

| Monthly and YTD Inventory / Shipment Report<br>In-Shell Basis<br>Crop: 2016 |         |               |
|---|---------|---------------|
| 6th Marketing Month   | Month 6 | YTD           |
| Carry in from previous year   | -       | 17,000        |
| Total Production  | -       | 153,000       |
| Gross Inventory   | -       | 170,000       |
| Domestic Consumption  | 6,000   | 16,500        |
| Export Shipments  | 11,123  | 97,273        |
| Adjustment/ losses, Export  | 2,578   | 9,294         |
| Total Consumption   | 19,701  | 123,067       |
| <b>Ending Inventory</b>   | -       | <b>46,933</b> |

1. The inventory at the end of marketing month 6 stands at 27% (47,000 MT) of this year's total marketable inventory, while this figure for the average of the previous four crops (2012-2015) stands at around 35%. It is noteworthy to add that the remaining inventory seems not to be uniform in terms of composition of variety and type (Natural Open/Close Shell).

2. Exports to Indian Subcontinent countries continue to increase outstandingly this year, though in the 6<sup>th</sup> marketing month due to relative shortage and sharp increase in pricing of the preferred variety in India (Ahmad Aghaei), the shipments of this month to India was lower than last year.

3. In the 6<sup>th</sup> marketing month, 25% of exported pistachios (2,800 MT) was exported to the European countries (EU15+Other Europe). This share of shipments shows a remarkable increase compared to past few years.

4. Shipment of Closed Shell pistachios has declined from the four-year average figure of around 14,000 MT to 9,100 MT this year. However, this has been partially offset with higher export of Natural Pistachio Kernel products.

5. Natural Pistachio Kernel shipments (around 9,000 MT) is showing a significant growth this year, owing to the unique taste and different varieties of Iranian pistachio which cater the diverse tastes of consumers. This share of shipments indicates a noteworthy increase compared to the average of the past 4 years for the same period (6,000 MT).

**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<br>In-Shell Basis |               |               |
|---|---------------|---------------|
| Marketing Month: 6  |               |               |
| Crop  | Monthly       | YTD           |
| <b>2016</b>   | <b>11,123</b> | <b>97,273</b> |
| 2015  | 11,510        | 98,105        |
| 2014  | 9,020         | 131,183       |
| 2013  | 13,643        | 75,794        |

| Monthly Market Prices FCA<br>Hamburg Iranian Dried In-Shell<br>28/30 Fandoghi Pistachios |  |                   |
|--|--|-------------------|
| Marketing Month: 6   |  | Crop: 2016        |
| Mean   |  | USD<br>per<br>Ton |
| Min.   |  |                   |
| Max.   |  |                   |
| Last Year  |  |                   |
| <b>Note: The above prices are related to EU-cleared quality pistachios.</b>              |  |                   |

Source: OMNITRADE / EUROFOOD GmbH

| Monthly Market Prices FCA<br>Tehran Iranian Dried In-Shell<br>30/32 Fandoghi Pistachios                                 |  |                    |
|---|--|--------------------|
| Marketing Month: 6  |  | Crop: 2016         |
| Mean  |  | IRR<br>per<br>Kilo |
| Min.  |  |                    |
| Max.  |  |                    |
| Last Year   |  |                    |
| <b>Note: The above prices are based on 4 months payment terms and Iranian local market standard quality pistachios.</b> |  |                    |

Source: IPA Bi-Weekly Market Survey, Several Sources

| Monthly Exchange Rate  |  |                    |
|--|--|--------------------|
| Marketing Month: 6   |  | Crop: 2016         |
| Mean   |  | 1 USD<br>to<br>IRR |
| Min.   |  |                    |
| Max.   |  |                    |
| Last Year  |  |                    |
| <b>Note: The above rates might be significantly less than open market rates.</b> |  |                    |

Source: Central Bank of the I.R. of Iran

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

**Marketing Month: 6**

**Crop: 2016**

| Product<br>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               | 1,009         | 36,150        | 676          | 8,408        | 27           | 117          | 7               | 66         | -          | 246          | <b>1,718</b>  | <b>44,987</b> |
| Re-Export Markets      | 1,281         | 10,040        | 46           | 132          | 443          | 1,892        | -               | 7          | 18         | 304          | <b>1,788</b>  | <b>12,375</b> |
| EU15                   | 1,899         | 8,716         | 144          | 480          | 248          | 1,139        | 283             | 859        | -          | 5            | <b>2,574</b>  | <b>11,199</b> |
| Indian Subcontinent    | 665           | 7,064         | -            | 25           | 505          | 2,631        | -               | 10         | 25         | 663          | <b>1,195</b>  | <b>10,393</b> |
| Middle East            | 963           | 5,662         | -            | 50           | 666          | 2,634        | 6               | 24         | 13         | 326          | <b>1,648</b>  | <b>8,696</b>  |
| CIS                    | 1,619         | 6,075         | -            | 16           | 6            | 26           | -               | 5          | 96         | 1,022        | <b>1,721</b>  | <b>7,143</b>  |
| Other Europe           | 223           | 1,229         | -            | -            | 13           | 56           | 1               | 1          | 13         | 19           | <b>251</b>    | <b>1,305</b>  |
| North America          | 89            | 323           | -            | -            | 28           | 226          | 1               | 1          | -          | 30           | <b>117</b>    | <b>580</b>    |
| Other                  | 63            | 225           | -            | -            | 39           | 93           | 5               | 7          | 4          | 14           | <b>110</b>    | <b>338</b>    |
| North Africa           | -             | 191           | -            | -            | -            | 31           | -               | -          | -          | 37           | -             | <b>259</b>    |
| <b>Total</b>           | <b>7,810</b>  | <b>75,674</b> | <b>866</b>   | <b>9,111</b> | <b>1,975</b> | <b>8,845</b> | <b>302</b>      | <b>979</b> | <b>170</b> | <b>2,664</b> | <b>11,123</b> | <b>97,273</b> |

Compiled by: IPA based on IRI Customs Administration raw data

| Monthly and YTD Export Shipments - Product / Country Breakdown in Tons |               |              |              |             |              |              |                 |              |             |             |              |               |
|--|---------------|--------------|--------------|-------------|--------------|--------------|-----------------|--------------|-------------|-------------|--------------|---------------|
| Marketing Month: 6   |               |              |              |             |              |              |                 |              |             |             | Crop: 2016   |               |
| Country  | Open In-Shell |              | Closed Shell |             | Kernel       |              | GPPK & Split K. |              | Others      |             | Total        |               |
|  | Monthly       | YTD          | Monthly      | YTD         | Monthly      | YTD          | Monthly         | YTD          | Monthly     | YTD         | Monthly      | YTD           |
| <b>EU15</b>  |               |              |              |             |              |              |                 |              |             |             |              |               |
| Austria  | -             | -            | -            | -           | -            | -            | -               | -            | -           | 3           | -            | 3             |
| Belgium  | 24            | 286          | -            | -           | -            | 42           | -               | -            | -           | -           | 24           | 328           |
| Denmark  | -             | -            | -            | -           | -            | -            | -               | -            | -           | -           | -            | -             |
| Finland  | -             | -            | -            | -           | -            | -            | -               | -            | -           | -           | -            | -             |
| France   | -             | 10           | -            | -           | 4            | 50           | 40              | 75           | -           | 1           | 44           | 136           |
| Germany  | 1,118         | 5,184        | -            | -           | 186          | 685          | 243             | 750          | -           | 1           | 1,547        | 6,620         |
| Greece   | 202           | 750          | -            | 20          | -            | 11           | -               | 22           | -           | -           | 202          | 803           |
| Ireland  | -             | -            | -            | -           | -            | -            | -               | -            | -           | -           | -            | -             |
| Italy  | 191           | 608          | 144          | 460         | 58           | 331          | -               | -            | -           | -           | 393          | 1,399         |
| Luxembourg   | -             | -            | -            | -           | -            | -            | -               | -            | -           | -           | -            | -             |
| Netherland   | 48            | 288          | -            | -           | -            | -            | -               | -            | -           | -           | 48           | 288           |
| Portugal   | -             | -            | -            | -           | -            | -            | -               | -            | -           | -           | -            | -             |
| Spain  | 316           | 1,588        | -            | -           | -            | 19           | -               | 12           | -           | -           | 316          | 1,619         |
| Sweden   | -             | -            | -            | -           | 0            | 0            | -               | -            | -           | -           | 0            | 0             |
| UK   | 0             | 2            | -            | -           | -            | 1            | -               | -            | -           | 0           | 0            | 2             |
| EEC  | -             | -            | -            | -           | -            | -            | -               | -            | -           | -           | -            | -             |
| <b>EU15 - Total</b>  | <b>1,899</b>  | <b>8,716</b> | <b>144</b>   | <b>480</b>  | <b>248</b>   | <b>1,139</b> | <b>283</b>      | <b>859</b>   | <b>-</b>    | <b>5</b>    | <b>2,574</b> | <b>11,199</b> |
| <b>EU15 - %</b>  | <b>24.3%</b>  | <b>11.5%</b> | <b>16.6%</b> | <b>5.3%</b> | <b>12.6%</b> | <b>12.9%</b> | <b>93.8%</b>    | <b>87.7%</b> | <b>0.0%</b> | <b>0.2%</b> | <b>23.1%</b> | <b>11.5%</b>  |

| Monthly and YTD Export Shipments - Product / Country Breakdown in Tons |               |              |              |             |             |             |                 |             |             |             |             |              |
|--|---------------|--------------|--------------|-------------|-------------|-------------|-----------------|-------------|-------------|-------------|-------------|--------------|
| Marketing Month: 6   |               |              |              |             |             |             |                 |             |             |             | Crop: 2016  |              |
| Country  | Open In-Shell |              | Closed Shell |             | Kernel      |             | GPPK & Split K. |             | Others      |             | Total       |              |
|  | Monthly       | YTD          | Monthly      | YTD         | Monthly     | YTD         | Monthly         | YTD         | Monthly     | YTD         | Monthly     | YTD          |
| <b>Other Europe</b>  |               |              |              |             |             |             |                 |             |             |             |             |              |
| Albania  | -             | 7            | -            | -           | -           | -           | -               | -           | -           | -           | -           | 7            |
| Belarus  | -             | -            | -            | -           | -           | -           | -               | -           | -           | -           | -           | -            |
| Bosnia   | -             | 3            | -            | -           | -           | -           | -               | -           | -           | 1           | -           | 4            |
| Bulgaria   | -             | -            | -            | -           | -           | -           | -               | -           | -           | -           | -           | -            |
| Croatia  | -             | -            | -            | -           | -           | -           | -               | -           | -           | -           | -           | -            |
| Cyprus   | -             | -            | -            | -           | -           | -           | -               | -           | -           | -           | -           | -            |
| Czech Republic   | -             | 11           | -            | -           | -           | -           | -               | -           | -           | -           | -           | 11           |
| Estonia  | -             | -            | -            | -           | -           | -           | -               | -           | -           | -           | -           | -            |
| Hungary  | -             | -            | -            | -           | -           | -           | -               | -           | -           | -           | -           | -            |
| Iceland  | -             | -            | -            | -           | -           | -           | -               | -           | -           | -           | -           | -            |
| Kosovo   | -             | -            | -            | -           | -           | -           | -               | -           | -           | -           | -           | -            |
| Latvia   | 25            | 25           | -            | -           | -           | -           | -               | -           | -           | -           | 25          | 25           |
| Lithuania  | 43            | 314          | -            | -           | -           | -           | -               | -           | -           | -           | 43          | 314          |
| Macedonia  | -             | 72           | -            | -           | -           | -           | -               | -           | -           | -           | -           | 72           |
| Malta  | -             | -            | -            | -           | -           | -           | -               | -           | -           | -           | -           | -            |
| Moldova  | -             | 1            | -            | -           | -           | 0           | -               | -           | -           | 2           | -           | 4            |
| Montenegro   | -             | -            | -            | -           | -           | -           | -               | -           | -           | -           | -           | -            |
| Norway   | -             | -            | -            | -           | -           | -           | -               | -           | -           | -           | -           | -            |
| Poland   | 67            | 267          | -            | -           | -           | -           | -               | -           | -           | -           | 67          | 267          |
| Romania  | 20            | 54           | -            | -           | -           | 1           | -               | -           | -           | -           | 20          | 55           |
| Serbia   | -             | 31           | -            | -           | -           | -           | -               | -           | -           | -           | -           | 31           |
| Slovakia   | 47            | 390          | -            | -           | 8           | 46          | -               | -           | -           | -           | 55          | 436          |
| Slovenia   | -             | -            | -            | -           | -           | -           | -               | -           | -           | -           | -           | -            |
| Switzerland  | 1             | 1            | -            | -           | 5           | 8           | 1               | 1           | 1           | 3           | 8           | 13           |
| Ukraine  | 21            | 53           | -            | -           | -           | 1           | -               | -           | 13          | 13          | 33          | 67           |
| <b>Other Europe - Total</b>  | <b>223</b>    | <b>1,229</b> | <b>-</b>     | <b>-</b>    | <b>13</b>   | <b>56</b>   | <b>1</b>        | <b>1</b>    | <b>13</b>   | <b>19</b>   | <b>251</b>  | <b>1,305</b> |
| <b>Other Europe - %</b>  | <b>2.9%</b>   | <b>1.6%</b>  | <b>0.0%</b>  | <b>0.0%</b> | <b>0.7%</b> | <b>0.6%</b> | <b>0.3%</b>     | <b>0.1%</b> | <b>7.9%</b> | <b>0.7%</b> | <b>2.3%</b> | <b>1.3%</b>  |

| Monthly and YTD Export Shipments - Product / Country Breakdown in Tons |               |              |              |             |             |             |                 |             |              |              |              |              |
|--|---------------|--------------|--------------|-------------|-------------|-------------|-----------------|-------------|--------------|--------------|--------------|--------------|
| Marketing Month: 6   |               |              |              |             |             |             |                 |             |              |              | Crop: 2016   |              |
| Country  | Open In-Shell |              | Closed Shell |             | Kernel      |             | GPPK & Split K. |             | Others       |              | Total        |              |
|  | Monthly       | YTD          | Monthly      | YTD         | Monthly     | YTD         | Monthly         | YTD         | Monthly      | YTD          | Monthly      | YTD          |
| <b>CIS</b>   |               |              |              |             |             |             |                 |             |              |              |              |              |
| Armenia  | -             | 12           | -            | -           | -           | 2           | -               | -           | -            | 4            | -            | 18           |
| Azerbaijan   | 1             | 64           | -            | -           | -           | -           | -               | -           | 7            | 28           | 9            | 92           |
| Georgia  | -             | -            | -            | -           | -           | -           | -               | -           | -            | -            | -            | -            |
| Kazakhstan   | 1,247         | 4,263        | -            | 16          | 6           | 17          | -               | -           | 89           | 560          | 1,342        | 4,857        |
| Kyrgyzstan   | 65            | 277          | -            | -           | -           | -           | -               | -           | -            | 233          | 65           | 510          |
| Russia   | 281           | 913          | -            | -           | -           | 6           | -               | 5           | -            | 2            | 281          | 926          |
| Tajikistan   | 0             | 17           | -            | -           | -           | -           | -               | -           | -            | 54           | 0            | 72           |
| Turkmenistan   | -             | 107          | -            | -           | -           | 1           | -               | -           | -            | 28           | -            | 135          |
| Uzbekistan   | 24            | 421          | -            | -           | -           | -           | -               | -           | -            | 111          | 24           | 533          |
| <b>CIS - Total</b>   | <b>1,619</b>  | <b>6,075</b> | <b>-</b>     | <b>16</b>   | <b>6</b>    | <b>26</b>   | <b>-</b>        | <b>5</b>    | <b>96</b>    | <b>1,022</b> | <b>1,721</b> | <b>7,143</b> |
| <b>CIS - %</b>   | <b>20.7%</b>  | <b>8.0%</b>  | <b>0.0%</b>  | <b>0.2%</b> | <b>0.3%</b> | <b>0.3%</b> | <b>0.0%</b>     | <b>0.5%</b> | <b>56.7%</b> | <b>38.3%</b> | <b>15.5%</b> | <b>7.3%</b>  |
| <b>North Africa</b>  |               |              |              |             |             |             |                 |             |              |              |              |              |
| Algeria  | -             | 16           | -            | -           | -           | -           | -               | -           | -            | 32           | -            | 48           |
| Egypt  | -             | 105          | -            | -           | -           | 1           | -               | -           | -            | 5            | -            | 111          |
| Ethiopia   | -             | -            | -            | -           | -           | -           | -               | -           | -            | -            | -            | -            |
| Libya  | -             | 40           | -            | -           | -           | 10          | -               | -           | -            | -            | -            | 50           |
| Morocco  | -             | -            | -            | -           | -           | -           | -               | -           | -            | -            | -            | -            |
| Nigeria  | -             | -            | -            | -           | -           | -           | -               | -           | -            | -            | -            | -            |
| Sudan  | -             | -            | -            | -           | -           | -           | -               | -           | -            | -            | -            | -            |
| Tunisia  | -             | 31           | -            | -           | -           | 20          | -               | -           | -            | -            | -            | 51           |
| <b>North Africa - Total</b>  | <b>-</b>      | <b>191</b>   | <b>-</b>     | <b>-</b>    | <b>-</b>    | <b>31</b>   | <b>-</b>        | <b>-</b>    | <b>-</b>     | <b>37</b>    | <b>-</b>     | <b>259</b>   |
| <b>North Africa - %</b>  | <b>0.0%</b>   | <b>0.3%</b>  | <b>0.0%</b>  | <b>0.0%</b> | <b>0.0%</b> | <b>0.4%</b> | <b>0.0%</b>     | <b>0.0%</b> | <b>0.0%</b>  | <b>1.4%</b>  | <b>0.0%</b>  | <b>0.3%</b>  |

| Monthly and YTD Export Shipments - Product / Country Breakdown in Tons |               |               |              |             |              |              |                 |             |              |              |              |               |
|--|---------------|---------------|--------------|-------------|--------------|--------------|-----------------|-------------|--------------|--------------|--------------|---------------|
| Marketing Month: 6   |               |               |              |             |              |              |                 |             |              |              | Crop: 2016   |               |
| Country  | Open In-Shell |               | Closed Shell |             | Kernel       |              | GPPK & Split K. |             | Others       |              | Total        |               |
|  | Monthly       | YTD           | Monthly      | YTD         | Monthly      | YTD          | Monthly         | YTD         | Monthly      | YTD          | Monthly      | YTD           |
| <b>Middle East</b>   |               |               |              |             |              |              |                 |             |              |              |              |               |
| Bahrain  | -             | 82            | -            | -           | -            | 14           | -               | 3           | -            | 0            | -            | 98            |
| Iraq   | 395           | 2,301         | -            | -           | 193          | 763          | -               | -           | 13           | 226          | 601          | 3,289         |
| Jordan   | 153           | 665           | -            | 50          | 111          | 532          | -               | -           | -            | -            | 264          | 1,247         |
| Kuwait   | 161           | 858           | -            | -           | 47           | 346          | 1               | 12          | -            | -            | 209          | 1,216         |
| Lebanon  | 182           | 1,320         | -            | -           | 197          | 722          | -               | -           | -            | 98           | 379          | 2,140         |
| Oman   | -             | 26            | -            | -           | -            | -            | -               | -           | -            | -            | -            | 26            |
| Qatar  | 72            | 301           | -            | -           | 15           | 39           | 5               | 9           | 0            | 3            | 93           | 352           |
| Saudi Arabia   | -             | -             | -            | -           | -            | -            | -               | -           | -            | -            | -            | -             |
| Syria  | -             | 109           | -            | -           | 102          | 218          | -               | -           | -            | -            | 102          | 327           |
| Yemen  | -             | -             | -            | -           | -            | -            | -               | -           | -            | -            | -            | -             |
| <b>Middle East - Total</b>   | <b>963</b>    | <b>5,662</b>  | <b>-</b>     | <b>50</b>   | <b>666</b>   | <b>2,634</b> | <b>6</b>        | <b>24</b>   | <b>13</b>    | <b>326</b>   | <b>1,648</b> | <b>8,696</b>  |
| <b>Middle East - %</b>   | <b>12.3%</b>  | <b>7.5%</b>   | <b>0.0%</b>  | <b>0.5%</b> | <b>33.7%</b> | <b>29.8%</b> | <b>1.9%</b>     | <b>2.4%</b> | <b>7.7%</b>  | <b>12.2%</b> | <b>14.8%</b> | <b>8.9%</b>   |
| <b>Re-Export Markets</b>   |               |               |              |             |              |              |                 |             |              |              |              |               |
| Turkey   | 217           | 3,491         | 46           | 131         | 94           | 440          | -               | -           | -            | 122          | 358          | 4,183         |
| UAE  | 1,063         | 6,549         | -            | 1           | 349          | 1,452        | -               | 7           | 18           | 182          | 1,430        | 8,192         |
| <b>REM - Total</b>   | <b>1,281</b>  | <b>10,040</b> | <b>46</b>    | <b>132</b>  | <b>443</b>   | <b>1,892</b> | <b>-</b>        | <b>7</b>    | <b>18</b>    | <b>304</b>   | <b>1,788</b> | <b>12,375</b> |
| <b>REM - %</b>   | <b>16.4%</b>  | <b>13.3%</b>  | <b>5.3%</b>  | <b>1.4%</b> | <b>22.5%</b> | <b>21.4%</b> | <b>0.0%</b>     | <b>0.7%</b> | <b>10.6%</b> | <b>11.4%</b> | <b>16.1%</b> | <b>12.7%</b>  |
| <b>Indian Subcontinent</b>   |               |               |              |             |              |              |                 |             |              |              |              |               |
| Afghanistan  | 51            | 708           | -            | -           | 26           | 59           | -               | 10          | -            | 73           | 78           | 850           |
| Bangladesh   | -             | -             | -            | -           | -            | -            | -               | -           | -            | -            | -            | -             |
| India  | 567           | 3,150         | -            | -           | 471          | 2,254        | -               | -           | -            | -            | 1,038        | 5,404         |
| Nepal  | -             | -             | -            | -           | -            | -            | -               | -           | -            | -            | -            | -             |
| Pakistan   | 47            | 3,205         | -            | 25          | 8            | 318          | -               | -           | 25           | 590          | 80           | 4,139         |
| Sri Lanka  | -             | 0             | -            | -           | -            | -            | -               | -           | -            | -            | -            | 0             |
| <b>Indian Subcontinent - Total</b>                                     | <b>665</b>    | <b>7,064</b>  | <b>-</b>     | <b>25</b>   | <b>505</b>   | <b>2,631</b> | <b>-</b>        | <b>10</b>   | <b>25</b>    | <b>663</b>   | <b>1,195</b> | <b>10,393</b> |
| <b>Indian Subcontinent - %</b>   | <b>8.5%</b>   | <b>9.3%</b>   | <b>0.0%</b>  | <b>0.3%</b> | <b>25.6%</b> | <b>29.7%</b> | <b>0.0%</b>     | <b>1.0%</b> | <b>14.9%</b> | <b>24.9%</b> | <b>10.7%</b> | <b>10.7%</b>  |

| Monthly and YTD Export Shipments - Product / Country Breakdown in Tons |               |               |              |              |             |             |                 |             |             |             |              |               |
|--|---------------|---------------|--------------|--------------|-------------|-------------|-----------------|-------------|-------------|-------------|--------------|---------------|
| Marketing Month: 6   |               |               |              |              |             |             |                 |             |             |             | Crop: 2016   |               |
| Country  | Open In-Shell |               | Closed Shell |              | Kernel      |             | GPPK & Split K. |             | Others      |             | Total        |               |
|  | Monthly       | YTD           | Monthly      | YTD          | Monthly     | YTD         | Monthly         | YTD         | Monthly     | YTD         | Monthly      | YTD           |
| <b>Far East</b>  |               |               |              |              |             |             |                 |             |             |             |              |               |
| China  | -             | 166           | -            | 225          | -           | 3           | 0               | 9           | -           | 4           | 0            | 407           |
| Hong Kong  | 732           | 20,614        | 276          | 3,268        | 3           | 29          | 1               | 11          | -           | 26          | 1,012        | 23,947        |
| Indonesia  | -             | -             | -            | -            | -           | 2           | -               | -           | -           | -           | -            | 2             |
| Japan  | 17            | 121           | -            | -            | 16          | 39          | 4               | 27          | -           | 20          | 37           | 207           |
| Korea  | -             | -             | -            | -            | -           | -           | 0               | 15          | -           | -           | 0            | 15            |
| Macao  | -             | -             | -            | -            | -           | -           | -               | -           | -           | -           | -            | -             |
| Malaysia   | 13            | 124           | -            | -            | -           | 3           | -               | 0           | -           | 26          | 13           | 154           |
| Philippines  | -             | -             | -            | -            | -           | -           | -               | -           | -           | -           | -            | -             |
| Singapore  | 22            | 224           | -            | -            | 2           | 28          | -               | 2           | -           | 4           | 24           | 258           |
| Taiwan   | 100           | 1,050         | -            | -            | -           | 7           | 1               | 2           | -           | -           | 101          | 1,058         |
| Thailand   | -             | 110           | -            | 75           | 6           | 6           | -               | -           | -           | 39          | 6            | 230           |
| Vietnam  | 125           | 13,742        | 400          | 4,840        | -           | -           | -               | -           | -           | 127         | 525          | 18,709        |
| <b>Far East - Total</b>  | <b>1,009</b>  | <b>36,150</b> | <b>676</b>   | <b>8,408</b> | <b>27</b>   | <b>117</b>  | <b>7</b>        | <b>66</b>   | <b>-</b>    | <b>246</b>  | <b>1,718</b> | <b>44,987</b> |
| <b>Far East - %</b>  | <b>12.9%</b>  | <b>47.8%</b>  | <b>78.1%</b> | <b>92.3%</b> | <b>1.3%</b> | <b>1.3%</b> | <b>2.2%</b>     | <b>6.7%</b> | <b>0.0%</b> | <b>9.2%</b> | <b>15.4%</b> | <b>46.2%</b>  |
| <b>North America</b>   |               |               |              |              |             |             |                 |             |             |             |              |               |
| Canada   | 89            | 273           | -            | -            | 28          | 208         | 1               | 1           | -           | 30          | 117          | 512           |
| Mexico   | -             | 50            | -            | -            | -           | -           | -               | -           | -           | -           | -            | 50            |
| USA  | -             | 0             | -            | -            | -           | 18          | -               | -           | -           | 0           | -            | 18            |
| <b>North America - Total</b>   | <b>89</b>     | <b>323</b>    | <b>-</b>     | <b>-</b>     | <b>28</b>   | <b>226</b>  | <b>1</b>        | <b>1</b>    | <b>-</b>    | <b>30</b>   | <b>117</b>   | <b>580</b>    |
| <b>North America - %</b>   | <b>1.1%</b>   | <b>0.4%</b>   | <b>0.0%</b>  | <b>0.0%</b>  | <b>1.4%</b> | <b>2.6%</b> | <b>0.2%</b>     | <b>0.1%</b> | <b>0.0%</b> | <b>1.1%</b> | <b>1.1%</b>  | <b>0.6%</b>   |

| Monthly and YTD Export Shipments - Product / Country Breakdown in Tons |               |               |              |              |              |              |                 |             |             |              |               |               |
|--|---------------|---------------|--------------|--------------|--------------|--------------|-----------------|-------------|-------------|--------------|---------------|---------------|
| Marketing Month: 6   |               |               |              |              |              |              |                 |             |             |              | Crop: 2016    |               |
| Country  | Open In-Shell |               | Closed Shell |              | Kernel       |              | GPPK & Split K. |             | Others      |              | Total         |               |
|  | Monthly       | YTD           | Monthly      | YTD          | Monthly      | YTD          | Monthly         | YTD         | Monthly     | YTD          | Monthly       | YTD           |
| <b>Other</b>   |               |               |              |              |              |              |                 |             |             |              |               |               |
| Argentina  | -             | -             | -            | -            | -            | -            | -               | -           | -           | -            | -             | -             |
| Australia  | 33            | 96            | -            | -            | 32           | 82           | -               | 2           | 4           | 4            | 69            | 184           |
| Brazil   | -             | -             | -            | -            | -            | 4            | -               | -           | -           | 10           | -             | 14            |
| Chile  | -             | -             | -            | -            | -            | -            | -               | -           | -           | -            | -             | -             |
| Colombia   | -             | -             | -            | -            | -            | -            | -               | -           | -           | -            | -             | -             |
| Dominican Republic   | -             | -             | -            | -            | -            | -            | -               | -           | -           | -            | -             | -             |
| Ecuador  | -             | -             | -            | -            | -            | -            | -               | -           | -           | -            | -             | -             |
| Kenya  | -             | -             | -            | -            | -            | -            | -               | -           | -           | -            | -             | -             |
| Liberia  | -             | -             | -            | -            | -            | -            | -               | -           | -           | -            | -             | -             |
| Mozambique   | -             | -             | -            | -            | -            | -            | -               | -           | -           | -            | -             | -             |
| New Zealand  | -             | 0             | -            | -            | -            | 0            | 5               | 5           | -           | -            | 5             | 5             |
| Nicaragua  | -             | -             | -            | -            | -            | -            | -               | -           | -           | -            | -             | -             |
| Other_1  | 20            | 117           | -            | -            | 5            | 5            | -               | -           | -           | -            | 25            | 122           |
| Other_2  | -             | -             | -            | -            | -            | -            | -               | -           | -           | -            | -             | -             |
| Other_3  | -             | -             | -            | -            | -            | -            | -               | -           | -           | -            | -             | -             |
| Other_4  | -             | -             | -            | -            | -            | -            | -               | -           | -           | -            | -             | -             |
| Panama   | -             | -             | -            | -            | -            | -            | -               | -           | -           | -            | -             | -             |
| Paraguay   | -             | -             | -            | -            | -            | -            | -               | -           | -           | -            | -             | -             |
| Senegal  | -             | -             | -            | -            | -            | -            | -               | -           | -           | -            | -             | -             |
| South Africa   | 10            | 11            | -            | -            | 2            | 2            | -               | -           | -           | -            | 12            | 13            |
| Tanzania   | -             | -             | -            | -            | -            | -            | -               | -           | -           | -            | -             | -             |
| Uruguay  | -             | -             | -            | -            | -            | -            | -               | -           | -           | -            | -             | -             |
| Venezuela  | -             | -             | -            | -            | -            | -            | -               | -           | -           | -            | -             | -             |
| Zambia   | -             | -             | -            | -            | -            | -            | -               | -           | -           | -            | -             | -             |
| Zimbabwe   | -             | -             | -            | -            | -            | -            | -               | -           | -           | -            | -             | -             |
| <b>Other - Total</b>   | <b>63</b>     | <b>225</b>    | <b>-</b>     | <b>-</b>     | <b>39</b>    | <b>93</b>    | <b>5</b>        | <b>7</b>    | <b>4</b>    | <b>14</b>    | <b>110</b>    | <b>338</b>    |
| <b>Other - %</b>   | <b>0.8%</b>   | <b>0.3%</b>   | <b>0.0%</b>  | <b>0.0%</b>  | <b>2.0%</b>  | <b>1.1%</b>  | <b>1.6%</b>     | <b>0.7%</b> | <b>2.2%</b> | <b>0.5%</b>  | <b>1.0%</b>   | <b>0.3%</b>   |
| <b>Total Iranian Export</b>  | <b>7,810</b>  | <b>75,674</b> | <b>866</b>   | <b>9,111</b> | <b>1,975</b> | <b>8,845</b> | <b>302</b>      | <b>979</b>  | <b>170</b>  | <b>2,664</b> | <b>11,123</b> | <b>97,273</b> |

Compiled by: IPA based on IRI Customs Administration raw data