

YTD Inventory / Shipment Report in Tons	
Crop Month: 11	Crop Year: 2013
Carry in from previous year	16,000
Total Crop Estimate	170,000
Opening Inventory	186,000
Domestic Consumption	23,500
Adjustment/ losses, Domestic	9,500
Export Shipments	122,000
Adjustment/ losses, Export	18,800
Total Consumption	173,800
Ending Inventory	12,200

Marketing Comments for month 11 of 2013 Crop

- 1) YTD inventory/shipment report for month 11 appearing here has been prepared, by correcting some clerical errors present in the statistics up to and including month 10.
- 2) Firstly, figures for domestic consumption included adjustment losses. Unfortunately these were mistakenly double accounted.
- 3) Recently, Iranian custom authorities have informed us that exports in month 2 of crop year 2013 were 6300 tons more than reported at the time. So YTD exports from month 2 through month 10 should all be adjusted for this correction. The present inventory report for month 11 has been corrected for this error.
- 4) As a result of the above corrections, ending inventory for month 10 which was reported at 9100 tons, stands at 12200 by the end of month 11.

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 and YTD Export Shipments Compared to Last 4 Years in Tons		
Crop Month: 11	Crop Year: 2013	
Crop Year	Monthly	YTD
2013	3,096	122,124
2012	7,054	120,671
2011	3,210	106,870
2010	10,870	154,017

Source: IRI Customs Administration

Monthly Market Prices FCA Hamburg Iranian Dried In-Shell 28/30 Fandoghi Pistachios		
Crop Month: 11	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: 11	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 Exchange Rate		
Crop Month: 11	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: 11

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	719	27838	187	14,947	1	110	4	78	-	3	911	42,976
Re-Export Markets	463	18812	-	404	18	5,246	38	590	27	104	546	25,155
CIS	629	15780	-	129	-	17	-	9	59	82	688	16,017
Middle East	137	7693	-	221	35	2,729	1	208	26	29	199	10,879
EU-15	194	6682	-	202	70	1,002	160	1,293	-	-	424	9,179
Indian Subcontinent	205	6345	-	10	30	2,070	-	103	5	5	240	8,533
Other Europe	52	1847	-	-	-	43	2	4	20	20	74	1,914
North America	-	330	-	-	-	84	-	2	-	-	-	416
North Africa	-	329	-	-	-	45	-	29	-	-	-	403
Other	14	242	-	-	-	110	-	2	-	-	14	354
Total	2,413	85897	187	15,913	154	11,456	205	2,318	137	243	3,096	115,826

Compiled by: IPA based on IRI Customs Administration raw data

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

Crop Month: 11						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		1		-		-		1		-		2
Belgium		60		-		12		-		-		72
Denmark		-		-		-		-		-		-
Finland		-		-		-		-		-		-
France		64		-	20	107	18	116		-	38	286
Germany	116	5,853		3	35	688	142	1,117		-	293	7,661
Greece		45		199		-		-		-		244
Ireland		-		-		-		-		-		-
Italy		125		-	15	195		48		-	15	368
Luxembourg		-		-		-		-		-		-
Netherland	65	420		-		-		-		-	65	420
Portugal		-		-		-		-		-		-
Spain	13	114		-		-		12		-	13	126
Sweden		-		-		-		-		-		-
UK		-		-		-		-		-		-
EEC		-		-		-		-		-		-
EU15 - Total	194	6,682	-	202	70	1,002	160	1,293	-	-	424	9,178
EU15 - %	8.0%	7.8%	0.0%	1.3%	45.5%	8.7%	78.0%	55.8%	0.0%	0.0%	13.7%	7.9%
Other Europe												
Albania		82		-		-		-		-		82
Belarus	8	22		-		-		-		-	8	22
Bosnia		2		-		-		-		-		2

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

Crop Month: 11						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		-		-		-		-		-	-	-
Croatia		-		-		-		-		-	-	-
Cyprus		-		-		-		-		-	-	-
Czech Republic		-		-		-		-		-	-	-
Estonia		-		-		-		-		-	-	-
Hungary		-		-		-		-		-	-	-
Iceland		-		-		-		-		-	-	-
Kosovo		-		-		-		-		-	-	-
Latvia		-		-		-		-		-	-	-
Lithuania		317		-		-		-		-	-	317
Macedonia		25		-		-		-		-	-	25
Malta		24		-		-		-		-	-	24
Moldova		1		-		-		-		-	-	1
Montenegro		15		-		-		-		-	-	15
Norway		-		-		-		-		-	-	-
Poland		43		-		-		-		-	-	43
Romania		109		-		-		-		-	-	109
Serbia		6		-		-		-		-	-	6
Slovakia		331		-		40		-		-	-	371
Slovenia		-		-		-		-		-	-	-
Switzerland		3		-		0		2		-	-	5
Ukraine	44	839		-		3	2	2	20	20	66	864
Yugoslavia		28		-		-		-		-	-	28
Other Europe - Total	52	1,847	-	-	-	43	2	4	20	20	74	1,913
Other Europe - %	2.2%	2.1%	0.0%	0.0%	0.0%	0.4%	1.0%	0.2%	14.6%	8.2%	2.4%	1.7%

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

Crop Month: 11						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		45		-		-		-		-		45
Azerbaijan		408		-		-		-		-		408
Georgia		5		-		-		-		-		5
Kazakhstan	436	10,926		-		16		16		32	32	468
Kyrgyzstan	25	636		-		-		-		-		25
Russia	100	1,708		125		1		9		-		100
Tajikistan		891		4		-		-		-		895
Turkmenistan		391		-		-		-		27	27	27
Uzbekistan	68	769		-		-		-		23		68
CIS - Total	629	15,780	-	129	-	17	-	9	59	82	688	16,017
CIS - %	26.1%	18.4%	0.0%	0.8%	0.0%	0.1%	0.0%	0.4%	43.1%	33.8%	22.2%	13.8%
North Africa												
Algeria		22		-		-		-		-		22
Egypt		231		-		45		23		-		299
Ethiopia		-		-		-		-		-		-
Libya		57		-		-		-		-		57
Morocco		-		-		-		-		-		-
Nigeria		-		-		-		-		-		-
Sudan		-		-		-		-		-		-
Tunisia		19		-		-		6		-		25
North Africa - Total	0	329	-	-	-	45	-	29	-	-	-	403
North Africa - %	0.0%	0.4%	0.0%	0.0%	0.0%	0.4%	0.0%	1.3%	0.0%	0.0%	0.0%	0.3%

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

Crop Month: 11						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		28		-		2		1		-		31
Iraq	103	4,534		-		1,091		130	26	26	129	5,780
Jordan	20	317		220		43		-		-	20	580
Kuwait		409		-		221		3		-		632
Lebanon		997		-		931		53		-		1,981
Oman		-		-		-		-		-		-
Qatar	14	233		1	11	82	1	21		3	26	340
Saudi Arabia		1,060		-		185		-		-		1,245
Syria		115		-	24	174		-		-	24	289
Yemen		-		-		-		-		-		-
Middle East - Total	137	7,693	-	221	35	2,729	1	208	26	29	199	10,879
Middle East - %	5.7%	9.0%	0.0%	1.4%	22.7%	23.8%	0.5%	9.0%	19.0%	11.9%	6.4%	9.4%
Re-Export Markets												
Turkey	92	7,225		293		2,419	15	90	27	77	134	10,104
UAE	371	11,587		111	18	2,827	23	500		27	412	15,052
REM - Total	463	18,812	-	404	18	5,246	38	590	27	104	546	25,156
REM - %	19.2%	21.9%	0.0%	2.5%	11.7%	45.8%	18.5%	25.5%	19.7%	42.8%	17.6%	21.7%
Indian Subcontinent												
Afghanistan		1,627		10		3		-	5	5	5	1,645
Bangladesh		1		-		36		1		-		38
India	186	2,667		-	24	1,945		92		-	210	4,704

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

Crop Month: 11						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		-		-		-		-		-	-	-
Pakistan	19	2,049		-	6	87		10		-	25	2,146
Sri Lanka		-		-		-		-		-	-	-
Indian Subcontinent - Total	205	6,345	-	10	30	2,070	-	103	5	5	240	8,533
Indian Subcontinent - %	8.5%	7.4%	0.0%	0.1%	19.5%	18.1%	0.0%	4.4%	3.6%	2.1%	7.8%	7.4%
Far East												
China		218		49		-		9		-	-	276
Hong Kong	645	20,557	162	11,513		5		11		-	807	32,085
Indonesia		-		-		-		-		-	-	-
Japan		-		-		62	2	35		3	2	100
Korea		-		-		-		15		-	-	15
Macao		-		-		-		-		-	-	-
Malaysia	12	188		-	1	3		1		-	13	192
Philippines		-		-		-		-		-	-	-
Singapore	12	174		-		29		-		-	12	203
Taiwan		956		-		7	2	7		-	2	970
Thailand		67		-		4		-		-	-	71
Vietnam	50	5,679	25	3,385		-		-		-	75	9,064
Far East - Total	719	27,838	187	14,947	1	110	4	78	-	3	911	42,976
Far East - %	29.8%	32.4%	100.0%	93.9%	0.6%	1.0%	2.0%	3.4%	0.0%	1.2%	29.4%	37.1%
North America												
Canada		209		-		84		2		-	-	295
Mexico		121		-		-		-		-	-	121

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

Crop Month: 11						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		-		-		-		-		-		-
North America - Total	0	330	-	-	-	84	-	2	-	-	-	416
North America - %	0.0%	0.4%	0.0%	0.0%	0.0%	0.7%	0.0%	0.1%	0.0%	0.0%	0.0%	0.4%
Other												
Argentina		-		-		-		-		-		-
Australia	13	60		-		55		-		-	13	115
Brazil		11		-		17		-		-		28
Chile		7		-		-		-		-		7
Colombia		-		-		-		-		-		-
Dominican Republic		10		-		-		-		-		10
Ecuador		-		-		-		-		-		-
Kenya		-		-		-		-		-		-
Liberia		143		-		37		2		-		182
Mozambique		-		-		-		-		-		-
New Zealand		-		-		-		-		-		-
Nicaragua		-		-		-		-		-		-
Other_1		-		-		-		-		-		-
Other_2		-		-		-		-		-		-
Other_3		-		-		-		-		-		-
Other_4		-		-		-		-		-		-
Panama		-		-		-		-		-		-
Paraguay		-		-		-		-		-		-
Senegal		-		-		-		-		-		-
South Africa	1	11		-		1		-		-	1	12

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

Crop Month: 11						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		-		-		-		-		-	-	-
Uruguay		-		-		-		-		-	-	-
Venezuela		-		-		-		-		-	-	-
Zambia		-		-		-		-		-	-	-
Zimbabwe		-		-		-		-		-	-	-
Other - Total	14	242	-	-	-	110	-	2	-	-	14	354
Other - %	0.6%	0.3%	0.0%	0.0%	0.0%	1.0%	0.0%	0.1%	0.0%	0.0%	0.5%	0.3%
Total Iranian Export	2,413	85,896	187	15,913	154	11,456	205	2,317	137	243	3,096	115,824

Compiled by: IPA based on IRI Customs Administration raw data