

YTD Inventory / Shipment Report In-Shell Basis Crop: 2017	
2nd Marketing Month	YTD
Carry in from previous year	3,000
Total Production	225,000
Gross Inventory	228,000
Domestic Consumption	8,000
Export Shipments	50,000
Adjustment/losses, Export	3,700
Total Consumption	61,700
Ending Inventory	166,300
Note: Adjustments/Losses related to shelling and peeling process of kernels and 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-Shell Basis		
Marketing Month: 2		
Crop	Monthly	YTD
2017	31,365	49,977
2016	26,054	47,791
2015	18,455	39,032
2014	32,255	64,282

Monthly Market Prices FCA Hamburg Iranian Dried In-Shell 28/30 Fandoghi Pistachios		
Marketing Month: 2		Crop: 2017
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		
Marketing Month: 2		Crop: 2017
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		
2Marketing Month: 2		Crop: 2017
Mean		1 USD to IRR
Min.		
Max.		
Last Year		
Note: The above rates might be significantly less than open market rates.		

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

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

Marketing Month: 2

Crop: 2017

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	11,621	19,793	6,356	8,948	25	29	10	20	1	52	18,014	28,842
Indian Subcontinent	2,608	4,506	-	-	344	485	-	-	288	861	3,240	5,852
EU15	2,462	3,579	36	36	426	549	175	239	-	0	3,100	4,403
Middle East	1,169	1,934	50	50	785	1,294	4	9	75	229	2,083	3,516
CIS	2,006	3,143	20	20	18	21	1	1	129	184	2,174	3,369
Re-Export Markets	1,281	2,145	88	88	577	733	3	11	130	158	2,079	3,136
Other Europe	339	391	36	36	4	27	1	1	21	36	400	490
North America	122	156	-	-	41	44	0	0	-	-	163	201
Other	52	64	-	-	20	20	-	-	-	10	72	94
North Africa	41	66	-	-	-	3	-	-	-	5	41	74
Total	21,701	35,777	6,586	9,178	2,240	3,205	194	281	643	1,536	31,365	49,977

Compiled by: IPA based on IRI Customs Administration raw data

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 2											Crop: 2017	
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	12	60	-	-	-	-	-	-	-	-	12	60
Denmark	-	-	-	-	-	-	-	-	-	-	-	-
Finland	-	-	-	-	-	-	-	-	-	-	-	-
France	-	-	-	-	12	12	25	25	-	-	37	37
Germany	1,562	2,282	24	24	178	194	150	214	-	0	1,914	2,714
Greece	278	362	-	-	12	12	-	-	-	-	290	374
Ireland	-	-	-	-	-	-	-	-	-	-	-	-
Italy	289	333	12	12	207	313	-	-	-	-	508	658
Luxembourg	-	-	-	-	-	-	-	-	-	-	-	-
Netherland	72	72	-	-	-	-	-	-	-	-	72	72
Portugal	-	-	-	-	-	-	-	-	-	-	-	-
Spain	249	469	-	-	17	17	-	-	-	-	266	486
Sweden	-	-	-	-	-	-	-	-	-	-	-	-
UK	0	0	-	-	1	1	-	-	-	-	1	1
EEC	-	-	-	-	-	-	-	-	-	-	-	-
EU15 - Total	2,462	3,579	36	36	426	549	175	239	-	0	3,100	4,403
EU15 - %	11.3%	10.0%	0.5%	0.4%	19.0%	17.1%	90.5%	85.2%	0.0%	0.0%	9.9%	8.8%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 2											Crop: 2017	
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	21	31	-	-	-	-	-	-	-	-	21	31
Bosnia	-	-	-	-	-	-	-	-	-	-	-	-
Bulgaria	-	-	-	-	-	-	-	-	-	-	-	-
Croatia	-	-	-	-	-	-	-	-	-	-	-	-
Cyprus	-	-	-	-	-	-	-	-	-	-	-	-
Czech Republic	-	-	-	-	-	-	-	-	-	-	-	-
Estonia	-	-	-	-	-	-	-	-	-	-	-	-
Hungry	-	-	-	-	-	-	-	-	-	-	-	-
Iceland	-	-	-	-	-	-	-	-	-	-	-	-
Kosovo	-	-	-	-	-	-	-	-	-	-	-	-
Latvia	13	13	-	-	-	-	-	-	-	-	13	13
Lithuania	85	105	13	13	-	-	-	-	-	-	98	118
Macedonia	8	8	-	-	-	-	-	-	-	-	8	8
Malta	-	-	-	-	-	-	-	-	-	-	-	-
Moldova	-	-	-	-	-	-	-	-	-	-	-	-
Montenegro	-	-	-	-	-	-	-	-	-	-	-	-
Norway	-	-	-	-	-	-	-	-	-	-	-	-
Poland	91	113	-	-	-	-	-	-	-	-	91	113
Romania	24	24	-	-	2	2	-	-	-	-	25	25
Serbia	10	10	-	-	-	-	-	-	-	-	10	10
Slovakia	44	44	23	23	-	23	-	-	-	-	67	90
Slovenia	-	-	-	-	-	-	-	-	-	-	-	-
Switzerland	2	2	-	-	2	2	1	1	0	0	5	5
Ukraine	42	42	-	-	-	-	-	-	21	36	63	78
Other Europe - Total	339	391	36	36	4	27	1	1	21	36	400	490
Other Europe - %	1.6%	1.1%	0.5%	0.4%	0.2%	0.8%	0.5%	0.4%	3.3%	2.4%	1.3%	1.0%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 2											Crop: 2017	
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	166	232	-	-	-	-	-	-	-	22	166	254
Azerbaijan	81	106	-	-	11	11	-	-	39	39	132	156
Georgia	-	-	-	-	-	-	-	-	-	-	-	-
Kazakhstan	909	1,394	20	20	6	6	-	-	-	33	934	1,453
Kyrgyzstan	174	378	-	-	1	1	-	-	46	46	221	425
Russia	563	805	-	-	-	3	1	1	-	-	564	809
Tajikistan	-	-	-	-	-	-	-	-	-	-	-	-
Turkmenistan	23	23	-	-	-	-	-	-	-	-	23	23
Uzbekistan	89	205	-	-	-	-	-	-	44	44	133	249
CIS - Total	2,006	3,143	20	20	18	21	1	1	129	184	2,174	3,369
CIS - %	9.2%	8.8%	0.3%	0.2%	0.8%	0.7%	0.3%	0.2%	20.1%	12.0%	6.9%	6.7%
North Africa												
Algeria	-	-	-	-	-	-	-	-	-	-	-	-
Egypt	16	16	-	-	-	-	-	-	-	-	16	16
Ethiopia	-	-	-	-	-	-	-	-	-	-	-	-
Libya	-	-	-	-	-	3	-	-	-	5	-	8
Morocco	-	-	-	-	-	-	-	-	-	-	-	-
Nigeria	-	-	-	-	-	-	-	-	-	-	-	-
Sudan	-	-	-	-	-	-	-	-	-	-	-	-
Tunisia	25	50	-	-	-	-	-	-	-	-	25	50
North Africa - Total	41	66	-	-	-	3	-	-	-	5	41	74
North Africa - %	0.2%	0.2%	0.0%	0.0%	0.0%	0.1%	0.0%	0.0%	0.0%	0.3%	0.1%	0.1%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 2											Crop: 2017	
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	-	-	-	-	-	-	-	-	-	-	-	-
Iraq	337	682	-	-	305	404	-	-	27	76	669	1,161
Jordan	368	517	50	50	159	387	-	-	-	-	577	954
Kuwait	183	289	-	-	62	66	2	2	-	-	246	356
Lebanon	142	191	-	-	229	334	-	-	48	153	419	679
Oman	1	1	-	-	0	0	-	-	-	-	1	1
Qatar	91	175	-	-	16	27	2	7	-	0	109	209
Saudi Arabia	-	-	-	-	-	-	-	-	-	-	-	-
Syria	49	79	-	-	14	77	-	-	-	-	63	156
Yemen	-	-	-	-	-	-	-	-	-	-	-	-
Middle East - Total	1,169	1,934	50	50	785	1,294	4	9	75	229	2,083	3,516
Middle East - %	5.4%	5.4%	0.8%	0.5%	35.0%	40.4%	2.2%	3.3%	11.6%	14.9%	6.6%	7.0%
Re-Export Markets												
Turkey	268	452	88	88	181	234	-	-	130	157	667	931
UAE	1,013	1,693	-	-	396	500	3	11	-	2	1,412	2,205
REM - Total	1,281	2,145	88	88	577	733	3	11	130	158	2,079	3,136
REM - %	5.9%	6.0%	1.3%	1.0%	25.8%	22.9%	1.4%	3.9%	20.2%	10.3%	6.6%	6.3%
Indian Subcontinent												
Afghanistan	61	100	-	-	-	-	-	-	199	422	261	523
Bangladesh	-	-	-	-	12	12	-	-	-	-	12	12
India	1,194	1,619	-	-	306	431	-	-	-	-	1,499	2,050
Nepal	-	-	-	-	-	-	-	-	-	-	-	-
Pakistan	1,353	2,787	-	-	27	42	-	-	89	439	1,468	3,267
Sri Lanka	-	-	-	-	-	-	-	-	-	-	-	-
Indian Subcontinent - Total	2,608	4,506	-	-	344	485	-	-	288	861	3,240	5,852
Indian Subcontinent - %	12.0%	12.6%	0.0%	0.0%	15.4%	15.1%	0.0%	0.0%	44.8%	56.1%	10.3%	11.7%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 2											Crop: 2017	
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												
China	54	55	100	125	1	1	-	-	-	-	155	181
Hong Kong	5,026	9,472	1,965	3,108	1	1	4	9	1	1	6,997	12,592
Indonesia	-	-	-	-	-	-	-	-	-	-	-	-
Japan	18	18	-	-	18	18	-	-	-	-	36	36
Korea	-	-	-	-	1	1	6	11	-	-	7	12
Macao	-	-	-	-	-	-	-	-	-	-	-	-
Malaysia	25	27	-	-	0	3	-	-	-	-	25	30
Philippines	-	-	-	-	-	-	-	-	-	-	-	-
Singapore	64	113	-	-	4	4	-	-	-	-	68	117
Taiwan	324	324	-	-	-	-	-	-	-	-	324	324
Thailand	6	12	-	-	1	1	-	-	-	1	7	14
Vietnam	6,105	9,772	4,291	5,715	-	-	-	-	-	50	10,396	15,537
Far East - Total	11,621	19,793	6,356	8,948	25	29	10	20	1	52	18,014	28,842
Far East - %	53.6%	55.3%	96.5%	97.5%	1.1%	0.9%	5.0%	7.0%	0.2%	3.4%	57.4%	57.7%
North America												
Canada	97	131	-	-	41	44	-	-	-	-	138	176
Mexico	25	25	-	-	-	-	-	-	-	-	25	25
USA	-	-	-	-	-	-	0	0	-	-	0	0
North America - Total	122	156	-	-	41	44	0	0	-	-	163	201
North America - %	0.6%	0.4%	0.0%	0.0%	1.8%	1.4%	0.1%	0.1%	0.0%	0.0%	0.5%	0.4%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 2											Crop: 2017	
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												
Argentina	-	-	-	-	-	-	-	-	-	-	-	-
Australia	11	11	-	-	12	12	-	-	-	-	23	23
Brazil	18	18	-	-	-	-	-	-	-	10	18	28
Chile	-	-	-	-	-	-	-	-	-	-	-	-
Colombia	-	-	-	-	-	-	-	-	-	-	-	-
Dominican Republic	-	-	-	-	-	-	-	-	-	-	-	-
Ecuador	-	-	-	-	-	-	-	-	-	-	-	-
Kenya	-	-	-	-	-	-	-	-	-	-	-	-
Liberia	-	-	-	-	-	-	-	-	-	-	-	-
Mozambique	-	-	-	-	-	-	-	-	-	-	-	-
New Zealand	-	-	-	-	-	-	-	-	-	-	-	-
Nicaragua	-	-	-	-	-	-	-	-	-	-	-	-
Other_1	22	34	-	-	8	8	-	-	-	-	31	43
Other_2	-	-	-	-	-	-	-	-	-	-	-	-
Other_3	-	-	-	-	-	-	-	-	-	-	-	-
Other_4	-	-	-	-	-	-	-	-	-	-	-	-
Panama	-	-	-	-	-	-	-	-	-	-	-	-
Paraguay	-	-	-	-	-	-	-	-	-	-	-	-
Senegal	-	-	-	-	-	-	-	-	-	-	-	-
South Africa	-	-	-	-	-	-	-	-	-	-	-	-
Tanzania	-	-	-	-	-	-	-	-	-	-	-	-
Uruguay	-	-	-	-	-	-	-	-	-	-	-	-
Venezuela	-	-	-	-	-	-	-	-	-	-	-	-
Zambia	-	-	-	-	-	-	-	-	-	-	-	-
Zimbabwe	-	-	-	-	-	-	-	-	-	-	-	-
Other - Total	52	64	-	-	20	20	-	-	-	10	72	94
Other - %	0.2%	0.2%	0.0%	0.0%	0.9%	0.6%	0.0%	0.0%	0.0%	0.7%	0.2%	0.2%
Total Iranian Export	21,701	35,777	6,586	9,178	2,240	3,205	194	281	643	1,536	31,365	49,977

Compiled by: IPA based on IRI Customs Administration raw data