

YTD Inventory / Shipment Report In-Shell Basis Crop: 2017	
1st Marketing Month	YTD
Carry in from previous year	3,000
Total Production	235,000
Gross Inventory	238,000
Domestic Consumption	4,000
Export Shipments	18,600
Adjustment/losses, Export	1,100
Total Consumption	24,000
Ending Inventory	214,000
2017 New Crop	
<ul style="list-style-type: none"> • Nut size of the dominant Fandoghi variety for the 2017 crop is reported to be smaller than usual. • Closed shell percentage, floaters and blanks for the new crop are reported to be at higher levels compared to the 2016 crop. • IPA's post-harvest crop estimate is expected to be released in November. The pre-harvest crop forecast was at 235,000 MT. 	
2016 Crop Wrap-up	
<ul style="list-style-type: none"> • 2016 marketing year witnessed a significant diversification in pistachio markets. EU15 (health/quality conscious market), Indian Subcontinent (quality and variety-oriented) and the Middle East markets are robustly growing. • In 2016 marketing year, the most significant decline in shipments belonged to Re-Export Markets (from the four-year average amount of 23,000 MT to 14,000 MT in 2016). It seems that more transparency in trade and logistics could be a potential reason for this decline. 	
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: 1		
Crop	Monthly	YTD
2017	18,611	18,611
2016	21,742	21,742
2015	20,578	20,578
2014	32,023	32,023

Monthly Market Prices FCA Hamburg Iranian Dried In-Shell 28/30 Fandoghi Pistachios		
Marketing Month: 1		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: 1		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		
Marketing Month: 1		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: 1

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	8,172	8,172	2,592	2,592	4	4	10	10	51	51	10,828	10,828
Indian Subcontinent	1,899	1,899	-	-	140	140	-	-	573	573	2,612	2,612
Middle East	764	764	-	-	510	510	5	5	154	154	1,433	1,433
EU15	1,117	1,117	-	-	122	122	64	64	0	0	1,303	1,303
CIS	1,137	1,137	-	-	3	3	-	-	55	55	1,195	1,195
Re-Export Markets	864	864	-	-	156	156	8	8	29	29	1,057	1,057
Other Europe	52	52	-	-	23	23	-	-	15	15	90	90
North America	34	34	-	-	3	3	-	-	-	-	38	38
North Africa	25	25	-	-	3	3	-	-	5	5	33	33
Other	12	12	-	-	-	-	-	-	10	10	22	22
Total	14,076	14,076	2,592	2,592	965	965	87	87	892	892	18,611	18,611

Compiled by: IPA based on IRI Customs Administration raw data

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 1											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	48	48	-	-	-	-	-	-	-	-	48	48
Denmark	-	-	-	-	-	-	-	-	-	-	-	-
Finland	-	-	-	-	-	-	-	-	-	-	-	-
France	-	-	-	-	-	-	-	-	-	-	-	-
Germany	721	721	-	-	16	16	64	64	0	0	800	800
Greece	84	84	-	-	-	-	-	-	-	-	84	84
Ireland	-	-	-	-	-	-	-	-	-	-	-	-
Italy	44	44	-	-	106	106	-	-	-	-	150	150
Luxembourg	-	-	-	-	-	-	-	-	-	-	-	-
Netherland	-	-	-	-	-	-	-	-	-	-	-	-
Portugal	-	-	-	-	-	-	-	-	-	-	-	-
Spain	221	221	-	-	-	-	-	-	-	-	221	221
Sweden	-	-	-	-	-	-	-	-	-	-	-	-
UK	-	-	-	-	-	-	-	-	-	-	-	-
EEC	-	-	-	-	-	-	-	-	-	-	-	-
EU15 - Total	1,117	1,117	-	-	122	122	64	64	0	0	1,303	1,303
EU15 - %	7.9%	7.9%	0.0%	0.0%	12.7%	12.7%	73.5%	73.5%	0.0%	0.0%	7.0%	7.0%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 1											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	10	10	-	-	-	-	-	-	-	-	10	10
Bosnia	-	-	-	-	-	-	-	-	-	-	-	-
Bulgaria	-	-	-	-	-	-	-	-	-	-	-	-
Croatia	-	-	-	-	-	-	-	-	-	-	-	-
Cyprus	-	-	-	-	-	-	-	-	-	-	-	-
Czech Republic	-	-	-	-	-	-	-	-	-	-	-	-
Estonia	-	-	-	-	-	-	-	-	-	-	-	-
Hungry	-	-	-	-	-	-	-	-	-	-	-	-
Iceland	-	-	-	-	-	-	-	-	-	-	-	-
Kosovo	-	-	-	-	-	-	-	-	-	-	-	-
Latvia	-	-	-	-	-	-	-	-	-	-	-	-
Lithuania	20	20	-	-	-	-	-	-	-	-	20	20
Macedonia	-	-	-	-	-	-	-	-	-	-	-	-
Malta	-	-	-	-	-	-	-	-	-	-	-	-
Moldova	-	-	-	-	-	-	-	-	-	-	-	-
Montenegro	-	-	-	-	-	-	-	-	-	-	-	-
Norway	-	-	-	-	-	-	-	-	-	-	-	-
Poland	22	22	-	-	-	-	-	-	-	-	22	22
Romania	-	-	-	-	-	-	-	-	-	-	-	-
Serbia	-	-	-	-	-	-	-	-	-	-	-	-
Slovakia	-	-	-	-	23	23	-	-	-	-	23	23
Slovenia	-	-	-	-	-	-	-	-	-	-	-	-
Switzerland	-	-	-	-	-	-	-	-	-	-	-	-
Ukraine	-	-	-	-	-	-	-	-	15	15	15	15
Other Europe - Total	52	52	-	-	23	23	-	-	15	15	90	90
Other Europe - %	0.4%	0.4%	0.0%	0.0%	2.4%	2.4%	0.0%	0.0%	1.7%	1.7%	0.5%	0.5%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 1											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	66	66	-	-	-	-	-	-	22	22	88	88
Azerbaijan	24	24	-	-	-	-	-	-	-	-	24	24
Georgia	-	-	-	-	-	-	-	-	-	-	-	-
Kazakhstan	485	485	-	-	1	1	-	-	33	33	519	519
Kyrgyzstan	203	203	-	-	-	-	-	-	-	-	203	203
Russia	242	242	-	-	3	3	-	-	-	-	244	244
Tajikistan	-	-	-	-	-	-	-	-	-	-	-	-
Turkmenistan	-	-	-	-	-	-	-	-	-	-	-	-
Uzbekistan	116	116	-	-	-	-	-	-	-	-	116	116
CIS - Total	1,137	1,137	-	-	3	3	-	-	55	55	1,195	1,195
CIS - %	8.1%	8.1%	0.0%	0.0%	0.3%	0.3%	0.0%	0.0%	6.2%	6.2%	6.4%	6.4%
North Africa												
Algeria	-	-	-	-	-	-	-	-	-	-	-	-
Egypt	-	-	-	-	-	-	-	-	-	-	-	-
Ethiopia	-	-	-	-	-	-	-	-	-	-	-	-
Libya	-	-	-	-	3	3	-	-	5	5	8	8
Morocco	-	-	-	-	-	-	-	-	-	-	-	-
Nigeria	-	-	-	-	-	-	-	-	-	-	-	-
Sudan	-	-	-	-	-	-	-	-	-	-	-	-
Tunisia	25	25	-	-	-	-	-	-	-	-	25	25
North Africa - Total	25	25	-	-	3	3	-	-	5	5	33	33
North Africa - %	0.2%	0.2%	0.0%	0.0%	0.3%	0.3%	0.0%	0.0%	0.6%	0.6%	0.2%	0.2%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 1											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	346	346	-	-	98	98	-	-	49	49	493	493
Jordan	149	149	-	-	228	228	-	-	-	-	377	377
Kuwait	106	106	-	-	4	4	-	-	-	-	110	110
Lebanon	50	50	-	-	105	105	-	-	106	106	260	260
Oman	-	-	-	-	-	-	-	-	-	-	-	-
Qatar	84	84	-	-	12	12	5	5	0	0	101	101
Saudi Arabia	-	-	-	-	-	-	-	-	-	-	-	-
Syria	30	30	-	-	63	63	-	-	-	-	93	93
Yemen	-	-	-	-	-	-	-	-	-	-	-	-
Middle East - Total	764	764	-	-	510	510	5	5	154	154	1,433	1,433
Middle East - %	5.4%	5.4%	0.0%	0.0%	52.8%	52.8%	5.6%	5.6%	17.3%	17.3%	7.7%	7.7%
Re-Export Markets												
Turkey	184	184	-	-	53	53	-	-	27	27	264	264
UAE	680	680	-	-	103	103	8	8	2	2	794	794
REM - Total	864	864	-	-	156	156	8	8	29	29	1,057	1,057
REM - %	6.1%	6.1%	0.0%	0.0%	16.2%	16.2%	9.6%	9.6%	3.2%	3.2%	5.7%	5.7%
Indian Subcontinent												
Afghanistan	39	39	-	-	-	-	-	-	223	223	262	262
Bangladesh	-	-	-	-	-	-	-	-	-	-	-	-
India	426	426	-	-	125	125	-	-	-	-	551	551
Nepal	-	-	-	-	-	-	-	-	-	-	-	-
Pakistan	1,434	1,434	-	-	15	15	-	-	350	350	1,799	1,799
Sri Lanka	-	-	-	-	-	-	-	-	-	-	-	-
Indian Subcontinent - Total	1,899	1,899	-	-	140	140	-	-	573	573	2,612	2,612
Indian Subcontinent - %	13.5%	13.5%	0.0%	0.0%	14.6%	14.6%	0.0%	0.0%	64.2%	64.2%	14.0%	14.0%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 1											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	1	1	25	25	-	-	-	-	-	-	26	26
Hong Kong	4,446	4,446	1,143	1,143	1	1	5	5	-	-	5,594	5,594
Indonesia	-	-	-	-	-	-	-	-	-	-	-	-
Japan	-	-	-	-	-	-	-	-	-	-	-	-
Korea	-	-	-	-	-	-	5	5	-	-	5	5
Macao	-	-	-	-	-	-	-	-	-	-	-	-
Malaysia	2	2	-	-	3	3	-	-	-	-	5	5
Philippines	-	-	-	-	-	-	-	-	-	-	-	-
Singapore	49	49	-	-	-	-	-	-	-	-	49	49
Taiwan	-	-	-	-	-	-	-	-	-	-	-	-
Thailand	6	6	-	-	-	-	-	-	1	1	7	7
Vietnam	3,668	3,668	1,424	1,424	-	-	-	-	50	50	5,141	5,141
Far East - Total	8,172	8,172	2,592	2,592	4	4	10	10	51	51	10,828	10,828
Far East - %	58.1%	58.1%	100.0%	100.0%	0.4%	0.4%	11.3%	11.3%	5.7%	5.7%	58.2%	58.2%
North America												
Canada	34	34	-	-	3	3	-	-	-	-	38	38
Mexico	-	-	-	-	-	-	-	-	-	-	-	-
USA	-	-	-	-	-	-	-	-	-	-	-	-
North America - Total	34	34	-	-	3	3	-	-	-	-	38	38
North America - %	0.2%	0.2%	0.0%	0.0%	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%	0.2%	0.2%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 1											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	-	-	-	-	-	-	-	-	-	-	-	-
Brazil	-	-	-	-	-	-	-	-	10	10	10	10
Chile	-	-	-	-	-	-	-	-	-	-	-	-
Colombia	-	-	-	-	-	-	-	-	-	-	-	-
Dominican Republic	-	-	-	-	-	-	-	-	-	-	-	-
Ecuador	-	-	-	-	-	-	-	-	-	-	-	-
Kenya	-	-	-	-	-	-	-	-	-	-	-	-
Liberia	-	-	-	-	-	-	-	-	-	-	-	-
Mozambique	-	-	-	-	-	-	-	-	-	-	-	-
New Zealand	-	-	-	-	-	-	-	-	-	-	-	-
Nicaragua	-	-	-	-	-	-	-	-	-	-	-	-
Other_1	12	12	-	-	-	-	-	-	-	-	12	12
Other_2	-	-	-	-	-	-	-	-	-	-	-	-
Other_3	-	-	-	-	-	-	-	-	-	-	-	-
Other_4	-	-	-	-	-	-	-	-	-	-	-	-
Panama	-	-	-	-	-	-	-	-	-	-	-	-
Paraguay	-	-	-	-	-	-	-	-	-	-	-	-
Senegal	-	-	-	-	-	-	-	-	-	-	-	-
South Africa	-	-	-	-	-	-	-	-	-	-	-	-
Tanzania	-	-	-	-	-	-	-	-	-	-	-	-
Uruguay	-	-	-	-	-	-	-	-	-	-	-	-
Venezuela	-	-	-	-	-	-	-	-	-	-	-	-
Zambia	-	-	-	-	-	-	-	-	-	-	-	-
Zimbabwe	-	-	-	-	-	-	-	-	-	-	-	-
Other - Total	12	12	-	-	-	-	-	-	10	10	22	22
Other - %	0.1%	0.1%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	1.1%	1.1%	0.1%	0.1%
Total Iranian Export	14,076	14,076	2,592	2,592	965	965	87	87	892	892	18,611	18,611

Compiled by: IPA based on IRI Customs Administration raw data