

| <b>YTD Inventory / Shipment Report<br/>In Tons</b>   |                   |
|--|-------------------|
| <b>Marketing Month: 4</b>  | <b>Crop: 2019</b> |
| Carry in from previous year  | 22,000            |
| Total Production   | 205,000           |
| Gross Inventory  | 227,000           |
| Domestic Consumption   | 12,500            |
| Export Shipments   | 58,000            |
| Adjustment/losses, Export  | 9,000             |
| Total Consumption  | 79,500            |
| <b>Ending Inventory</b>  | <b>147,500</b>    |
| <p>1. 2019 year-to-date shipments (as of 1 January) stay at 58,000 MT of pistachios, which show a 35% decline compared to 2017 for the same period. Factors such as the price disparity between domestic and the global market, limited supply from the growers at the beginning of the current crop year, launching pistachio trade at IME, expectations of the exchange rate increase and limitations on monetary transfers have restricted Iranian pistachio exports in the past few months.</p> <p>2. The Far East has been the main market for Iranian pistachios through December. Exports to this market amount to 19,000 MT; a 56% drop compared to crop year 2017 for the same period. Of the Far East's total pistachio imports of 67,000 MT, Iran's share stands at 28%, while the US is ahead at 72% of the market share. Iranian exporters have been trying to cope with the demand for high-volume contracts in the past few years in this market.</p> <p>3. Cumulative export shipments to the Indian Subcontinent through December stand at 8,043 MT, down 27% compared to crop year 2017 for the same period. Out of the approximately 9,000 MT of pistachios being imported by this growing market, Iran's share stands at 93%, with the US having a 7% market share.</p> <p>4. Cumulative export shipments to Turkey and UAE (Re-Export Markets) through December stand at 10,000 MT, up 43% compared to crop year 2017 for the same period. Out of the approximately 12,000 MT of pistachios being imported by these markets, Iran's share stands at 87%, with the US having a 13% market share.</p> <p>5. For the first time in history, long varieties of Iranian pistachios are offered at competitive prices with the similar sized US Extra Number 1 (21-25). Therefore, the export figures for these varieties is expected to improve in the future.</p> |                   |
| <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<br/>Years<br/>In Tons</b> |                   |               |
|--|-------------------|---------------|
| <b>Marketing Month: 4</b>  | <b>Crop: 2019</b> |               |
| Crop   | Monthly           | YTD           |
| <b>2019</b>  | <b>13,760</b>     | <b>57,842</b> |
| 2018   | 3,310             | 14,733        |
| 2017   | 13,282            | 88,415        |
| 2016   | 10,757            | 76,650        |

| <b>Monthly Market Prices FCA<br/>Hamburg Iranian Dried In-Shell<br/>28/30 Fandoghi Pistachios</b> |  |                   |
|---|--|-------------------|
| <b>Marketing Month: 4</b>   |  | <b>Crop: 2019</b> |
| Mean  |  | USD<br>per<br>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<br/>Tehran Iranian Dried In-Shell<br/>30/32 Fandoghi Pistachios</b>                        |  |                    |
|---|--|--------------------|
| <b>Marketing Month: 4</b>   |  | <b>Crop: 2019</b>  |
| Mean  |  | IRR<br>per<br>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: 4</b>  |  | <b>Crop: 2019</b>  |
| Mean   |  | 1 USD<br>to<br>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: 4**

**Crop: 2019**

| Product<br>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               | 2,231         | 15,812        | 675          | 3,008        | 30           | 91           | 14              | 20         | -         | 1          | 2,949         | 18,932        |
| Re-Export Markets      | 1,630         | 7,043         | 451          | 1,019        | 686          | 2,202        | 18              | 78         | 36        | 41         | 2,821         | 10,383        |
| Indian Subcontinent    | 1,603         | 6,159         | -            | -            | 723          | 1,845        | -               | -          | 39        | 39         | 2,365         | 8,043         |
| EU15                   | 1,211         | 4,111         | 189          | 788          | 433          | 1,170        | 144             | 400        | -         | 0          | 1,977         | 6,470         |
| Middle East            | 1,079         | 4,061         | 100          | 275          | 773          | 2,018        | 3               | 20         | 0         | 50         | 1,957         | 6,423         |
| CIS                    | 1,209         | 6,077         | 15           | 15           | 44           | 95           | 1               | 1          | -         | 0          | 1,268         | 6,188         |
| Other Europe           | 111           | 593           | -            | -            | 21           | 38           | -               | -          | -         | -          | 132           | 631           |
| North America          | 140           | 359           | -            | -            | 67           | 115          | 1               | 4          | 3         | 3          | 211           | 481           |
| North Africa           | 69            | 183           | -            | -            | 5            | 19           | -               | -          | -         | -          | 74            | 202           |
| Other                  | 7             | 69            | -            | -            | -            | 19           | -               | 1          | 0         | 1          | 7             | 90            |
| <b>Total</b>           | <b>9,290</b>  | <b>44,468</b> | <b>1,430</b> | <b>5,104</b> | <b>2,781</b> | <b>7,613</b> | <b>181</b>      | <b>524</b> | <b>78</b> | <b>134</b> | <b>13,760</b> | <b>57,842</b> |

Compiled by: IPA based on IRI Customs Administration raw data

| Monthly and YTD Export Shipments - Product / Country Breakdown in Tons |               |              |              |            |            |              |                 |            |           |           |              |              |
|--|---------------|--------------|--------------|------------|------------|--------------|-----------------|------------|-----------|-----------|--------------|--------------|
| Marketing Month: 4   |               |              |              |            |            |              |                 |            |           |           | Crop: 2019   |              |
| 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  | -             | 3            | -            | -          | -          | 0            | -               | -          | -         | -         | -            | 3            |
| Belgium  | 44            | 68           | -            | -          | -          | -            | -               | -          | -         | -         | 44           | 68           |
| Denmark  | -             | -            | -            | -          | -          | -            | -               | -          | -         | -         | -            | -            |
| Finland  | -             | -            | -            | -          | -          | -            | -               | -          | -         | -         | -            | -            |
| France   | -             | 1            | -            | -          | 28         | 47           | 10              | 31         | -         | -         | 37           | 79           |
| Germany  | 805           | 3,051        | -            | -          | 217        | 378          | 122             | 331        | -         | 0         | 1,144        | 3,760        |
| Greece   | -             | 96           | -            | -          | -          | 1            | -               | -          | -         | -         | -            | 97           |
| Ireland  | -             | -            | -            | -          | -          | -            | -               | -          | -         | -         | -            | -            |
| Italy  | 246           | 550          | 189          | 788        | 189        | 721          | 2               | 7          | -         | -         | 626          | 2,065        |
| Luxembourg   | -             | -            | -            | -          | -          | -            | -               | -          | -         | -         | -            | -            |
| Netherland   | -             | -            | -            | -          | -          | 17           | -               | 2          | -         | -         | -            | 19           |
| Portugal   | -             | -            | -            | -          | -          | -            | -               | -          | -         | -         | -            | -            |
| Spain  | 116           | 324          | -            | -          | -          | -            | 10              | 30         | -         | -         | 126          | 354          |
| Sweden   | -             | -            | -            | -          | -          | -            | -               | -          | -         | -         | -            | -            |
| UK   | -             | 17           | -            | -          | -          | 7            | -               | -          | -         | -         | -            | 24           |
| EEC  | -             | -            | -            | -          | -          | -            | -               | -          | -         | -         | -            | -            |
| <b>EU15 - Total</b>  | <b>1,211</b>  | <b>4,111</b> | <b>189</b>   | <b>788</b> | <b>433</b> | <b>1,170</b> | <b>144</b>      | <b>400</b> | <b>-</b>  | <b>0</b>  | <b>1,977</b> | <b>6,470</b> |
| <b>EU15 - %</b>  | <b>13%</b>    | <b>9%</b>    | <b>0%</b>    | <b>15%</b> | <b>16%</b> | <b>15%</b>   | <b>79%</b>      | <b>76%</b> | <b>0%</b> | <b>0%</b> | <b>14%</b>   | <b>11%</b>   |

| Monthly and YTD Export Shipments - Product / Country Breakdown in Tons |               |            |              |           |           |           |                 |           |           |           |            |            |
|--|---------------|------------|--------------|-----------|-----------|-----------|-----------------|-----------|-----------|-----------|------------|------------|
| Marketing Month: 4   |               |            |              |           |           |           |                 |           |           |           | Crop: 2019 |            |
| 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  | -             | 12         | -            | -         | -         | 1         | -               | -         | -         | -         | -          | 13         |
| Belarus  | 22            | 30         | -            | -         | 1         | 1         | -               | -         | -         | -         | 23         | 31         |
| Bosnia   | -             | 10         | -            | -         | -         | 2         | -               | -         | -         | -         | -          | 12         |
| Bulgaria   | -             | -          | -            | -         | -         | -         | -               | -         | -         | -         | -          | -          |
| Croatia  | -             | -          | -            | -         | -         | -         | -               | -         | -         | -         | -          | -          |
| Cyprus   | -             | -          | -            | -         | -         | -         | -               | -         | -         | -         | -          | -          |
| Czech Republic   | -             | -          | -            | -         | -         | -         | -               | -         | -         | -         | -          | -          |
| Estonia  | -             | -          | -            | -         | -         | -         | -               | -         | -         | -         | -          | -          |
| Hungry   | -             | 0          | -            | -         | -         | -         | -               | -         | -         | -         | -          | 0          |
| Iceland  | -             | -          | -            | -         | -         | -         | -               | -         | -         | -         | -          | -          |
| Kosovo   | -             | -          | -            | -         | -         | -         | -               | -         | -         | -         | -          | -          |
| Latvia   | -             | -          | -            | -         | -         | -         | -               | -         | -         | -         | -          | -          |
| Lithuania  | -             | -          | -            | -         | -         | -         | -               | -         | -         | -         | -          | -          |
| Macedonia  | 23            | 38         | -            | -         | -         | -         | -               | -         | -         | -         | 23         | 38         |
| Malta  | -             | -          | -            | -         | -         | -         | -               | -         | -         | -         | -          | -          |
| Moldova  | -             | -          | -            | -         | -         | -         | -               | -         | -         | -         | -          | -          |
| Montenegro   | -             | -          | -            | -         | -         | -         | -               | -         | -         | -         | -          | -          |
| Norway   | -             | -          | -            | -         | -         | -         | -               | -         | -         | -         | -          | -          |
| Poland   | 21            | 61         | -            | -         | -         | 8         | -               | -         | -         | -         | 21         | 69         |
| Romania  | -             | 20         | -            | -         | -         | -         | -               | -         | -         | -         | -          | 20         |
| Serbia   | 8             | 47         | -            | -         | -         | 5         | -               | -         | -         | -         | 8          | 52         |
| Slovakia   | -             | 132        | -            | -         | 20        | 20        | -               | -         | -         | -         | 20         | 152        |
| Slovenia   | -             | -          | -            | -         | -         | -         | -               | -         | -         | -         | -          | -          |
| Switzerland  | -             | 0          | -            | -         | -         | 1         | -               | -         | -         | -         | -          | 2          |
| Ukraine  | 37            | 243        | -            | -         | -         | -         | -               | -         | -         | -         | 37         | 243        |
| <b>Other Europe - Total</b>  | <b>111</b>    | <b>593</b> | -            | -         | <b>21</b> | <b>38</b> | -               | -         | -         | -         | <b>132</b> | <b>631</b> |
| <b>Other Europe - %</b>  | <b>1%</b>     | <b>1%</b>  | <b>0%</b>    | <b>0%</b> | <b>1%</b> | <b>1%</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: 4   |               |              |              |           |           |           |                 |           |           |           | Crop: 2019   |              |
| 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  | 26            | 185          | -            | -         | 3         | 3         | -               | -         | -         | -         | 29           | 188          |
| Azerbaijan   | 4             | 40           | -            | -         | -         | -         | -               | -         | -         | -         | 4            | 40           |
| Georgia  | 45            | 243          | -            | -         | -         | -         | -               | -         | -         | -         | 45           | 243          |
| Kazakhstan   | 202           | 845          | -            | -         | 30        | 37        | -               | -         | -         | 0         | 232          | 882          |
| Kyrgyzstan   | 368           | 2,081        | -            | -         | -         | 3         | -               | -         | -         | -         | 368          | 2,084        |
| Russia   | 389           | 1,958        | 15           | 15        | 11        | 47        | 1               | 1         | -         | -         | 415          | 2,020        |
| Tajikistan   | -             | -            | -            | -         | -         | -         | -               | -         | -         | -         | -            | -            |
| Turkmenistan   | 1             | 42           | -            | -         | -         | 6         | -               | -         | -         | -         | 1            | 48           |
| Uzbekistan   | 175           | 683          | -            | -         | -         | -         | -               | -         | -         | -         | 175          | 683          |
| <b>CIS - Total</b>   | <b>1,209</b>  | <b>6,077</b> | <b>15</b>    | <b>15</b> | <b>44</b> | <b>95</b> | <b>1</b>        | <b>1</b>  | <b>-</b>  | <b>0</b>  | <b>1,268</b> | <b>6,188</b> |
| <b>CIS - %</b>   | <b>13%</b>    | <b>14%</b>   | <b>0%</b>    | <b>0%</b> | <b>2%</b> | <b>1%</b> | <b>1%</b>       | <b>0%</b> | <b>0%</b> | <b>0%</b> | <b>9%</b>    | <b>11%</b>   |
| <b>North Africa</b>  |               |              |              |           |           |           |                 |           |           |           |              |              |
| Algeria  | 13            | 13           | -            | -         | -         | -         | -               | -         | -         | -         | 13           | 13           |
| Egypt  | 31            | 66           | -            | -         | 5         | 5         | -               | -         | -         | -         | 36           | 71           |
| Ethiopia   | -             | -            | -            | -         | -         | -         | -               | -         | -         | -         | -            | -            |
| Libya  | 25            | 80           | -            | -         | -         | 14        | -               | -         | -         | -         | 25           | 94           |
| Morocco  | -             | -            | -            | -         | -         | -         | -               | -         | -         | -         | -            | -            |
| Nigeria  | -             | -            | -            | -         | -         | -         | -               | -         | -         | -         | -            | -            |
| Sudan  | -             | -            | -            | -         | -         | -         | -               | -         | -         | -         | -            | -            |
| Tunisia  | -             | 25           | -            | -         | -         | -         | -               | -         | -         | -         | -            | 25           |
| <b>North Africa - Total</b>  | <b>69</b>     | <b>183</b>   | <b>-</b>     | <b>-</b>  | <b>5</b>  | <b>19</b> | <b>-</b>        | <b>-</b>  | <b>-</b>  | <b>-</b>  | <b>74</b>    | <b>202</b>   |
| <b>North Africa - %</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>0%</b> | <b>0%</b> | <b>1%</b>    | <b>0%</b>    |

| Monthly and YTD Export Shipments - Product / Country Breakdown in Tons |               |              |              |              |            |              |                 |            |           |            |              |               |
|--|---------------|--------------|--------------|--------------|------------|--------------|-----------------|------------|-----------|------------|--------------|---------------|
| Marketing Month: 4   |               |              |              |              |            |              |                 |            |           |            | Crop: 2019   |               |
| 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  | 1             | 22           | -            | -            | -          | 3            | -               | 3          | -         | 0          | 1            | 28            |
| Iraq   | 561           | 2,325        | -            | -            | 462        | 1,103        | -               | 1          | -         | 3          | 1,022        | 3,431         |
| Jordan   | 8             | 305          | 100          | 275          | 60         | 188          | -               | -          | -         | -          | 168          | 768           |
| Kuwait   | 232           | 546          | -            | -            | 105        | 170          | -               | 2          | -         | -          | 337          | 718           |
| Lebanon  | 175           | 421          | -            | -            | 46         | 172          | -               | -          | -         | 37         | 221          | 630           |
| Oman   | 13            | 38           | -            | -            | 1          | 3            | -               | -          | -         | 0          | 14           | 41            |
| Qatar  | 64            | 183          | -            | -            | 22         | 41           | 3               | 15         | 0         | 5          | 90           | 244           |
| Saudi Arabia   | -             | -            | -            | -            | -          | -            | -               | -          | -         | -          | -            | -             |
| Syria  | 25            | 220          | -            | -            | 78         | 339          | -               | -          | -         | 5          | 103          | 564           |
| Yemen  | -             | -            | -            | -            | -          | -            | -               | -          | -         | -          | -            | -             |
| <b>Middle East - Total</b>   | <b>1,079</b>  | <b>4,061</b> | <b>100</b>   | <b>275</b>   | <b>773</b> | <b>2,018</b> | <b>3</b>        | <b>20</b>  | <b>0</b>  | <b>50</b>  | <b>1,957</b> | <b>6,423</b>  |
| <b>Middle East - %</b>   | <b>12%</b>    | <b>9%</b>    | <b>0%</b>    | <b>5%</b>    | <b>28%</b> | <b>27%</b>   | <b>2%</b>       | <b>4%</b>  | <b>0%</b> | <b>37%</b> | <b>14%</b>   | <b>11%</b>    |
| <b>Re-Export Markets</b>   |               |              |              |              |            |              |                 |            |           |            |              |               |
| Turkey   | 967           | 3,686        | 451          | 969          | 368        | 1,379        | -               | -          | 36        | 36         | 1,822        | 6,070         |
| UAE  | 663           | 3,357        | -            | 50           | 317        | 823          | 18              | 78         | -         | 5          | 999          | 4,313         |
| <b>REM - Total</b>   | <b>1,630</b>  | <b>7,043</b> | <b>451</b>   | <b>1,019</b> | <b>686</b> | <b>2,202</b> | <b>18</b>       | <b>78</b>  | <b>36</b> | <b>41</b>  | <b>2,821</b> | <b>10,383</b> |
| <b>REM - %</b>   | <b>18%</b>    | <b>16%</b>   | <b>0%</b>    | <b>20%</b>   | <b>25%</b> | <b>29%</b>   | <b>10%</b>      | <b>15%</b> | <b>0%</b> | <b>30%</b> | <b>21%</b>   | <b>18%</b>    |
| <b>Indian Subcontinent</b>   |               |              |              |              |            |              |                 |            |           |            |              |               |
| Afghanistan  | 178           | 771          | -            | -            | 52         | 216          | -               | -          | 39        | 39         | 269          | 1,026         |
| Bangladesh   | -             | -            | -            | -            | -          | 11           | -               | -          | -         | -          | -            | 11            |
| India  | 953           | 2,231        | -            | -            | 592        | 1,487        | -               | -          | -         | -          | 1,545        | 3,718         |
| Nepal  | -             | -            | -            | -            | -          | -            | -               | -          | -         | -          | -            | -             |
| Pakistan   | 472           | 3,158        | -            | -            | 79         | 131          | -               | -          | -         | 0          | 551          | 3,289         |
| Sri Lanka  | -             | -            | -            | -            | -          | -            | -               | -          | -         | -          | -            | -             |
| <b>Indian Subcontinent - Total</b>                                     | <b>1,603</b>  | <b>6,159</b> | <b>-</b>     | <b>-</b>     | <b>723</b> | <b>1,845</b> | <b>-</b>        | <b>-</b>   | <b>39</b> | <b>39</b>  | <b>2,365</b> | <b>8,043</b>  |
| <b>Indian Subcontinent - %</b>   | <b>17%</b>    | <b>14%</b>   | <b>0%</b>    | <b>0%</b>    | <b>26%</b> | <b>24%</b>   | <b>0%</b>       | <b>0%</b>  | <b>0%</b> | <b>29%</b> | <b>17%</b>   | <b>14%</b>    |

| Monthly and YTD Export Shipments - Product / Country Breakdown in Tons |               |               |              |              |           |            |                 |           |           |           |              |               |
|--|---------------|---------------|--------------|--------------|-----------|------------|-----------------|-----------|-----------|-----------|--------------|---------------|
| Marketing Month: 4   |               |               |              |              |           |            |                 |           |           |           | Crop: 2019   |               |
| 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  | 1,643         | 13,492        | 550          | 2,629        | 2         | 19         | 2               | 4         | -         | 0         | 2,197        | 16,145        |
| Hong Kong  | 425           | 1,157         | 125          | 225          | 14        | 15         | 4               | 7         | -         | -         | 568          | 1,403         |
| Indonesia  | -             | 3             | -            | -            | -         | -          | -               | -         | -         | -         | -            | 3             |
| Japan  | -             | -             | -            | -            | 1         | 16         | 7               | 9         | -         | -         | 8            | 25            |
| Korea  | -             | -             | -            | -            | -         | 5          | -               | -         | -         | -         | -            | 5             |
| Macao  | -             | -             | -            | -            | -         | -          | -               | -         | -         | -         | -            | -             |
| Malaysia   | 27            | 107           | -            | -            | 0         | 1          | 0               | 0         | -         | 0         | 27           | 108           |
| Philippines  | -             | -             | -            | -            | -         | -          | -               | -         | -         | -         | -            | -             |
| Singapore  | 12            | 139           | -            | -            | 6         | 27         | -               | -         | -         | -         | 18           | 165           |
| Taiwan   | -             | 177           | -            | 29           | -         | -          | -               | -         | -         | -         | -            | 206           |
| Thailand   | 125           | 538           | -            | 50           | 7         | 8          | -               | -         | -         | -         | 132          | 596           |
| Vietnam  | -             | 200           | -            | 75           | -         | -          | -               | -         | -         | -         | -            | 275           |
| <b>Far East - Total</b>  | <b>2,231</b>  | <b>15,812</b> | <b>675</b>   | <b>3,008</b> | <b>30</b> | <b>91</b>  | <b>14</b>       | <b>20</b> | <b>-</b>  | <b>1</b>  | <b>2,949</b> | <b>18,932</b> |
| <b>Far East - %</b>  | <b>24%</b>    | <b>36%</b>    | <b>0%</b>    | <b>59%</b>   | <b>1%</b> | <b>1%</b>  | <b>7%</b>       | <b>4%</b> | <b>0%</b> | <b>0%</b> | <b>21%</b>   | <b>33%</b>    |
| <b>North America</b>   |               |               |              |              |           |            |                 |           |           |           |              |               |
| Canada   | 53            | 172           | -            | -            | 67        | 115        | 1               | 4         | 3         | 3         | 124          | 294           |
| Mexico   | 87            | 187           | -            | -            | -         | -          | -               | -         | -         | -         | 87           | 187           |
| USA  | -             | -             | -            | -            | -         | -          | -               | -         | -         | -         | -            | -             |
| <b>North America - Total</b>   | <b>140</b>    | <b>359</b>    | <b>-</b>     | <b>-</b>     | <b>67</b> | <b>115</b> | <b>1</b>        | <b>4</b>  | <b>3</b>  | <b>3</b>  | <b>211</b>   | <b>481</b>    |
| <b>North America - %</b>   | <b>2%</b>     | <b>1%</b>     | <b>0%</b>    | <b>0%</b>    | <b>2%</b> | <b>2%</b>  | <b>1%</b>       | <b>1%</b> | <b>0%</b> | <b>2%</b> | <b>2%</b>    | <b>1%</b>     |

| Monthly and YTD Export Shipments - Product / Country Breakdown in Tons |               |               |              |              |              |              |                 |            |           |            |               |               |
|--|---------------|---------------|--------------|--------------|--------------|--------------|-----------------|------------|-----------|------------|---------------|---------------|
| Marketing Month: 4   |               |               |              |              |              |              |                 |            |           |            | Crop: 2019    |               |
| 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  | 5             | 18            | -            | -            | -            | 18           | -               | 1          | 0         | 1          | 6             | 38            |
| Brazil   | -             | 49            | -            | -            | -            | 1            | -               | -          | -         | -          | -             | 50            |
| Chile  | -             | -             | -            | -            | -            | -            | -               | -          | -         | -          | -             | -             |
| Colombia   | -             | -             | -            | -            | -            | -            | -               | -          | -         | -          | -             | -             |
| Dominican Republic   | -             | -             | -            | -            | -            | -            | -               | -          | -         | -          | -             | -             |
| Ecuador  | 2             | 2             | -            | -            | -            | -            | -               | -          | -         | -          | 2             | 2             |
| Kenya  | -             | -             | -            | -            | -            | -            | -               | -          | -         | -          | -             | -             |
| 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>7</b>      | <b>69</b>     | <b>-</b>     | <b>-</b>     | <b>-</b>     | <b>19</b>    | <b>-</b>        | <b>1</b>   | <b>0</b>  | <b>1</b>   | <b>7</b>      | <b>90</b>     |
| <b>Other - %</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>1%</b>  | <b>0%</b>     | <b>0%</b>     |
| <b>Total Iranian Export</b>  | <b>9,290</b>  | <b>44,468</b> | <b>1,430</b> | <b>5,104</b> | <b>2,781</b> | <b>7,613</b> | <b>181</b>      | <b>524</b> | <b>78</b> | <b>134</b> | <b>13,760</b> | <b>57,842</b> |

Compiled by: IPA based on IRI Customs Administration raw data