

YTD Inventory / Shipment Report In-Shell Basis Crop: 2017	
3rd Marketing Month	YTD
Carry in from previous year	3,000
Total Production	225,000
Gross Inventory	228,000
Domestic Consumption	20,000
Export Shipments	75,000
Adjustment/losses, Export	3,000
Total Consumption	98,000
Ending Inventory	130,000
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: 3		
Crop	Monthly	YTD
2017	25,158	75,132
2016	18,134	65,918
2015	21,887	60,919
2014	24,218	88,500

Monthly Market Prices FCA Hamburg Iranian Dried In-Shell 28/30 Fandoghi Pistachios		
Marketing Month: 3		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: 3		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: 3		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: 3

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	9,010	28,803	2,287	11,235	36	65	11	31	0	52	11,344	40,186
Indian Subcontinent	1,996	6,502	-	-	586	1,071	-	-	237	1,098	2,819	8,671
EU15	2,070	5,649	39	75	537	1,086	172	411	44	44	2,862	7,265
Middle East	1,613	3,547	-	50	619	1,913	8	17	124	353	2,364	5,880
CIS	2,338	5,479	-	20	21	42	4	5	158	342	2,521	5,888
Re-Export Markets	1,725	3,870	95	183	646	1,380	30	41	74	232	2,570	5,706
Other Europe	367	758	25	61	25	51	-	1	3	39	419	910
North America	80	236	-	-	37	82	-	0	-	-	117	318
Other	52	116	-	-	10	29	5	5	-	10	67	160
North Africa	50	116	25	25	-	3	-	-	-	5	75	149
Total	19,302	55,077	2,470	11,648	2,516	5,721	230	510	640	2,176	25,158	75,132

Compiled by: IPA based on IRI Customs Administration raw data

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 3											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	24	84	-	-	-	-	-	-	-	-	24	84
Denmark	-	-	-	-	-	-	-	-	-	-	-	-
Finland	-	-	-	-	-	-	-	-	-	-	-	-
France	-	-	-	-	5	17	-	25	-	-	5	42
Germany	1,296	3,578	-	24	252	446	156	371	44	44	1,748	4,463
Greece	87	450	-	-	-	12	-	-	-	-	87	462
Ireland	-	-	-	-	-	-	-	-	-	-	-	-
Italy	247	580	39	51	260	573	3	3	-	-	549	1,207
Luxembourg	-	-	-	-	-	-	-	-	-	-	-	-
Netherland	278	350	-	-	20	20	1	1	-	-	298	370
Portugal	-	-	-	-	-	-	-	-	-	-	-	-
Spain	138	607	-	-	-	17	12	12	-	-	150	636
Sweden	-	-	-	-	-	-	-	-	-	-	-	-
UK	-	0	-	-	-	1	-	-	-	-	-	1
EEC	-	-	-	-	-	-	-	-	-	-	-	-
EU15 - Total	2,070	5,649	39	75	537	1,086	172	411	44	44	2,862	7,265
EU15 - %	10.7%	10.3%	1.6%	0.6%	21.4%	19.0%	74.8%	80.5%	6.9%	2.0%	11.4%	9.7%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 3											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	15	15	-	-	-	-	-	-	-	-	15	15
Belarus	-	31	-	-	-	-	-	-	-	-	-	31
Bosnia	11	11	-	-	-	-	-	-	-	-	11	11
Bulgaria	-	-	-	-	-	-	-	-	-	-	-	-
Croatia	-	-	-	-	-	-	-	-	-	-	-	-
Cyprus	-	-	-	-	-	-	-	-	-	-	-	-
Czech Republic	-	-	-	-	-	-	-	-	-	-	-	-
Estonia	-	-	-	-	-	-	-	-	-	-	-	-
Hungry	-	-	-	-	-	-	-	-	-	-	-	-
Iceland	-	-	-	-	-	-	-	-	-	-	-	-
Kosovo	-	-	-	-	-	-	-	-	-	-	-	-
Latvia	8	21	-	-	-	-	-	-	-	-	8	21
Lithuania	45	150	-	13	-	-	-	-	-	-	45	163
Macedonia	9	17	-	-	-	-	-	-	-	-	9	17
Malta	-	-	-	-	-	-	-	-	-	-	-	-
Moldova	-	-	-	-	0	0	-	-	-	-	0	0
Montenegro	-	-	-	-	-	-	-	-	-	-	-	-
Norway	-	-	-	-	-	-	-	-	-	-	-	-
Poland	87	200	-	-	-	-	-	-	3	3	90	203
Romania	-	24	-	-	-	2	-	-	-	-	-	25
Serbia	13	23	-	-	-	-	-	-	-	-	13	23
Slovakia	110	154	25	48	23	46	-	-	-	-	158	248
Slovenia	-	-	-	-	-	-	-	-	-	-	-	-
Switzerland	0	2	-	-	-	2	-	1	-	0	0	6
Ukraine	69	111	-	-	2	2	-	-	-	36	71	150
Other Europe - Total	367	758	25	61	25	51	-	1	3	39	419	910
Other Europe - %	1.9%	1.4%	1.0%	0.5%	1.0%	0.9%	0.0%	0.2%	0.5%	1.8%	1.7%	1.2%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 3											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	180	412	-	-	2	2	-	-	-	22	181	435
Azerbaijan	45	150	-	-	-	11	-	-	-	39	45	201
Georgia	2	-	-	-	-	-	-	-	-	-	2	-
Kazakhstan	1,162	2,556	-	20	14	20	-	-	84	117	1,261	2,713
Kyrgyzstan	66	443	-	-	-	1	-	-	32	78	98	522
Russia	788	1,593	-	-	5	8	4	5	-	-	797	1,605
Tajikistan	-	-	-	-	-	-	-	-	40	40	40	40
Turkmenistan	-	23	-	-	-	-	-	-	2	2	2	25
Uzbekistan	96	301	-	-	-	-	-	-	-	44	96	345
CIS - Total	2,338	5,479	-	20	21	42	4	5	158	342	2,521	5,888
CIS - %	12.1%	9.9%	0.0%	0.2%	0.8%	0.7%	1.7%	0.9%	24.7%	15.7%	10.0%	7.8%
North Africa												
Algeria	-	-	-	-	-	-	-	-	-	-	-	-
Egypt	25	41	25	25	-	-	-	-	-	-	50	66
Ethiopia	-	-	-	-	-	-	-	-	-	-	-	-
Libya	25	25	-	-	-	3	-	-	-	5	25	33
Morocco	-	-	-	-	-	-	-	-	-	-	-	-
Nigeria	-	-	-	-	-	-	-	-	-	-	-	-
Sudan	-	-	-	-	-	-	-	-	-	-	-	-
Tunisia	-	50	-	-	-	-	-	-	-	-	-	50
North Africa - Total	50	116	25	25	-	3	-	-	-	5	75	149
North Africa - %	0.3%	0.2%	1.0%	0.2%	0.0%	0.1%	0.0%	0.0%	0.0%	0.2%	0.3%	0.2%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 3											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	22	22	-	-	-	-	2	2	-	-	24	24
Iraq	960	1,642	-	-	280	683	-	-	23	99	1,263	2,424
Jordan	227	743	-	50	67	454	-	-	-	-	294	1,247
Kuwait	95	384	-	-	49	115	-	2	27	27	172	528
Lebanon	193	385	-	-	106	440	-	-	45	199	345	1,024
Oman	25	26	-	-	-	0	-	-	-	-	25	26
Qatar	55	231	-	-	11	38	6	13	12	12	84	294
Saudi Arabia	-	-	-	-	-	-	-	-	-	-	-	-
Syria	36	115	-	-	106	182	-	-	16	16	157	313
Yemen	-	-	-	-	-	-	-	-	-	-	-	-
Middle East - Total	1,613	3,547	-	50	619	1,913	8	17	124	353	2,364	5,880
Middle East - %	8.4%	6.4%	0.0%	0.4%	24.6%	33.4%	3.3%	3.3%	19.4%	16.2%	9.4%	7.8%
Re-Export Markets												
Turkey	223	675	95	183	203	437	0	0	53	210	575	1,505
UAE	1,502	3,196	-	-	443	942	30	41	21	22	1,996	4,201
REM - Total	1,725	3,870	95	183	646	1,380	30	41	74	232	2,570	5,706
REM - %	8.9%	7.0%	3.8%	1.6%	25.7%	24.1%	13.0%	8.0%	11.5%	10.7%	10.2%	7.6%
Indian Subcontinent												
Afghanistan	15	116	-	-	-	-	-	-	175	597	190	713
Bangladesh	-	-	-	-	12	24	-	-	-	-	12	24
India	763	2,383	-	-	514	945	-	-	-	-	1,277	3,327
Nepal	-	-	-	-	-	-	-	-	-	-	-	-
Pakistan	1,218	4,004	-	-	61	102	-	-	62	501	1,340	4,607
Sri Lanka	-	-	-	-	-	-	-	-	-	-	-	-
Indian Subcontinent - Total	1,996	6,502	-	-	586	1,071	-	-	237	1,098	2,819	8,671
Indian Subcontinent - %	10.3%	11.8%	0.0%	0.0%	23.3%	18.7%	0.0%	0.0%	37.0%	50.5%	11.2%	11.5%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 3											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	4	59	-	125	0	1	-	-	-	-	4	185
Hong Kong	3,494	12,965	324	3,432	2	4	3	12	0	1	3,823	16,414
Indonesia	-	-	-	-	3	3	-	-	-	-	3	3
Japan	2	19	-	-	22	40	8	8	-	-	32	68
Korea	-	-	-	-	-	1	-	11	-	-	-	12
Macao	-	-	-	-	-	-	-	-	-	-	-	-
Malaysia	32	59	-	-	1	5	-	-	-	-	33	63
Philippines	-	-	-	-	-	-	-	-	-	-	-	-
Singapore	39	152	-	-	6	10	-	-	-	-	45	162
Taiwan	571	895	13	13	-	-	-	-	-	-	584	908
Thailand	-	12	-	-	1	2	-	-	-	1	1	15
Vietnam	4,869	14,641	1,950	7,665	-	-	-	-	-	50	6,819	22,356
Far East - Total	9,010	28,803	2,287	11,235	36	65	11	31	0	52	11,344	40,186
Far East - %	46.7%	52.3%	92.6%	96.5%	1.4%	1.1%	5.0%	6.1%	0.0%	2.4%	45.1%	53.5%
North America												
Canada	55	186	-	-	37	82	-	-	-	-	92	268
Mexico	25	50	-	-	-	-	-	-	-	-	25	50
USA	-	-	-	-	-	-	-	0	-	-	-	0
North America - Total	80	236	-	-	37	82	-	0	-	-	117	318
North America - %	0.4%	0.4%	0.0%	0.0%	1.5%	1.4%	0.0%	0.0%	0.0%	0.0%	0.5%	0.4%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 3											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	24	35	-	-	6	17	-	-	-	-	29	52
Brazil	-	18	-	-	-	-	-	-	-	10	-	28
Chile	-	-	-	-	-	-	-	-	-	-	-	-
Colombia	-	-	-	-	-	-	-	-	-	-	-	-
Dominican Republic	-	-	-	-	-	-	-	-	-	-	-	-
Ecuador	-	-	-	-	-	-	-	-	-	-	-	-
Kenya	-	-	-	-	-	-	-	-	-	-	-	-
Liberia	-	-	-	-	-	-	-	-	-	-	-	-
Mozambique	-	-	-	-	-	-	-	-	-	-	-	-
New Zealand	2	2	-	-	-	-	-	-	-	-	2	2
Nicaragua	-	-	-	-	-	-	-	-	-	-	-	-
Other_1	19	53	-	-	-	8	-	-	-	-	19	61
Other_2	-	-	-	-	-	-	-	-	-	-	-	-
Other_3	-	-	-	-	-	-	-	-	-	-	-	-
Other_4	-	-	-	-	-	-	-	-	-	-	-	-
Panama	-	-	-	-	-	-	-	-	-	-	-	-
Paraguay	-	-	-	-	-	-	-	-	-	-	-	-
Senegal	-	-	-	-	-	-	-	-	-	-	-	-
South Africa	8	8	-	-	4	4	5	5	-	-	17	17
Tanzania	-	-	-	-	-	-	-	-	-	-	-	-
Uruguay	-	-	-	-	-	-	-	-	-	-	-	-
Venezuela	-	-	-	-	-	-	-	-	-	-	-	-
Zambia	-	-	-	-	-	-	-	-	-	-	-	-
Zimbabwe	-	-	-	-	-	-	-	-	-	-	-	-
Other - Total	52	116	-	-	10	29	5	5	-	10	67	160
Other - %	0.3%	0.2%	0.0%	0.0%	0.4%	0.5%	2.2%	1.0%	0.0%	0.5%	0.3%	0.2%
Total Iranian Export	19,302	55,077	2,470	11,648	2,516	5,721	230	510	640	2,176	25,158	75,132

Compiled by: IPA based on IRI Customs Administration raw data