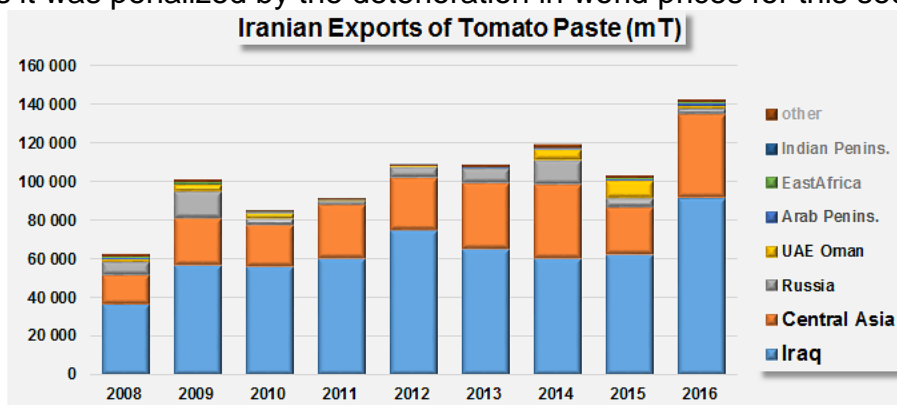


Trade, Statistics & Consumption

Iran: exports jumped 30% in 2016!

Last year, Iranian exports of tomato paste broke through the ceiling of approximately 100 000 tonnes per year at which they had been blocked since 2009. With foreign sales of approximately 142 000 mT of finished products in 2016, the Iranian industry has improved its performance by almost 39 000 tonnes compared to 2015 results (103 000 mT, +37%!) and by more than 31 000 tonnes compared to the results of the three previous years.

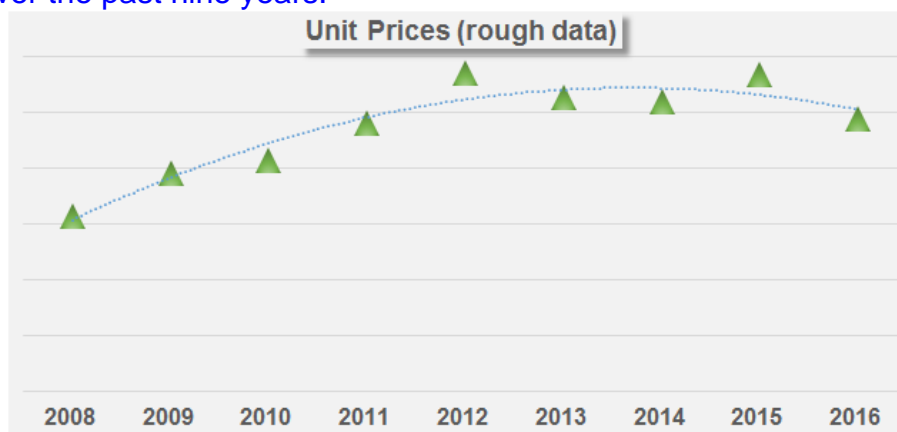
The progression recorded in terms of tonnage has seen a simultaneous and notable increase of the corresponding turnover, which amounted to close on USD 208 million last year. This progression (+17%) nonetheless remained lower than the growth in volume, as it was penalized by the deterioration in world prices for this sector.



The increase in foreign sales was recorded within the usual sphere of trade: with 91 300 mT imported in 2016, Iraq is the main destination for pastes exported by Iran (61% of sales over the past ten years) and absorbed last year 28 500 mT more finished products than over the previous three years (average 2012-2014) and accounted for the largest share of the increase. Afghanistan, with 42 700 mT delivered, and more broadly the countries of Central Asia, also largely contributed to the increase in tonnage (+10 800 mT). However, it is important to note that Russia and the Emirates, which are regular and important buyers of Iranian products, considerably reduced their purchases last year, practically dividing by three the volumes sourced from the Iranian industry.

Some complementary data

Evolution of the average customs value of the products exported by the Iranian industry over the past nine years.



Evolution of the quantities processed by the Iranian industry over the past nine years.

