

YTD Inventory / Shipment Report in Tons	
Crop Month: 2	Crop Year: 2013
Carry in from previous year	16,000
Total Production	170,000
Gross Inventory	186,000
Domestic Consumption	5,000
Adjustment/ losses, Domestic	2,600
Export Shipments	28,900
Adjustment/ losses, Export	1,800
Total Consumption	38,300
Ending Inventory	147,700
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: 2	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: 2	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: 2	Crop Year: 2013	
Crop Year	Monthly	YTD
2012	17,479	28,863
2011	26,224	53,287
2010	17,478	33,948
2009	30,332	64,479

Source: IRI Customs Administration

Monthly Exchange Rate		
Crop Month: 2	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: 2

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	7,629	11,908	4,177	6,677	9	10	2	8	-	-	11,817	18,601
Middle East	438	1,223	96	96	241	316	47	84	-	3	822	1,722
CIS	1,229	2,149	-	-	3	3	-	-	23	23	1,256	2,176
Re-Export Markets	1,935	3,495	46	46	131	214	45	114	-	2	2,158	3,871
EU-15	520	830	3	3	53	55	123	145	-	-	698	1,033
Indian Subcontinent	465	1,060	-	-	32	68	-	12	-	-	497	1,140
Other Europe	39	112	-	-	0	5	-	-	-	-	40	118
North Africa	58	58	-	-	-	-	-	-	-	-	58	58
North America	25	25	-	-	-	-	1	1	-	-	26	26
Other	108	108	-	-	-	-	-	-	-	-	108	118
Total	12,445	20,968	4,322	6,822	469	671	220	363	23	28	17,479	28,863

Compiled by: IPA based on IRI Customs Administration raw data

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

Crop Month: 2

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
EU15												
Austria	-	-	-	-	-	-	-	-	-	-	-	-
Belgium	-	-	-	-	-	-	-	-	-	-	-	-
Denmark	-	-	-	-	-	-	-	-	-	-	-	-
Finland	-	-	-	-	-	-	-	-	-	-	-	-
France		10	-	-	-	-	13	18	-	-	13	27
Germany	480	759	3	3	13	15	91	109	-	-	586	885
Greece	-	-	-	-	-	-	-	-	-	-	-	-
Ireland	-	-	-	-	-	-	-	-	-	-	-	-
Italy	-	-	-	-	40	40	19	19	-	-	59	59
Luxembourg	-	-	-	-	-	-	-	-	-	-	-	-
Netherland	41	61	-	-	-	-	-	-	-	-	41	61
Portugal	-	-	-	-	-	-	-	-	-	-	-	-
Spain	-	-	-	-	-	-	-	-	-	-	-	-
Sweden	-	-	-	-	-	-	-	-	-	-	-	-
UK	-	-	-	-	-	-	-	-	-	-	-	-
EEC	-	-	-	-	-	-	-	-	-	-	-	-
EU15 - Total	520	830	3	3	53	55	123	145	-	-	698	1,033
EU15 - %	4.2%	4.0%	0.1%	0.0%	11.2%	8.1%	55.7%	39.7%	0.0%	0.0%	4.0%	0.0%
Other Europe												
Albania	10	10	-	-	-	-	-	-	-	-	10	10
Belarus	-	-	-	-	-	-	-	-	-	-	-	-
Bosnia	-	-	-	-	-	-	-	-	-	-	-	-

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

Crop Month: 2

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
Macedonia	-	-	-	-	-	-	-	-	-	-	-	-
Malta	-	-	-	-	-	-	-	-	-	-	-	-
Moldova	-	-	-	-	-	-	-	-	-	-	-	-
Montenegro	-	10	-	-	-	-	-	-	-	-	-	10
Norway	-	-	-	-	-	-	-	-	-	-	-	-
Poland	-	-	-	-	-	-	-	-	-	-	-	-
Romania	-	-	-	-	-	-	-	-	-	-	-	-
Serbia	-	-	-	-	-	-	-	-	-	-	-	-
Slovakia	22	39	-	-	-	5	-	-	-	-	22	44
Slovenia	-	-	-	-	-	-	-	-	-	-	-	-
Switzerland	-	-	-	-	0	0	1	1	-	-	1	1
Ukraine	-	21	-	-	-	-	-	-	-	-	-	21
Yugoslavia	7	7	-	-	-	-	-	-	-	-	7	7
Other Europe - Total	39	112	-	-	0	5	1	1	-	-	40	118
Other Europe - %	0.3%	0.5%	0.0%	0.0%	0.1%	0.8%	0.2%	0.1%	0.0%	0.0%	0.2%	0.4%

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

Crop Month: 2

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	11	12	-	-	-	-	-	-	-	-	11	12
Azerbaijan	50	60	-	-	-	-	-	-	-	-	50	60
Georgia	1	1	-	-	-	-	-	-	-	-	1	1
Kazakhstan	683	1,136	-	-	3	3	-	-	-	-	686	1,139
Kyrgyzstan	160	237	-	-	-	-	-	-	-	-	160	237
Russia	182	398	-	-	-	-	2	2	-	-	184	400
Tajikistan	87	158	-	-	-	-	-	-	-	-	87	159
Turkmenistan	31	56	-	-	-	-	-	-	-	-	31	56
Uzbekistan	25	91	-	-	-	-	-	-	23	23	48	114
CIS - Total	1,229	2,149	0	-	3	3	2	2	23	23	1,256	2,176
CIS - %	9.9%	10.2%	0.0%	0.0%	0.6%	0.4%	0.8%	0.5%	100.0%	82.4%	7.2%	7.5%
North Africa												
Algeria	-	-	-	-	-	-	-	-	-	-	-	-
Egypt	58	58	-	-	-	-	-	-	-	-	58	58
Ethiopia	-	-	-	-	-	-	-	-	-	-	-	-
Libya	-	-	-	-	-	-	-	-	-	-	-	-
Morocco	-	-	-	-	-	-	-	-	-	-	-	-
Nigeria	-	-	-	-	-	-	-	-	-	-	-	-
Sudan	-	-	-	-	-	-	-	-	-	-	-	-
Tunisia	-	-	-	-	-	-	-	-	-	-	-	-
North Africa - Total	58	58	-	-	-	-	-	-	-	-	58	58
North Africa - %	0.5%	0.3%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.2%

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

Crop Month: 2

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	297	999	-	-	158	215	15	52	-	-	470	1,266
Jordan	-	-	96	96	-	-	-	-	-	-	96	96
Kuwait	25	63	-	-	-	-	2	2	-	-	27	65
Lebanon	42	66	-	-	70	81	26	26	-	-	138	174
Oman	-	-	-	-	-	-	-	-	-	-	-	-
Qatar	50	71	-	-	3	9	4	4		3	58	88
Saudi Arabia	-	-	-	-	-	-	-	-	-	-	-	-
Syria	24	24	-	-	10	10	-	-	-	-	34	34
Yemen	-	-	-	-	-	-	-	-	-	-	-	-
Middle East - Total	438	1,223	96	96	241	316	47	84	-	3	822	1,722
Middle East - %	3.5%	5.8%	2.2%	1.4%	51.4%	46.3%	21.4%	22.9%	0.0%	10.6%	4.7%	6.0%
Re-Export Markets												
Turkey	885	1,311	46	46	95	158	20	20	-	-	1,046	1,535
UAE	1,050	2,184	0	0	36	56	25	94		2	1,112	2,336
REM - Total	1,935	3,495	46	46	131	214	45	114	-	2	2,158	3,871
REM - %	15.5%	16.7%	1.1%	0.7%	27.9%	31.4%	20.5%	31.1%	0.0%	7.0%	12.3%	13.4%
Indian Subcontinent												
Afghanistan	128	453	-	-	-	-	-	-	-	-	128	453
Bangladesh	-	-	-	-		4	-	-	-	-	-	4
India	162	374	-	-	32	61		12	-	-	194	446

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

Crop Month: 2

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	175	233	-	-	-	4	-	-	-	-	175	237
Sri Lanka	-	-	-	-	-	-	-	-	-	-	-	-
Indian Subcontinent - Total	465	1,060	-	-	32	68	-	12	-	-	497	1,140
Indian Subcontinent - %	3.7%	5.1%	0.0%	0.0%	6.8%	10.0%	0.0%	3.3%	0.0%	0.0%	2.8%	4.0%
Far East												
China	-	192	25	49	-	-	-	-	-	-	25	241
Hong Kong	5,590	8,568	3,177	5,128	-	-	1	1	-	-	8,768	13,696
Indonesia	-	-	-	-	-	-	-	-	-	-	-	-
Japan	-	-	-	-	-	-	1	4	-	-	1	4
Korea	-	-	-	-	-	-	-	3	-	-	-	3
Macao	-	-	-	-	-	-	-	-	-	-	-	-
Malaysia	24	36	-	-	-	-	-	-	-	-	24	36
Philippines	-	-	-	-	-	-	-	-	-	-	-	-
Singapore	22	22	-	-	3	3	-	-	-	-	25	25
Taiwan	140	212	-	-	6	7	-	-	-	-	146	219
Thailand	4	4	-	-	-	-	-	-	-	-	4	4
Vietnam	1,849	2,874	975	1,500	-	-	-	-	-	-	2,824	4,374
Far East - Total	7,629	11,908	4,177	6,677	9	10	2	8	-	-	11,817	18,601
Far East - %	61.3%	56.8%	96.6%	97.9%	1.9%	1.5%	1.0%	2.2%	0.0%	0.0%	67.6%	64.4%
North America												
Canada	-	-	-	-	-	-	1	1	-	-	1	1
Mexico	25	25	-	-	-	-	-	-	-	-	25	25

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

Crop Month: 2

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	25	25	0	0	0	-	1	1	-	-	26	26
North America - %	0.2%	0.1%	0.0%	0.0%	0.0%	0.0%	0.3%	0.2%	0.0%	0.0%	0.1%	0.1%
Other												
Argentina	-	-	-	-	-	-	-	-	-	-	-	-
Australia	26	26	-	-	-	10	-	-	-	-	26	36
Brazil	-	-	-	-	-	-	-	-	-	-	-	-
Chile	-	-	-	-	-	-	-	-	-	-	-	-
Colombia	-	-	-	-	-	-	-	-	-	-	-	-
Dominican Republic	-	-	-	-	-	-	-	-	-	-	-	-
Ecuador	-	-	-	-	-	-	-	-	-	-	-	-
Kenya	-	-	-	-	-	-	-	-	-	-	-	-
Liberia	83	83	-	-	-	-	-	-	-	-	83	83
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: 2

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	108	108	0	0	-	10	0	-	-	-	108	118
Other - %	0.9%	0.5%	0.0%	0.0%	0.0%	1.5%	0.0%	0.0%	0.0%	0.0%	0.6%	0.4%
Total Iranian Export	12,445	20,968	4,322	6,822	469	681	220	366	23	28	17,479	28,863

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