

<b>YTD Inventory / Shipment Report In-Shell Basis Crop: 2017</b>	
<b>10th Marketing Month</b>	<b>YTD</b>
Carry in from previous year	3,000
Total Production	225,000
Gross Inventory	228,000
Domestic Consumption	41,500
Export Shipments	129,000
Adjustment/losses, Export	19,000
Total Consumption	189,500
<b>Ending Inventory</b>	<b>38,500</b>
<b>Note: Adjustments/Losses related to shelling and peeling process of kernels and green kernels.</b>	

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

<b>Monthly and YTD Export Shipments Compared to Last 4 Years In-Shell Basis</b>		
<b>Marketing Month: 10</b>		
<b>Crop</b>	<b>Monthly</b>	<b>YTD</b>
<b>2017</b>	<b>5,586</b>	<b>128,827</b>
2016	2,768	113,869
2015	6,126	126,726
2014	5,480	153,771

<b>Monthly Market Prices FCA Hamburg Iranian Dried In-Shell 28/30 Fandoghi Pistachios</b>		
<b>Marketing Month: 10</b>		<b>Crop: 2017</b>
Mean		USD per Ton
Min.		
Max.		
Last Year		
<b>Note: The above prices are related to EU-cleared quality pistachios.</b>		

Source: OMNITRADE / EUROFOOD GmbH

<b>Monthly Market Prices FCA Tehran Iranian Dried In-Shell 30/32 Fandoghi Pistachios</b>		
<b>Marketing Month: 10</b>		<b>Crop: 2017</b>
Mean		IRR per Kilo
Min.		
Max.		
Last Year		
<b>Note: The above prices are based on 4 months payment terms and Iranian local market standard quality pistachios.</b>		

Source: IPA Bi-Weekly Market Survey, Several Sources

<b>Monthly Exchange Rate</b>		
<b>Marketing Month: 10</b>		<b>Crop: 2017</b>
Mean		1 USD to IRR
Min.		
Max.		
Last Year		
<b>Note: The above rates might be significantly less than open market rates.</b>		

Source: <http://www.sanarate.ir/>

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

**Marketing Month: 10**

**Crop: 2017**

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	122	32,845	50	13,064	20	251	18	88	-	70	<b>209</b>	<b>46,318</b>
EU15	962	14,825	-	145	140	2,725	104	1,340	-	77	<b>1,206</b>	<b>19,111</b>
Indian Subcontinent	1,046	12,071	-	13	202	2,924	-	0	-	1,647	<b>1,249</b>	<b>16,655</b>
Middle East	792	9,715	99	149	152	4,551	1	71	1	394	<b>1,044</b>	<b>14,881</b>
Re-Export Markets	582	9,523	-	568	181	3,095	5	79	-	589	<b>768</b>	<b>13,855</b>
CIS	927	12,221	-	44	2	716	-	28	-	507	<b>928</b>	<b>13,515</b>
Other Europe	71	2,293	1	61	1	154	-	1	0	63	<b>73</b>	<b>2,572</b>
North America	48	749	-	-	29	235	0	1	-	-	<b>77</b>	<b>985</b>
Other	10	375	-	-	1	156	-	8	-	11	<b>11</b>	<b>550</b>
North Africa	20	319	-	25	-	37	-	-	-	5	<b>20</b>	<b>386</b>
<b>Total</b>	<b>4,580</b>	<b>94,936</b>	<b>150</b>	<b>14,068</b>	<b>727</b>	<b>14,844</b>	<b>129</b>	<b>1,616</b>	<b>1</b>	<b>3,362</b>	<b>5,586</b>	<b>128,827</b>

Compiled by: IPA based on IRI Customs Administration raw data

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 10											Crop: 2017	
Country	Open In-Shell		Closed Shell		Kernel		GPPK & Split K.		Others		Total	
	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD
<b>EU15</b>												
Austria	-	-	-	-	-	-	-	-	-	-	-	-
Belgium	-	191	-	-	-	69	-	-	-	-	-	260
Denmark	-	-	-	-	-	-	-	-	-	-	-	-
Finland	-	-	-	-	-	-	-	-	-	-	-	-
France	0	10	-	-	23	96	-	123	-	-	23	229
Germany	585	9,255	-	24	68	1,408	96	1,163	-	69	749	11,918
Greece	63	1,078	-	-	12	30	-	-	-	-	75	1,107
Ireland	-	-	-	-	-	-	-	-	-	-	-	-
Italy	20	1,013	-	121	24	1,038	6	28	-	6	50	2,205
Luxembourg	-	-	-	-	-	-	-	-	-	-	-	-
Netherland	-	386	-	-	13	48	2	3	-	-	15	436
Portugal	-	-	-	-	-	-	-	-	-	-	-	-
Spain	294	2,891	-	-	-	37	-	24	-	-	294	2,952
Sweden	-	0	-	-	-	-	-	-	-	0	-	1
UK	-	0	-	-	-	1	-	-	-	2	-	3
EEC	-	-	-	-	-	-	-	-	-	-	-	-
<b>EU15 - Total</b>	<b>962</b>	<b>14,825</b>	<b>-</b>	<b>145</b>	<b>140</b>	<b>2,725</b>	<b>104</b>	<b>1,340</b>	<b>-</b>	<b>77</b>	<b>1,206</b>	<b>19,111</b>
<b>EU15 - %</b>	<b>21%</b>	<b>16%</b>	<b>0%</b>	<b>1%</b>	<b>19%</b>	<b>18%</b>	<b>81%</b>	<b>83%</b>	<b>0%</b>	<b>2%</b>	<b>22%</b>	<b>15%</b>

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 10											Crop: 2017	
Country	Open In-Shell		Closed Shell		Kernel		GPPK & Split K.		Others		Total	
	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD
<b>Other Europe</b>												
Albania	-	20	-	-	-	-	-	-	-	-	-	20
Belarus	-	51	-	-	-	-	-	-	-	10	-	61
Bosnia	-	12	-	-	-	-	-	-	-	-	-	12
Bulgaria	-	-	-	-	-	-	-	-	-	-	-	-
Croatia	-	12	-	-	-	-	-	-	-	-	-	12
Cyprus	-	-	-	-	-	-	-	-	-	-	-	-
Czech Republic	-	0	-	-	-	-	-	-	-	-	-	0
Estonia	-	-	-	-	-	-	-	-	-	-	-	-
Hungary	-	-	-	-	-	-	-	-	-	-	-	-
Iceland	-	-	-	-	-	-	-	-	-	-	-	-
Kosovo	-	-	-	-	-	-	-	-	-	-	-	-
Latvia	-	21	-	-	-	-	-	-	-	-	-	21
Lithuania	-	350	-	13	-	-	-	-	-	-	-	363
Macedonia	4	41	-	-	-	-	-	-	-	12	4	53
Malta	-	-	-	-	-	-	-	-	-	-	-	-
Moldova	-	-	-	-	-	0	-	-	-	-	-	0
Montenegro	-	-	-	-	-	-	-	-	-	-	-	-
Norway	-	-	-	-	-	-	-	-	-	-	-	-
Poland	24	526	-	-	-	-	-	-	-	3	24	529
Romania	-	87	-	-	-	2	-	-	-	-	-	88
Serbia	-	55	-	-	-	-	-	-	-	-	-	55
Slovakia	22	702	1	49	-	133	-	-	-	-	23	884
Slovenia	-	-	-	-	-	-	-	-	-	-	-	-
Switzerland	-	5	-	-	1	12	-	1	0	2	1	20
Ukraine	21	411	-	-	-	7	-	-	-	36	21	455
<b>Other Europe - Total</b>	<b>71</b>	<b>2,293</b>	<b>1</b>	<b>61</b>	<b>1</b>	<b>154</b>	<b>-</b>	<b>1</b>	<b>0</b>	<b>63</b>	<b>73</b>	<b>2,572</b>
<b>Other Europe - %</b>	<b>2%</b>	<b>2%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>1%</b>	<b>0%</b>	<b>0%</b>	<b>49%</b>	<b>2%</b>	<b>1%</b>	<b>2%</b>

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 10											Crop: 2017	
Country	Open In-Shell		Closed Shell		Kernel		GPPK & Split K.		Others		Total	
	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD
<b>CIS</b>												
Armenia	205	1,330	-	-	2	14	-	-	-	22	206	1,366
Azerbaijan	-	164	-	-	-	599	-	20	-	39	-	823
Georgia	180	428	-	24	-	35	-	-	-	-	180	487
Kazakhstan	269	5,126	-	20	-	45	-	-	-	252	269	5,443
Kyrgyzstan	45	709	-	-	-	2	-	-	-	107	45	818
Russia	180	3,744	-	-	-	21	-	8	-	-	180	3,772
Tajikistan	-	128	-	-	-	-	-	-	-	40	-	168
Turkmenistan	-	28	-	-	-	-	-	-	-	2	-	30
Uzbekistan	48	563	-	-	-	-	-	-	-	44	48	607
<b>CIS - Total</b>	<b>927</b>	<b>12,221</b>	<b>-</b>	<b>44</b>	<b>2</b>	<b>716</b>	<b>-</b>	<b>28</b>	<b>-</b>	<b>507</b>	<b>928</b>	<b>13,515</b>
<b>CIS - %</b>	<b>20%</b>	<b>13%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>5%</b>	<b>0%</b>	<b>2%</b>	<b>0%</b>	<b>15%</b>	<b>17%</b>	<b>10%</b>
<b>North Africa</b>												
Algeria	-	16	-	-	-	-	-	-	-	-	-	16
Egypt	20	109	-	25	-	-	-	-	-	-	20	134
Ethiopia	-	-	-	-	-	-	-	-	-	-	-	-
Libya	-	90	-	-	-	27	-	-	-	5	-	122
Morocco	-	29	-	-	-	-	-	-	-	-	-	29
Nigeria	-	-	-	-	-	-	-	-	-	-	-	-
Sudan	-	-	-	-	-	-	-	-	-	-	-	-
Tunisia	-	75	-	-	-	10	-	-	-	-	-	85
<b>North Africa - Total</b>	<b>20</b>	<b>319</b>	<b>-</b>	<b>25</b>	<b>-</b>	<b>37</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>5</b>	<b>20</b>	<b>386</b>
<b>North Africa - %</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 10											Crop: 2017	
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
<b>Middle East</b>												
Bahrain	11	76	-	-	-	5	-	2	-	0	11	83
Iraq	529	4,986	99	99	42	1,653	1	1	-	118	672	6,857
Jordan	75	1,155	-	50	37	751	-	-	-	-	112	1,957
Kuwait	-	1,134	-	-	12	332	-	15	-	27	12	1,509
Lebanon	117	1,483	-	-	58	1,359	-	-	-	219	174	3,061
Oman	-	26	-	-	-	0	-	0	-	-	-	26
Qatar	37	581	-	-	3	115	0	53	1	14	41	762
Saudi Arabia	-	-	-	-	-	-	-	-	-	-	-	-
Syria	23	273	-	-	-	336	-	-	-	16	23	625
Yemen	-	-	-	-	-	-	-	-	-	-	-	-
<b>Middle East - Total</b>	<b>792</b>	<b>9,715</b>	<b>99</b>	<b>149</b>	<b>152</b>	<b>4,551</b>	<b>1</b>	<b>71</b>	<b>1</b>	<b>394</b>	<b>1,044</b>	<b>14,881</b>
<b>Middle East - %</b>	<b>17%</b>	<b>10%</b>	<b>66%</b>	<b>1%</b>	<b>21%</b>	<b>31%</b>	<b>1%</b>	<b>4%</b>	<b>51%</b>	<b>12%</b>	<b>19%</b>	<b>12%</b>
<b>Re-Export Markets</b>												
Turkey	82	2,123	-	568	-	988	-	2	-	566	82	4,246
UAE	500	7,401	-	-	181	2,108	5	78	-	22	686	9,608
<b>REM - Total</b>	<b>582</b>	<b>9,523</b>	<b>-</b>	<b>568</b>	<b>181</b>	<b>3,095</b>	<b>5</b>	<b>79</b>	<b>-</b>	<b>589</b>	<b>768</b>	<b>13,855</b>
<b>REM - %</b>	<b>13%</b>	<b>10%</b>	<b>0%</b>	<b>4%</b>	<b>25%</b>	<b>21%</b>	<b>4%</b>	<b>5%</b>	<b>0%</b>	<b>18%</b>	<b>14%</b>	<b>11%</b>
<b>Indian Subcontinent</b>												
Afghanistan	144	488	-	-	-	16	-	0	-	998	144	1,503
Bangladesh	-	-	-	-	11	94	-	-	-	11	11	105
India	601	5,681	-	13	179	2,510	-	-	-	-	780	8,203
Nepal	-	-	-	-	-	-	-	-	-	-	-	-
Pakistan	301	5,902	-	-	12	304	-	-	-	638	314	6,844
Sri Lanka	-	-	-	-	-	-	-	-	-	-	-	-
<b>Indian Subcontinent - Total</b>	<b>1,046</b>	<b>12,071</b>	<b>-</b>	<b>13</b>	<b>202</b>	<b>2,924</b>	<b>-</b>	<b>0</b>	<b>-</b>	<b>1,647</b>	<b>1,249</b>	<b>16,655</b>
<b>Indian Subcontinent - %</b>	<b>23%</b>	<b>13%</b>	<b>0%</b>	<b>0%</b>	<b>28%</b>	<b>20%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>49%</b>	<b>22%</b>	<b>13%</b>

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 10											Crop: 2017	
Country	Open In-Shell		Closed Shell		Kernel		GPPK & Split K.		Others		Total	
	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD
<b>Far East</b>												
China	25	86	50	175	-	10	-	8	-	4	75	283
Hong Kong	23	14,413	-	4,098	1	22	2	27	-	1	25	18,562
Indonesia	-	3	-	-	-	3	-	-	-	-	-	6
Japan	6	93	-	-	3	137	16	40	-	-	25	271
Korea	-	0	-	-	0	3	-	11	-	-	0	14
Macao	-	-	-	-	-	-	-	-	-	-	-	-
Malaysia	13	146	-	-	-	8	-	-	-	12	13	166
Philippines	-	-	-	-	-	-	-	-	-	-	-	-
Singapore	42	322	-	-	11	48	-	-	-	-	53	370
Taiwan	13	1,390	-	13	-	2	-	3	-	-	13	1,408
Thailand	-	40	-	-	5	18	-	-	-	1	5	59
Vietnam	-	16,352	-	8,778	-	-	-	-	-	51	-	25,180
<b>Far East - Total</b>	<b>122</b>	<b>32,845</b>	<b>50</b>	<b>13,064</b>	<b>20</b>	<b>251</b>	<b>18</b>	<b>88</b>	<b>-</b>	<b>70</b>	<b>209</b>	<b>46,318</b>
<b>Far East - %</b>	<b>3%</b>	<b>35%</b>	<b>33%</b>	<b>93%</b>	<b>3%</b>	<b>2%</b>	<b>14%</b>	<b>5%</b>	<b>0%</b>	<b>2%</b>	<b>4%</b>	<b>36%</b>
<b>North America</b>												
Canada	48	599	-	-	29	231	-	-	-	-	77	829
Mexico	-	150	-	-	-	-	-	-	-	-	-	150
USA	-	-	-	-	-	5	0	1	-	-	0	5
<b>North America - Total</b>	<b>48</b>	<b>749</b>	<b>-</b>	<b>-</b>	<b>29</b>	<b>235</b>	<b>0</b>	<b>1</b>	<b>-</b>	<b>-</b>	<b>77</b>	<b>985</b>
<b>North America - %</b>	<b>1%</b>	<b>1%</b>	<b>0%</b>	<b>0%</b>	<b>4%</b>	<b>2%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>1%</b>	<b>1%</b>

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 10											Crop: 2017	
Country	Open In-Shell		Closed Shell		Kernel		GPPK & Split K.		Others		Total	
	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD
<b>Other</b>												
Argentina	-	-	-	-	-	-	-	-	-	-	-	-
Australia	-	138	-	-	-	70	-	2	-	1	-	211
Brazil	10	123	-	-	1	35	-	-	-	10	11	168
Chile	-	-	-	-	-	-	-	-	-	-	-	-
Colombia	-	-	-	-	-	-	-	-	-	-	-	-
Dominican Republic	-	-	-	-	-	-	-	-	-	-	-	-
Ecuador	-	3	-	-	-	2	-	-	-	-	-	5
Kenya	-	-	-	-	-	-	-	-	-	-	-	-
Liberia	-	-	-	-	-	-	-	-	-	-	-	-
Mozambique	-	-	-	-	-	-	-	-	-	-	-	-
New Zealand	-	2	-	-	-	-	-	-	-	-	-	2
Nicaragua	-	-	-	-	-	-	-	-	-	-	-	-
Other_1	-	101	-	-	-	45	-	-	-	-	-	146
Other_2	-	-	-	-	-	-	-	-	-	-	-	-
Other_3	-	-	-	-	-	-	-	-	-	-	-	-
Other_4	-	-	-	-	-	-	-	-	-	-	-	-
Panama	-	-	-	-	-	-	-	-	-	-	-	-
Paraguay	-	-	-	-	-	-	-	-	-	-	-	-
Senegal	-	-	-	-	-	-	-	-	-	-	-	-
South Africa	-	8	-	-	-	4	-	6	-	-	-	18
Tanzania	-	-	-	-	-	-	-	-	-	-	-	-
Uruguay	-	-	-	-	-	-	-	-	-	-	-	-
Venezuela	-	-	-	-	-	-	-	-	-	-	-	-
Zambia	-	-	-	-	-	-	-	-	-	-	-	-
Zimbabwe	-	-	-	-	-	-	-	-	-	-	-	-
<b>Other - Total</b>	<b>10</b>	<b>375</b>	-	-	<b>1</b>	<b>156</b>	-	<b>8</b>	-	<b>11</b>	<b>11</b>	<b>550</b>
<b>Other - %</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>1%</b>	<b>0%</b>	<b>1%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>
<b>Total Iranian Export</b>	<b>4,580</b>	<b>94,936</b>	<b>150</b>	<b>14,068</b>	<b>727</b>	<b>14,844</b>	<b>129</b>	<b>1,616</b>	<b>1</b>	<b>3,362</b>	<b>5,586</b>	<b>128,827</b>

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