

YTD Inventory / Shipment Report in Tons	
Crop Month: 5 Crop Year: 2013	
Carry in from previous year	16,000
Total Production	170,000
Gross Inventory	186,000
Domestic Consumption	15,500
Adjustment/ losses, Domestic	7,900
Export Shipments	62,162
Adjustment/ losses, Export	8,000
Total Consumption	93,562
Ending Inventory	92,438
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: 5 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: 5 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: 5 Crop Year: 2013		
Crop Year	Monthly	YTD
2013	11,383	62,162
2012	11,216	91,618
2011	12,234	74,083
2010	9,467	100,761

Source: IRI Customs Administration

Monthly Exchange Rate		
Crop Month: 5 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: 5

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	1,667	16,901	1,034	8,894	13	48	17	40	-	-	2,731	25,882
Middle East	1,007	3,899	-	145	294	1,158	1	125	-	3	1,305	5,330
CIS	2,199	8,189	25	104	-	16	-	4	-	23	2,224	8,336
Re-Export Markets	2,148	9,839	-	134	631	1,918	81	300	25	27	2,885	12,218
EU-15	855	4,024	44	69	113	401	137	547	-	-	1,149	5,041
Indian Subcontinent	413	2,761	-	-	296	1,071	22	70	-	-	731	3,902
Other Europe	313	936	-	-	-	12	-	1	-	-	313	949
North Africa	2	146	-	-	3	3	-	11	-	-	5	160
North America	26	124	-	-	1	18	-	1	-	-	27	143
Other	11	164	-	-	13	35	2	2	-	-	13	201
Total	8,641	46,983	1,103	9,346	1,364	4,680	260	1,100	25	53	11,383	62,162

Compiled by: IPA based on IRI Customs Administration raw data

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

Crop Month: 5

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		0	-	-	-	-	-	-	-	-	-	-	-
Belgium		0	-	-	-	-	-	-	-	-	-	-	-
Denmark		0	-	-	-	-	-	-	-	-	-	-	-
Finland		0	-	-	-	-	-	-	-	-	-	-	-
France		0	52	-	-	15	23	18	61	-	-	33	135
Germany		810	3,753	-	3	60	300	119	437	-	-	989	4,492
Greece		0	-	44	66	-	-	-	-	-	-	44	66
Ireland		0	-	-	-	-	-	-	-	-	-	-	-
Italy		0	12	-	-	38	78	-	38	-	-	38	128
Luxembourg		0	-	-	-	-	-	-	-	-	-	-	-
Netherland		20	182	-	-	-	-	-	-	-	-	20	182
Portugal		0	-	-	-	-	-	-	-	-	-	-	-
Spain		25	25	-	-	-	-	-	12	-	-	25	37
Sweden		0	-	-	-	-	-	-	-	-	-	-	-
UK		0	-	-	-	-	-	-	-	-	-	-	-
EEC		0	-	-	-	-	-	-	-	-	-	-	-
EU15 - Total		855	4,024	44	69	113	401	137	547	-	-	1,149	5,041
EU15 - %		9.9%	8.6%	4.0%		8.3%	0.0%	52.7%	49.7%	0.0%	0.0%	10.1%	8.1%
Other Europe													
Albania		0	45	-	-	-	-	-	-	-	-	-	45
Belarus		0	2	-	-	-	-	-	-	-	-	-	2
Bosnia		0	-	-	-	-	-	-	-	-	-	-	-

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

Crop Month: 5

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	0	-	-	-	-	-	-	-	-	-	-	-
Croatia	0	-	-	-	-	-	-	-	-	-	-	-
Cyprus	0	-	-	-	-	-	-	-	-	-	-	-
Czech Republic	0	-	-	-	-	-	-	-	-	-	-	-
Estonia	0	-	-	-	-	-	-	-	-	-	-	-
Hungry	0	-	-	-	-	-	-	-	-	-	-	-
Iceland	0	-	-	-	-	-	-	-	-	-	-	-
Kosovo	0	-	-	-	-	-	-	-	-	-	-	-
Latvia	0	-	-	-	-	-	-	-	-	-	-	-
Lithuania	48	166	-	-	-	-	-	-	-	-	48	166
Macedonia	10	10	-	-	-	-	-	-	-	-	10	10
Malta	0	-	-	-	-	-	-	-	-	-	-	-
Moldova	0	-	-	-	-	-	-	-	-	-	-	-
Montenegro	0	15	-	-	-	-	-	-	-	-	-	15
Norway	0	-	-	-	-	-	-	-	-	-	-	-
Poland	21	21	-	-	-	-	-	-	-	-	21	21
Romania	21	41	-	-	-	-	-	-	-	-	21	41
Serbia	0	-	-	-	-	-	-	-	-	-	-	-
Slovakia	66	211	-	-	-	9	-	-	-	-	66	220
Slovenia	0	-	-	-	-	-	-	-	-	-	-	-
Switzerland	0	2	-	-	-	0	-	1	-	-	-	3
Ukraine	147	416	-	-	-	3	-	-	-	-	147	419
Yugoslavia		7	-	-	-	-	-	-	-	-	-	7
Other Europe - Total	313	936	-	-	-	12	-	1	-	-	313	949
Other Europe - %	3.6%	2.0%	0.0%	0.0%	0.0%	0.3%	0.0%	0.0%	0.0%	0.0%	2.7%	1.5%

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

Crop Month: 5

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
CIS													
Armenia			44	-	-	-	-	-	-	-	-	-	44
Azerbaijan		30	213	-	-	-	-	-	-	-	-	30	213
Georgia		1	2	-	-	-	-	-	-	-	-	1	2
Kazakhstan		1734	5,547	-	-	-	16	-	-	-	-	1,734	5,563
Kyrgyzstan		25	379	-	-	-	-	-	-	-	-	25	379
Russia		164	864	25	100	-	-	-	4	-	-	189	968
Tajikistan		133	558	-	4	-	-	-	-	-	-	133	562
Turkmenistan		41	186	-	-	-	-	-	-	-	-	41	186
Uzbekistan		71	396	-	-	-	-	-	-	-	23	71	419
CIS - Total		2199	8,189	25	104	-	16	-	4	-	23	2,224	8,336
CIS - %		25.4%	17.4%	2.3%	1.1%	0.0%	0.3%	0.0%			76.9%	19.5%	13.4%
North Africa													
Algeria		0	-	-	-	-	-	-	-	-	-	-	-
Egypt		2	85	-	-	3	3	-	11	-	-	5	99
Ethiopia		0	-	-	-	-	-	-	-	-	-	-	-
Libya		0	48	-	-	-	-	-	-	-	-	-	48
Morocco		0	-	-	-	-	-	-	-	-	-	-	-
Nigeria		0	-	-	-	-	-	-	-	-	-	-	-
Sudan		0	-	-	-	-	-	-	-	-	-	-	-
Tunisia		0	13	-	-	-	-	-	-	-	-	-	13
North Africa - Total		2	146	-	-	3	3	-	11	-	-	5	160
North Africa - %		0.0%	0.3%	0.0%	0.0%	0.2%	0.1%	0.0%	1.0%	0.0%	0.0%	0.0%	0.3%

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

Crop Month: 5

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	0	7	-	-	2	2	-	-	-	-	2	9
Iraq	435	2,488	-	-	144	584	-	82	-	-	579	3,154
Jordan	50	96	-	145	7	7	-	-	-	-	57	248
Kuwait	85	235	-	-	62	122	-	2	-	-	147	359
Lebanon	191	497	-	-	53	321	-	32	-	-	244	851
Oman	0	-	-	-	-	-	-	-	-	-	-	-
Qatar	1	122	-	-	2	37	1	9	-	3	7	172
Saudi Arabia	225	410	-	-	24	74	-	-	-	-	249	484
Syria	20	44	-	-	-	10	-	-	-	-	20	54
Yemen	0	-	-	-	-	-	-	-	-	-	-	-
Middle East - Total	1007	3,899	-	145	294	1,158	1	125	-	3	1,305	5,330
Middle East - %	11.7%	19.2%	0.0%	1.8%	21.6%	24.7%	0.4%	15.1%		9.9%	11.5%	8.6%
Re-Export Markets												
Turkey	748	3,777	-	121	213	783	23	43	-	-	984	4,724
UAE	1400	6,062	-	13	418	1,135	58	257	25	27	1,901	7,494
REM - Total	2148	9,839	-	134	631	1,918	81	300	25	27	2,885	12,218
REM - %	24.9%	20.9%	0.0%	1.4%	46.3%	41.0%	31.2%	27.3%	100.0%	90.1%	25.3%	19.7%
Indian Subcontinent												
Afghanistan	53	735	-	-	-	-	-	-	-	-	53	735
Bangladesh	1	1	-	-	5	16	-	-	-	-	6	17
India	35	674	-	-	281	989	12	60	-	-	328	1,722

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

Crop Month: 5

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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	0	-	-	-	-	-	-	-	-	-	-	-
Pakistan	324	1,351	-	-	10	67	10	10	-	-	344	1,428
Sri Lanka	-	-	-	-	-	-	-	-	-	-	-	-
Indian Subcontinent - Total	413	2,761	-	-	296	1,071	22	70	-	-	731	3,902
Indian Subcontinent - %	4.8%	5.9%	0.0%	0.0%	21.7%	22.9%	8.5%	14.2%	0.0%	0.0%	6.4%	6.3%
Far East												
China	1	193	-	49	-	-	5	5	-	-	6	247
Hong Kong	1542	12,583	754	6,814	-	-	1	5	-	-	2,297	19,402
Indonesia	0	-	-	-	-	-	-	-	-	-	-	-
Japan	0	-	-	-	13	26	3	16	-	-	16	42
Korea	0	-	-	-	-	-	6	12	-	-	6	12
Macao	0	-	-	-	-	-	-	-	-	-	-	-
Malaysia	25	117	-	-	-	-	-	-	-	-	25	117
Philippines	0	-	-	-	-	-	-	-	-	-	-	-
Singapore	24	84	-	-	-	15	-	-	-	-	24	99
Taiwan	0	671	-	-	-	7	2	2	-	-	2	680
Thailand	0	4	-	-	-	-	-	-	-	-	-	4
Vietnam	75	3,249	280	2,031	-	-	-	-	-	-	355	5,280
Far East - Total	1667	16,901	1,034	8,894	13	48	17	40	-	-	2,731	25,882
Far East - %	0.19292	36.0%		94.7%	1.0%	2.0%	6.5%	3.6%	0.0%	0.0%	24.0%	41.6%
North America												
Canada	26	99	-	-	1	18	-	1	-	-	27	118
Mexico	0	25	-	-	-	-	-	-	-	-	-	25

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

Crop Month: 5

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	0	-	-	-	-	-	-	-	-	-	-	-
North America - Total	26	124	-	0	1	18	-	1	-	-	27	143
North America - %	0.3%	0.3%	0.0%	0.0%	0.1%	0.4%	0.0%	0.1%	0.0%	0.0%	0.2%	0.2%
Other												
Argentina	0	-	-	-	-	-	-	-	-	-	-	-
Australia	0	37	-	-	1	23	-	-	-	-	-	60
Brazil	0	-	-	-	12	12	-	-	-	-	-	12
Chile	0	-	-	-	-	-	-	-	-	-	-	-
Colombia	0	-	-	-	-	-	-	-	-	-	-	-
Dominican Republic	0	10	-	-	-	-	-	-	-	-	-	10
Ecuador	0	-	-	-	-	-	-	-	-	-	-	-
Kenya	0	-	-	-	-	-	-	-	-	-	-	-
Liberia	11	118	-	-	-	-	2	2	-	-	13	120
Mozambique	0	-	-	-	-	-	-	-	-	-	-	-
New Zealand	0	-	-	-	-	-	-	-	-	-	-	-
Nicaragua	0	-	-	-	-	-	-	-	-	-	-	-
Other_1	0	-	-	-	-	-	-	-	-	-	-	-
Other_2	0	-	-	-	-	-	-	-	-	-	-	-
Other_3	0	-	-	-	-	-	-	-	-	-	-	-
Other_4	0	-	-	-	-	-	-	-	-	-	-	-
Panama	0	-	-	-	-	-	-	-	-	-	-	-
Paraguay	0	-	-	-	-	-	-	-	-	-	-	-
Senegal	0	-	-	-	-	-	-	-	-	-	-	-
South Africa	0	-	-	-	-	-	-	-	-	-	-	-

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

Crop Month: 5

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
Tanzania	0	-	-	-	-	-	-	-	-	-	-	-
Uruguay	0	-	-	-	-	-	-	-	-	-	-	-
Venezuela	0	-	-	-	-	-	-	-	-	-	-	-
Zambia	0	-	-	-	-	-	-	-	-	-	-	-
Zimbabwe	0	-	-	-	-	-	-	-	-	-	-	-
Other - Total	11	164	-	0	13	35	2	2	-	-	13	201
Other - %	0.1%	0.3%	0.0%	0.0%	1.0%	0.7%	0.8%	0.2%	0.0%	0.0%	0.1%	0.3%
Total Iranian Export	8,641	46,983	1,103	9,395	1,364	4,680	260	1,100	25	30	11,383	62,162

Compiled by: IPA based on IRI Customs Administration raw data