

**YTD Inventory / Shipment Report  
In-Shell Basis  
Crop: 2018**

10th Marketing Month	YTD
Carry in from previous year	35,000
Total Production	52,000
Gross Inventory	87,000
Domestic Consumption	9,400
Export Shipments	38,000
Adjustment/losses, Export	8,000
Total Consumption	55,400
<b>Ending Inventory</b>	<b>31,600</b>

**Marketing Comments:**

1. Iran's export volume through the 10th month of the current marketing year is far less than the average figure of the past 4 years (2014-2017: 131,000 MT) for the same period. The inventory at the end of marketing month 10 stands at 45% of this year's total marketable inventory (for Export) of approximately 70,000 MT.

2. Indian Subcontinent (variety-oriented) has been the main market for Iranian pistachios through June (9,000 MT). Out of 16,000 MT of pistachios exported to this growing market, Iran's share stands at 56%, while the US has 44% of the market share through June.

3. 22,000 MT of pistachios have totally been exported to the Middle East through June. The US' share of this market is 68%, with Iran having 32% of the market share.

4. 113,000 MT of pistachios have been exported to the Far East through June. The Californian pistachios' share of this market stands at 94%, while Iran is behind at 6%.

5. 76,000 MT of pistachios have totally been exported to Europe through June. The US' share of this market is 95%, with Iran having 5% of the market share.

6. Through June, total 7,000 MT of pistachios have been exported to the CIS countries by Iran.

**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 Market Prices FCA  
Hamburg Iranian Dried In-Shell  
28/30 Fandoghi Pistachios**

Marketing Month: 10 Crop: 2018

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: 10 Crop: 2018

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-Shell Basis**

Marketing Month: 10			
Crop	Monthly	YTD	
<b>2018</b>	<b>4,972</b>	<b>38,406</b>	
2017	5,586	128,827	
2016	2,768	113,869	
2015	6,126	126,726	
2014	5,480	153,771	

**Monthly Exchange Rate**

Marketing Month: 10 Crop: 2018

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: 10**

**Crop: 2018**

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
Indian Subcontinent	319	6,579	-	-	171	1,977	-	0	41	275	<b>530</b>	<b>8,831</b>
Middle East	457	5,498	-	-	136	1,371	4	34	21	49	<b>617</b>	<b>6,952</b>
Far East	1,106	4,406	1,127	2,315	3	107	1	48	0	1	<b>2,236</b>	<b>6,878</b>
CIS	615	6,408	-	-	21	118	7	9	3	166	<b>647</b>	<b>6,701</b>
Re-Export Markets	151	3,169	-	-	83	1,196	10	148	15	212	<b>259</b>	<b>4,724</b>
EU15	244	1,531	-	64	94	622	161	793	-	1	<b>499</b>	<b>3,011</b>
Other Europe	86	883	-	-	6	22	-	1	-	-	<b>92</b>	<b>906</b>
North America	75	181	-	-	0	52	-	1	-	28	<b>75</b>	<b>263</b>
North Africa	-	63	-	-	-	13	-	-	-	-	<b>-</b>	<b>76</b>
Other	10	57	-	-	6	6	-	1	-	-	<b>16</b>	<b>64</b>
<b>Total</b>	<b>3,062</b>	<b>28,774</b>	<b>1,127</b>	<b>2,379</b>	<b>520</b>	<b>5,486</b>	<b>183</b>	<b>1,035</b>	<b>80</b>	<b>732</b>	<b>4,972</b>	<b>38,406</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: 2018	
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	0	23	-	-	-	-	-	2	-	-	0	24
Denmark	-	-	-	-	-	-	-	-	-	-	-	-
Finland	-	-	-	-	-	-	-	-	-	-	-	-
France	-	1	-	-	19	51	-	84	-	-	19	135
Germany	82	651	-	20	41	461	151	647	-	1	274	1,780
Greece	-	140	-	-	-	-	-	-	-	-	-	140
Ireland	-	-	-	-	-	-	-	-	-	-	-	-
Italy	44	156	-	44	24	76	-	40	-	-	68	317
Luxembourg	-	-	-	-	-	-	-	-	-	-	-	-
Netherland	-	-	-	-	-	14	-	0	-	-	-	14
Portugal	-	-	-	-	-	-	-	-	-	-	-	-
Spain	118	558	-	-	10	20	10	20	-	-	138	598
Sweden	-	-	-	-	-	-	-	-	-	0	-	0
UK	-	2	-	-	-	-	-	0	-	-	-	2
EEC	-	-	-	-	-	-	-	-	-	-	-	-
<b>EU15 - Total</b>	<b>244</b>	<b>1,531</b>	<b>-</b>	<b>64</b>	<b>94</b>	<b>622</b>	<b>161</b>	<b>793</b>	<b>-</b>	<b>1</b>	<b>499</b>	<b>3,011</b>
<b>EU15 - %</b>	<b>8%</b>	<b>5%</b>	<b>0%</b>	<b>3%</b>	<b>18%</b>	<b>11%</b>	<b>88%</b>	<b>77%</b>	<b>0%</b>	<b>0%</b>	<b>10%</b>	<b>8%</b>

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 10											Crop: 2018	
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	-	18	-	-	-	-	-	-	-	-	-	18
Belarus	-	3	-	-	-	-	-	-	-	-	-	3
Bosnia	-	-	-	-	-	-	-	-	-	-	-	-
Bulgaria	-	10	-	-	-	4	-	-	-	-	-	14
Croatia	-	-	-	-	-	-	-	-	-	-	-	-
Cyprus	-	-	-	-	-	-	-	-	-	-	-	-
Czech Republic	-	0	-	-	-	0	-	-	-	-	-	0
Estonia	-	-	-	-	-	-	-	-	-	-	-	-
Hungary	-	0	-	-	-	-	-	-	-	-	-	0
Iceland	-	-	-	-	-	-	-	-	-	-	-	-
Kosovo	-	-	-	-	-	-	-	-	-	-	-	-
Latvia	-	-	-	-	-	-	-	-	-	-	-	-
Lithuania	-	21	-	-	-	-	-	-	-	-	-	21
Macedonia	3	10	-	-	-	-	-	-	-	-	3	10
Malta	-	-	-	-	-	-	-	-	-	-	-	-
Moldova	-	-	-	-	-	-	-	-	-	-	-	-
Montenegro	-	-	-	-	-	-	-	-	-	-	-	-
Norway	-	-	-	-	-	-	-	-	-	-	-	-
Poland	24	196	-	-	-	-	-	-	-	-	24	196
Romania	-	-	-	-	-	-	-	-	-	-	-	-
Serbia	-	29	-	-	-	-	-	-	-	-	-	29
Slovakia	22	339	-	-	-	9	-	-	-	-	22	348
Slovenia	-	-	-	-	-	-	-	-	-	-	-	-
Switzerland	-	5	-	-	-	1	-	1	-	-	-	6
Ukraine	37	253	-	-	6	8	-	-	-	-	43	261
<b>Other Europe - Total</b>	<b>86</b>	<b>883</b>	<b>-</b>	<b>-</b>	<b>6</b>	<b>22</b>	<b>-</b>	<b>1</b>	<b>-</b>	<b>-</b>	<b>92</b>	<b>906</b>
<b>Other Europe - %</b>	<b>3%</b>	<b>3%</b>	<b>0%</b>	<b>0%</b>	<b>1%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>2%</b>	<b>2%</b>

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 10											Crop: 2018	
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	-	344	-	-	-	23	-	0	-	44	-	411
Azerbaijan	-	8	-	-	-	0	-	-	-	-	-	8
Georgia	44	201	-	-	-	-	-	-	-	-	44	201
Kazakhstan	80	1,320	-	-	-	1	-	-	1	23	81	1,344
Kyrgyzstan	185	1,265	-	-	21	21	-	-	-	80	207	1,367
Russia	282	2,953	-	-	-	73	7	9	2	9	291	3,043
Tajikistan	-	24	-	-	-	-	-	-	-	-	-	24
Turkmenistan	0	5	-	-	-	-	-	-	-	10	0	15
Uzbekistan	24	288	-	-	-	-	-	-	-	-	24	288
<b>CIS - Total</b>	<b>615</b>	<b>6,408</b>	<b>-</b>	<b>-</b>	<b>21</b>	<b>118</b>	<b>7</b>	<b>9</b>	<b>3</b>	<b>166</b>	<b>647</b>	<b>6,701</b>
<b>CIS - %</b>	<b>20%</b>	<b>22%</b>	<b>0%</b>	<b>0%</b>	<b>4%</b>	<b>2%</b>	<b>4%</b>	<b>1%</b>	<b>0%</b>	<b>23%</b>	<b>13%</b>	<b>17%</b>
<b>North Africa</b>												
Algeria	-	-	-	-	-	-	-	-	-	-	-	-
Egypt	-	-	-	-	-	-	-	-	-	-	-	-
Ethiopia	-	-	-	-	-	-	-	-	-	-	-	-
Libya	-	50	-	-	-	13	-	-	-	-	-	63
Morocco	-	13	-	-	-	-	-	-	-	-	-	13
Nigeria	-	-	-	-	-	-	-	-	-	-	-	-
Sudan	-	-	-	-	-	-	-	-	-	-	-	-
Tunisia	-	-	-	-	-	-	-	-	-	-	-	-
<b>North Africa - Total</b>	<b>-</b>	<b>63</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>13</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>76</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: 2018	
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	10	18	-	-	-	0	0	1	-	-	10	19
Iraq	342	3,722	-	-	44	377	2	2	21	21	408	4,122
Jordan	-	184	-	-	-	36	-	-	-	-	-	220
Kuwait	51	695	-	-	19	273	-	7	-	23	70	999
Lebanon	23	416	-	-	70	637	-	-	-	3	92	1,056
Oman	0	111	-	-	-	8	-	-	-	-	0	119
Qatar	19	277	-	-	4	31	2	23	-	3	25	334
Saudi Arabia	-	-	-	-	-	-	-	-	-	-	-	-
Syria	12	75	-	-	-	9	-	-	-	-	12	84
Yemen	-	-	-	-	-	-	-	-	-	-	-	-
<b>Middle East - Total</b>	<b>457</b>	<b>5,498</b>	<b>-</b>	<b>-</b>	<b>136</b>	<b>1,371</b>	<b>4</b>	<b>34</b>	<b>21</b>	<b>49</b>	<b>617</b>	<b>6,952</b>
<b>Middle East - %</b>	<b>15%</b>	<b>19%</b>	<b>0%</b>	<b>0%</b>	<b>26%</b>	<b>25%</b>	<b>2%</b>	<b>3%</b>	<b>0%</b>	<b>7%</b>	<b>12%</b>	<b>18%</b>
<b>Re-Export Markets</b>												
Turkey	29	413	-	-	6	135	-	3	-	124	35	675
UAE	121	2,756	-	-	77	1,062	10	145	15	87	224	4,050
<b>REM - Total</b>	<b>151</b>	<b>3,169</b>	<b>-</b>	<b>-</b>	<b>83</b>	<b>1,196</b>	<b>10</b>	<b>148</b>	<b>15</b>	<b>212</b>	<b>259</b>	<b>4,724</b>
<b>REM - %</b>	<b>5%</b>	<b>11%</b>	<b>0%</b>	<b>0%</b>	<b>16%</b>	<b>22%</b>	<b>5%</b>	<b>14%</b>	<b>0%</b>	<b>29%</b>	<b>5%</b>	<b>12%</b>
<b>Indian Subcontinent</b>												
Afghanistan	143	1,008	-	-	-	8	-	0	41	188	184	1,204
Bangladesh	-	-	-	-	11	88	-	-	-	-	11	88
India	176	1,788	-	-	160	1,706	-	-	-	-	335	3,493
Nepal	-	-	-	-	-	-	-	-	-	-	-	-
Pakistan	-	3,783	-	-	-	175	-	-	-	87	-	4,046
Sri Lanka	-	-	-	-	-	-	-	-	-	-	-	-
<b>Indian Subcontinent - Total</b>	<b>319</b>	<b>6,579</b>	<b>-</b>	<b>-</b>	<b>171</b>	<b>1,977</b>	<b>-</b>	<b>0</b>	<b>41</b>	<b>275</b>	<b>530</b>	<b>8,831</b>
<b>Indian Subcontinent - %</b>	<b>10%</b>	<b>23%</b>	<b>0%</b>	<b>0%</b>	<b>33%</b>	<b>36%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>38%</b>	<b>11%</b>	<b>23%</b>

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 10											Crop: 2018	
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	1,048	3,201	794	1,594	2	17	-	12	-	-	1,844	4,824
Hong Kong	50	625	308	631	1	20	-	10	-	1	359	1,286
Indonesia	-	3	-	-	-	1	-	-	-	-	-	4
Japan	8	31	-	-	-	31	1	26	0	0	9	89
Korea	-	1	-	-	-	10	-	-	-	-	-	10
Macao	-	-	-	-	-	-	-	-	-	-	-	-
Malaysia	0	33	-	-	-	6	-	-	-	-	0	39
Philippines	-	-	-	-	-	-	-	-	-	-	-	-
Singapore	-	250	-	-	-	11	-	-	-	-	-	261
Taiwan	-	235	-	66	-	-	-	1	-	-	-	302
Thailand	-	27	25	25	-	11	-	-	-	-	25	63
Vietnam	-	-	-	-	-	-	-	-	-	-	-	-
<b>Far East - Total</b>	<b>1,106</b>	<b>4,406</b>	<b>1,127</b>	<b>2,315</b>	<b>3</b>	<b>107</b>	<b>1</b>	<b>48</b>	<b>0</b>	<b>1</b>	<b>2,236</b>	<b>6,878</b>
<b>Far East - %</b>	<b>36%</b>	<b>15%</b>	<b>0%</b>	<b>97%</b>	<b>1%</b>	<b>2%</b>	<b>0%</b>	<b>5%</b>	<b>0%</b>	<b>0%</b>	<b>45%</b>	<b>18%</b>
<b>North America</b>												
Canada	-	81	-	-	0	52	-	1	-	28	0	163
Mexico	75	100	-	-	-	-	-	-	-	-	75	100
USA	-	-	-	-	-	-	-	-	-	-	-	-
<b>North America - Total</b>	<b>75</b>	<b>181</b>	<b>-</b>	<b>-</b>	<b>0</b>	<b>52</b>	<b>-</b>	<b>1</b>	<b>-</b>	<b>28</b>	<b>75</b>	<b>263</b>
<b>North America - %</b>	<b>2%</b>	<b>1%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>1%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>4%</b>	<b>2%</b>	<b>1%</b>

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Marketing Month: 10											Crop: 2018	
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	10	57	-	-	6	6	-	1	-	-	16	64
Brazil	-	-	-	-	-	-	-	-	-	-	-	-
Chile	-	-	-	-	-	-	-	-	-	-	-	-
Colombia	-	-	-	-	-	-	-	-	-	-	-	-
Dominican Republic	-	-	-	-	-	-	-	-	-	-	-	-
Ecuador	-	-	-	-	-	-	-	-	-	-	-	-
Kenya	-	-	-	-	-	0	-	-	-	-	-	0
Liberia	-	-	-	-	-	-	-	-	-	-	-	-
Mozambique	-	-	-	-	-	-	-	-	-	-	-	-
New Zealand	-	-	-	-	-	-	-	-	-	-	-	-
Nicaragua	-	-	-	-	-	-	-	-	-	-	-	-
Other_1	-	-	-	-	-	-	-	-	-	-	-	-
Other_2	-	-	-	-	-	-	-	-	-	-	-	-
Other_3	-	-	-	-	-	-	-	-	-	-	-	-
Other_4	-	-	-	-	-	-	-	-	-	-	-	-
Panama	-	-	-	-	-	-	-	-	-	-	-	-
Paraguay	-	-	-	-	-	-	-	-	-	-	-	-
Senegal	-	-	-	-	-	-	-	-	-	-	-	-
South Africa	-	-	-	-	-	-	-	-	-	-	-	-
Tanzania	-	-	-	-	-	-	-	-	-	-	-	-
Uruguay	-	-	-	-	-	-	-	-	-	-	-	-
Venezuela	-	-	-	-	-	-	-	-	-	-	-	-
Zambia	-	-	-	-	-	-	-	-	-	-	-	-
Zimbabwe	-	-	-	-	-	-	-	-	-	-	-	-
<b>Other - Total</b>	<b>10</b>	<b>57</b>	<b>-</b>	<b>-</b>	<b>6</b>	<b>6</b>	<b>-</b>	<b>1</b>	<b>-</b>	<b>-</b>	<b>16</b>	<b>64</b>
<b>Other - %</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>1%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>
<b>Total Iranian Export</b>	<b>3,062</b>	<b>28,774</b>	<b>1,127</b>	<b>2,379</b>	<b>520</b>	<b>5,486</b>	<b>183</b>	<b>1,035</b>	<b>80</b>	<b>732</b>	<b>4,972</b>	<b>38,406</b>

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