b>	<b>23%</b>	<b>25%</b>	<b>2%</b>	<b>3%</b>	<b>0%</b>	<b>4%</b>	<b>10%</b>	<b>19%</b>
<b>Re-Export Markets</b>												
Turkey	28	384	-	-	34	129	-	3	-	124	62	639
UAE	284	2,634	-	-	131	984	28	135	3	72	446	3,826
<b>REM - Total</b>	<b>312</b>	<b>3,018</b>	<b>-</b>	<b>-</b>	<b>164</b>	<b>1,113</b>	<b>28</b>	<b>138</b>	<b>3</b>	<b>197</b>	<b>508</b>	<b>4,465</b>
<b>REM - %</b>	<b>12%</b>	<b>12%</b>	<b>0%</b>	<b>0%</b>	<b>26%</b>	<b>22%</b>	<b>19%</b>	<b>16%</b>	<b>0%</b>	<b>30%</b>	<b>12%</b>	<b>13%</b>
<b>Indian Subcontinent</b>												
Afghanistan	35	864	-	-	-	8	-	0	4	147	40	1,020
Bangladesh	-	-	-	-	22	77	-	-	-	-	22	77
India	121	1,612	-	-	155	1,546	-	-	-	-	276	3,158
Nepal	-	-	-	-	-	-	-	-	-	-	-	-
Pakistan	1	3,783	-	-	-	175	-	-	-	87	1	4,046
Sri Lanka	-	-	-	-	-	-	-	-	-	-	-	-
<b>Indian Subcontinent - Total</b>	<b>157</b>	<b>6,260</b>	<b>-</b>	<b>-</b>	<b>177</b>	<b>1,806</b>	<b>-</b>	<b>0</b>	<b>4</b>	<b>234</b>	<b>339</b>	<b>8,301</b>
<b>Indian Subcontinent - %</b>	<b>6%</b>	<b>24%</b>	<b>0%</b>	<b>0%</b>	<b>28%</b>	<b>36%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>36%</b>	<b>8%</b>	<b>25%</b>

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 9											Crop: 2018	
Country	Open In-Shell		Closed Shell		Kernel		GPPK & Split K.		Others		Total	
	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD
<b>Far East</b>												
China	747	2,153	700	800	11	16	-	12	-	-	1,458	2,980
Hong Kong	25	575	173	323	-	19	1	10	-	1	199	927
Indonesia	-	3	-	-	1	1	-	-	-	-	1	4
Japan	5	24	-	-	10	31	3	25	-	-	18	80
Korea	-	1	-	-	-	10	-	-	-	-	-	10
Macao	-	-	-	-	-	-	-	-	-	-	-	-
Malaysia	0	33	-	-	0	6	-	-	-	-	1	39
Philippines	-	-	-	-	-	-	-	-	-	-	-	-
Singapore	24	250	-	-	-	11	-	-	-	-	24	261
Taiwan	13	235	-	66	-	-	0	1	-	-	13	302
Thailand	7	27	-	-	2	11	-	-	-	-	9	38
Vietnam	-	-	-	-	-	-	-	-	-	-	-	-
<b>Far East - Total</b>	<b>821</b>	<b>3,301</b>	<b>873</b>	<b>1,189</b>	<b>24</b>	<b>105</b>	<b>4</b>	<b>47</b>	<b>-</b>	<b>1</b>	<b>1,722</b>	<b>4,642</b>
<b>Far East - %</b>	<b>32%</b>	<b>13%</b>	<b>0%</b>	<b>95%</b>	<b>4%</b>	<b>2%</b>	<b>3%</b>	<b>6%</b>	<b>0%</b>	<b>0%</b>	<b>41%</b>	<b>14%</b>
<b>North America</b>												
Canada	6	81	-	-	1	52	-	1	-	28	7	163
Mexico	25	25	-	-	-	-	-	-	-	-	25	25
USA	-	-	-	-	-	-	-	-	-	-	-	-
<b>North America - Total</b>	<b>31</b>	<b>106</b>	<b>-</b>	<b>-</b>	<b>1</b>	<b>52</b>	<b>-</b>	<b>1</b>	<b>-</b>	<b>28</b>	<b>32</b>	<b>188</b>
<b>North America - %</b>	<b>1%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>1%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>4%</b>	<b>1%</b>	<b>1%</b>

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 9											Crop: 2018	
Country	Open In-Shell		Closed Shell		Kernel		GPPK & Split K.		Others		Total	
	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD
<b>Other</b>												
Argentina	-	-	-	-	-	-	-	-	-	-	-	-
Australia	-	47	-	-	-	-	0	1	-	-	0	48
Brazil	-	-	-	-	-	-	-	-	-	-	-	-
Chile	-	-	-	-	-	-	-	-	-	-	-	-
Colombia	-	-	-	-	-	-	-	-	-	-	-	-
Dominican Republic	-	-	-	-	-	-	-	-	-	-	-	-
Ecuador	-	-	-	-	-	-	-	-	-	-	-	-
Kenya	-	-	-	-	-	0	-	-	-	-	-	0
Liberia	-	-	-	-	-	-	-	-	-	-	-	-
Mozambique	-	-	-	-	-	-	-	-	-	-	-	-
New Zealand	-	-	-	-	-	-	-	-	-	-	-	-
Nicaragua	-	-	-	-	-	-	-	-	-	-	-	-
Other_1	-	-	-	-	-	-	-	-	-	-	-	-
Other_2	-	-	-	-	-	-	-	-	-	-	-	-
Other_3	-	-	-	-	-	-	-	-	-	-	-	-
Other_4	-	-	-	-	-	-	-	-	-	-	-	-
Panama	-	-	-	-	-	-	-	-	-	-	-	-
Paraguay	-	-	-	-	-	-	-	-	-	-	-	-
Senegal	-	-	-	-	-	-	-	-	-	-	-	-
South Africa	-	-	-	-	-	-	-	-	-	-	-	-
Tanzania	-	-	-	-	-	-	-	-	-	-	-	-
Uruguay	-	-	-	-	-	-	-	-	-	-	-	-
Venezuela	-	-	-	-	-	-	-	-	-	-	-	-
Zambia	-	-	-	-	-	-	-	-	-	-	-	-
Zimbabwe	-	-	-	-	-	-	-	-	-	-	-	-
<b>Other - Total</b>	-	47	-	-	-	0	0	1	-	-	0	48
<b>Other - %</b>	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>Total Iranian Export</b>	2,552	25,712	873	1,253	624	4,966	145	852	10	652	4,205	33,434

Compiled by: IPA based on IRI Customs Administration raw data