

YTD Inventory / Shipment Report in Tons	
Crop Month: 1	Crop Year: 2013
Carry In from Previous Year	16,000
Total Production	170,000
Gross Inventory	186,000
Domestic Consumption	3,000
Adjustment/ losses, Domestic	1,500
Export Shipments	11,400
Adjustment/ losses, Export	700
Total Consumption	16,600
Ending Inventory	169,400
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: 1	Crop Year: 2013	
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: 1	Crop Year: 2013	
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: 1	Crop Year: 2013	
Crop Year	Monthly	YTD
2013	11,385	11,385
2012	27,063	27,063
2011	16,470	16,470
2010	34,148	34,148

Source: IRI Customs Administration

Monthly Exchange Rate		
Crop Month: 1	Crop Year: 2013	
Mean		1 USD to IRR
Min.		
Max.		
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: 1

Crop Year: 2013

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	4,279	4,279	2,500	2,500	1	1	6	6	-	6,786	6,786	6,786
Middle East	785	785	-	-	74	74	37	37	3	3	899	899
CIS	920	920	-	-	-	-	-	-	-	-	920	920
Re-Export Markets	1,560	1,560	-	-	83	83	69	69	2	2	1,714	1,714
EU-15	310	310	-	-	3	3	22	22	-	-	335	335
Indian Subcontinent	595	595	-	-	36	36	12	12	-	-	644	644
Other Europe	73	73	-	-	5	5	-	-	-	-	78	78
North Africa	-	-	-	-	-	-	-	-	-	-	-	-
North America	-	-	-	-	-	-	-	-	-	-	-	-
Other	-	-	-	-	10	10	-	-	-	-	10	10
Total	8,523	8,523	2,500	2,500	212	212	146	146	5	5	11,385	11,385

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: 1

Crop Year: 2013

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
EU15													
Austria		-	-	-	-	-	-	-	-	-	-	-	-
Belgium		-	-	-	-	-	-	-	-	-	-	-	-
Denmark		-	-	-	-	-	-	-	-	-	-	-	-
Finland		-	-	-	-	-	-	-	-	-	-	-	-
France		10	10	-	-	-	-	5	5	-	-	15	15
Germany		280	280	-	-	3	3	17	17	-	-	299	299
Greece		-	-	-	-	-	-	-	-	-	-	-	-
Ireland		-	-	-	-	-	-	-	-	-	-	-	-
Italy		-	-	-	-	-	-	-	-	-	-	-	-
Luxembourg		-	-	-	-	-	-	-	-	-	-	-	-
Netherlands		20	20	-	-	-	-	-	-	-	-	20	20
Portugal		-	-	-	-	-	-	-	-	-	-	-	-
Spain		-	-	-	-	-	-	-	-	-	-	-	-
Sweden		-	-	-	-	-	-	-	-	-	-	-	-
UK		-	-	-	-	-	-	-	-	-	-	-	-
EEC		-	-	-	-	-	-	-	-	-	-	-	-
EU15 - Total		310	310	0	0	3	3	22	22	-	-	335	335
EU15 - %		3.6%	3.6%	0.0%	0.0%	1.2%	1.2%	15.4%	15.4%	0.0%	0.0%	2.9%	2.9%
Other Europe													
Albania		-	-	-	-	-	-	-	-	-	-	-	-
Belarus		-	-	-	-	-	-	-	-	-	-	-	-
Bosnia		-	-	-	-	-	-	-	-	-	-	-	-

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

Crop Month: 1

Crop Year: 2013

Country	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	-	-	-	-	-	-	-	-	-	-	-	-
Latvia	-	-	-	-	-	-	-	-	-	-	-	-
Lithuania	25	25	-	-	-	-	-	-	-	-	25	25
Macedonia	-	-	-	-	-	-	-	-	-	-	-	-
Malta	-	-	-	-	-	-	-	-	-	-	-	-
Moldova	-	-	-	-	-	-	-	-	-	-	-	-
Montenegro	10	10	-	-	-	-	-	-	-	-	10	10
Norway	-	-	-	-	-	-	-	-	-	-	-	-
Poland	-	-	-	-	-	-	-	-	-	-	-	-
Romania	-	-	-	-	-	-	-	-	-	-	-	-
Serbia	-	-	-	-	-	-	-	-	-	-	-	-
Slovakia	17	17	-	-	5	5	-	-	-	-	22	22
Slovenia	-	-	-	-	-	-	-	-	-	-	-	-
Switzerland	-	-	-	-	-	-	-	-	-	-	-	-
Ukraine	21	21	-	-	-	-	-	-	-	-	21	21
Yugoslavia	-	-	-	-	-	-	-	-	-	-	-	-
Other Europe - Total	73	73	-	-	5	5	-	-	-	-	78	78
Other Europe - %	0.9%	0.9%	0.0%	0.0%	2.4%	2.4%	0.0%	0.0%	0.0%	0.0%	0.7%	0.7%

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

Crop Month: 1

Crop Year: 2013

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	1	1	-	-	-	-	-	-	-	-	1	1
Azerbaijan	10	10	-	-	-	-	-	-	-	-	10	10
Georgia	-	-	-	-	-	-	-	-	-	-	-	-
Kazakhstan	453	453	-	-	-	-	-	-	-	-	453	453
Kyrgyzstan	77	77	-	-	-	-	-	-	-	-	77	77
Russia	216	216	-	-	-	-	-	-	-	-	216	216
Tajikistan	72	72	-	-	-	-	-	-	-	-	72	72
Turkmenistan	25	25	-	-	-	-	-	-	-	-	25	25
Uzbekistan	66	66	-	-	-	-	-	-	-	-	66	66
CIS - Total	920	920	0	0	0	0	0	0	-	-	920	920
CIS - %	10.8%	10.8%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	8.1%	8.1%
North Africa												
Algeria	-	-	-	-	-	-	-	-	-	-	-	-
Egypt	-	-	-	-	-	-	-	-	-	-	-	-
Ethiopia	-	-	-	-	-	-	-	-	-	-	-	-
Libya	-	-	-	-	-	-	-	-	-	-	-	-
Morocco	-	-	-	-	-	-	-	-	-	-	-	-
Nigeria	-	-	-	-	-	-	-	-	-	-	-	-
Sudan	-	-	-	-	-	-	-	-	-	-	-	-
Tunisia	-	-	-	-	-	-	-	-	-	-	-	-
North Africa - Total	-	-	-	-	-	-	-	-	-	-	-	-
North Africa - %	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

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

Crop Month: 1

Crop Year: 2013

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												
Iraq	702	702	-	-	57	57	37	37	-	-	796	796
Jordan	-	-	-	-	-	-	-	-	-	-	-	-
Kuwait	38	38	-	-	-	-	-	-	-	-	38	38
Lebanon	24	24	-	-	11	11	-	-	-	-	35	35
Oman	-	-	-	-	-	-	-	-	-	-	-	-
Qatar	21	21	-	-	6	6	-	-	3	3	30	30
Saudi Arabia	-	-	-	-	-	-	-	-	-	-	-	-
Syria	-	-	-	-	-	-	-	-	-	-	-	-
Yemen	-	-	-	-	-	-	-	-	-	-	-	-
Middle East - Total	785	785	-	-	74	74	37	37	3	3	899	899
Middle East - %	9.2%	9.2%	0.0%	0.0%	35.1%	35.1%	25.2%	25.2%	60.1%	60.1%	7.9%	7.9%
Re-Export Markets												
Turkey	427	427	-	-	63	63	-	-	-	-	489	489
UAE	1,134	1,134	-	-	20	20	69	69	2	2	1,224	1,224
REM - Total	1,560	1,560	-	-	83	83	69	69	2	2	1,714	1,714
REM - %	18.3%	18.3%	0.0%	0.0%	39.1%	39.1%	47.2%	47.2%	39.9%	39.9%	15.1%	15.1%
Indian Subcontinent												
Afghanistan	325	325	-	-	-	-	-	-	-	-	325	325
Bangladesh	-	-	-	-	4	4	-	-	-	-	4	4
India	212	212	-	-	29	29	12	12	-	-	252	252

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

Crop Month: 1

Crop Year: 2013

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	58	58	-	-	4	4	-	-	-	-	62	62
Sri Lanka	-	-	-	-	-	-	-	-	-	-	-	-
Indian Subcontinent - Total	595	595	-	-	36	36	12	12	-	-	644	644
Indian Subcontinent - %	7.0%	7.0%	0.0%	0.0%	17.1%	17.1%	8.2%	8.2%	0.0%	0.0%	5.7%	5.7%
Far East												
China	192	192	24	24	-	-	-	-	-	-	216	216
Hong Kong	2,978	2,978	1,951	1,951	-	-	-	-	-	-	4,929	4,929
Indonesia	-	-	-	-	-	-	-	-	-	-	-	-
Japan	-	-	-	-	-	-	3	3	-	-	3	3
Korea	-	-	-	-	-	-	3	3	-	-	3	3
Macao	-	-	-	-	-	-	-	-	-	-	-	-
Malaysia	12	12	-	-	-	-	-	-	-	-	12	12
Philippines	-	-	-	-	-	-	-	-	-	-	-	-
Singapore	-	-	-	-	-	-	-	-	-	-	-	-
Taiwan	72	72	-	-	1	1	-	-	-	-	73	73
Thailand	-	-	-	-	-	-	-	-	-	-	-	-
Vietnam	1,025	1,025	525	525	-	-	-	-	-	-	1,550	1,550
Far East - Total	4,279	4,279	2,500	2,500	1	1	6	6	-	-	6,786	6,786
Far East - %	50.2%	50.2%	100.0%	100.0%	0.5%	0.5%	4.0%	4.0%	0.0%	0.0%	59.6%	59.6%
North America												
Canada	-	-	-	-	-	-	-	-	-	-	-	-
Mexico	-	-	-	-	-	-	-	-	-	-	-	-

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

Crop Month: 1

Crop Year: 2013

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	0	0	0	0	0	0	0	0	-	-	-	-
North America - %	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Other												
Argentina	-	-	-	-	-	-	-	-	-	-	-	-
Australia	-	-	-	-	10	10	-	-	-	-	10	10
Brazil	-	-	-	-	-	-	-	-	-	-	-	-
Chile	-	-	-	-	-	-	-	-	-	-	-	-
Colombia	-	-	-	-	-	-	-	-	-	-	-	-
Dominican Republic	-	-	-	-	-	-	-	-	-	-	-	-
Ecuador	-	-	-	-	-	-	-	-	-	-	-	-
Kenya	-	-	-	-	-	-	-	-	-	-	-	-
Liberia	-	-	-	-	-	-	-	-	-	-	-	-
Mozambique	-	-	-	-	-	-	-	-	-	-	-	-
New Zealand	-	-	-	-	-	-	-	-	-	-	-	-
Nicaragua	-	-	-	-	-	-	-	-	-	-	-	-
Other_1	-	-	-	-	-	-	-	-	-	-	-	-
Other_2	-	-	-	-	-	-	-	-	-	-	-	-
Other_3	-	-	-	-	-	-	-	-	-	-	-	-
Other_4	-	-	-	-	-	-	-	-	-	-	-	-
Panama	-	-	-	-	-	-	-	-	-	-	-	-
Paraguay	-	-	-	-	-	-	-	-	-	-	-	-
Senegal	-	-	-	-	-	-	-	-	-	-	-	-
South Africa	-	-	-	-	-	-	-	-	-	-	-	-

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

Crop Month: 1

Crop Year: 2013

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	0	0	0	0	10	10	0	0	-	-	10	10
Other - %	0.0%	0.0%	0.0%	0.0%	4.7%	4.7%	0.0%	0.0%	0.0%	0.0%	0.1%	0.1%
Total Iranian Export	8,523	8,523	2,500	2,500	212	212	146	146	5	5	11,385	11,385

Compiled by: IPA based on IRI Customs Administration raw data