

Monthly Iranian Pistachio Report

Iranian Pistachio Figures YTD Summary in Tons	
Crop Month: 8	Crop Year: 2010
Carry In from Previous Year	8,000
Total Production	210,000
Gross Inventory	218,000
Domestic Consumption	27,500
Export Shipments	123,000
Adjustments/Losses	12,500
Total Consumption	163,000
Ending Inventory	55,000
Marketing Comments: 1- Depreciated Rial has made export prices more attractive. However, the Rial exchange rate remains volatile. 2- The price difference between open and closed shell pistachios is currently greater than the usual gap. 3- Of all the varieties of Iranian pistachios, only Kale-Ghoochi can be found in abundance. 4- Predicted large US pistachio carry-over to the next crop year will act as a price stabilizer. 5- Pistachio exports are more dispersed. This has strengthened the demand for Iranian pistachios.	
Note: Adjustments/Losses related to exported weight of kernels/green kernels.	

Source: Export Shipments based on IRI Customs Administration data. All other figures are IPA estimates.

Monthly Market Prices FCA Hamburg Iranian Dried In-Shell 28/30 Fandoghi Pistachios		
Crop Month: 8	Crop Year: 2010	
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 28/30 Fandoghi Pistachios		
Crop Month: 8	Crop Year: 2010	
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 and YTD Export Shipments Compared to Last 4 Years in Tons		
Crop Month: 8	Crop Year: 2010	
Crop Year	Monthly	YTD
2010	8,974	122,795
2009	7,744	99,554
2008	7,406	57,144
2007	13,277	166,433

Source: IRI Customs Administration

Monthly Exchange Rate		
Crop Month: 8	Crop Year: 2010	
Mean	10,491	1 USD to IRR
Min.	10,441	
Max.	10,581	
Last Year	10,207	
Note: The above rates might be slightly different from open market rates.		

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

Monthly Iranian Pistachio Report

Monthly and YTD Export Shipments - Product / Destination Breakdown in Tons												
Crop Month: 8										Crop Year: 2010		
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	1,125	40,525	266	15,707	1	85	2	43	-	1,494	1,393	57,855
Re-Export Markets	1,248	12,927	570	1,728	246	1,605	-	25	1	288	2,066	16,573
EU-15	1,566	10,267	-	250	69	802	57	1,367	-	48	1,692	12,733
CIS	1,012	11,702	20	20	20	58	2	6	146	763	1,200	12,549
Middle East	865	6,684	24	106	381	3,352	39	238	90	341	1,400	10,722
Indian Subcontinent	567	6,006	-	-	157	1,012	-	33	-	161	724	7,212
Other Europe	288	2,697	-	6	2	6	-	13	-	97	290	2,819
North Africa	38	1,022	-	-	10	170	-	13	-	-	48	1,205
North America	58	649	-	-	2	45	-	1	-	-	60	695
Other	88	355	-	-	12	75	-	-	-	1	100	431
Total	6,856	92,835	880	17,817	901	7,210	99	1,739	237	3,193	8,974	122,795

Compiled by: Arian Milan Trading Company based on IRI Customs Administration raw data

Monthly Iranian Pistachio Report

Monthly and YTD Export Shipments - Product / Country Breakdown												
Crop Month: 8										Crop Year: 2010		
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	216	1,612	-	-	32	142	-	11	-	-	248	1,766
Denmark	-	-	-	-	-	-	-	-	-	-	-	-
Finland	-	-	-	-	-	-	-	-	-	-	-	-
France	-	100	-	-	-	3	13	135	-	-	13	238
Germany	600	4,955	-	250	37	646	32	1,184	-	48	669	7,082
Greece	-	-	-	-	-	-	-	-	-	-	-	-
Ireland	-	-	-	-	-	-	-	-	-	-	-	-
Italy	46	95	-	-	-	1	-	-	-	-	46	96
Luxembourg	-	-	-	-	-	-	-	-	-	-	-	-
Netherlands	198	995	-	-	-	-	-	-	-	-	198	995
Portugal	-	-	-	-	-	-	-	-	-	-	-	-
Spain	506	2,510	-	-	-	10	13	38	-	-	519	2,558
Sweden	-	-	-	-	-	-	-	-	-	-	-	-
UK	-	0	-	-	-	-	-	-	-	-	-	0
EEC	-	-	-	-	-	-	-	-	-	-	-	-
EU15 - Total	1,566	10,267	-	250	69	802	57	1,367	-	48	1,692	12,733
EU15 - %	22.8%	11.1%	0.0%	1.4%	7.7%	11.1%	57.6%	78.6%	0.0%	1.5%	18.9%	10.4%

Monthly Iranian Pistachio Report

Monthly and YTD Export Shipments - Product / Country Breakdown												
Crop Month: 8										Crop Year: 2010		
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	-	42	-	-	-	-	-	-	-	-	-	42
Bosnia	-	11	-	-	-	-	-	-	-	-	-	11
Bulgaria	-	-	-	-	-	-	-	-	-	-	-	-
Croatia	-	38	-	-	-	-	-	-	-	-	-	38
Cyprus	-	21	-	-	-	-	-	-	-	-	-	21
Czech Republic	-	-	-	-	-	-	-	-	-	-	-	-
Estonia	-	-	-	-	-	-	-	-	-	-	-	-
Hungry	-	-	-	-	-	-	-	-	-	-	-	-
Iceland	-	-	-	-	-	-	-	-	-	-	-	-
Kosovo	-	-	-	-	-	-	-	-	-	-	-	-
Latvia	-	-	-	-	-	-	-	-	-	-	-	-
Lithuania	69	255	-	-	-	-	-	-	-	24	69	279
Macedonia	-	32	-	-	-	-	-	-	-	50	-	82
Malta	-	-	-	-	-	-	-	-	-	-	-	-
Moldova	-	-	-	-	-	-	-	-	-	-	-	-
Montenegro	-	15	-	5	-	-	-	-	-	-	-	20
Norway	-	4	-	-	-	-	-	-	-	-	-	4

Monthly Iranian Pistachio Report

Monthly and YTD Export Shipments - Product / Country Breakdown												
Crop Month: 8										Crop Year: 2010		
Country	Open In-Shell		Closed Shell		Kernel		GPPK & Split K.		Others		Total	
	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD
Poland	-	87	-	-	-	-	-	1	-	-	-	88
Romania	22	260	-	-	-	-	-	-	-	23	22	283
Serbia	-	-	-	-	-	-	-	-	-	-	-	-
Slovakia	20	642	-	-	2	6	-	11	-	-	22	659
Slovenia	7	7	-	-	-	-	-	-	-	-	7	7
Switzerland	0	3	-	1	0	0	-	1	-	-	1	5
Ukraine	170	1,281	-	-	-	-	-	-	-	-	170	1,281
Yugoslavia	-	-	-	-	-	-	-	-	-	-	-	-
Other Europe - Total	288	2,697	-	6	2	6	-	13	-	97	290	2,819
Other Europe - %	4.2%	2.9%	0.0%	0.0%	0.3%	0.1%	0.0%	0.7%	0.0%	3.0%	3.2%	2.3%
CIS												
Armenia	4	48	-	-	-	-	-	-	-	-	4	48
Azerbaijan	10	160	-	-	-	-	-	-	-	-	10	160
Georgia	-	-	-	-	-	-	-	-	-	-	-	-
Kazakhstan	115	543	-	-	-	-	-	-	-	-	115	543
Kyrgyzstan	23	290	-	-	-	-	-	-	-	-	23	290
Russia	836	9,496	20	20	20	58	2	6	146	758	1,023	10,337
Tajikistan	25	952	-	-	-	-	-	-	-	-	25	952
Turkmenistan	-	198	-	-	-	-	-	-	-	5	-	203

Monthly Iranian Pistachio Report

Monthly and YTD Export Shipments - Product / Country Breakdown												
Crop Month: 8										Crop Year: 2010		
Country	Open In-Shell		Closed Shell		Kernel		GPPK & Split K.		Others		Total	
	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD
Uzbekistan	-	16	-	-	-	-	-	-	-	-	-	16
CIS - Total	1,012	11,702	20	20	20	58	2	6	146	763	1,200	12,549
CIS - %	14.8%	12.6%	2.3%	0.1%	2.2%	0.8%	1.5%	0.3%	61.4%	23.9%	13.4%	10.2%
North Africa												
Algeria	-	25	-	-	-	-	-	-	-	-	-	25
Egypt	13	698	-	-	10	146	-	13	-	-	23	857
Ethiopia	-	-	-	-	-	-	-	-	-	-	-	-
Libya	-	-	-	-	-	10	-	-	-	-	-	10
Morocco	-	-	-	-	-	-	-	-	-	-	-	-
Nigeria	-	-	-	-	-	0	-	-	-	-	-	0
Sudan	-	-	-	-	-	-	-	-	-	-	-	-
Tunisia	25	299	-	-	-	14	-	-	-	-	25	313
North Africa - Total	38	1,022	-	-	10	170	-	13	-	-	48	1,205
North Africa - %	0.6%	1.1%	0.0%	0.0%	1.1%	2.4%	0.0%	0.7%	0.0%	0.0%	0.5%	1.0%
Middle East												
Bahrain	22	74	-	-	2	3	-	2	-	-	24	79
Iraq	318	3,628	24	28	62	591	-	30	50	237	455	4,514
Jordan	-	66	-	-	-	6	-	-	-	-	-	72

Monthly Iranian Pistachio Report

Monthly and YTD Export Shipments - Product / Country Breakdown												
Crop Month: 8										Crop Year: 2010		
Country	Open In-Shell		Closed Shell		Kernel		GPPK & Split K.		Others		Total	
	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD
Kuwait	179	644	-	-	13	51	-	-	-	-	192	694
Lebanon	47	1,019	-	-	65	643	11	79	17	57	140	1,798
Oman	-	-	-	-	-	-	-	-	-	-	-	-
Qatar	19	81	-	-	-	14	4	11	-	-	23	106
Saudi Arabia	177	372	-	-	18	33	-	-	-	-	195	405
Syria	103	801	-	78	222	2,012	24	117	23	47	372	3,055
Yemen	-	-	-	-	-	-	-	-	-	-	-	-
Middle East - Total	865	6,684	24	106	381	3,352	39	238	90	341	1,400	10,722
Middle East - %	12.6%	7.2%	2.7%	0.6%	42.3%	46.5%	39.1%	13.7%	38.0%	10.7%	15.6%	8.7%
Re-Export Markets												
Turkey	111	1,589	570	1,679	-	50	-	13	-	222	681	3,553
UAE	1,137	11,338	-	49	246	1,555	-	13	1	66	1,385	13,020
REM - Total	1,248	12,927	570	1,728	246	1,605	-	25	1	288	2,066	16,573
REM - %	18.2%	13.9%	64.8%	9.7%	27.3%	22.3%	0.0%	1.4%	0.5%	9.0%	23.0%	13.5%
Indian Subcontinent												
Afghanistan	224	648	-	-	-	16	-	-	-	9	224	673
Bangladesh	-	-	-	-	-	-	-	-	-	-	-	-
India	135	1,979	-	-	110	606	-	33	-	106	245	2,724

Monthly Iranian Pistachio Report

Monthly and YTD Export Shipments - Product / Country Breakdown												
Crop Month: 8											Crop Year: 2010	
Country	Open In-Shell		Closed Shell		Kernel		GPPK & Split K.		Others		Total	
	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD
Nepal	-	-	-	-	-	-	-	-	-	-	-	-
Pakistan	209	3,379	-	-	47	390	-	-	-	46	256	3,815
Sri Lanka	-	-	-	-	-	-	-	-	-	-	-	-
Indian Subcontinent - Total	567	6,006	-	-	157	1,012	-	33	-	161	724	7,212
Indian Subcontinent - %	8.3%	6.5%	0.0%	0.0%	17.4%	14.0%	0.0%	1.9%	0.0%	5.0%	8.1%	5.9%
Far East												
China	10	813	-	374	-	1	-	4	-	50	10	1,242
Hong Kong	579	34,518	241	14,164	-	3	-	14	-	1,444	819	50,143
Indonesia	-	-	-	-	-	-	-	-	-	-	-	-
Japan	25	120	-	10	0	49	2	25	-	-	27	204
Korea	-	-	-	-	-	10	-	-	-	-	-	10
Macao	-	-	-	-	-	-	-	-	-	-	-	-
Malaysia	1	79	-	-	-	-	-	-	-	-	1	79
Philippines	-	-	-	-	-	-	-	-	-	-	-	-
Singapore	25	109	-	-	-	16	-	-	-	-	25	126
Taiwan	211	1,828	-	66	1	2	0	0	-	-	212	1,896
Thailand	-	175	-	23	-	5	-	-	-	-	-	202
Vietnam	275	2,883	25	1,071	-	-	-	-	-	-	300	3,953
Far East - Total	1,125	40,525	266	15,707	1	85	2	43	-	1,494	1,393	57,855

Monthly Iranian Pistachio Report

Monthly and YTD Export Shipments - Product / Country Breakdown												
Crop Month: 8										Crop Year: 2010		
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 - %	16.4%	43.7%	30.2%	88.2%	0.1%	1.2%	1.7%	2.5%	0.0%	46.8%	15.5%	47.1%
North America												
Canada	34	409	-	-	2	45	-	1	-	-	36	455
Mexico	24	240	-	-	-	-	-	-	-	-	24	240
USA	-	-	-	-	-	-	-	-	-	-	-	-
North America - Total	58	649	-	-	2	45	-	1	-	-	60	695
North America - %	0.8%	0.7%	0.0%	0.0%	0.2%	0.6%	0.0%	0.1%	0.0%	0.0%	0.7%	0.6%
Other												
Argentina	-	-	-	-	-	-	-	-	-	-	-	-
Australia	82	263	-	-	-	61	-	-	-	1	82	325
Brazil	-	-	-	-	12	12	-	-	-	-	12	12
Chile	-	25	-	-	-	-	-	-	-	-	-	25
Colombia	-	-	-	-	-	-	-	-	-	-	-	-
Dominican Republic	-	-	-	-	-	-	-	-	-	-	-	-
Ecuador	-	-	-	-	-	-	-	-	-	-	-	-
Kenya	-	-	-	-	-	-	-	-	-	-	-	-
Liberia	-	-	-	-	-	-	-	-	-	-	-	-
Mozambique	-	-	-	-	-	-	-	-	-	-	-	-

Monthly Iranian Pistachio Report

Monthly and YTD Export Shipments - Product / Country Breakdown												
Crop Month: 8										Crop Year: 2010		
Country	Open In-Shell		Closed Shell		Kernel		GPPK & Split K.		Others		Total	
	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD
New Zealand	-	-	-	-	-	-	-	-	-	-	-	-
Nicaragua	-	-	-	-	-	-	-	-	-	-	-	-
Other_1	-	-	-	-	-	-	-	-	-	-	-	-
Other_2	-	-	-	-	-	-	-	-	-	-	-	-
Other_3	-	-	-	-	-	-	-	-	-	-	-	-
Other_4	-	-	-	-	-	-	-	-	-	-	-	-
Panama	-	-	-	-	-	-	-	-	-	-	-	-
Paraguay	-	-	-	-	-	-	-	-	-	-	-	-
Senegal	-	-	-	-	-	-	-	-	-	-	-	-
South Africa	7	58	-	-	-	-	-	-	-	-	7	58
Tanzania	-	-	-	-	-	-	-	-	-	-	-	-
Uruguay	-	-	-	-	-	-	-	-	-	-	-	-
Venezuela	-	10	-	-	-	2	-	-	-	-	-	12
Zambia	-	-	-	-	-	-	-	-	-	-	-	-
Zimbabwe	-	-	-	-	-	-	-	-	-	-	-	-
Other - Total	88	355	-	-	12	75	-	-	-	1	100	431
Other - %	1.3%	0.4%	0.0%	0.0%	1.3%	1.0%	0.0%	0.0%	0.0%	0.0%	1.1%	0.4%
Total Iranian Export	6,856	92,835	880	17,817	901	7,210	99	1,739	237	3,193	8,974	122,795

Compiled by: Arian Milan Trading Company based on IRI Customs Administration raw data