

| Monthly and YTD Inventory / Shipment Report in Tons Crop: 2015 | | |
|---|----------------|----------------|
| 4th Marketing Month | Month 4 | YTD |
| Carry in from previous year | - | 4,000 |
| Total Production | - | 210,000 |
| Gross Inventory | - | 214,000 |
| Domestic Consumption | 2,600 | 12,800 |
| Adjustment/ losses, Domestic | 800 | 4,000 |
| Export Shipments | 14,126 | 75,046 |
| Adjustment/ losses, Export | 1,780 | 6,579 |
| Total Consumption | 19,307 | 98,425 |
| Ending Inventory | - | 115,575 |
| | | |
| 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 | | |
|--|----------------|---------------|
| Marketing Month: 4 | | |
| Crop | Monthly | YTD |
| 2015 | 14,126 | 75,046 |
| 2014 | 18,875 | 107,375 |
| 2013 | 8,930 | 50,768 |
| 2012 | 14,080 | 80,402 |

Source: IRI Customs Administration

| Monthly Market Prices FCA Hamburg Iranian Dried In-Shell 28/30 Fandoghi Pistachios | | |
|---|-------------------|-------------------|
| Marketing Month: 4 | Crop: 2015 | |
| 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: 4 | Crop: 2015 | |
| 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 | | |
|--|-------------------|--------------------|
| Marketing Month: 4 | Crop: 2015 | |
| 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

Marketing Month: 4

Crop: 2015

| 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 | 5,047 | 37,852 | 775 | 5,061 | 17 | 55 | 20 | 41 | 4 | 181 | 5,862 | 43,190 |
| Re-Export Markets | 2,120 | 7,588 | - | 14 | 594 | 1,667 | 46 | 132 | 18 | 129 | 2,779 | 9,530 |
| EU15 | 1,157 | 6,088 | 1 | 1 | 127 | 559 | 69 | 504 | 34 | 36 | 1,386 | 7,187 |
| Middle East | 768 | 3,004 | 100 | 300 | 443 | 1,467 | 5 | 11 | 125 | 326 | 1,441 | 5,109 |
| Indian Subcontinent | 885 | 2,596 | - | - | 238 | 1,099 | 0 | 0 | 315 | 1,211 | 1,438 | 4,906 |
| CIS | 482 | 1,908 | - | - | 4 | 59 | - | 2 | 144 | 1,022 | 631 | 2,989 |
| Other Europe | 204 | 842 | - | - | 20 | 41 | - | 2 | - | 8 | 224 | 893 |
| North Africa | 100 | 386 | 25 | 25 | - | 50 | - | - | - | 44 | 125 | 504 |
| North America | 77 | 214 | - | - | 45 | 173 | 1 | 2 | 1 | 1 | 123 | 390 |
| Other | 108 | 294 | - | 25 | 9 | 22 | - | 1 | - | 5 | 117 | 347 |
| Total | 10,947 | 60,772 | 901 | 5,426 | 1,497 | 5,191 | 141 | 694 | 640 | 2,962 | 14,126 | 75,046 |

Compiled by: IPA based on IRI Customs Administration raw data

| Monthly and YTD Export Shipments - Product / Country Breakdown in Tons | | | | | | | | | | | | | |
|--|---------|---------------|--------------|--------------|-------------|-------------|--------------|-----------------|--------------|-------------|-------------|--------------|--------------|
| Marketing Month: 4 | | | | | | | | | | | Crop: 2015 | | |
| 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 | | - | - | - | - | - | - | - | - | - | - | - | - |
| Belgium | | 24 | 60 | - | - | - | 46 | - | 23 | 21 | 21 | 45 | 150 |
| Denmark | | - | - | - | - | - | - | - | - | - | - | - | - |
| Finland | | - | - | - | - | - | - | - | - | - | - | - | - |
| France | | - | - | - | - | 10 | 15 | 12 | 49 | - | - | 22 | 64 |
| Germany | | 525 | 3,996 | - | - | 87 | 418 | 57 | 406 | - | 2 | 669 | 4,823 |
| Greece | | 300 | 640 | - | - | - | 20 | - | 13 | - | - | 300 | 673 |
| Ireland | | - | - | - | - | - | - | - | - | - | - | - | - |
| Italy | | 46 | 215 | - | - | 30 | 59 | - | - | - | - | 76 | 274 |
| Luxembourg | | - | - | - | - | - | - | - | - | - | - | - | - |
| Netherland | | 96 | 836 | - | - | - | - | - | - | - | - | 96 | 836 |
| Portugal | | - | - | - | - | - | - | - | - | - | - | - | - |
| Spain | | 165 | 340 | 1 | 1 | - | - | - | 12 | 12 | 12 | 178 | 365 |
| Sweden | | 1 | 1 | - | - | - | - | - | - | 1 | 1 | 2 | 2 |
| UK | | - | - | - | - | - | - | - | - | - | - | - | - |
| EEC | | - | - | - | - | - | - | - | - | - | - | - | - |
| EU15 - Total | | 1,157 | 6,088 | 1 | 1 | 127 | 559 | 69 | 504 | 34 | 36 | 1,386 | 7,187 |
| EU15 - % | | 10.6% | 10.0% | 0.1% | 0.0% | 8.5% | 10.8% | 48.8% | 72.6% | 5.2% | 1.2% | 9.8% | 9.6% |

| 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 |
| Other Europe | | | | | | | | | | | | | |
| Albania | | - | 22 | - | - | - | 1 | - | - | - | 4 | - | 26 |
| Belarus | | - | - | - | - | - | - | - | - | - | - | - | - |
| Bosnia | | - | - | - | - | - | - | - | - | - | 1 | - | 1 |
| Bulgaria | | 25 | 25 | - | - | - | - | - | - | - | - | 25 | 25 |
| Croatia | | - | 8 | - | - | - | - | - | - | - | - | - | 8 |
| Cyprus | | - | - | - | - | - | - | - | - | - | - | - | - |
| Czech Republic | | - | - | - | - | - | - | - | - | - | - | - | - |
| Estonia | | - | - | - | - | - | - | - | - | - | - | - | - |
| Hungry | | - | - | - | - | - | - | - | - | - | - | - | - |
| Iceland | | - | - | - | - | - | - | - | - | - | - | - | - |
| Kosovo | | - | - | - | - | - | - | - | - | - | - | - | - |
| Latvia | | - | - | - | - | - | - | - | - | - | - | - | - |
| Lithuania | | 35 | 161 | - | - | - | - | - | - | - | - | 35 | 161 |
| Macedonia | | - | 37 | - | - | - | - | - | - | - | - | - | 37 |
| Malta | | - | - | - | - | - | - | - | - | - | - | - | - |
| Moldova | | - | 2 | - | - | - | - | - | - | - | 3 | - | 5 |
| Montenegro | | - | - | - | - | - | - | - | - | - | - | - | - |
| Norway | | - | - | - | - | - | - | - | - | - | - | - | - |
| Poland | | - | 137 | - | - | - | - | - | - | - | - | - | 137 |
| Romania | | - | - | - | - | - | - | - | - | - | - | - | - |
| Serbia | | 2 | 21 | - | - | - | - | - | - | - | - | 2 | 21 |
| Slovakia | | 132 | 419 | - | - | 20 | 41 | - | - | - | - | 152 | 460 |
| Slovenia | | - | - | - | - | - | - | - | - | - | - | - | - |
| Switzerland | | - | 1 | - | - | - | 0 | - | 2 | - | 0 | - | 3 |
| Ukraine | | 10 | 10 | - | - | - | - | - | - | - | - | 10 | 10 |
| Other Europe - Total | | 204 | 842 | - | - | 20 | 41 | - | 2 | - | 8 | 224 | 893 |
| Other Europe - % | | 1.9% | 1.4% | 0.0% | 0.0% | 1.3% | 0.8% | 0.0% | 0.3% | 0.0% | 0.3% | 1.6% | 1.2% |

| 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 | - | - | - | - | - | - | 1 | 9 | 1 | 15 |
| Azerbaijan | - | 42 | - | - | - | 20 | - | - | 20 | 65 | 20 | 128 |
| Georgia | - | - | - | - | - | - | - | - | - | - | - | - |
| Kazakhstan | 306 | 1,163 | - | - | 2 | 9 | - | 0 | 54 | 431 | 363 | 1,604 |
| Kyrgyzstan | - | - | - | - | - | - | - | - | 11 | 200 | 11 | 200 |
| Russia | 176 | 441 | - | - | 2 | 29 | - | 1 | - | 44 | 178 | 516 |
| Tajikistan | - | 64 | - | - | - | - | - | - | 23 | 30 | 23 | 94 |
| Turkmenistan | - | 24 | - | - | - | - | - | - | 10 | 100 | 10 | 125 |
| Uzbekistan | - | 167 | - | - | - | - | - | - | 24 | 142 | 24 | 309 |
| CIS - Total | 482 | 1,908 | - | - | 4 | 59 | - | 2 | 144 | 1,022 | 631 | 2,989 |
| CIS - % | 4.4% | 3.1% | 0.0% | 0.0% | 0.3% | 1.1% | 0.0% | 0.2% | 22.5% | 34.5% | 4.5% | 4.0% |
| North Africa | | | | | | | | | | | | |
| Algeria | - | - | - | - | - | - | - | - | - | 44 | - | 44 |
| Egypt | 75 | 226 | 25 | 25 | - | 7 | - | - | - | - | 100 | 258 |
| Ethiopia | - | - | - | - | - | - | - | - | - | - | - | - |
| Libya | 25 | 109 | - | - | - | - | - | - | - | - | 25 | 109 |
| Morocco | - | - | - | - | - | - | - | - | - | - | - | - |
| Nigeria | - | - | - | - | - | - | - | - | - | - | - | - |
| Sudan | - | - | - | - | - | - | - | - | - | - | - | - |
| Tunisia | - | 51 | - | - | - | 43 | - | - | - | - | - | 93 |
| North Africa - Total | 100 | 386 | 25 | 25 | - | 50 | - | - | - | 44 | 125 | 504 |
| North Africa - % | 0.9% | 0.6% | 2.8% | 0.5% | 0.0% | 1.0% | 0.0% | 0.0% | 0.0% | 1.5% | 0.9% | 0.7% |

| 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 | - | 43 | - | - | - | - | 1 | 2 | - | 1 | 1 | 46 |
| Iraq | 312 | 991 | - | - | 151 | 563 | - | - | 73 | 223 | 536 | 1,777 |
| Jordan | 60 | 380 | 100 | 300 | 54 | 84 | - | - | - | - | 214 | 764 |
| Kuwait | 119 | 420 | - | - | 94 | 231 | - | 0 | - | - | 213 | 652 |
| Lebanon | 101 | 472 | - | - | 79 | 455 | - | - | 45 | 95 | 225 | 1,022 |
| Oman | - | - | - | - | - | 0 | - | - | - | - | - | 0 |
| Qatar | 49 | 136 | - | - | 10 | 30 | 4 | 9 | 7 | 7 | 70 | 182 |
| Saudi Arabia | 87 | 475 | - | - | 48 | 96 | - | - | - | - | 135 | 571 |
| Syria | 40 | 88 | - | - | 7 | 7 | - | - | - | - | 47 | 95 |
| Yemen | - | - | - | - | - | - | - | - | - | - | - | - |
| Middle East - Total | 768 | 3,004 | 100 | 300 | 443 | 1,467 | 5 | 11 | 125 | 326 | 1,441 | 5,109 |
| Middle East - % | 7.0% | 4.9% | 11.1% | 5.5% | 29.6% | 28.3% | 3.8% | 1.6% | 19.5% | 11.0% | 10.2% | 6.8% |
| Re-Export Markets | | | | | | | | | | | | |
| Turkey | 405 | 1,521 | - | 14 | 73 | 458 | 40 | 120 | - | 46 | 518 | 2,159 |
| UAE | 1,715 | 6,067 | - | - | 521 | 1,209 | 6 | 12 | 18 | 83 | 2,261 | 7,371 |
| REM - Total | 2,120 | 7,588 | - | 14 | 594 | 1,667 | 46 | 132 | 18 | 129 | 2,779 | 9,530 |
| REM - % | 19.4% | 12.5% | 0.0% | 0.3% | 39.7% | 32.1% | 32.7% | 19.0% | 2.8% | 4.4% | 19.7% | 12.7% |
| Indian Subcontinent | | | | | | | | | | | | |
| Afghanistan | - | - | - | - | - | - | 0 | 0 | 233 | 699 | 234 | 699 |
| Bangladesh | - | - | - | - | - | - | - | - | - | - | - | - |
| India | 320 | 1,119 | - | - | 191 | 987 | - | - | - | 3 | 511 | 2,108 |
| Nepal | - | - | - | - | - | - | - | - | - | - | - | - |
| Pakistan | 565 | 1,477 | - | - | 47 | 112 | - | - | 81 | 510 | 693 | 2,099 |
| Sri Lanka | - | - | - | - | - | - | - | - | - | - | - | - |
| Indian Subcontinent - Total | 885 | 2,596 | - | - | 238 | 1,099 | 0 | 0 | 315 | 1,211 | 1,438 | 4,906 |
| Indian Subcontinent - % | 8.1% | 4.3% | 0.0% | 0.0% | 15.9% | 21.2% | 0.1% | 0.0% | 49.2% | 40.9% | 10.2% | 6.5% |

| 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 |
| Far East | | | | | | | | | | | | |
| China | - | 225 | - | - | - | - | 4 | 6 | 3 | 3 | 7 | 234 |
| Hong Kong | 3,588 | 25,898 | 250 | 2,946 | - | - | 4 | 9 | 1 | 1 | 3,843 | 28,855 |
| Indonesia | - | - | - | - | - | - | - | - | - | - | - | - |
| Japan | - | 57 | - | - | 13 | 28 | 4 | 16 | - | 2 | 17 | 103 |
| Korea | - | - | - | - | - | - | 8 | 10 | - | - | 8 | 10 |
| Macao | - | - | - | - | - | - | - | - | - | - | - | - |
| Malaysia | 14 | 62 | - | - | - | 2 | - | - | - | 125 | 14 | 189 |
| Philippines | - | - | - | - | - | - | - | - | - | - | - | - |
| Singapore | 32 | 150 | - | - | 4 | 25 | - | - | - | - | 36 | 176 |
| Taiwan | 113 | 750 | - | - | - | - | - | - | - | - | 113 | 750 |
| Thailand | - | - | - | - | - | - | - | - | - | - | - | - |
| Vietnam | 1,300 | 10,709 | 525 | 2,115 | - | - | - | - | - | 50 | 1,825 | 12,874 |
| Far East - Total | 5,047 | 37,852 | 775 | 5,061 | 17 | 55 | 20 | 41 | 4 | 181 | 5,862 | 43,190 |
| Far East - % | 46.1% | 62.3% | 86.1% | 93.3% | 1.1% | 1.1% | 14.0% | 5.9% | 0.6% | 6.1% | 41.5% | 57.6% |
| North America | | | | | | | | | | | | |
| Canada | 77 | 166 | - | - | 45 | 173 | 1 | 2 | 1 | 1 | 123 | 342 |
| Mexico | - | 48 | - | - | - | - | - | - | - | - | - | 48 |
| USA | - | - | - | - | - | - | - | - | - | - | - | - |
| North America - Total | 77 | 214 | - | - | 45 | 173 | 1 | 2 | 1 | 1 | 123 | 390 |
| North America - % | 0.7% | 0.4% | 0.0% | 0.0% | 3.0% | 3.3% | 0.7% | 0.3% | 0.1% | 0.0% | 0.9% | 0.5% |

| 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 | 36 | 83 | - | - | 9 | 22 | - | 1 | - | - | 45 | 105 |
| Brazil | - | - | - | - | - | - | - | - | - | - | - | - |
| Chile | 24 | 74 | - | - | - | - | - | - | - | - | 24 | 74 |
| Colombia | - | - | - | - | - | - | - | - | - | - | - | - |
| Dominican Republic | - | - | - | - | - | - | - | - | - | - | - | - |
| Ecuador | - | - | - | - | - | - | - | - | - | - | - | - |
| Kenya | - | - | - | - | - | - | - | - | - | - | - | - |
| Liberia | - | - | - | - | - | - | - | - | - | - | - | - |
| Mozambique | - | - | - | - | - | - | - | - | - | - | - | - |
| New Zealand | - | - | - | - | - | - | - | - | - | 0 | - | 0 |
| Nicaragua | - | - | - | - | - | - | - | - | - | - | - | - |
| Other_1 | 48 | 79 | - | 25 | - | - | - | - | - | 5 | 48 | 109 |
| Other_2 | - | - | - | - | - | - | - | - | - | - | - | - |
| Other_3 | - | - | - | - | - | - | - | - | - | - | - | - |
| Other_4 | - | - | - | - | - | - | - | - | - | - | - | - |
| Panama | - | - | - | - | - | - | - | - | - | - | - | - |
| Paraguay | - | - | - | - | - | - | - | - | - | - | - | - |
| Senegal | - | - | - | - | - | - | - | - | - | - | - | - |
| South Africa | - | 58 | - | - | - | - | - | - | - | - | - | 58 |
| Tanzania | - | - | - | - | - | - | - | - | - | - | - | - |
| Uruguay | - | - | - | - | - | - | - | - | - | - | - | - |
| Venezuela | - | - | - | - | - | - | - | - | - | - | - | - |
| Zambia | - | - | - | - | - | - | - | - | - | - | - | - |
| Zimbabwe | - | - | - | - | - | - | - | - | - | - | - | - |
| Other - Total | 108 | 294 | - | 25 | 9 | 22 | - | 1 | - | 5 | 117 | 347 |
| Other - % | 1.0% | 0.5% | 0.0% | 0.5% | 0.6% | 0.4% | 0.0% | 0.1% | 0.0% | 0.2% | 0.8% | 0.5% |
| Total Iranian Export | 10,947 | 60,772 | 901 | 5,426 | 1,497 | 5,191 | 141 | 694 | 640 | 2,962 | 14,126 | 75,046 |

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