

Monthly and YTD Inventory / Shipment Report In-Shell Basis Crop: 2016		
4th Marketing Month	Month 4	YTD
Carry in from previous year	-	17,000
Total Production	-	153,000
Gross Inventory	-	170,000
Domestic Consumption	1,600	8,100
Adjustment/ losses, Domestic	800	4,000
Export Shipments	10,757	76,650
Adjustment/ losses, Export	2,116	6,242
Total Consumption	15,272	94,992
Ending Inventory	-	75,008
<p>1. Exports volume in the first four months of the current marketing year is very close to the average figure of the past 4 years (2012-2015: 78,395 MT) for the same period; This being a satisfactory situation despite the US bumper crop and their downward prices. The inventory at the end of marketing month 4 stands at 45% of this year's total marketable inventory (for Export) of approximately 126,000 MT.</p> <p>2. Indian Subcontinent market (quality and variety-oriented) is robustly growing with a high potential for import of Iranian pistachios.</p> <p>3. This year's share of shipments to EU15 countries (6,749 MT) has outstandingly been more than the average figure of the past 4 years (5,209 MT).</p> <p>4. Share of shipments to the Far East countries in the 4th marketing month has however, experienced an 80% drop in comparison to the average figure of the past 4 years (6,223 MT).</p> <p>5. With regard to pistachio categories, export of closed shell pistachios in this year has experienced a 34% decrease in comparison to the average figure of the past 4 years (11,723 MT).</p> <p>6. Export of Green Peeled Pistachio Kernels (GPPK) in this year has experienced a 48% drop in comparison to the average figure of the past 4 years (908 MT); this may be due to the increase in more stringent MRL regulations and settings.</p>		
<p>Note: Adjustments/Losses related to shelling and peeling process of kernels and green kernels.</p>		

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

Monthly and YTD Export Shipments Compared to Last 4 Years In-Shell Basis		
Marketing Month: 4		
Crop	Monthly	YTD
2016	10,757	76,650
2015	14,126	75,046
2014	18,875	107,375
2013	8,930	50,768

Monthly Market Prices FCA Hamburg Iranian Dried In-Shell 28/30 Fandoghi Pistachios		
Marketing Month: 4	Crop: 2016	
Mean		USD per Ton
Min.		
Max.		
Last Year		
<p>Note: The above prices are related to EU-cleared quality pistachios.</p>		

Source: OMNITRADE / EUROFOOD GmbH

Monthly Market Prices FCA Tehran Iranian Dried In-Shell 30/32 Fandoghi Pistachios		
Marketing Month: 4	Crop: 2016	
Mean		IRR per Kilo
Min.		
Max.		
Last Year		
<p>Note: The above prices are based on 4 months payment terms and Iranian local market standard quality pistachios.</p>		

Source: IPA Bi-Weekly Market Survey, Several Sources

Monthly Exchange Rate		
Marketing Month: 4	Crop: 2016	
Mean		1 USD to IRR
Min.		
Max.		
Last Year		
<p>Note: The above rates might be significantly less than open market rates.</p>		

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

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

Marketing Month: 4

Crop: 2016

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	910	34,119	250	7,289	23	70	15	45	48	246	1,246	41,768
Re-Export Markets	1,986	7,559	-	74	318	1,203	0	4	147	255	2,451	9,094
Indian Subcontinent	1,239	5,245	-	25	614	1,528	-	10	405	638	2,259	7,446
EU15	1,558	5,361	20	239	209	753	199	393	-	4	1,985	6,749
Middle East	1,081	3,976	-	50	473	1,490	2	16	193	299	1,751	5,831
CIS	470	3,488	16	16	4	19	-	4	225	825	714	4,352
Other Europe	220	786	-	-	1	43	-	1	-	5	221	834
North America	-	185	-	-	-	122	-	-	0	30	0	337
Other	63	86	-	-	21	49	-	0	-	10	84	146
North Africa	10	56	-	-	20	20	-	-	16	16	46	93
Total	7,537	60,861	286	7,693	1,682	5,297	217	473	1,035	2,327	10,757	76,650

Compiled by: IPA based on IRI Customs Administration raw data

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 4											Crop: 2016	
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	-	-	-	-	-	-	-	-	-	2	-	2
Belgium	45	238	-	-	-	22	-	-	-	-	45	260
Denmark	-	-	-	-	-	-	-	-	-	-	-	-
Finland	-	-	-	-	-	-	-	-	-	-	-	-
France	10	10	-	-	6	46	17	17	-	1	32	73
Germany	967	3,242	-	-	176	434	170	342	-	1	1,313	4,019
Greece	133	460	-	20	-	11	-	22	-	-	133	513
Ireland	-	-	-	-	-	-	-	-	-	-	-	-
Italy	51	365	20	219	16	225	-	-	-	-	87	809
Luxembourg	-	-	-	-	-	-	-	-	-	-	-	-
Netherland	96	144	-	-	-	-	-	-	-	-	96	144
Portugal	-	-	-	-	-	-	-	-	-	-	-	-
Spain	254	900	-	-	11	14	12	12	-	-	277	926
Sweden	-	-	-	-	-	-	-	-	-	-	-	-
UK	1	1	-	-	-	1	-	-	-	0	1	2
EEC	-	-	-	-	-	-	-	-	-	-	-	-
EU15 - Total	1,558	5,361	20	239	209	753	199	393	-	4	1,985	6,749
EU15 - %	20.7%	8.8%	7.0%	3.1%	12.4%	14.2%	91.8%	83.0%	0.0%	0.2%	18.5%	8.8%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 4											Crop: 2016	
Country	Open In-Shell		Closed Shell		Kernel		GPPK & Split K.		Others		Total	
	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD
Other Europe												
Albania	-	7	-	-	-	-	-	-	-	-	-	7
Belarus	-	-	-	-	-	-	-	-	-	-	-	-
Bosnia	-	3	-	-	-	-	-	-	-	1	-	4
Bulgaria	-	-	-	-	-	-	-	-	-	-	-	-
Croatia	-	-	-	-	-	-	-	-	-	-	-	-
Cyprus	-	-	-	-	-	-	-	-	-	-	-	-
Czech Republic	11	11	-	-	-	-	-	-	-	-	11	11
Estonia	-	-	-	-	-	-	-	-	-	-	-	-
Hungry	-	-	-	-	-	-	-	-	-	-	-	-
Iceland	-	-	-	-	-	-	-	-	-	-	-	-
Kosovo	-	-	-	-	-	-	-	-	-	-	-	-
Latvia	-	-	-	-	-	-	-	-	-	-	-	-
Lithuania	44	249	-	-	-	-	-	-	-	-	44	249
Macedonia	10	60	-	-	-	-	-	-	-	-	10	60
Malta	-	-	-	-	-	-	-	-	-	-	-	-
Moldova	-	1	-	-	-	-	-	-	-	2	-	3
Montenegro	-	-	-	-	-	-	-	-	-	-	-	-
Norway	-	-	-	-	-	-	-	-	-	-	-	-
Poland	45	154	-	-	-	-	-	-	-	-	45	154
Romania	-	32	-	-	-	1	-	-	-	-	-	33
Serbia	-	26	-	-	-	-	-	-	-	-	-	26
Slovakia	110	211	-	-	-	38	-	-	-	-	110	249
Slovenia	-	-	-	-	-	-	-	-	-	-	-	-
Switzerland	-	-	-	-	-	3	-	1	-	2	-	5
Ukraine	-	32	-	-	1	1	-	-	-	-	1	33
Other Europe - Total	220	786	-	-	1	43	-	1	-	5	221	834
Other Europe - %	2.9%	1.3%	0.0%	0.0%	0.1%	0.8%	0.0%	0.1%	0.0%	0.2%	2.1%	1.1%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 4											Crop: 2016	
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	-	12	-	-	-	2	-	-	-	4	-	18
Azerbaijan	-	63	-	-	-	-	-	-	-	21	-	84
Georgia	-	-	-	-	-	-	-	-	-	-	-	-
Kazakhstan	275	2,425	16	16	4	11	-	-	151	371	446	2,823
Kyrgyzstan	-	188	-	-	-	-	-	-	24	233	24	421
Russia	100	372	-	-	-	5	-	4	1	1	101	383
Tajikistan	-	17	-	-	-	-	-	-	25	54	25	71
Turkmenistan	15	64	-	-	-	1	-	-	-	28	15	92
Uzbekistan	79	348	-	-	-	-	-	-	24	111	103	460
CIS - Total	470	3,488	16	16	4	19	-	4	225	825	714	4,352
CIS - %	6.2%	5.7%	5.6%	0.2%	0.2%	0.4%	0.0%	0.9%	21.7%	35.4%	6.6%	5.7%
North Africa												
Algeria	-	16	-	-	-	-	-	-	16	16	16	32
Egypt	10	10	-	-	-	-	-	-	-	-	10	10
Ethiopia	-	-	-	-	-	-	-	-	-	-	-	-
Libya	-	-	-	-	-	-	-	-	-	-	-	-
Morocco	-	-	-	-	-	-	-	-	-	-	-	-
Nigeria	-	-	-	-	-	-	-	-	-	-	-	-
Sudan	-	-	-	-	-	-	-	-	-	-	-	-
Tunisia	-	31	-	-	20	20	-	-	-	-	20	51
North Africa - Total	10	56	-	-	20	20	-	-	16	16	46	93
North Africa - %	0.1%	0.1%	0.0%	0.0%	1.2%	0.4%	0.0%	0.0%	1.6%	0.7%	0.4%	0.1%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 4											Crop: 2016	
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	10	48	-	-	2	2	2	3	0	0	14	53
Iraq	360	1,570	-	-	164	454	-	-	121	199	645	2,223
Jordan	133	487	-	50	111	332	-	-	-	-	245	869
Kuwait	224	559	-	-	102	246	-	12	-	-	326	817
Lebanon	275	1,014	-	-	51	360	-	-	73	98	398	1,472
Oman	25	26	-	-	-	-	-	-	-	-	25	26
Qatar	46	166	-	-	6	15	0	2	-	3	52	186
Saudi Arabia	-	-	-	-	-	-	-	-	-	-	-	-
Syria	9	105	-	-	38	80	-	-	-	-	46	185
Yemen	-	-	-	-	-	-	-	-	-	-	-	-
Middle East - Total	1,081	3,976	-	50	473	1,490	2	16	193	299	1,751	5,831
Middle East - %	14.3%	6.5%	0.0%	0.6%	28.1%	28.1%	1.1%	3.5%	18.7%	12.8%	16.3%	7.6%
Re-Export Markets												
Turkey	763	2,766	-	73	71	277	-	-	122	122	956	3,237
UAE	1,223	4,793	-	1	247	926	0	4	25	133	1,496	5,857
REM - Total	1,986	7,559	-	74	318	1,203	0	4	147	255	2,451	9,094
REM - %	26.4%	12.4%	0.0%	1.0%	18.9%	22.7%	0.1%	0.9%	14.2%	11.0%	22.8%	11.9%
Indian Subcontinent												
Afghanistan	102	592	-	-	14	14	-	10	13	73	129	689
Bangladesh	-	-	-	-	-	-	-	-	-	-	-	-
India	610	1,690	-	-	535	1,297	-	-	-	-	1,144	2,987
Nepal	-	-	-	-	-	-	-	-	-	-	-	-
Pakistan	528	2,963	-	25	66	217	-	-	392	565	985	3,770
Sri Lanka	-	0	-	-	-	-	-	-	-	-	-	0
Indian Subcontinent - Total	1,239	5,245	-	25	614	1,528	-	10	405	638	2,259	7,446
Indian Subcontinent - %	16.4%	8.6%	0.0%	0.3%	36.5%	28.8%	0.0%	2.2%	39.1%	27.4%	21.0%	9.7%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 4											Crop: 2016	
Country	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												
China	37	166	100	225	-	2	1	5	-	4	138	402
Hong Kong	335	19,189	-	2,868	1	26	1	10	-	26	337	22,118
Indonesia	-	-	-	-	2	2	-	-	-	-	2	2
Japan	83	104	-	-	9	12	3	14	20	20	115	149
Korea	-	-	-	-	-	-	10	15	-	-	10	15
Macao	-	-	-	-	-	-	-	-	-	-	-	-
Malaysia	-	75	-	-	-	3	-	0	13	26	13	104
Philippines	-	-	-	-	-	-	-	-	-	-	-	-
Singapore	12	179	-	-	8	23	0	0	2	4	22	206
Taiwan	117	755	-	-	2	2	-	1	-	-	119	758
Thailand	1	110	-	75	-	-	-	-	13	39	14	224
Vietnam	325	13,542	150	4,121	-	-	-	-	-	127	475	17,790
Far East - Total	910	34,119	250	7,289	23	70	15	45	48	246	1,246	41,768
Far East - %	12.1%	56.1%	87.4%	94.8%	1.4%	1.3%	7.0%	9.4%	4.6%	10.6%	11.6%	54.5%
North America												
Canada	-	135	-	-	-	122	-	-	-	30	-	287
Mexico	-	50	-	-	-	-	-	-	-	-	-	50
USA	-	-	-	-	-	-	-	-	0	0	0	0
North America - Total	-	185	-	-	-	122	-	-	0	30	0	337
North America - %	0.0%	0.3%	0.0%	0.0%	0.0%	2.3%	0.0%	0.0%	0.0%	1.3%	0.0%	0.4%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 4											Crop: 2016	
Country	Open In-Shell		Closed Shell		Kernel		GPPK & Split K.		Others		Total	
	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD
Other												
Argentina	-	-	-	-	-	-	-	-	-	-	-	-
Australia	14	35	-	-	21	45	-	-	-	-	34	81
Brazil	-	-	-	-	-	4	-	-	-	10	-	14
Chile	-	-	-	-	-	-	-	-	-	-	-	-
Colombia	-	-	-	-	-	-	-	-	-	-	-	-
Dominican Republic	-	-	-	-	-	-	-	-	-	-	-	-
Ecuador	-	-	-	-	-	-	-	-	-	-	-	-
Kenya	-	-	-	-	-	-	-	-	-	-	-	-
Liberia	-	-	-	-	-	-	-	-	-	-	-	-
Mozambique	-	-	-	-	-	-	-	-	-	-	-	-
New Zealand	-	0	-	-	-	0	-	0	-	-	-	0
Nicaragua	-	-	-	-	-	-	-	-	-	-	-	-
Other_1	25	50	-	-	-	-	-	-	-	-	25	50
Other_2	-	-	-	-	-	-	-	-	-	-	-	-
Other_3	-	-	-	-	-	-	-	-	-	-	-	-
Other_4	-	-	-	-	-	-	-	-	-	-	-	-
Panama	-	-	-	-	-	-	-	-	-	-	-	-
Paraguay	24	-	-	-	-	-	-	-	-	-	24	-
Senegal	-	-	-	-	-	-	-	-	-	-	-	-
South Africa	-	1	-	-	-	-	-	-	-	-	-	1
Tanzania	-	-	-	-	-	-	-	-	-	-	-	-
Uruguay	-	-	-	-	-	-	-	-	-	-	-	-
Venezuela	-	-	-	-	-	-	-	-	-	-	-	-
Zambia	-	-	-	-	-	-	-	-	-	-	-	-
Zimbabwe	-	-	-	-	-	-	-	-	-	-	-	-
Other - Total	63	86	-	-	21	49	-	0	-	10	84	146
Other - %	0.8%	0.1%	0.0%	0.0%	1.2%	0.9%	0.0%	0.0%	0.0%	0.4%	0.8%	0.2%
Total Iranian Export	7,537	60,861	286	7,693	1,682	5,297	217	473	1,035	2,327	10,757	76,650

Compiled by: IPA based on IRI Customs Administration raw data