

Monthly Iranian Pistachio Report

Iranian Pistachio Figures YTD Summary in Tons	
Crop Month: 7 Crop Year: 2010	
Carry In from Previous Year	8,000
Total Production	210,000
Gross Inventory	218,000
Domestic Consumption	26,000
Export Shipments	114,000
Adjustments/Losses	11,000
Total Consumption	151,000
Ending Inventory	67,000
Marketing Comments: 1- Depreciated Rial has made export prices more attractive. However, the Rial exchange rate remains volatile. 2- The price difference between open and closed shell pistachios is currently greater than the usual gap. 3- Of all the varieties, only Kale-Ghoochi can be found in abundance. 4- Future prices are highly dependent on US pistachio industry strategy due to the US stock.	
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: 7 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: 7 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: 7 Crop Year: 2010		
Crop Year	Monthly	YTD
2010	3,708	113,822
2009	2,998	91,810
2008	2,393	49,738
2007	4,192	153,156

Source: IRI Customs Administration

Monthly Exchange Rate		
Crop Month: 7 Crop Year: 2010		
Mean	10,400	1 USD to IRR
Min.	10,364	
Max.	10,450	
Last Year	9,982	
Note: The above rates might be slightly different from open market rates.		

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

Monthly Iranian Pistachio Report

Monthly and YTD Export Shipments - Product / Destination Breakdown in Tons												
Crop Month: 7										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	274	39,401	265	15,441	-	84	4	42	-	1,494	543	56,462
Re-Export Markets	528	11,679	176	1,158	52	1,358	-	25	-	287	755	14,507
CIS	598	10,690	-	-	-	38	4	4	49	617	651	11,349
EU-15	439	8,701	-	250	-	732	25	1,310	-	48	464	11,041
Middle East	490	5,819	-	82	158	2,971	14	200	-	251	661	9,323
Indian Subcontinent	195	5,439	-	-	98	855	-	33	-	161	293	6,488
Other Europe	191	2,409	-	6	-	4	-	13	-	97	191	2,528
North Africa	24	984	-	-	-	160	-	13	-	-	24	1,157
North America	80	592	-	-	22	43	-	1	-	-	102	636
Other	22	267	-	-	2	63	-	-	-	1	24	331
Total	2,840	85,979	440	16,937	332	6,309	47	1,641	49	2,955	3,708	113,822

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

Monthly Iranian Pistachio Report

Monthly and YTD Export Shipments - Product / Country Breakdown												
Crop Month: 7										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	120	1,396	-	-	-	110	-	11	-	-	120	1,517
Denmark	-	-	-	-	-	-	-	-	-	-	-	-
Finland	-	-	-	-	-	-	-	-	-	-	-	-
France	-	100	-	-	-	3	-	122	-	-	-	225
Germany	100	4,355	-	250	-	609	25	1,152	-	48	125	6,413
Greece	-	-	-	-	-	-	-	-	-	-	-	-
Ireland	-	-	-	-	-	-	-	-	-	-	-	-
Italy	-	49	-	-	-	1	-	-	-	-	-	50
Luxembourg	-	-	-	-	-	-	-	-	-	-	-	-
Netherlands	75	797	-	-	-	-	-	-	-	-	75	797
Portugal	-	-	-	-	-	-	-	-	-	-	-	-
Spain	144	2,004	-	-	-	10	-	25	-	-	144	2,039
Sweden	-	-	-	-	-	-	-	-	-	-	-	-
UK	-	0	-	-	-	-	-	-	-	-	-	0
EEC	-	-	-	-	-	-	-	-	-	-	-	-
EU15 - Total	439	8,701	-	250	-	732	25	1,310	-	48	464	11,041
EU15 - %	15.5%	10.1%	0.0%	1.5%	0.0%	11.6%	53.6%	79.9%	0.0%	1.6%	12.5%	9.7%

Monthly Iranian Pistachio Report

Monthly and YTD Export Shipments - Product / Country Breakdown												
Crop Month: 7										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	-	42	-	-	-	-	-	-	-	-	-	42
Bosnia	-	11	-	-	-	-	-	-	-	-	-	11
Bulgaria	-	-	-	-	-	-	-	-	-	-	-	-
Croatia	-	38	-	-	-	-	-	-	-	-	-	38
Cyprus	-	21	-	-	-	-	-	-	-	-	-	21
Czech Republic	-	-	-	-	-	-	-	-	-	-	-	-
Estonia	-	-	-	-	-	-	-	-	-	-	-	-
Hungry	-	-	-	-	-	-	-	-	-	-	-	-
Iceland	-	-	-	-	-	-	-	-	-	-	-	-
Kosovo	-	-	-	-	-	-	-	-	-	-	-	-
Latvia	-	-	-	-	-	-	-	-	-	-	-	-
Lithuania	-	186	-	-	-	-	-	-	-	24	-	210
Macedonia	-	32	-	-	-	-	-	-	-	50	-	82
Malta	-	-	-	-	-	-	-	-	-	-	-	-
Moldova	-	-	-	-	-	-	-	-	-	-	-	-
Montenegro	-	15	-	5	-	-	-	-	-	-	-	20
Norway	-	4	-	-	-	-	-	-	-	-	-	4

Monthly Iranian Pistachio Report

Monthly and YTD Export Shipments - Product / Country Breakdown												
Crop Month: 7										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	-	87	-	-	-	-	-	1	-	-	-	88
Romania	-	239	-	-	-	-	-	-	-	23	-	261
Serbia	-	-	-	-	-	-	-	-	-	-	-	-
Slovakia	-	622	-	-	-	4	-	11	-	-	-	637
Slovenia	-	-	-	-	-	-	-	-	-	-	-	-
Switzerland	-	2	-	1	-	-	-	1	-	-	-	4
Ukraine	191	1,111	-	-	-	-	-	-	-	-	191	1,111
Yugoslavia	-	-	-	-	-	-	-	-	-	-	-	-
Other Europe - Total	191	2,409	-	6	-	4	-	13	-	97	191	2,528
Other Europe - %	6.7%	2.8%	0.0%	0.0%	0.0%	0.1%	0.0%	0.8%	0.0%	3.3%	5.2%	2.2%
CIS												
Armenia	10	44	-	-	-	-	-	-	-	-	10	44
Azerbaijan	10	150	-	-	-	-	-	-	-	-	10	150
Georgia	-	-	-	-	-	-	-	-	-	-	-	-
Kazakhstan	20	428	-	-	-	-	-	-	-	-	20	428
Kyrgyzstan	-	267	-	-	-	-	-	-	-	-	-	267
Russia	485	8,660	-	-	-	38	4	4	49	612	538	9,314
Tajikistan	72	928	-	-	-	-	-	-	-	-	72	928
Turkmenistan	-	198	-	-	-	-	-	-	-	5	-	203

Monthly Iranian Pistachio Report

Monthly and YTD Export Shipments - Product / Country Breakdown												
Crop Month: 7										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	598	10,690	-	-	-	38	4	4	49	617	651	11,349
CIS - %	21.0%	12.4%	0.0%	0.0%	0.0%	0.6%	8.6%	0.2%	100.0%	20.9%	17.5%	10.0%
North Africa												
Algeria	-	25	-	-	-	-	-	-	-	-	-	25
Egypt	24	685	-	-	-	136	-	13	-	-	24	834
Ethiopia	-	-	-	-	-	-	-	-	-	-	-	-
Libya	-	-	-	-	-	10	-	-	-	-	-	10
Morocco	-	-	-	-	-	-	-	-	-	-	-	-
Nigeria	-	-	-	-	-	0	-	-	-	-	-	0
Sudan	-	-	-	-	-	-	-	-	-	-	-	-
Tunisia	-	274	-	-	-	14	-	-	-	-	-	288
North Africa - Total	24	984	-	-	-	160	-	13	-	-	24	1,157
North Africa - %	0.8%	1.1%	0.0%	0.0%	0.0%	2.5%	0.0%	0.8%	0.0%	0.0%	0.6%	1.0%
Middle East												
Bahrain	-	52	-	-	-	1	-	2	-	-	-	55
Iraq	308	3,310	-	4	61	528	-	30	-	187	368	4,059
Jordan	22	66	-	-	-	6	-	-	-	-	22	72

Monthly Iranian Pistachio Report

Monthly and YTD Export Shipments - Product / Country Breakdown												
Crop Month: 7											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
Kuwait	21	465	-	-	4	38	-	-	-	-	25	503
Lebanon	47	971	-	-	20	578	13	68	-	40	79	1,657
Oman	-	-	-	-	-	-	-	-	-	-	-	-
Qatar	2	62	-	-	1	14	1	7	-	-	4	83
Saudi Arabia	72	195	-	-	1	16	-	-	-	-	72	211
Syria	18	698	-	78	72	1,790	-	93	-	24	90	2,683
Yemen	-	-	-	-	-	-	-	-	-	-	-	-
Middle East - Total	490	5,819	-	82	158	2,971	14	200	-	251	661	9,323
Middle East - %	17.2%	6.8%	0.0%	0.5%	47.5%	47.1%	28.9%	12.2%	0.0%	8.5%	17.8%	8.2%
Re-Export Markets												
Turkey	24	1,478	176	1,109	-	50	-	13	-	222	200	2,872
UAE	504	10,201	-	49	52	1,308	-	13	-	65	556	11,635
REM - Total	528	11,679	176	1,158	52	1,358	-	25	-	287	755	14,507
REM - %	18.6%	13.6%	39.9%	6.8%	15.6%	21.5%	0.0%	1.5%	0.0%	9.7%	20.4%	12.7%
Indian Subcontinent												
Afghanistan	-	424	-	-	-	16	-	-	-	9	-	449
Bangladesh	-	-	-	-	-	-	-	-	-	-	-	-
India	94	1,844	-	-	88	496	-	33	-	106	182	2,479

Monthly Iranian Pistachio Report

Monthly and YTD Export Shipments - Product / Country Breakdown												
Crop Month: 7											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
Nepal	-	-	-	-	-	-	-	-	-	-	-	-
Pakistan	101	3,171	-	-	10	343	-	-	-	46	111	3,560
Sri Lanka	-	-	-	-	-	-	-	-	-	-	-	-
Indian Subcontinent - Total	195	5,439	-	-	98	855	-	33	-	161	293	6,488
Indian Subcontinent - %	6.9%	6.3%	0.0%	0.0%	29.6%	13.6%	0.0%	2.0%	0.0%	5.4%	7.9%	5.7%
Far East												
China	-	803	-	374	-	1	1	4	-	50	1	1,232
Hong Kong	236	33,940	242	13,924	-	3	-	14	-	1,444	478	49,324
Indonesia	-	-	-	-	-	-	-	-	-	-	-	-
Japan	-	95	-	10	-	49	3	24	-	-	3	177
Korea	-	-	-	-	-	10	-	-	-	-	-	10
Macao	-	-	-	-	-	-	-	-	-	-	-	-
Malaysia	13	78	-	-	-	-	-	-	-	-	13	78
Philippines	-	-	-	-	-	-	-	-	-	-	-	-
Singapore	-	85	-	-	-	16	-	-	-	-	-	101
Taiwan	25	1,618	23	66	-	1	-	-	-	-	48	1,684
Thailand	-	175	-	23	-	5	-	-	-	-	-	202
Vietnam	-	2,608	-	1,046	-	-	-	-	-	-	-	3,653
Far East - Total	274	39,401	265	15,441	-	84	4	42	-	1,494	543	56,462

Monthly Iranian Pistachio Report

Monthly and YTD Export Shipments - Product / Country Breakdown												
Crop Month: 7										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 - %	9.6%	45.8%	60.1%	91.2%	0.0%	1.3%	8.9%	2.5%	0.0%	50.6%	14.6%	49.6%
North America												
Canada	80	376	-	-	22	43	-	1	-	-	102	420
Mexico	-	216	-	-	-	-	-	-	-	-	-	216
USA	-	-	-	-	-	-	-	-	-	-	-	-
North America - Total	80	592	-	-	22	43	-	1	-	-	102	636
North America - %	2.8%	0.7%	0.0%	0.0%	6.7%	0.7%	0.0%	0.1%	0.0%	0.0%	2.8%	0.6%
Other												
Argentina	-	-	-	-	-	-	-	-	-	-	-	-
Australia	22	181	-	-	2	61	-	-	-	1	24	243
Brazil	-	-	-	-	-	-	-	-	-	-	-	-
Chile	-	25	-	-	-	-	-	-	-	-	-	25
Colombia	-	-	-	-	-	-	-	-	-	-	-	-
Dominican Republic	-	-	-	-	-	-	-	-	-	-	-	-
Ecuador	-	-	-	-	-	-	-	-	-	-	-	-
Kenya	-	-	-	-	-	-	-	-	-	-	-	-
Liberia	-	-	-	-	-	-	-	-	-	-	-	-
Mozambique	-	-	-	-	-	-	-	-	-	-	-	-

Monthly Iranian Pistachio Report

Monthly and YTD Export Shipments - Product / Country Breakdown												
Crop Month: 7										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	-	-	-	2	-	-	-	-	-	12
Zambia	-	-	-	-	-	-	-	-	-	-	-	-
Zimbabwe	-	-	-	-	-	-	-	-	-	-	-	-
Other - Total	22	267	-	-	2	63	-	-	-	1	24	331
Other - %	0.8%	0.3%	0.0%	0.0%	0.6%	1.0%	0.0%	0.0%	0.0%	0.0%	0.6%	0.3%
Total Iranian Export	2,840	85,979	440	16,937	332	6,309	47	1,641	49	2,955	3,708	113,822

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