

YTD Inventory / Shipment Report In-Shell Basis Crop: 2017	
4th Marketing Month	YTD
Carry in from previous year	3,000
Total Production	225,000
Gross Inventory	228,000
Domestic Consumption	20,000
Export Shipments	88,000
Adjustment/losses, Export	7,000
Total Consumption	115,000
Ending Inventory	113,000
Note: Adjustments/Losses related to shelling and peeling process of kernels and green kernels.	

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
2017	13,282	88,415
2016	10,757	76,650
2015	14,126	75,046
2014	18,875	107,375

Monthly Market Prices FCA Hamburg Iranian Dried In-Shell 28/30 Fandoghi Pistachios		
Marketing Month: 4		Crop: 2017
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		
Marketing Month: 4		Crop: 2017
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 Exchange Rate		
Marketing Month: 4		Crop: 2017
Mean		1 USD to IRR
Min.		
Max.		
Last Year		
Note: The above rates might be significantly less than open market rates.		

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

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

Marketing Month: 4

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	2,022	30,825	400	11,635	65	130	9	40	5	57	2,501	42,687
Indian Subcontinent	1,531	8,033	-	-	517	1,588	-	-	168	1,266	2,216	10,887
EU15	2,052	7,701	36	111	448	1,534	188	599	2	46	2,726	9,991
Middle East	1,350	4,897	-	50	617	2,530	9	25	14	367	1,990	7,869
CIS	1,353	6,832	-	20	51	92	-	5	160	502	1,564	7,451
Re-Export Markets	1,236	5,106	71	254	449	1,829	8	49	25	257	1,789	7,495
Other Europe	224	982	-	61	26	77	-	1	10	49	259	1,169
North America	92	328	-	-	26	108	-	0	-	-	118	436
Other	26	142	-	-	33	62	0	5	-	10	59	220
North Africa	40	156	-	25	20	23	-	-	-	5	60	209
Total	9,926	65,003	507	12,155	2,252	7,973	214	724	384	2,560	13,282	88,415

Compiled by: IPA based on IRI Customs Administration raw data

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 4											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
EU15												
Austria	-	-	-	-	-	-	-	-	-	-	-	-
Belgium	22	106	-	-	45	45	-	-	-	-	67	151
Denmark	-	-	-	-	-	-	-	-	-	-	-	-
Finland	-	-	-	-	-	-	-	-	-	-	-	-
France	10	10	-	-	15	32	26	51	-	-	51	93
Germany	1,429	5,007	-	24	305	751	158	529	-	44	1,892	6,354
Greece	113	562	-	-	-	12	-	-	-	-	113	574
Ireland	-	-	-	-	-	-	-	-	-	-	-	-
Italy	92	672	36	87	71	645	4	7	-	-	203	1,410
Luxembourg	-	-	-	-	-	-	-	-	-	-	-	-
Netherland	-	350	-	-	-	20	-	1	-	-	-	370
Portugal	-	-	-	-	-	-	-	-	-	-	-	-
Spain	387	994	-	-	12	29	-	12	-	-	398	1,035
Sweden	-	-	-	-	-	-	-	-	-	-	-	-
UK	-	0	-	-	-	1	-	-	2	2	2	3
EEC	-	-	-	-	-	-	-	-	-	-	-	-
EU15 - Total	2,052	7,701	36	111	448	1,534	188	599	2	46	2,726	9,991
EU15 - %	20.7%	11.8%	7.1%	0.9%	19.9%	19.2%	88.0%	82.7%	0.5%	1.8%	20.5%	11.3%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 4											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
Other Europe												
Albania	-	15	-	-	-	-	-	-	-	-	-	15
Belarus	-	31	-	-	-	-	-	-	10	10	10	41
Bosnia	1	12	-	-	-	-	-	-	-	-	1	12
Bulgaria	-	-	-	-	-	-	-	-	-	-	-	-
Croatia	-	-	-	-	-	-	-	-	-	-	-	-
Cyprus	-	-	-	-	-	-	-	-	-	-	-	-
Czech Republic	-	-	-	-	-	-	-	-	-	-	-	-
Estonia	-	-	-	-	-	-	-	-	-	-	-	-
Hungry	-	-	-	-	-	-	-	-	-	-	-	-
Iceland	-	-	-	-	-	-	-	-	-	-	-	-
Kosovo	-	-	-	-	-	-	-	-	-	-	-	-
Latvia	-	21	-	-	-	-	-	-	-	-	-	21
Lithuania	58	208	-	13	-	-	-	-	-	-	58	221
Macedonia	-	17	-	-	-	-	-	-	-	-	-	17
Malta	-	-	-	-	-	-	-	-	-	-	-	-
Moldova	-	-	-	-	-	0	-	-	-	-	-	0
Montenegro	-	-	-	-	-	-	-	-	-	-	-	-
Norway	-	-	-	-	-	-	-	-	-	-	-	-
Poland	67	267	-	-	-	-	-	-	-	3	67	270
Romania	-	24	-	-	-	2	-	-	-	-	-	25
Serbia	10	33	-	-	-	-	-	-	-	-	10	33
Slovakia	66	220	-	48	23	68	-	-	-	-	89	336
Slovenia	-	-	-	-	-	-	-	-	-	-	-	-
Switzerland	-	2	-	-	2	4	-	1	-	0	2	8
Ukraine	21	132	-	-	1	3	-	-	-	36	22	172
Other Europe - Total	224	982	-	61	26	77	-	1	10	49	259	1,169
Other Europe - %	2.3%	1.5%	0.0%	0.5%	1.1%	1.0%	0.0%	0.1%	2.6%	1.9%	2.0%	1.3%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 4											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
CIS												
Armenia	131	542	-	-	-	2	-	-	-	22	131	566
Azerbaijan	6	156	-	-	47	58	-	-	-	39	53	254
Georgia	-	-	-	-	-	-	-	-	-	-	-	-
Kazakhstan	597	3,153	-	20	3	23	-	-	135	252	735	3,448
Kyrgyzstan	133	576	-	-	-	1	-	-	25	103	158	680
Russia	410	2,003	-	-	1	9	-	5	-	-	411	2,016
Tajikistan	-	-	-	-	-	-	-	-	-	40	-	40
Turkmenistan	5	28	-	-	-	-	-	-	-	2	5	30
Uzbekistan	72	373	-	-	-	-	-	-	-	44	72	417
CIS - Total	1,353	6,832	-	20	51	92	-	5	160	502	1,564	7,451
CIS - %	13.6%	10.5%	0.0%	0.2%	2.2%	1.2%	0.0%	0.6%	41.7%	19.6%	11.8%	8.4%
North Africa												
Algeria	-	-	-	-	-	-	-	-	-	-	-	-
Egypt	-	41	-	25	-	-	-	-	-	-	-	66
Ethiopia	-	-	-	-	-	-	-	-	-	-	-	-
Libya	40	65	-	-	10	13	-	-	-	5	50	83
Morocco	-	-	-	-	-	-	-	-	-	-	-	-
Nigeria	-	-	-	-	-	-	-	-	-	-	-	-
Sudan	-	-	-	-	-	-	-	-	-	-	-	-
Tunisia	-	50	-	-	10	10	-	-	-	-	10	60
North Africa - Total	40	156	-	25	20	23	-	-	-	5	60	209
North Africa - %	0.4%	0.2%	0.0%	0.2%	0.9%	0.3%	0.0%	0.0%	0.0%	0.2%	0.5%	0.2%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 4											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
Middle East												
Bahrain	12	34	-	-	-	-	-	2	-	-	12	36
Iraq	532	2,174	-	-	319	1,003	-	-	14	113	865	3,289
Jordan	77	820	-	50	120	574	-	-	-	-	197	1,444
Kuwait	224	608	-	-	57	172	5	7	-	27	286	814
Lebanon	338	722	-	-	108	549	-	-	-	199	446	1,470
Oman	-	26	-	-	-	0	-	-	-	-	-	26
Qatar	67	297	-	-	1	39	3	16	-	12	71	364
Saudi Arabia	-	-	-	-	-	-	-	-	-	-	-	-
Syria	101	216	-	-	12	194	-	-	-	16	113	426
Yemen	-	-	-	-	-	-	-	-	-	-	-	-
Middle East - Total	1,350	4,897	-	50	617	2,530	9	25	14	367	1,990	7,869
Middle East - %	13.6%	7.5%	0.0%	0.4%	27.4%	31.7%	4.0%	3.5%	3.6%	14.3%	15.0%	8.9%
Re-Export Markets												
Turkey	360	1,035	71	254	178	616	-	0	25	235	635	2,140
UAE	876	4,071	-	-	271	1,213	8	48	-	22	1,154	5,355
REM - Total	1,236	5,106	71	254	449	1,829	8	49	25	257	1,789	7,495
REM - %	12.5%	7.9%	14.0%	2.1%	19.9%	22.9%	3.6%	6.7%	6.5%	10.0%	13.5%	8.5%
Indian Subcontinent												
Afghanistan	113	228	-	-	16	16	-	-	54	651	183	896
Bangladesh	-	-	-	-	36	60	-	-	-	-	36	60
India	703	3,085	-	-	404	1,349	-	-	-	-	1,107	4,434
Nepal	-	-	-	-	-	-	-	-	-	-	-	-
Pakistan	716	4,720	-	-	61	163	-	-	114	614	890	5,497
Sri Lanka	-	-	-	-	-	-	-	-	-	-	-	-
Indian Subcontinent - Total	1,531	8,033	-	-	517	1,588	-	-	168	1,266	2,216	10,887
Indian Subcontinent - %	15.4%	12.4%	0.0%	0.0%	23.0%	19.9%	0.0%	0.0%	43.8%	49.4%	16.7%	12.3%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 4											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
Far East												
China	1	60	-	125	-	1	0	0	4	4	5	190
Hong Kong	600	13,565	175	3,607	15	19	1	13	-	1	791	17,205
Indonesia	3	3	-	-	-	3	-	-	-	-	3	6
Japan	6	26	-	-	32	72	6	15	-	-	44	112
Korea	-	-	-	-	0	1	-	11	-	-	0	12
Macao	-	-	-	-	-	-	-	-	-	-	-	-
Malaysia	26	85	-	-	-	5	-	-	-	-	26	90
Philippines	-	-	-	-	-	-	-	-	-	-	-	-
Singapore	39	191	-	-	18	28	-	-	-	-	57	220
Taiwan	336	1,231	-	13	0	0	2	2	-	-	338	1,245
Thailand	13	26	-	-	-	2	-	-	-	1	13	28
Vietnam	997	15,638	225	7,890	-	-	-	-	1	51	1,223	23,579
Far East - Total	2,022	30,825	400	11,635	65	130	9	40	5	57	2,501	42,687
Far East - %	20.4%	47.4%	78.9%	95.7%	2.9%	1.6%	4.4%	5.6%	1.3%	2.2%	18.8%	48.3%
North America												
Canada	67	253	-	-	26	108	-	-	-	-	93	361
Mexico	25	75	-	-	-	-	-	-	-	-	25	75
USA	-	-	-	-	-	-	-	0	-	-	-	0
North America - Total	92	328	-	-	26	108	-	0	-	-	118	436
North America - %	0.9%	0.5%	0.0%	0.0%	1.2%	1.4%	0.0%	0.0%	0.0%	0.0%	0.9%	0.5%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 4											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
Other												
Argentina	-	-	-	-	-	-	-	-	-	-	-	-
Australia	26	61	-	-	21	38	0	0	-	-	47	100
Brazil	-	18	-	-	12	12	-	-	-	10	12	40
Chile	-	-	-	-	-	-	-	-	-	-	-	-
Colombia	-	-	-	-	-	-	-	-	-	-	-	-
Dominican Republic	-	-	-	-	-	-	-	-	-	-	-	-
Ecuador	-	-	-	-	-	-	-	-	-	-	-	-
Kenya	-	-	-	-	-	-	-	-	-	-	-	-
Liberia	-	-	-	-	-	-	-	-	-	-	-	-
Mozambique	-	-	-	-	-	-	-	-	-	-	-	-
New Zealand	-	2	-	-	-	-	-	-	-	-	-	2
Nicaragua	-	-	-	-	-	-	-	-	-	-	-	-
Other_1	-	53	-	-	-	8	-	-	-	-	-	61
Other_2	-	-	-	-	-	-	-	-	-	-	-	-
Other_3	-	-	-	-	-	-	-	-	-	-	-	-
Other_4	-	-	-	-	-	-	-	-	-	-	-	-
Panama	-	-	-	-	-	-	-	-	-	-	-	-
Paraguay	-	-	-	-	-	-	-	-	-	-	-	-
Senegal	-	-	-	-	-	-	-	-	-	-	-	-
South Africa	-	8	-	-	-	4	-	5	-	-	-	17
Tanzania	-	-	-	-	-	-	-	-	-	-	-	-
Uruguay	-	-	-	-	-	-	-	-	-	-	-	-
Venezuela	-	-	-	-	-	-	-	-	-	-	-	-
Zambia	-	-	-	-	-	-	-	-	-	-	-	-
Zimbabwe	-	-	-	-	-	-	-	-	-	-	-	-
Other - Total	26	142	-	-	33	62	0	5	-	10	59	220
Other - %	0.3%	0.2%	0.0%	0.0%	1.5%	0.8%	0.1%	0.7%	0.0%	0.4%	0.4%	0.2%
Total Iranian Export	9,926	65,003	507	12,155	2,252	7,973	214	724	384	2,560	13,282	88,415

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