#### **YTD Inventory / Shipment Report** in Tons Crop Month: 4 Crop Year: 2011 Carry In from Previous Year 8,000 **Total Production** 160,000 Gross Inventory 168,000 **Domestic Consumption** 13,000 **Export Shipments** 62,000 Adjustments/Losses 6,500 **Total Consumption** 81,500 **Ending Inventory** 86,500

#### **Marketing Comments:**

1. After several years of over valued Rial which was to the detriment of pistachio growers the current correction in currency in favor of partial devaluation of the Rial has meant substantial increase in local pistachio Rial prices. This correction was too late to percolate to smaller growers who had already sold their harvest in the beginning of the season. But the substantial gain made by medium and bigger growers who still hold stock would mean more money to spend on their orchards. This should benefit next seasons crop. 2. Local demand is lower due to higher local Rial prices. Domestic sales are falling but the amount saved here would not be appreciable compared to total world trade. So, it is expected that international prices will not be effected by the depreciating Rial. 3. This year demand in the Middle East, Europe and Russia which generally buy better quality goods has not fallen in spite of the general fall in Iranian exports due to smaller harvest. 4. Currently and in spite of devalued Rial, for comparable size-count

Note: Adjustments/Losses related to exported weight of kernels/green kernels.

to Californian pistachios, Iranian exporters would have to sell EU acceptable goods higher than US product to cover their costs.

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

Monthly and YTD Export Shipments Compared to Last 4 Years in Tons												
Crop Month: 4 Crop Year: 2011												
Crop Year	Monthly	YTD										
2011	13,090	61,849										
2010	9,318	91,294										
2009	13,435	68,901										
2008	4,995	29,739										

Source: IRI Customs Administration

### Monthly Market Prices FCA Hamburg Iranian Dried In-Shell 28/30 Fandoghi Pistachios

Mean
Min.
Max.
Last Year

Crop Year: 2011

USD
per
Ton

Note: The above prices are related to EUcleared quality pistachios.

Source: OMNITRADE / EUROFOOD GmbH

# Monthly Market Prices FCA Tehran Iranian Dried In-Shell 30/32 Fandoghi Pistachios

Mean
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											
Crop Month: 4 Crop Year: 2											
Mean	11,199										
Min.	11,055		1 USD to								
Max.	11,298		IRR								
Last Year	10,369										
	_		_								

Note:The above rates might be significantly less than open market rates.

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

Iran Pistachio Association Monthly Report

Crop Month: 4 Crop Year: 2011

Product	Open I	n-Shell	Closed	d Shell	Ker	nel	GPPK &	GPPK & Split K.		Others		tal
Destination	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD
Far East	2,483	20,357	948	4,024	1	6	4	29	1,246	1,246	4,682	25,663
Re-Export Markets	1,738	7,473	121	164	317	824	24	25	305	347	2,505	8,833
CIS	1,069	7,971	-	24	-	46	2	3	179	379	1,250	8,423
EU-15	1,698	5,897	-	-	74	412	166	591	24	24	1,961	6,923
Middle East	837	4,181	-	194	400	1,787	0	45	236	607	1,473	6,813
Indian Subcontinent	345	2,233	9	33	256	823	-	22	114	141	723	3,252
North Africa	83	548	-	13	77	215	-	-	-	-	159	776
Other Europe	143	581	-	-	-	3	-	-	89	95	232	679
North America	5	240	-	-	35	87	1	1	47	47	88	<i>375</i>
Other	15	85	-	-	2	26	-	-	-	-	17	112
Total	8,416	49,566	1,078	4,452	1,160	4,230	197	717	2,238	2,885	13,090	61,849

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

Iran Pistachio Association Monthly Report

Crop Year: 2011

Product	Open I	n-Shell	Closed	Shell	Ker	nel	GPPK &	Split K.	Oth	ers	To	tal
Country	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD
EU15												
Austria	-	-	-	-	-	-	-	-	-	-	-	-
Belgium	216	552	-	-	22	56	-	-	24	24	262	632
Denmark	-	-	-	-	-	-	-	-	-	-	-	-
Finland	-	-	-	-	-	-	-	-	-	-	-	-
France	74	149	-	-	-	1	45	103	-	-	119	252
Germany	1,210	4,255	-	-	52	355	108	476	-	-	1,370	5,085
Greece	-	-	-	-	-	-	-	-	-	-	-	-
Ireland	-	-	-	-	-	-	-	-	-	-	-	-
Italy	-	88	-	-	-	-	-	-	-	-	-	88
Luxembourg	-	-	-	-	-	-	-	-	-	-	-	-
Netherland	150	516	-	-	-	-	-	-	-	-	150	516
Portugal	-	-	-	-	-	-	-	-	-	-	-	-
Spain	48	337	-	-	-	-	13	13	-	-	61	350
Sweden	-	0	-	-	-	-	-	-	-	-	-	0
UK	-	-	-	-	-	-	-	-	-	-	-	-
EEC	-	-	-	-	-	-	-	-	-	-	-	-
EU15 - Total	1,698	5,897	-	-	74	412	166	591	24	24	1,961	6,923
EU15 - %	20.2%	11.9%	0.0%	0.0%	6.4%	9.7%	83.9%	82.4%	1.1%	0.8%	15.0%	11.2%
Other Europe												
Albania	-	51	-	-	-	-	-	-	-	-	-	51

Crop Year: 2011

Product	Open I	n-Shell	Closed	Closed Shell		nel	GPPK &	Split K.	Oth	ers	Tot	tal
Country	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD
Belarus	-	-	-	-	-	-	-	-	-	-	-	-
Bosnia	-	5	-	-	-	-	-	-	-	5	-	10
Bulgaria	-	-	-	-	-	-	-	-	-	-	-	-
Croatia	-	-	-	-	-	-	-	-	-	-	-	-
Cyprus	-	-	-	-	-	-	-	-	-	-	-	-
Czech Republic	-	-	-	-	-	-	-	-	-	-	-	-
Estonia	-	-	-	-	-	-	-	-	-	-	-	-
Hungry	-	-	-	-	-	-	-	-	-	-	-	-
Iceland	-	-	-	-	-	-	-	-	-	-	-	-
Kosovo	-	-	-	-	-	-	-	-	-	-	-	-
Latvia	-	-	-	-	-	-	-	-	-	-	-	-
Lithuania	24	138	-	-	-	-	-	-	47	47	71	185
Macedonia	-	32	-	-	-	-	-	-	-	-	-	32
Malta	-	-	-	-	-	-	-	-	-	-	-	-
Moldova	-	-	-	-	-	-	-	-	-	-	-	-
Montenegro	20	20	-	-	-	-	-	-	-	-	20	20
Norway	-	-	-	-	-	-	-	-	-	-	-	-
Poland	-	-	-	-	-	-	-	-	-	-	-	-
Romania	44	131	-	-	-	1	-	-	-	-	44	132
Serbia	-	-	-	-	-	-	-	-	-	-	-	-
Slovakia	-	20	-	-	-	2	-	-	-	-	-	22
Slovenia	-	-	-	-	-	-	-	-	-	-	-	-
Switzerland	-	3	-	-	-	-	-	-	-	2	-	5

Crop Year: 2011

Product	Open I	n-Shell	Closed	l Shell	Ker	nel	GPPK & Split K.		Others		Total	
Country	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD
Ukraine	55	180	-	-	-	-	-	-	42	42	97	222
Yugoslavia	-	-	-	-	-	-	-	-	-	-	-	-
Other Europe - Total	143	581	-	-	-	3	-	-	89	95	232	679
Other Europe - %	1.7%	1.2%	0.0%	0.0%	0.0%	0.1%	0.0%	0.0%	4.0%	3.3%	1.8%	1.1%
CIS												
Armenia	6	25	-	-	-	-	-	-	-	-	6	25
Azerbaijan	28	114	-	-	-	-	-	-	-	-	28	114
Georgia	2	2	-	0	-	-	-	-	-	-	2	2
Kazakhstan	30	437	-	-	-	-	-	-	-	-	30	437
Kyrgyzstan	39	355	-	-	-	-	-	-	-	50	39	404
Russia	834	6,014	-	24	-	46	2	3	179	324	1,015	6,411
Tajikistan	50	643	-	-	-	-	-	-	-	5	50	648
Turkmenistan	49	169	-	-	-	-	-	-	-	-	49	169
Uzbekistan	30	213	-	-	-	-	-	-	-	-	30	213
CIS - Total	1,069	7,971	-	24	-	46	2	3	179	379	1,250	8,423
CIS - %	12.7%	16.1%	0.0%	0.5%	0.0%	1.1%	0.9%	0.4%	8.0%	13.1%	9.5%	13.6%
North Africa												
Algeria	-	50	-	-	-	-	-	-	-	-	-	50
Egypt	83	424	-	13	41	144	-	-	-	-	124	581
Ethiopia	-	-	-	-	-	-	-	-	-	-	-	-
Libya	-	25	-	-	11	22	-	-	-	-	11	47

Crop Year: 2011

Product	Open I	n-Shell	Closed	Shell	Ker	nel	GPPK &	Split K.	Oth	ers	To	tal
Country	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD
Morocco	-	-	-	-	-	-	-	-	-	-	-	-
Nigeria	-	-	-	-	-	-	-	-	-	-	-	-
Sudan	-	-	-	-	-	-	-	-	-	-	-	-
Tunisia	-	49	-	-	25	49	-	-	-	-	25	98
North Africa - Total	83	548	-	13	77	215	-	-	-	-	159	776
North Africa - %	1.0%	1.1%	0.0%	0.3%	6.6%	5.1%	0.0%	0.0%	0.0%	0.0%	1.2%	1.3%
Middle East												
Bahrain	13	26	-	-	-	-	-	1	-	-	13	27
Iraq	403	2,467	-	25	145	408	-	22	164	326	712	3,248
Jordan	-	44	-	-	-	-	-	-	13	13	13	57
Kuwait	30	120	-	-	38	50	-	1	-	-	67	171
Lebanon	269	816	-	-	135	523	-	14	20	20	424	1,373
Oman	-	-	-	-	-	-	-	-	-	-	-	-
Qatar	17	43	-	2	2	13	0	5	-	-	19	62
Saudi Arabia	106	304	-	-	37	110	-	2	40	40	183	455
Syria	-	360	-	167	44	685	-	-	-	209	44	1,420
Yemen	-	-	-	-	-	-	-	-	-	-	-	-
Middle East - Total	837	4,181	-	194	400	1,787	0	45	236	607	1,473	6,813
Middle East - %	9.9%	8.4%	0.0%	4.3%	34.5%	42.3%	0.2%	6.3%	10.5%	21.0%	11.3%	11.0%
Re-Export Markets												
Turkey	256	1,051	-	43	82	215	-	-	47	67	385	1,376

Crop Year: 2011

Product	Open li	n-Shell	Closed	Shell	Ker	nel	GPPK &	Split K.	Oth	ers	Tot	tal
Country	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD
UAE	1,482	6,422	121	121	235	610	24	25	258	280	2,120	7,457
REM - Total	1,738	7,473	121	164	317	824	24	25	305	347	2,505	8,833
REM - %	20.7%	15.1%	11.2%	3.7%	27.3%	19.5%	12.4%	3.4%	13.6%	12.0%	19.1%	14.3%
Indian Subcontinent												
Afghanistan	28	296	-	-	-	-	-	-	-	-	28	296
Bangladesh	-	-	-	-	-	-	-	-	-	-	-	-
India	31	388	-	-	146	566	-	22	35	35	212	1,012
Nepal	-	-	-	-	-	-	-	-	-	-	-	-
Pakistan	285	1,548	9	33	110	257	-	-	79	106	483	1,944
Sri Lanka	-	-	-	-	-	-	-	-	-	-	-	-
Indian Subcontinent - Total	345	2,233	9	33	256	823	-	22	114	141	723	3,252
Indian Subcontinent - %	4.1%	4.5%	0.8%	0.7%	22.0%	19.5%	0.0%	3.1%	5.1%	4.9%	5.5%	5.3%
Far East												
China	150	223	75	<i>75</i>	-	-	2	4	50	50	277	352
Hong Kong	1,328	16,364	421	2,975	-	-	-	2	1,075	1,075	2,824	20,416
Indonesia	-	-	-	-	-	-	-	-	-	-	-	-
Japan	-	28	-	-	-	-	2	19	46	46	47	92
Korea	-	-	-	-	-	3	-	3	-	-	-	6
Macao	-	-	-	-	-	-	-	-	-	-	-	-
Malaysia	16	40	-	-	-	1	-	-	-	-	16	41
Philippines	-	-	-	-	-	-	-	-	-	-	-	-

Crop Year: 2011

Product	Open I	n-Shell	Closed	l Shell	Ker	nel	GPPK &	Split K.	Others		Total	
Country	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD
Singapore	-	73	-	-	-	1	-	-	-	-	-	74
Taiwan	163	767	-	-	1	1	-	2	-	-	164	769
Thailand	25	25	-	-	-	-	-	-	-	-	25	25
Vietnam	802	2,838	452	974	-	-	-	-	76	76	1,330	3,888
Far East - Total	2,483	20,357	948	4,024	1	6	4	29	1,246	1,246	4,682	25,663
Far East - %	29.5%	41.1%	87.9%	90.4%	0.1%	0.1%	1.9%	4.1%	55.7%	43.2%	35.8%	41.5%
North America												
Canada	5	167	-	-	35	87	1	1	47	47	88	302
Mexico	-	73	-	-	-	-	-	-	-	-	-	73
USA	-	-	-	-	-	-	-	-	-	-	-	-
North America - Total	5	240	-	-	35	87	1	1	47	47	88	375
North America - %	0.1%	0.5%	0.0%	0.0%	3.0%	2.1%	0.7%	0.2%	2.1%	1.6%	0.7%	0.6%
Other												
Argentina	-	-	-	-	-	-	-	-	-	-	-	-
Australia	2	56	-	-	2	14	-	-	-	-	4	70
Brazil	-	-	-	-	-	12	-	-	-	-	-	12
Chile	-	-	-	-	-	-	-	-	-	-	-	-
Colombia	-	-	-	-	-	-	-	-	-	-	-	-
Dominican Republic	-	-	-	-	-	-	-	-	-	-	-	-
Ecuador	-	-	-	-	-	-	-	-	-	-	-	-
Kenya	-	-	-	-	-	-	-	-	-	-	-	-

Crop Month: 4	0	- Chall	Classe	l Chall	l/ a m		CDDV 0	Clik IV	044			ear: 2011
Product	Open I		Closed		Kernel		GPPK & Split K.		Others		Total	
Country	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD
Liberia	-	-	-	-	-	-	-	-	-	-	-	-
Mozambique	-	-	-	-	-	-	-	-	-	-	-	-
New Zealand	-	0	-	-	-	-	-	-	-	-	-	0
Nicaragua	-	-	-	-	-	-	-	-	-	-	-	-
Other_1	-	-	-	-	-	-	-	-	-	-	-	-
Other_2	-	-	-	-	-	-	-	-	-	-	-	-
Other_3	-	-	-	-	-	-	-	-	-	-	-	-
Other_4	-	-	-	-	-	-	-	-	-	-	-	-
Panama	-	-	-	-	-	-	-	-	-	-	-	-
Paraguay	-	-	-	-	-	-	-	-	-	-	-	-
Senegal	-	-	-	-	-	-	-	-	-	-	-	-
South Africa	-	16	-	-	-	-	-	-	-	-	-	16
Tanzania	-	-	-	-	-	-	-	-	-	-	-	-
Uruguay	-	-	-	-	-	-	-	-	-	-	-	-
Venezuela	13	13	-	-	-	-	-	-	-	-	13	13
Zambia	-	-	-	-	-	-	-	-	-	-	-	-
Zimbabwe	-	-	-	-	-	-	-	-	-	-	-	-
Other - Total	15	85	-	-	2	26	-	-	-	-	17	112
Other - %	0.2%	0.2%	0.0%	0.0%	0.2%	0.6%	0.0%	0.0%	0.0%	0.0%	0.1%	0.2%
Total Iranian Export	8,416	49,566	1,078	4,452	1,160	4,230	197	717	2,238	2,885	13,090	61,849

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