

YTD Inventory / Shipment Report in Tons	
Crop Month: 3	Crop Year: 2013
Carry in from previous year	16,000
Total Production	170,000
Gross Inventory	186,000
Domestic Consumption	10,500
Adjustment/ losses, Domestic	5,400
Export Shipments	41,900
Adjustment/ losses, Export	4,000
Total Consumption	61,800
Ending Inventory	124,200
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: 3	Crop Year: 2013	
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 30/32 Fandoghi Pistachios		
Crop Month: 3	Crop Year: 2013	
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: 3	Crop Year: 2013	
Crop Year	Monthly	YTD
2013	12,974	41,839
2012	13,034	66,322
2011	14,812	48,760
2010	17,496	81,976

Source: IRI Customs Administration

Monthly Exchange Rate		
Crop Month: 3	Crop Year: 2013	
Mean		1 USD to IRR
Min.		
Max.		
Last Year		
Note: The above rates might be significantly less than open market rates.		

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

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

Crop Month: 3

Crop Year: 2013

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	2,502	14,410	882	7,559	8	18	11	19	-	-	3,403	22,005
Middle East	768	1,991	49	145	316	632	39	123	-	3	1,172	2,894
CIS	2,155	4,304	-	-	-	3	1	3	-	23	2,156	4,333
Re-Export Markets	2,434	5,929	-	46	610	824	55	169	-	2	3,099	6,970
EU-15	1,159	1,989	22	25	78	133	118	263	-	-	1,377	2,410
Indian Subcontinent	820	1,880	-	-	439	507	11	23	-	-	1,270	2,410
Other Europe	311	423	-	-	3	8	-	1	-	-	314	432
North Africa	73	131	-	-	-	-	11	11	-	-	84	142
North America	49	74	-	-	17	17	-	1	-	-	66	92
Other	21	129	-	-	12	22	-	-	-	-	33	151
Total	10,292	31,260	953	7,775	1,483	2,164	246	612	-	28	12,974	41,839

Compiled by: IPA based on IRI Customs Administration raw data

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

Crop Month: 3

Crop Year: 2013

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	0	-	-	-	-	-	-	-	-	-	-	-
Belgium	0	-	-	-	-	-	-	-	-	-	-	-
Denmark	0	-	-	-	-	-	-	-	-	-	-	-
Finland	0	-	-	-	-	-	-	-	-	-	-	-
France	40	50	-	-	8	8	12	30	-	-	60	87
Germany	1,018	1,777	-	3	70	85	87	196	-	-	1,175	2,060
Greece	0	-	22	22	-	-	-	-	-	-	22	22
Ireland	0	-	-	-	-	-	-	-	-	-	-	-
Italy	0	-	-	-	-	40	19	38	-	-	19	78
Luxembourg	0	-	-	-	-	-	-	-	-	-	-	-
Netherland	101	162	-	-	-	-	-	-	-	-	101	162
Portugal	0	-	-	-	-	-	-	-	-	-	-	-
Spain	0	-	-	-	-	-	-	-	-	-	-	-
Sweden	0	-	-	-	-	-	-	-	-	-	-	-
UK	0	-	-	-	-	-	-	-	-	-	-	-
EEC	0	-	-	-	-	-	-	-	-	-	-	-
EU15 - Total	1,159	1,989	22	25	78	133	118	263	0	-	1,377	2,410
EU15 - %	9.3%	6.4%	2.3%	0.3%	5.3%	6.1%	48.0%	43.0%	0.0%	0.0%	10.6%	5.8%
Other Europe												
Albania	35	45	-	-	-	-	-	-	-	-	35	45
Belarus	2	2	-	-	-	-	-	-	-	-	2	2
Bosnia	0	-	-	-	-	-	-	-	-	-	-	-

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

Crop Month: 3

Crop Year: 2013

Country	Open In-Shell		Closed Shell		Kernel		GPPK & Split K.		Others		Total	
	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD
Bulgaria	0	-	-	-	-	-	-	-	-	-	-	-
Croatia	0	-	-	-	-	-	-	-	-	-	-	-
Cyprus	0	-	-	-	-	-	-	-	-	-	-	-
Czech Republic	0	-	-	-	-	-	-	-	-	-	-	-
Estonia	0	-	-	-	-	-	-	-	-	-	-	-
Hungry	0	-	-	-	-	-	-	-	-	-	-	-
Iceland	0	-	-	-	-	-	-	-	-	-	-	-
Kosovo	0	-	-	-	-	-	-	-	-	-	-	-
Latvia	0	-	-	-	-	-	-	-	-	-	-	-
Lithuania	0	25	-	-	-	-	-	-	-	-	-	25
Macedonia	0	-	-	-	-	-	-	-	-	-	-	-
Malta	0	-	-	-	-	-	-	-	-	-	-	-
Moldova	0	-	-	-	-	-	-	-	-	-	-	-
Montenegro	0	10	-	-	-	-	-	-	-	-	-	10
Norway	0	-	-	-	-	-	-	-	-	-	-	-
Poland	0	-	-	-	-	-	-	-	-	-	-	-
Romania	0	-	-	-	-	-	-	-	-	-	-	-
Serbia	0	-	-	-	-	-	-	-	-	-	-	-
Slovakia	88	127	-	-	-	5	-	-	-	-	88	132
Slovenia	0	-	-	-	-	-	-	-	-	-	-	-
Switzerland	1	1	-	-	-	0	-	1	-	-	1	2
Ukraine	185	206	-	-	3	3	-	-	-	-	188	209
Yugoslavia	0	7	-	-	-	-	-	-	-	-	-	7
Other Europe - Total	311	423	-	-	3	8	-	1	-	-	314	432
Other Europe - %	2.5%	1.4%	0.0%	0.0%	0.2%	0.4%	0.0%	0.1%	0	0.0%	2.4%	1.0%

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

Crop Month: 3

Crop Year: 2013

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	26	38	-	-	-	-	-	-	-	-	26	38
Azerbaijan	81	141	-	-	-	-	-	-	-	-	81	141
Georgia	0	1	-	-	-	-	-	-	-	-	-	1
Kazakhstan	1375	2,511	-	-	-	3	-	-	-	-	1,375	2,514
Kyrgyzstan	112	349	-	-	-	-	-	-	-	-	112	349
Russia	152	550	-	-	-	-	1	3	-	-	153	553
Tajikistan	172	330	-	-	-	-	-	-	-	-	172	330
Turkmenistan	49	105	-	-	-	-	-	-	-	-	49	105
Uzbekistan	188	279	-	-	-	-	-	-	-	23	188	302
CIS - Total	2,155	4,304	-	-	-	3	1	3	-	23	2,156	4,333
CIS - %	20.9%	13.8%	0.0%	0.0%	0.0%	0.1%	0.4%	0.4%	0	82.4%	16.6%	10.4%
North Africa												
Algeria	0	-	-	-	-	-	-	-	-	-	-	-
Egypt	25	83	-	-	-	-	11	11	-	-	36	94
Ethiopia	0	-	-	-	-	-	-	-	-	-	-	-
Libya	48	48	-	-	-	-	-	-	-	-	48	48
Morocco	0	-	-	-	-	-	-	-	-	-	-	-
Nigeria	0	-	-	-	-	-	-	-	-	-	-	-
Sudan	0	-	-	-	-	-	-	-	-	-	-	-
Tunisia	0	-	-	-	-	-	-	-	-	-	-	-
North Africa - Total	73	131	-	-	-	-	11	11	-	-	84	142
North Africa - %	0.7%	0.4%	0.0%	0.0%	0.0%	0.0%	4.5%	1.8%	0.0%	0.0%	0.6%	0.3%

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

Crop Month: 3

Crop Year: 2013

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	-	-	-	-	-	-	-	-	-	-	-
Iraq	509	1,508	-	-	143	358	30	82	-	-	682	1,948
Jordan	24	24	49	145	-	-	-	-	-	-	73	169
Kuwait	64	127	-	-	31	31	-	2	-	-	95	160
Lebanon	129	195	-	-	108	189	6	32	-	-	243	417
Oman	0	-	-	-	-	-	-	-	-	-	-	-
Qatar	7	78	-	-	13	22	3	7	-	3	23	111
Saudi Arabia	35	35	-	-	21	21	-	-	-	-	56	56
Syria	0	24	-	-	-	10	-	-	-	-	-	34
Yemen	0	-	-	-	-	-	-	-	-	-	-	-
Middle East - Total	768	1,991	49	145	316	632	39	123	-	3	1,172	2,894
Middle East - %	7.5%	6.4%	5.1%	1.9%	21.3%	29.2%	15.9%	20.1%	0	10.6%	9.0%	6.9%
Re-Export Markets												
Turkey	1132	2,443	-	46	276	434	-	20	-	-	1,408	2,943
UAE	1302	3,486	-	0	334	390	55	149	-	2	1,691	4,027
REM - Total	2,434	5,929	-	46	610	824	55	169	-	2	3,099	6,970
REM - %	19.6%	19.0%	0.0%	0.6%	41.1%	38.1%	22.4%	27.6%	0.0%	7.0%	23.9%	16.7%
Indian Subcontinent												
Afghanistan	83	536	-	-	-	-	-	-	-	-	83	536
Bangladesh	0	-	-	-	-	4	-	-	-	-	-	4
India	189	563	-	-	408	469	11	23	-	-	608	1,054

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

Crop Month: 3

Crop Year: 2013

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	0	-	-	-	-	-	-	-	-	-	-	-
Pakistan	548	781	-	-	31	35	-	-	-	-	579	816
Sri Lanka	0	-	-	-	-	-	-	-	-	-	-	-
Indian Subcontinent - Total	820	1,880	-	-	439	507	11	23	-	-	1,270	2,410
Indian Subcontinent - %	8.0%	6.0%	0.0%	0.0%	29.6%	23.4%	4.5%	3.8%	0	0.0%	9.8%	5.8%
Far East												
China	0	192	-	49	-	-	-	-	-	-	-	241
Hong Kong	1890	10,458	807	5,935	-	-	3	4	-	-	2,700	16,397
Indonesia	0	-	-	-	-	-	-	-	-	-	-	-
Japan	0	-	-	-	2	2	5	9	-	-	7	11
Korea	0	-	-	-	-	-	3	6	-	-	3	6
Macao	0	-	-	-	-	-	-	-	-	-	-	-
Malaysia	54	90	-	-	-	-	-	-	-	-	54	90
Philippines	0	-	-	-	-	-	-	-	-	-	-	-
Singapore	12	34	-	-	6	9	-	-	-	-	18	43
Taiwan	421	633	-	-	-	7	-	-	-	-	421	640
Thailand	0	4	-	-	-	-	-	-	-	-	-	4
Vietnam	125	2,999	75	1,575	-	-	-	-	-	-	200	4,574
Far East - Total	2,502	14,410	882	7,559	8	18	11	19	-	-	3,403	22,005
Far East - %	24.3%	46.1%	92.5%	97.2%	0.5%	0.8%	4.5%	3.1%	0	0.0%	26.2%	52.6%
North America												
Canada	49	49	-	-	17	17	-	1	-	-	66	67
Mexico	0	25	-	-	-	-	-	-	-	-	-	25

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

Crop Month: 3

Crop Year: 2013

Country	Open In-Shell		Closed Shell		Kernel		GPPK & Split K.		Others		Total	
	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD
USA	0	-	-	-	-	-	-	-	-	-	-	-
North America - Total	49	74	-	0	17	17	-	1	-	-	66	92
North America - %	0.4%	0.2%	0.0%	0.0%	1.1%	0.8%	0.0%	0.1%	0	0.0%	0.5%	0.2%
Other												
Argentina	0	-	-	-	-	-	-	-	-	-	-	-
Australia	11	37	-	-	12	22	-	-	-	-	23	59
Brazil	0	-	-	-	-	-	-	-	-	-	-	-
Chile	-	-	-	-	-	-	-	-	-	-	-	-
Colombia	0	-	-	-	-	-	-	-	-	-	-	-
Dominican Republic	10	10	-	-	-	-	-	-	-	-	10	10
Ecuador	0	-	-	-	-	-	-	-	-	-	-	-
Kenya	0	-	-	-	-	-	-	-	-	-	-	-
Liberia	0	83	-	-	-	-	-	-	-	-	-	83
Mozambique	0	-	-	-	-	-	-	-	-	-	-	-
New Zealand	0	-	-	-	-	-	-	-	-	-	-	-
Nicaragua	0	-	-	-	-	-	-	-	-	-	-	-
Other_1	0	-	-	-	-	-	-	-	-	-	-	-
Other_2	0	-	-	-	-	-	-	-	-	-	-	-
Other_3	0	-	-	-	-	-	-	-	-	-	-	-
Other_4	0	-	-	-	-	-	-	-	-	-	-	-
Panama	0	-	-	-	-	-	-	-	-	-	-	-
Paraguay	0	-	-	-	-	-	-	-	-	-	-	-
Senegal	-	-	-	-	-	-	-	-	-	-	-	-
South Africa	0	-	-	-	-	-	-	-	-	-	-	-

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

Crop Month: 3

Crop Year: 2013

Country	Open In-Shell		Closed Shell		Kernel		GPPK & Split K.		Others		Total	
	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD
Tanzania	0	-	-	-	-	-	-	-	-	-	-	-
Uruguay	0	-	-	-	-	-	-	-	-	-	-	-
Venezuela	0	-	-	-	-	-	-	-	-	-	-	-
Zambia	0	-	-	-	-	-	-	-	-	-	-	-
Zimbabwe	0	-	-	-	-	-	-	-	-	-	-	-
Other - Total	21	129	-	0	12	22	-	-	-	-	33	151
Other - %	0.2%	0.4%	0.0%	0.0%	0.8%	1.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.4%
Total Iranian Export	10,292	31,260	953	7,775	1,483	2,164	246	612	0	28	12,974	41,839

Compiled by: IPA based on IRI Customs Administration raw data