

YTD Inventory / Shipment Report in Tons	
Crop Month: 7 Crop Year: 2013	
Carry in from previous year	16,000
Total Production	170,000
Gross Inventory	186,000
Domestic Consumption	25,000
Adjustment/ losses, Domestic	12,750
Export Shipments	79,963
Adjustment/ losses, Export	11,200
Total Consumption	128,913
Ending Inventory	57,087
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: 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: 7 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: 7 Crop Year: 2013		
Crop Year	Monthly	YTD
2013	4,160	79,963
2012	1,001	100,047
2011	3,140	88,648
2010	3,708	113,822

Source: IRI Customs Administration

Monthly Exchange Rate		
Crop Month: 7 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: 7

Crop Year: 2012

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	408	22,154	502	10,325	1	56	2	44	-	-	913	32,579
Middle East	404	4,837	-	145	189	1,559	-	154	-	3	593	6,697
CIS	612	10,853	-	129	-	16	1	7	-	23	613	11,028
Re-Export Markets	975	12,747	96	230	263	3,111	30	371	-	77	1,364	16,536
EU-15	83	4,846	-	69	53	624	8	804	-	-	144	6,342
Indian Subcontinent	388	3,484	-	-	71	1,316	-	70	-	-	459	4,870
Other Europe	47	1,170	-	-	-	18	1	2	-	-	48	1,189
North Africa	-	273	-	-	2	5	-	23	-	-	2	301
North America	-	129	-	-	13	31	-	1	-	-	13	161
Other	13	204	-	-	-	55	-	2	-	-	13	261
Total	2,928	60,695	598	10,898	592	6,791	42	1,477	-	103	4,160	79,963

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

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

Crop Month: 7												Crop Year: 2013	
Country	Product	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		0	52	-	-	12	45	8	82	-	-	20	178
Germany		70	4,491	-	3	41	448	-	669	-	-	111	5,611
Greece		0	45	-	66	-	-	-	-	-	-	-	111
Ireland		0	-	-	-	-	-	-	-	-	-	-	-
Italy		0	25	-	-	-	131	-	42	-	-	-	198
Luxembourg		0	-	-	-	-	-	-	-	-	-	-	-
Netherland		0	182	-	-	-	-	-	-	-	-	-	182
Portugal		0	-	-	-	-	-	-	-	-	-	-	-
Spain		13	51	-	-	-	-	-	12	-	-	13	63
Sweden		0	-	-	-	-	-	-	-	-	-	-	-
UK		0	-	-	-	-	-	-	-	-	-	-	-
EEC		0	-	-	-	-	-	-	-	-	-	-	-
EU15 - Total		83	4,846	-	69	53	624	8	804	0	-	144	6,342
EU15 - %		0.03	8.0%	0.0%	0.7%	9.0%	18.2%	19.0%	54.4%	0.0%	0.0%	3.5%	7.9%
Other Europe													
Albania		0	55	-	-	-	-	-	-	-	-	-	55
Belarus		0	2	-	-	-	-	-	-	-	-	-	2
Bosnia		0	2	-	-	-	-	-	-	-	-	-	2

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

Crop Month: 7												Crop Year: 2013	
Country	Product	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	214		-	-	-	-	-	-	-	-	214
Macedonia		0	10		-	-	-	-	-	-	-	-	10
Malta		0	24		-	-	-	-	-	-	-	-	24
Moldova		1	1		-	-	-	-	-	-	-	1	1
Montenegro		0	15		-	-	-	-	-	-	-	-	15
Norway		0	-		-	-	-	-	-	-	-	-	-
Poland		0	43		-	-	-	-	-	-	-	-	43
Romania		0	63		-	-	-	-	-	-	-	-	63
Serbia		0	-		-	-	-	-	-	-	-	-	-
Slovakia		22	271		-	-	15	-	-	-	-	22	286
Slovenia		0	-		-	-	-	-	-	-	-	-	-
Switzerland		0	2		-	-	0	1	2	-	-	1	4
Ukraine		21	458		-	-	3	-	-	-	-	21	461
Yugoslavia		3	10		-	-	-	-	-	-	-	3	10
Other Europe - Total		47	1,170	-	-	-	18	1	2	0	-	48	1,189
Other Europe - %		0.0	1.9%	0.0%	0.0%	0.0%	0.3%	2.4%	0.1%	0.0%	0.0%	1.1%	1.5%

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

Crop Month: 7												Crop Year: 2013	
Country	Product	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		0	44	-	-	-	-	-	-	-	-	-	44
Azerbaijan		20	295	-	-	-	-	-	-	-	-	20	295
Georgia		1	5	-	-	-	-	-	-	-	-	1	5
Kazakhstan		413	7,713	-	-	16	-	-	-	-	-	413	7,729
Kyrgyzstan		40	499	-	-	-	-	-	-	-	-	40	499
Russia		64	1,037	-	125	-	-	1	7	-	-	65	1,169
Tajikistan		47	605	-	4	-	-	-	-	-	-	47	609
Turkmenistan		4	212	-	-	-	-	-	-	-	-	4	212
Uzbekistan		23	442	-	-	-	-	-	-	-	23	23	465
CIS - Total		612	10,853	-	129	-	16	1	7	0	23	613	11,028
CIS - %		0.21	18%	0%	1%	0%	0%	2%	0%	0.0%	22%	15%	13.8%
North Africa													
Algeria		0	-	-	-	-	-	-	-	-	-	-	-
Egypt		0	212	-	-	2	5	-	23	-	-	2	240
Ethiopia		0	-	-	-	-	-	-	-	-	-	-	-
Libya		0	48	-	-	-	-	-	-	-	-	-	48
Morocco		0	-	-	-	-	-	-	-	-	-	-	-
Nigeria		0	-	-	-	-	-	-	-	-	-	-	-
Sudan		0	-	-	-	-	-	-	-	-	-	-	-
Tunisia		0	13	-	-	-	-	-	-	-	-	-	13
North Africa - Total		0	273	-	-	2	5	-	23	0	-	2	301
North Africa - %		0	0.4%	0.0%	0.0%	0.3%	0.4%	0.0%	1.6%	0.0%	0.0%	0.0%	0.4%

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

Crop Month: 7												Crop Year: 2013	
Country	Product	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	17	-	-	2	-	-	-	-	-	0	19
Iraq		133	2,838	-	96	783	-	105	-	-	-	229	3,725
Jordan		69	201		145	7	-	-	-	-	-	69	353
Kuwait		91	326	-	29	151	-	2	-	-	-	120	478
Lebanon		104	691	-	60	490	-	32	-	-	-	164	1,213
Oman		0	-	-	-	-	-	-	-	-	-	-	-
Qatar		7	145	-	4	43	-	15	-	3	-	11	206
Saudi Arabia		0	551	-	-	83	-	-	-	-	-	-	634
Syria		0	68	-	-	-	-	-	-	-	-	-	68
Yemen		0	-	-	-	-	-	-	-	-	-	-	-
Middle East - Total		404	4,837	-	145	189	1,559	-	154	0	3	593	6,697
Middle East - %		0.1	8.0%	0.0%	1.3%	31.9%	54.0%	0.0%	10.4%	0.0%	2.9%	14.2%	8.4%
Re-Export Markets													
Turkey		348	4,696	46	167	187	1,413	-	52	-	50	581	6,378
UAE		628	8,051	50	63	76	1,698	30	319	-	27	784	10,158
REM - Total		975	12,747	96	230	263	3,111	30	371	0	77	1,364	16,536
REM - %		0.3	21.0%	16.1%	2.1%	44.4%	45.8%	71.4%	25.1%	0.0%	74.8%	32.8%	20.7%
Indian Subcontinent													
Afghanistan		40	879	-	-	-	-	-	-	-	-	40	879
Bangladesh		0	1	-	-	25	-	-	-	-	-	-	26
India		205	1,084	-	71	1,218	-	60	-	-	-	276	2,362

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

Crop Month: 7												Crop Year: 2013	
Country	Product	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		143	1,519		-	74	-	10	-	-		143	1,603
Sri Lanka		0	-		-	-	-	-	-	-		-	-
Indian Subcontinent - Total		388	3,484	-	-	71	1,316	-	70	0	-	459	4,870
Indian Subcontinent - %		0.1	5.7%	0.0%	0.0%	12.0%	32.1%	0.0%	4.7%	0.0%	0.0%	11.0%	6.1%
Far East													
China		0	218		49	-	-	5	-	-		-	272
Hong Kong		305	16,209	350	7,918	-	-	5	-	-		655	24,131
Indonesia		0	-		-	-	-	-	-	-		-	-
Japan		0	-		-	26	-	17	-	-		-	43
Korea		0	-		-	-	-	12	-	-		-	12
Macao		0	-		-	-	-	-	-	-		-	-
Malaysia		3	120		-	1	1	-	-	-		4	121
Philippines		0	-		-	-	-	-	-	-		-	-
Singapore		0	84		-	-	22	-	-	-		-	106
Taiwan		25	746		-	7	2	5	-	-		27	758
Thailand		0	54		-	-	-	-	-	-		-	54
Vietnam		75	4,724	152	2,358	-	-	-	-	-		227	7,082
Far East - Total		408	22,154	502	10,325	1	56	2	44	0	-	913	32,579
Far East - %		0.1	36.5%	83.9%	94.7%	0.2%	1.1%	4.8%	3.0%	0.0%	0.0%	21.9%	40.7%
North America													
Canada		0	104		-	13	31	-	1	-		13	136
Mexico		0	25		-	-	-	-	-	-		-	25

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

Crop Month: 7												Crop Year: 2013	
Country	Product	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		0	129	-	-	13	31	-	1	0	-	13	161
North America - %		0	0.2%	0.0%	0.0%	2.2%	2.5%	0.0%	0.0%	0.0%	0.0%	0.3%	0.2%
Other													
Argentina		0	-	-	-	-	-	-	-	-	-	-	-
Australia		0	47	-	-	-	37	-	-	-	-	-	84
Brazil		0	-	-	-	-	17	-	-	-	-	-	17
Chile		0	7	-	-	-	-	-	-	-	-	-	7
Colombia		0	-	-	-	-	-	-	-	-	-	-	-
Dominican Republic		0	10	-	-	-	-	-	-	-	-	-	10
Ecuador		0	-	-	-	-	-	-	-	-	-	-	-
Kenya		0	-	-	-	-	-	-	-	-	-	-	-
Liberia		13	130	-	-	-	-	-	2	-	-	13	132
Mozambique		0	-	-	-	-	-	-	-	-	-	-	-
New Zealand		0	-	-	-	-	-	-	-	-	-	-	-
Nicaragua		0	-	-	-	-	-	-	-	-	-	-	-
Other_1		0	-	-	-	-	-	-	-	-	-	-	-
Other_2		0	-	-	-	-	-	-	-	-	-	-	-
Other_3		0	-	-	-	-	-	-	-	-	-	-	-
Other_4		0	-	-	-	-	-	-	-	-	-	-	-
Panama		0	-	-	-	-	-	-	-	-	-	-	-
Paraguay		0	-	-	-	-	-	-	-	-	-	-	-
Senegal		0	-	-	-	-	-	-	-	-	-	-	-
South Africa		0	10	-	-	-	1	-	-	-	-	-	11

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Crop Month: 7											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	13	204	-	-	-	55	-	2	0	-	13	261
Other - %	0.0	0.3%	0.0%	0.0%	0.0%	0.9%	0.0%	0.1%	0.0%	0.0%	0.3%	0.3%
Total Iranian Export	2928	60,695	598	10,898	592	6,791	42	1,477	0	103	4,160	79,963

Compiled by: IPA based on IRI Customs Administration raw data