

Monthly and YTD Inventory / Shipment Report in Tons Crop Year 2014		
3rd Marketing Month	Month 3	YTD
Carry in from previous year	-	4,400
Total Production	-	230,000
Gross Inventory	-	234,400
Domestic Consumption	5,800	11,600
Adjustment/ losses, Domestic	1,600	3,200
Export Shipments	24,218	88,500
Adjustment/ losses, Export	2,500	6,800
Total Consumption	34,118	110,100
Ending Inventory	-	124,300

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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 in Tons		
Crop Month: 3	Crop Year: 2014	
Crop Year	Monthly	YTD
2014	24,218	88,500
2013	12,974	41,839
2012	13,034	66,322
2011	14,812	48,760

Source: IRI Customs Administration

Monthly Market Prices FCA Hamburg Iranian Dried In-Shell 28/30 Fandoghi Pistachios		
Crop Month:3	Crop Year: 2014	
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: 2014	
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.		

-Weekly Market Survey, Several Sources

Monthly Exchange Rate		
Crop Month:3	Crop Year: 2014	
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: 2014

Product Destination	Open In-Shell		Closed Shell		Kernel		GPPK & Split K.		Others		Total		Total Previous Year	
	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD
Far East	10,610	40,132	2,386	15,553	19	60	8	17	-	17	13,022	55,778	3,403	22,005
Middle East	963	2,933	50	235	486	962	24	430	115	341	1,638	4,901	1,172	2,894
CIS	1,257	4,997	-	-	7	10	3	122	485	1,562	1,751	6,689	2,156	4,333
Re-Export Markets	3,123	8,964	275	416	694	1,342	124	263	390	1,534	4,606	12,519	3,099	6,970
EU-15	1,436	3,501	57	57	180	424	151	336	3	8	1,826	4,324	1,377	2,410
Indian Subcontinent	616	2,179	-	38	166	348	-	-	116	457	898	3,022	1,270	2,410
North Africa	178	367	-	-	5	5	4	4	-	-	186	384	84	142
Other Europe	156	316	-	-	25	106	-	-	-	8	181	430	314	432
North America	61	284	-	-	14	52	-	3	4	4	78	343	66	92
Other	23	64	-	-	4	37	-	1	-	-	26	102	33	151
Total	18,423	63,737	2,768	16,299	1,600	3,346	314	1,176	1,113	3,931	24,218	88,500	12,974	41,839

Compiled by: Iran Pistachio Association based on IRI Customs Administration raw data

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

Crop Month: 3 **Crop Year: 2014**

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	-	72	-	-	-	-	-	-	-	-	-	72
Denmark												
Finland												
France												
Germany	1,206	2,717	-	-	92	253	151	290	3	8	1,452	3,266
Greece	-	-	57	57	-	-	-	-	-	-	57	57
Ireland												
Italy	18	55	-	-	88	170	-	12	-	-	106	237
Luxembourg												
Netherlands	187	632	-	-	-	-	-	22	-	-	187	654
Portugal												
Spain	25	25	-	-	-	-	-	12	-	-	25	37
Sweden	-	-	-	-	-	-	-	-	-	-	-	-
UK	-	-	-	-	-	1	-	-	-	-	-	1
EEC												
EU15 - Total	1,436	3,501	57	57	180	424	151	336	3	8	1,827	4,324
EU15 - %	7.8%	5.5%	2.1%	0.3%	11.3%	12.7%	48.1%	28.6%	0.3%	0.2%	7.5%	4.9%
Other Europe												
Albania	10	13	-	-	-	-	-	-	-	-	10	13
Belarus	10	13	-	-	-	-	-	-	-	-	10	13
Bosnia	-	-	-	-	-	-	-	-	-	-	-	-

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

Crop Month: 3						Crop Year: 2014						
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	23	94	-	-	-	-	-	-	-	-	23	94
Macedonia	20	32	-	-	-	-	-	-	-	-	20	32
Malta												
Moldova	1	1	-	-	-	-	3	3	-	-	4	4
Montenegro												
Norway												
Poland	43	65	-	-	-	-	-	-	-	-	43	65
Romania	-	21	-	-	-	-	-	-	-	-	-	21
Serbia	10	10	-	-	-	-	-	-	-	-	10	10
Slovakia	43	87	-	-	2	2	-	-	-	-	45	88
Slovenia												
Switzerland	-	1	-	-	1	1	1	1	-	-	2	3
Ukraine	18	39	-	-	2	2	-	-	-	-	20	41
Yugoslavia												
Other Europe - Total	178	376	-	-	5	5	4	4	-	-	187	384
Other Europe - %	1.0%	0.6%	0.0%	0.0%	0.3%	0.1%	1.3%	0.3%	0.0%	0.0%	0.8%	0.4%

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

Crop Month: 3						Crop Year: 2014						
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	6	19	-	-	7	8	-	7	-	-	13	33
Azerbaijan	96	160	-	-	-	-	-	-	-	-	96	160
Georgia												
Kazakhstan	851	3,482	-	-	-	1	-	20	238	607	1,089	4,109
Kyrgyzstan	-	67	-	-	-	-	-	-	51	260	51	327
Russia	232	975	-	-	-	1	3	26	-	1	235	1,003
Tajikistan	10	162	-	-	-	-	-	22	10	103	20	287
Turkmenistan	15	15	-	-	-	-	-	-	73	206	88	221
Uzbekistan	47	117	-	-	-	-	-	47	113	385	160	549
CIS - Total	1,257	4,997	-	-	7	10	3	122	485	1,562	1,752	6,689
CIS - %	6.8%	7.8%	0.0%	0.0%	0.4%	0.3%	1.0%	10.4%	43.6%	39.7%	7.2%	7.6%
North Africa												
Algeria	13	25	-	-	-	-	-	-	-	-	13	25
Egypt	109	218	-	-	25	95	-	-	-	-	134	313
Ethiopia											-	-
Libya	34	46	-	-	-	-	-	-	-	-	34	46
Morocco											-	-
Nigeria											-	-
Sudan											-	-
Tunisia	-	27	-	-	-	11	-	-	-	8	-	46
North Africa - Total	156	316	-	-	25	106	-	-	-	8	181	430
North Africa - %	0.8%	0.5%	0.0%	0.0%	1.6%	3.2%	0.0%	0.0%	0.0%	0.2%	0.7%	0.5%

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

Crop Month: 3						Crop Year: 2014						
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	13	18	-	-	-	-	-	-	-	-	13	18
Iraq	287	1,289	-	-	166	286	23	406	113	246	589	2,227
Jordan	79	189	50	235	15	76	-	-	-	38	144	538
Kuwait	21	61	-	-	47	98	1	1	-	-	69	160
Lebanon	240	561	-	-	140	320	-	22	2	52	382	955
Oman											-	
Qatar	10	77	-	-	-	7	-	1	-	5	10	90
Saudi Arabia	307	682	-	-	75	75	-	-	-	-	382	757
Syria	6	42	-	-	43	100	-	-	-	-	49	142
Yemen	-	14	-	-	-	-	-	-	-	-	-	14
Middle East - Total	963	2,933	50	235	486	962	24	430	115	341	1,638	4,901
Middle East - %	5.2%	4.6%	1.8%	1.4%	30.4%	28.8%	7.6%	36.6%	10.3%	8.7%	6.8%	5.5%
Re-Export Markets												
Turkey	1,163	3,325	275	416	310	536	111	210	370	1,512	2,229	5,999
UAE	1,960	5,639	-	-	384	806	13	53	20	22	2,377	6,520
REM - Total	3,123	8,964	275	416	694	1,342	124	263	390	1,534	4,606	12,519
REM - %	17.0%	14.1%	9.9%	2.6%	43.4%	40.1%	39.5%	22.4%	35.0%	39.0%	19.0%	14.1%
Indian Subcontinent												
Afghanistan	-	-	-	-	-	-	-	-	85	371	85	371
Bangladesh												
India	116	459	-	14	166	348	-	-	-	-	282	821

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

Crop Month: 3						Crop Year: 2014						
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	500	1,720	-	24	-	-	-	-	31	86	531	1,830
Sri Lanka											-	
Indian Subcontinent - Total	616	2,179	-	38	166	348	-	-	116	457	898	3,022
Indian Subcontinent - %	3.3%	3.4%	0.0%	0.2%	10.4%	10.4%	0.0%	0.0%	10.4%	11.6%	3.7%	3.4%
Far East												
China	62	76	-	-	-	-	-	1	-	-	62	77
Hong Kong	6,772	30,271	1,884	11,343	1	1	-	3	-	-	8,657	41,618
Indonesia											-	
Japan	13	14	-	-	13	39	8	10	-	-	34	62
Korea	-	-	-	-	-	5	-	-	-	-	-	5
Macao											-	
Malaysia	24	33	-	-	1	1	-	-	-	17	25	50
Philippines											-	
Singapore	44	81	-	-	4	4	-	3	-	-	48	88
Taiwan	400	870	-	-	-	10	-	-	-	-	400	880
Thailand	50	116	-	-	-	-	-	-	-	-	50	116
Vietnam	3,245	8,671	502	4,210	-	-	-	-	-	-	3,747	12,882
Far East - Total	10,610	40,132	2,386	15,553	19	60	8	17	-	17	13,023	55,778
Far East - %	57.6%	63.0%	86.2%	95.4%	1.2%	1.8%	2.5%	1.4%	0.0%	0.4%	53.8%	63.0%
North America												
Canada	37	212	-	-	14	52	-	3	4	4	55	271
Mexico	24	72	-	-	-	-	-	-	-	-	24	72

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

Crop Month: 3						Crop Year: 2014						
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	61	284	-	-	14	52	-	3	4	4	79	343
North America - %	0.3%	0.4%	0.0%	0.0%	0.9%	1.6%	0.0%	0.3%	0.4%	0.1%	0.3%	0.4%
Other												
Argentina												
Australia	11	40	-	-	2	11	-	1	-	-	13	52
Brazil	10	16	-	-	2	20	-	-	-	-	12	36
Chile												
Colombia												
Dominican Republic												
Ecuador												
Kenya	1	1	-	-	-	-	-	-	-	-	1	1
Liberia												
Mozambique												
New Zealand												
Nicaragua												
Other_1												
Other_2												
Other_3												
Other_4												
Panama												
Paraguay												
Senegal												
South Africa	-	6	-	-	-	6	-	-	-	-	-	12

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

Crop Month: 3						Crop Year: 2014						
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												
moris	1	1	-	-	-	-	-	-	-	-	1	1
Zimbabwe												
Other - Total	23	64	-	-	4	37	-	1	-	-	27	102
Other - %	0.1%	0.1%	0.0%	0.0%	0.3%	1.1%	0.0%	0.1%	0.0%	0.0%	0.1%	0.1%
Total Iranian Export	18,423	63,746	2,768	16,299	1,600	3,346	314	1,176	1,113	3,931	24,218	88,492

Compiled by: IPA based on IRI Customs Administration raw data