

YTD Inventory / Shipment Report in Tons	
Crop Month: 10	Crop Year: 2012
Carry In from Previous Year	4,000
Total Production	200,000
Gross Inventory	204,000
Domestic Consumption	15,500
Export Shipments	113,600
Adjustments/Losses	10,300
Total Consumption	139,400
Ending Inventory	64,600
Marketing Comments:	
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: 10	Crop Year: 2012	
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		
Crop Month: 10	Crop Year: 2012	
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: 10	Crop Year: 2012	
Crop Year	Monthly	YTD
2012	3,204	113,618
2011	4,654	103,659
2010	10,088	143,177
2009	5,590	112,728

Source: IRI Customs Administration

Monthly Exchange Rate		
Crop Month: 10	Crop Year: 2012	
Mean	24,769	1 USD to IRR
Min.	24,750	
Max.	24,787	
Last Year		
Note: The above rates might be significantly less than open market rates.		

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

Monthly and YTD Export Shipments - Product / Destination Breakdown in Tons

Crop Month:10

Crop Year: 2012

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	389	39,265	-	15,011	-	53	4	52	-	46	393	54,426
Re-Export Markets	582	14,642	-	206	185	1,617	-	230	-	74	767	16,771
CIS	481	13,425	-	280	-	44	1	5	-	5	482	13,760
EU-15	122	7,142	40	419	14	349	21	1,015	-	25	197	8,949
Middle East	669	7,231	-	23	157	1,500	3	155	-	12	829	8,921
Indian Subcontinent	355	5,280	-	19	91	1,810	-	68	-	34	446	7,211
Other Europe	70	2,003	-	21	-	28	-	1	-	-	70	2,054
North Africa	-	758	-	-	-	108	-	-	-	-	-	866
North America	-	290	-	-	-	68	-	2	-	14	-	374
Other	20	200	-	-	-	78	-	1	-	6	20	286
Total	2,688	90,237	40	15,980	447	5,654	29	1,529	0	217	3,204	113,618

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

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons

Crop Month: 10

Crop Year: 2012

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	-	1,200	-	-	-	67	-	-	-	-	-	1,267
Denmark	-	-	-	-	-	-	-	-	-	-	-	-
Finland	-	-	-	-	-	-	-	-	-	-	-	-
France	2	601	-	-	2	25	11	248	-	2	14	876
Germany	75	4,976	-	96	12	243	10	729	-	23	97	6,067
Greece	-	12	40	195	-	-	-	-	-	-	40	207
Ireland	-	-	-	-	-	-	-	-	-	-	-	-
Italy	-	24	-	-	-	-	-	13	-	-	-	37
Luxembourg	-	-	-	-	-	-	-	-	-	-	-	-
Netherlands	45	248	-	128	-	-	-	-	-	-	45	376
Portugal	-	-	-	-	-	-	-	-	-	-	-	-
Spain	-	71	-	-	-	-	-	25	-	-	-	96
Sweden	0	9	-	-	-	14	-	-	-	-	0	23
UK	-	-	-	-	-	-	-	-	-	-	-	-
EEC	-	-	-	-	-	-	-	-	-	-	-	-
EU15 - Total	122	7,142	40	419	14	349	21	1,015	-	25	197	8,949
EU15 - %	4.5%	7.9%	100.0%	2.6%	3.1%	6.2%	70.9%	66.4%	0.0%	11.3%	6.1%	7.9%
Other Europe												
Albania	6	27	-	-	-	-	-	-	-	-	6	27
Belarus	-	54	-	-	-	-	-	-	-	-	-	54
Bosnia	1	11	-	-	-	0	-	-	-	-	1	11

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons

Crop Month: 10

Crop Year: 2012

Country \ Product	Open In-Shell		Closed Shell		Kernel		GPPK & Split K.		Others		Total	
	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD
Bulgaria	-	-	-	-	-	-	-	-	-	-	-	-
Croatia	-	-	-	-	-	-	-	-	-	-	-	-
Cyprus	-	-	-	-	-	-	-	-	-	-	-	-
Czech Republic	-	-	-	-	-	-	-	-	-	-	-	-
Estonia	-	-	-	-	-	-	-	-	-	-	-	-
Hungry	-	-	-	-	-	-	-	-	-	-	-	-
Iceland	-	-	-	-	-	-	-	-	-	-	-	-
Kosovo	-	1	-	-	-	-	-	-	-	-	-	1
Latvia	-	-	-	-	-	-	-	-	-	-	-	-
Lithuania	-	449	-	-	-	-	-	-	-	-	-	449
Macedonia	-	17	-	-	-	-	-	-	-	-	-	17
Malta	-	-	-	-	-	-	-	-	-	-	-	-
Moldova	-	-	-	-	-	-	-	-	-	-	-	-
Montenegro	-	5	-	-	-	-	-	-	-	-	-	5
Norway	-	-	-	-	-	-	-	-	-	-	-	-
Poland	42	62	-	-	-	-	-	-	-	-	42	62
Romania	-	42	-	-	-	-	-	1	-	-	-	43
Serbia	-	-	-	-	-	-	-	-	-	-	-	-
Slovakia	-	341	-	-	-	18	-	-	-	-	-	359
Slovenia	-	-	-	-	-	-	-	-	-	-	-	-
Switzerland	0	3	-	-	-	1	-	-	-	1	0	5
Ukraine	21	991	-	21	-	9	-	-	-	-	21	1,021
Yugoslavia	-	-	-	-	-	-	-	-	-	-	-	-
Other Europe - Total	70	2,003	-	21	-	28	-	1	-	-	70	2,054
Other Europe - %	2.6%	2.2%	0.0%	0.1%	0.0%	0.5%	0.0%	0.0%	0.0%	0.0%	2.2%	1.8%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons

Crop Month: 10

Crop Year: 2012

Country \ Product	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	-	38	-	-	-	-	-	-	-	-	-	38
Azerbaijan	13	217	-	-	-	-	-	-	-	-	13	217
Georgia	-	-	-	-	-	-	-	-	-	-	-	-
Kazakhstan	253	4,377	-	-	-	-	-	-	-	-	253	4,377
Kyrgyzstan	69	679	-	-	-	-	-	-	-	-	69	679
Russia	105	6,524	-	280	-	43	1	5	-	5	106	6,858
Tajikistan	42	750	-	-	-	-	-	-	-	-	42	750
Turkmenistan	-	228	-	-	-	1	-	-	-	-	-	229
Uzbekistan	-	613	-	-	-	-	-	-	-	-	-	613
CIS - Total	481	13,425	-	280	-	44	1	5	-	5	482	13,760
CIS - %	17.9%	14.9%	0.0%	1.8%	0.0%	0.8%	4.2%	0.4%	0.0%	2.5%	15.1%	12.1%
North Africa												
Algeria	-	-	-	-	-	-	-	-	-	-	-	-
Egypt	-	541	-	-	-	76	-	-	-	-	-	617
Ethiopia	-	-	-	-	-	-	-	-	-	-	-	-
Libya	-	68	-	-	-	10	-	-	-	-	-	78
Morocco	-	-	-	-	-	-	-	-	-	-	-	-
Nigeria	-	-	-	-	-	-	-	-	-	-	-	-
Sudan	-	-	-	-	-	-	-	-	-	-	-	-
Tunisia	-	149	-	-	-	22	-	-	-	-	-	171
North Africa - Total	-	758	-	-	-	108	-	-	-	-	-	866
North Africa - %	0.0%	0.8%	0.0%	0.0%	0.0%	1.9%	0.0%	0.0%	0.0%	0.0%	0.0%	0.8%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons

Crop Month: 10

Crop Year: 2012

Country	Open In-Shell		Closed Shell		Kernel		GPPK & Split K.		Others		Total	
	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD
<i>Middle East</i>												
Bahrain	13	117	-	-	-	2	-	4	-	-	13	123
Iraq	611	3,899	-	-	79	623	-	44	-	2	690	4,568
Jordan	-	338	-	22	-	-	-	-	-	0	-	360
Kuwait	-	406	-	-	-	167	-	10	-	-	-	583
Lebanon	-	1,587	-	-	75	620	-	67	-	6	75	2,280
Oman	-	20	-	-	-	-	-	-	-	-	-	20
Qatar	45	239	-	1	4	51	3	18	-	0	53	310
Saudi Arabia	-	576	-	-	-	5	-	13	-	4	-	598
Syria	-	48	-	-	-	31	-	-	-	-	-	79
Yemen	-	-	-	-	-	-	-	-	-	-	-	-
<i>Middle East - Total</i>	669	7,231	-	23	157	1,500	3	155	-	12	829	8,921
<i>Middle East - %</i>	24.9%	8.0%	0.0%	0.1%	35.2%	26.5%	11.1%	10.1%	0.0%	5.8%	25.9%	7.9%
<i>Re-Export Markets</i>												
Turkey	264	1,466	-	181	43	176	-	13	-	-	307	1,836
UAE	318	13,176	-	25	142	1,441	-	218	-	74	460	14,935
<i>REM - Total</i>	582	14,642	-	206	185	1,617	-	230	-	74	767	16,771
<i>REM - %</i>	21.7%	16.2%	0.0%	1.3%	41.3%	28.6%	0.0%	15.1%	0.0%	34.3%	23.9%	14.8%
<i>Indian Subcontinent</i>												
Afghanistan	270	1,357	-	13	-	-	-	1	-	-	270	1,370
Bangladesh	-	-	-	-	2	17	-	-	-	-	2	17
India	60	2,137	-	6	89	1,375	-	68	-	34	149	3,620

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons

Crop Month: 10

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Product 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	25	1,787	-	-	-	417	-	-	-	-	25	2,204
Sri Lanka	-	-	-	-	-	-	-	-	-	-	-	-
Indian Subcontinent - Total	355	5,280	-	19	91	1,810	-	68	-	34	446	7,211
Indian Subcontinent - %	13.2%	5.9%	0.0%	0.1%	20.4%	32.0%	0.0%	4.4%	0.0%	15.7%	13.9%	6.3%
Far East												
China	-	131	-	-	-	-	3	12	-	-	3	143
Hong Kong	125	35,050	-	13,195	-	1	-	2	-	2	125	48,251
Indonesia	-	-	-	-	-	-	-	-	-	-	-	-
Japan	-	75	-	-	-	35	1	29	-	32	1	171
Korea	-	-	-	-	-	-	-	7	-	5	-	12
Macao	-	-	-	-	-	-	-	-	-	-	-	-
Malaysia	1	84	-	-	-	6	-	2	-	-	1	92
Philippines	-	-	-	-	-	-	-	-	-	-	-	-
Singapore	13	209	-	-	-	6	-	-	-	-	13	215
Taiwan	-	714	-	13	-	-	-	-	-	2	-	729
Thailand	-	14	-	-	-	5	-	-	-	5	-	24
Vietnam	250	2,988	-	1,803	-	-	-	-	-	-	250	4,791
Far East - Total	389	39,265	-	15,011	-	53	4	52	-	46	393	54,426
Far East - %	14.5%	43.5%	0.0%	93.9%	0.0%	0.9%	13.8%	3.4%	0.0%	21.1%	12.3%	47.9%
North America												
Canada	-	242	-	-	-	68	-	2	-	14	-	326
Mexico	-	48	-	-	-	-	-	-	-	-	-	48

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons

Crop Month: 10

Crop Year: 2012

Product Country	Open In-Shell		Closed Shell		Kernel		GPPK & Split K.		Others		Total	
	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD
USA	-	-	-	-	-	-	-	-	-	-	-	-
North America - Total	-	290	-	-	-	68	-	2	-	14	-	374
North America - %	0.0%	0.3%	0.0%	0.0%	0.0%	1.2%	0.0%	0.1%	0.0%	6.4%	0.0%	0.3%
Other												
Argentina	-	-	-	-	-	-	-	-	-	-	-	-
Australia	20	165	-	-	-	55	-	1	-	6	20	228
Brazil	-	14	-	-	-	23	-	-	-	-	-	37
Chile	-	-	-	-	-	-	-	-	-	-	-	-
Colombia	-	-	-	-	-	-	-	-	-	-	-	-
Dominican Republic	-	-	-	-	-	-	-	-	-	-	-	-
Ecuador	-	-	-	-	-	-	-	-	-	-	-	-
Kenya	-	-	-	-	-	-	-	-	-	-	-	-
Liberia	-	7	-	-	-	-	-	-	-	-	-	7
Mozambique	-	-	-	-	-	-	-	-	-	-	-	-
New Zealand	-	1	-	-	-	-	-	-	-	-	-	1
Nicaragua	-	-	-	-	-	-	-	-	-	-	-	-
Other_1	-	-	-	-	-	-	-	-	-	-	-	-
Other_2	-	-	-	-	-	-	-	-	-	-	-	-
Other_3	-	-	-	-	-	-	-	-	-	-	-	-
Other_4	-	-	-	-	-	-	-	-	-	-	-	-
Panama	-	-	-	-	-	-	-	-	-	-	-	-
Paraguay	-	-	-	-	-	-	-	-	-	-	-	-
Senegal	-	-	-	-	-	-	-	-	-	-	-	-
South Africa	-	13	-	-	-	-	-	-	-	-	-	13

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons

Crop Month: 10

Crop Year: 2012

Country \ Product	Open In-Shell		Closed Shell		Kernel		GPPK & Split K.		Others		Total	
	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD
Tanzania	-	-	-	-	-	-	-	-	-	-	-	-
Uruguay	-	-	-	-	-	-	-	-	-	-	-	-
Venezuela	-	-	-	-	-	-	-	-	-	-	-	-
Zambia	-	-	-	-	-	-	-	-	-	-	-	-
Zimbabwe	-	-	-	-	-	-	-	-	-	-	-	-
Other - Total	20	200	-	-	-	78	-	1	-	6	20	286
Other - %	0.8%	0.2%	0.0%	0.0%	0.0%	1.4%	0.0%	0.1%	0.0%	2.9%	0.6%	0.3%
Total Iranian Export	2,688	90,237	40	15,980	447	5,654	29	1,529	0	217	3,204	113,618

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