

YTD Inventory / Shipment Report In-Shell Basis Crop: 2017	
5th Marketing Month	YTD
Carry in from previous year	3,000
Total Production	225,000
Gross Inventory	228,000
Domestic Consumption	30,000
Export Shipments	99,000
Adjustment/losses, Export	12,000
Total Consumption	141,000
Ending Inventory	87,000
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: 5		
Crop	Monthly	YTD
2017	10,120	98,535
2016	9,500	86,150
2015	11,549	86,595
2014	14,798	122,163

Monthly Market Prices FCA Hamburg Iranian Dried In-Shell 28/30 Fandoghi Pistachios		
Marketing Month: 5		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: 5		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: 5		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: 5

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	795	31,619	438	12,072	32	162	12	53	-	57	1,277	43,963
EU15	1,947	9,649	24	135	326	1,859	154	752	-	46	2,450	12,441
Indian Subcontinent	589	8,622	-	-	339	1,927	-	-	122	1,388	1,050	11,937
Re-Export Markets	1,341	6,447	146	400	341	2,169	8	56	-	257	1,835	9,330
Middle East	914	5,811	-	50	371	2,901	7	32	0	367	1,292	9,162
CIS	1,403	8,235	-	20	178	270	20	25	-	502	1,601	9,052
Other Europe	267	1,249	-	61	20	97	-	1	1	50	288	1,458
North America	161	490	-	-	46	154	-	0	-	-	207	644
Other	40	182	-	-	56	118	1	6	-	10	96	316
North Africa	23	179	-	25	-	23	-	-	-	5	23	232
Total	7,479	72,483	608	12,763	1,709	9,681	201	925	123	2,683	10,120	98,535

Compiled by: IPA based on IRI Customs Administration raw data

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 5											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	-	106	-	-	12	57	-	-	-	-	12	163
Denmark	-	-	-	-	-	-	-	-	-	-	-	-
Finland	-	-	-	-	-	-	-	-	-	-	-	-
France	-	10	-	-	21	53	-	51	-	-	21	114
Germany	1,272	6,279	-	24	161	912	143	672	-	44	1,576	7,931
Greece	89	651	-	-	5	17	-	-	-	-	94	668
Ireland	-	-	-	-	-	-	-	-	-	-	-	-
Italy	178	849	24	111	111	756	10	17	-	-	323	1,733
Luxembourg	-	-	-	-	-	-	-	-	-	-	-	-
Netherland	-	350	-	-	15	35	-	1	-	-	15	385
Portugal	-	-	-	-	-	-	-	-	-	-	-	-
Spain	409	1,403	-	-	-	29	-	12	-	-	409	1,444
Sweden	-	-	-	-	-	-	-	-	-	-	-	-
UK	-	0	-	-	-	1	-	-	-	2	-	3
EEC	-	-	-	-	-	-	-	-	-	-	-	-
EU15 - Total	1,947	9,649	24	135	326	1,859	154	752	-	46	2,450	12,441
EU15 - %	26.0%	13.3%	4.0%	1.1%	19.1%	19.2%	76.3%	81.3%	0.0%	1.7%	24.2%	12.6%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 5											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
Belarus	-	31	-	-	-	-	-	-	-	10	-	41
Bosnia	-	12	-	-	-	-	-	-	-	-	-	12
Bulgaria	-	-	-	-	-	-	-	-	-	-	-	-
Croatia	-	-	-	-	-	-	-	-	-	-	-	-
Cyprus	-	-	-	-	-	-	-	-	-	-	-	-
Czech Republic	0	0	-	-	-	-	-	-	-	-	0	0
Estonia	-	-	-	-	-	-	-	-	-	-	-	-
Hungary	-	-	-	-	-	-	-	-	-	-	-	-
Iceland	-	-	-	-	-	-	-	-	-	-	-	-
Kosovo	-	-	-	-	-	-	-	-	-	-	-	-
Latvia	-	21	-	-	-	-	-	-	-	-	-	21
Lithuania	25	233	-	13	-	-	-	-	-	-	25	246
Macedonia	8	25	-	-	-	-	-	-	-	-	8	25
Malta	-	-	-	-	-	-	-	-	-	-	-	-
Moldova	-	-	-	-	-	0	-	-	-	-	-	0
Montenegro	-	-	-	-	-	-	-	-	-	-	-	-
Norway	-	-	-	-	-	-	-	-	-	-	-	-
Poland	45	312	-	-	-	-	-	-	-	3	45	315
Romania	21	45	-	-	-	2	-	-	-	-	21	46
Serbia	-	33	-	-	-	-	-	-	-	-	-	33
Slovakia	137	357	-	48	17	85	-	-	-	-	154	490
Slovenia	-	-	-	-	-	-	-	-	-	-	-	-
Switzerland	0	2	-	-	3	7	-	1	1	1	4	12
Ukraine	31	164	-	-	-	3	-	-	-	36	31	203
Other Europe - Total	267	1,249	-	61	20	97	-	1	1	50	288	1,458
Other Europe - %	3.6%	1.7%	0.0%	0.5%	1.2%	1.0%	0.0%	0.1%	0.9%	1.9%	2.8%	1.5%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 5											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	608	-	-	-	2	-	-	-	22	66	632
Azerbaijan	2	158	-	-	164	222	20	20	-	39	186	439
Georgia	-	-	-	-	-	-	-	-	-	-	-	-
Kazakhstan	647	3,800	-	20	6	29	-	-	-	252	653	4,101
Kyrgyzstan	16	593	-	-	-	1	-	-	-	103	16	697
Russia	626	2,628	-	-	8	17	-	5	-	-	634	2,650
Tajikistan	-	-	-	-	-	-	-	-	-	40	-	40
Turkmenistan	-	28	-	-	-	-	-	-	-	2	-	30
Uzbekistan	46	419	-	-	-	-	-	-	-	44	46	463
CIS - Total	1,403	8,235	-	20	178	270	20	25	-	502	1,601	9,052
CIS - %	18.8%	11.4%	0.0%	0.2%	10.4%	2.8%	9.9%	2.7%	0.0%	18.7%	15.8%	9.2%
North Africa												
Algeria	-	-	-	-	-	-	-	-	-	-	-	-
Egypt	23	64	-	25	-	-	-	-	-	-	23	89
Ethiopia	-	-	-	-	-	-	-	-	-	-	-	-
Libya	-	65	-	-	-	13	-	-	-	5	-	83
Morocco	-	-	-	-	-	-	-	-	-	-	-	-
Nigeria	-	-	-	-	-	-	-	-	-	-	-	-
Sudan	-	-	-	-	-	-	-	-	-	-	-	-
Tunisia	-	50	-	-	-	10	-	-	-	-	-	60
North Africa - Total	23	179	-	25	-	23	-	-	-	5	23	232
North Africa - %	0.3%	0.2%	0.0%	0.2%	0.0%	0.2%	0.0%	0.0%	0.0%	0.2%	0.2%	0.2%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 5											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	-	34	-	-	-	-	0	2	-	-	0	36
Iraq	476	2,650	-	-	115	1,118	-	-	-	113	592	3,881
Jordan	24	844	-	50	-	574	-	-	-	-	24	1,468
Kuwait	197	805	-	-	25	196	-	7	-	27	222	1,036
Lebanon	176	898	-	-	136	685	-	-	-	199	312	1,782
Oman	-	26	-	-	-	0	0	0	-	-	0	26
Qatar	16	313	-	-	0	39	6	23	0	12	22	387
Saudi Arabia	-	-	-	-	-	-	-	-	-	-	-	-
Syria	25	241	-	-	95	289	-	-	-	16	120	546
Yemen	-	-	-	-	-	-	-	-	-	-	-	-
Middle East - Total	914	5,811	-	50	371	2,901	7	32	0	367	1,292	9,162
Middle East - %	12.2%	8.0%	0.0%	0.4%	21.7%	30.0%	3.4%	3.5%	0.3%	13.7%	12.8%	9.3%
Re-Export Markets												
Turkey	543	1,578	146	400	161	776	1	1	-	235	851	2,990
UAE	798	4,869	-	-	180	1,393	6	55	-	22	984	6,339
REM - Total	1,341	6,447	146	400	341	2,169	8	56	-	257	1,835	9,330
REM - %	17.9%	8.9%	24.0%	3.1%	19.9%	22.4%	3.8%	6.1%	0.0%	9.6%	18.1%	9.5%
Indian Subcontinent												
Afghanistan	5	233	-	-	-	16	-	-	98	749	102	998
Bangladesh	-	-	-	-	12	72	-	-	-	-	12	72
India	389	3,474	-	-	294	1,643	-	-	-	-	683	5,117
Nepal	-	-	-	-	-	-	-	-	-	-	-	-
Pakistan	195	4,915	-	-	33	196	-	-	24	638	252	5,750
Sri Lanka	-	-	-	-	-	-	-	-	-	-	-	-
Indian Subcontinent - Total	589	8,622	-	-	339	1,927	-	-	122	1,388	1,050	11,937
Indian Subcontinent - %	7.9%	11.9%	0.0%	0.0%	19.9%	19.9%	0.0%	0.0%	98.8%	51.7%	10.4%	12.1%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 5											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	61	-	125	-	1	1	1	-	4	2	193
Hong Kong	475	14,040	275	3,882	1	20	8	21	-	1	759	17,964
Indonesia	-	3	-	-	-	3	-	-	-	-	-	6
Japan	25	51	-	-	29	101	2	17	-	-	56	168
Korea	-	-	-	-	2	3	-	11	-	-	2	14
Macao	-	-	-	-	-	-	-	-	-	-	-	-
Malaysia	-	85	-	-	-	5	-	-	-	-	-	90
Philippines	-	-	-	-	-	-	-	-	-	-	-	-
Singapore	10	201	-	-	-	28	-	-	-	-	10	229
Taiwan	71	1,302	-	13	-	0	1	3	-	-	72	1,317
Thailand	-	26	-	-	1	2	-	-	-	1	1	29
Vietnam	213	15,851	163	8,052	-	-	-	-	-	51	375	23,954
Far East - Total	795	31,619	438	12,072	32	162	12	53	-	57	1,277	43,963
Far East - %	10.6%	43.6%	72.0%	94.6%	1.9%	1.7%	6.1%	5.7%	0.0%	2.1%	12.6%	44.6%
North America												
Canada	136	390	-	-	46	154	-	-	-	-	182	543
Mexico	25	100	-	-	-	-	-	-	-	-	25	100
USA	-	-	-	-	-	-	-	0	-	-	-	0
North America - Total	161	490	-	-	46	154	-	0	-	-	207	644
North America - %	2.2%	0.7%	0.0%	0.0%	2.7%	1.6%	0.0%	0.0%	0.0%	0.0%	2.0%	0.7%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 5											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	18	80	-	-	18	55	-	0	-	-	36	135
Brazil	18	36	-	-	-	12	-	-	-	10	18	58
Chile	-	-	-	-	-	-	-	-	-	-	-	-
Colombia	-	-	-	-	-	-	-	-	-	-	-	-
Dominican Republic	-	-	-	-	-	-	-	-	-	-	-	-
Ecuador	3	3	-	-	2	2	-	-	-	-	5	5
Kenya	-	-	-	-	-	-	-	-	-	-	-	-
Liberia	-	-	-	-	-	-	-	-	-	-	-	-
Mozambique	-	-	-	-	-	-	-	-	-	-	-	-
New Zealand	-	2	-	-	-	-	-	-	-	-	-	2
Nicaragua	-	-	-	-	-	-	-	-	-	-	-	-
Other_1	-	53	-	-	36	45	-	-	-	-	36	98
Other_2	-	-	-	-	-	-	-	-	-	-	-	-
Other_3	-	-	-	-	-	-	-	-	-	-	-	-
Other_4	-	-	-	-	-	-	-	-	-	-	-	-
Panama	-	-	-	-	-	-	-	-	-	-	-	-
Paraguay	-	-	-	-	-	-	-	-	-	-	-	-
Senegal	-	-	-	-	-	-	-	-	-	-	-	-
South Africa	-	8	-	-	-	4	1	6	-	-	1	18
Tanzania	-	-	-	-	-	-	-	-	-	-	-	-
Uruguay	-	-	-	-	-	-	-	-	-	-	-	-
Venezuela	-	-	-	-	-	-	-	-	-	-	-	-
Zambia	-	-	-	-	-	-	-	-	-	-	-	-
Zimbabwe	-	-	-	-	-	-	-	-	-	-	-	-
Other - Total	40	182	-	-	56	118	1	6	-	10	96	316
Other - %	0.5%	0.3%	0.0%	0.0%	3.3%	1.2%	0.5%	0.7%	0.0%	0.4%	1.0%	0.3%
Total Iranian Export	7,479	72,483	608	12,763	1,709	9,681	201	925	123	2,683	10,120	98,535

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