

YTD Inventory / Shipment Report In Tons	
Marketing Month: 12	Crop: 2019
Carry in from previous year	22,000
Total Production	195,000
Gross Inventory	217,000
Domestic Consumption	31,000
Export Shipments	140,000
Adjustment/losses, Export	24,000
Total Consumption	195,000
Ending Inventory	22,000
2019 Crop Wrap-Up	
<p>1. IPA's post-harvest estimate of Iran's pistachio production in 2019 stood at 205,000 MT of dried in-shell pistachios. However, considering an estimated carry-over of 22,000 tons, we are finalizing our year end shipment/inventory report by adjusting the 2019 crop production estimate from 205,000 to 195,000 tons.</p> <p>2. Total annual exports for the 2019-20 marketing year, considering adjustments and losses, add up to 164,000 tons (in-shell equivalent). This looks to be a big achievement for Iran's pistachio industry, considering all the impediments to export such as the unilateral US sanctions against Iran, Iranian government-imposed restrictions on transfer and exchange of foreign currencies, in addition to the global Coronavirus pandemic.</p> <p>3. In the second half of the 2019-20 marketing year, Iranian pistachio export to major markets gathered pace, given the attractive prices of Iranian pistachios and gradual global recovery from the coronavirus crisis.</p> <p>4. Pistachio kernel shipments (20,000 MT through August) show a growing trend, owing to the unique taste and color of Iranian pistachios.</p>	
2020 New Crop	
<p>1. IPA's post-harvest crop estimate is expected to be released in November. The pre-harvest crop forecast stands at around 180,000 MT of dried in-shell pistachios. With an estimated carry-over of around 22,000 tons from the 2019 crop, Iran's gross inventory at the beginning of the upcoming marketing year is currently projected to stand at 202,000 tons.</p> <p>2. Almost half-way through the harvest, the quality of the 2020 crop seems to be better than normal with larger nut size and fewer percentage of blanks and floaters.</p>	
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 Tons			
Marketing Month: 12		Crop: 2019	
	Crop	Monthly	YTD
	2019	10,336	140,186
	2018	3,359	45,393
	2017	3,946	136,989
	2016	2,089	118,087
	2015	6,224	139,055

Monthly Market Prices FCA Hamburg Iranian Dried In-Shell 28/30 Fandoghi Pistachios		
Marketing Month: 12		Crop: 2019
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: 12		Crop: 2019
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: 12		Crop: 2019
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: 12

Crop: 2019

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	2,765	33,743	925	7,864	23	215	1	27	0	1	3,715	41,849
Re-Export Markets	584	14,154	50	1,513	299	5,525	10	162	56	144	999	21,499
Indian Subcontinent	1,481	15,021	-	0	405	4,039	5	14	28	235	1,919	19,309
EU15	411	10,678	222	2,080	323	3,996	42	1,196	3	3	1,000	17,953
Middle East	808	12,006	-	375	313	4,943	3	53	94	167	1,219	17,545
CIS	1,118	16,995	-	15	7	310	-	8	28	52	1,152	17,380
Other Europe	123	2,141	-	-	10	171	1	3	-	50	134	2,365
North America	47	893	-	-	48	255	3	13	-	20	99	1,181
North Africa	61	587	-	-	-	85	-	-	-	-	61	671
Other	38	322	-	-	-	95	-	2	-	13	38	433
Total	7,436	106,541	1,197	11,846	1,429	19,635	65	1,479	209	684	10,336	140,186

Compiled by: IPA based on IRI Customs Administration raw data

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 12											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
EU15												
Austria	-	3	-	-	-	0	-	-	-	-	-	3
Belgium	-	188	-	-	-	46	-	-	-	-	-	234
Denmark	-	-	-	-	-	-	-	-	-	-	-	-
Finland	-	-	-	-	-	-	-	-	-	-	-	-
France	-	44	-	-	22	210	35	95	-	0	57	349
Germany	210	7,678	-	-	133	2,059	-	988	-	0	343	10,725
Greece	-	236	-	5	-	1	-	-	-	-	-	242
Ireland	-	-	-	-	-	-	-	-	-	-	-	-
Italy	89	1,530	222	2,075	150	1,542	7	42	-	-	468	5,188
Luxembourg	-	-	-	-	-	-	-	-	-	-	-	-
Netherland	-	3	-	-	12	47	-	2	-	-	12	51
Portugal	-	-	-	-	-	-	-	-	-	-	-	-
Spain	96	962	-	-	-	66	-	68	-	-	96	1,096
Sweden	17	17	-	-	5	20	-	-	-	-	22	37
UK	0	18	-	-	-	7	-	0	3	3	3	27
EEC	-	-	-	-	-	-	-	-	-	-	-	-
EU15 - Total	411	10,678	222	2,080	323	3,996	42	1,196	3	3	1,000	17,953
EU15 - %	6%	10%	0%	18%	0%	0%	0%	0%	0%	0%	10%	13%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 12											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
Other Europe												
Albania	-	42	-	-	-	3	-	-	-	-	-	45
Belarus	36	462	-	-	-	3	-	-	-	-	36	465
Bosnia	-	20	-	-	-	2	-	-	-	-	-	22
Bulgaria	-	13	-	-	-	-	-	-	-	5	-	18
Croatia	-	-	-	-	-	-	-	-	-	-	-	-
Cyprus	-	-	-	-	-	-	-	-	-	-	-	-
Czech Republic	-	18	-	-	-	2	-	0	-	-	-	20
Estonia	-	-	-	-	-	-	-	-	-	-	-	-
Hungry	-	22	-	-	-	-	-	-	-	-	-	22
Iceland	-	-	-	-	-	-	-	-	-	-	-	-
Kosovo	-	-	-	-	-	-	-	-	-	-	-	-
Latvia	-	-	-	-	-	-	-	-	-	-	-	-
Lithuania	-	20	-	-	-	-	-	-	-	-	-	20
Macedonia	-	85	-	-	-	0	-	-	-	-	-	85
Malta	-	-	-	-	-	-	-	-	-	-	-	-
Moldova	-	1	-	-	-	0	-	-	-	-	-	1
Montenegro	-	-	-	-	-	-	-	-	-	-	-	-
Norway	-	-	-	-	-	-	-	-	-	-	-	-
Poland	12	173	-	-	10	38	-	-	-	-	22	211
Romania	-	43	-	-	-	-	-	-	-	-	-	43
Serbia	-	79	-	-	-	10	-	-	-	-	-	89
Slovakia	22	260	-	-	-	83	-	-	-	-	22	343
Slovenia	-	-	-	-	-	-	-	-	-	-	-	-
Switzerland	0	3	-	-	-	2	1	2	-	-	1	7
Ukraine	53	899	-	-	-	28	-	-	-	46	53	972
Other Europe - Total	123	2,141	-	-	10	171	1	3	-	50	134	2,365
Other Europe - %	2%	2%	0%	0%	0%	0%	0%	0%	0%	0%	1%	2%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 12											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
CIS												
Armenia	89	284	-	-	-	3	-	-	1	1	90	289
Azerbaijan	-	108	-	-	-	0	-	-	-	-	-	108
Georgia	-	319	-	-	-	5	-	-	-	-	-	324
Kazakhstan	436	4,431	-	-	7	108	-	-	-	4	443	4,543
Kyrgyzstan	115	3,379	-	-	-	11	-	-	-	14	115	3,404
Russia	472	7,317	-	15	-	177	-	8	-	-	472	7,518
Tajikistan	6	42	-	-	-	-	-	-	-	5	6	47
Turkmenistan	-	108	-	-	-	6	-	-	27	27	27	141
Uzbekistan	-	1,008	-	-	-	-	-	-	-	-	-	1,008
CIS - Total	1,118	16,995	-	15	7	310	-	8	28	52	1,152	17,380
CIS - %	15%	16%	0%	0%	0%	0%	0%	0%	0%	0%	11%	12%
North Africa												
Algeria	-	175	-	-	-	10	-	-	-	-	-	185
Egypt	24	164	-	-	-	12	-	-	-	-	24	176
Ethiopia	-	-	-	-	-	-	-	-	-	-	-	-
Libya	25	184	-	-	-	50	-	-	-	-	25	234
Morocco	12	24	-	-	-	-	-	-	-	-	12	24
Nigeria	-	-	-	-	-	-	-	-	-	-	-	-
Sudan	-	-	-	-	-	-	-	-	-	-	-	-
Tunisia	-	40	-	-	-	13	-	-	-	-	-	53
North Africa - Total	61	587	-	-	-	85	-	-	-	-	61	671
North Africa - %	1%	1%	0%	0%	0%	0%	0%	0%	0%	0%	1%	0%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 12											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
Middle East												
Bahrain	1	99	-	-	0	49	0	4	-	0	2	153
Iraq	792	7,734	-	-	264	2,632	2	4	42	67	1,100	10,437
Jordan	-	1,198	-	375	36	764	-	-	50	50	86	2,387
Kuwait	10	1,399	-	-	11	385	0	8	2	2	23	1,794
Lebanon	-	709	-	-	-	361	-	-	-	37	-	1,108
Oman	1	153	-	-	2	21	-	-	-	0	2	174
Qatar	4	429	-	-	-	156	1	37	0	5	5	627
Saudi Arabia	-	-	-	-	-	-	-	-	-	-	-	-
Syria	-	285	-	-	-	576	-	-	-	5	-	866
Yemen	-	-	-	-	-	-	-	-	-	-	-	-
Middle East - Total	808	12,006	-	375	313	4,943	3	53	94	167	1,219	17,545
Middle East - %	11%	11%	0%	3%	0%	0%	0%	0%	0%	0%	12%	13%
Re-Export Markets												
Turkey	185	6,565	-	1,338	123	2,926	5	23	50	103	363	10,956
UAE	399	7,589	50	175	176	2,599	5	139	6	41	636	10,543
REM - Total	584	14,154	50	1,513	299	5,525	10	162	56	144	999	21,499
REM - %	8%	13%	0%	13%	0%	0%	0%	0%	0%	0%	10%	15%
Indian Subcontinent												
Afghanistan	10	1,882	-	0	-	302	-	1	5	121	16	2,306
Bangladesh	-	-	-	-	-	84	-	-	-	-	-	84
India	1,256	7,970	-	-	405	3,487	5	14	0	0	1,666	11,470
Nepal	-	-	-	-	-	-	-	-	-	-	-	-
Pakistan	214	5,170	-	-	-	166	-	-	23	114	237	5,449
Sri Lanka	-	-	-	-	-	-	-	-	-	-	-	-
Indian Subcontinent - Total	1,481	15,021	-	0	405	4,039	5	14	28	235	1,919	19,309
Indian Subcontinent - %	20%	14%	0%	0%	0%	0%	0%	0%	0%	0%	19%	14%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 12											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
Far East												
China	2,424	29,381	900	6,711	19	71	1	10	-	0	3,344	36,173
Hong Kong	272	2,360	25	874	1	18	-	8	-	-	299	3,260
Indonesia	-	3	-	-	-	-	-	-	-	-	-	3
Japan	-	35	-	-	-	38	-	9	-	-	-	82
Korea	-	-	-	-	-	9	-	-	-	-	-	9
Macao	-	-	-	-	-	-	-	-	-	-	-	-
Malaysia	8	185	-	-	-	12	0	0	0	1	9	197
Philippines	-	-	-	-	-	-	-	-	-	-	-	-
Singapore	18	384	-	-	-	55	-	-	-	-	18	439
Taiwan	43	432	-	29	-	0	-	-	-	-	43	461
Thailand	-	764	-	175	3	11	-	-	-	-	3	950
Vietnam	-	200	-	75	-	-	-	-	-	-	-	275
Far East - Total	2,765	33,743	925	7,864	23	215	1	27	0	1	3,715	41,849
Far East - %	37%	32%	0%	66%	0%	0%	0%	0%	0%	0%	36%	30%
North America												
Canada	47	581	-	-	48	255	3	13	-	20	99	869
Mexico	-	312	-	-	-	-	-	-	-	-	-	312
USA	-	-	-	-	-	-	-	-	-	-	-	-
North America - Total	47	893	-	-	48	255	3	13	-	20	99	1,181
North America - %	1%	1%	0%	0%	0%	0%	0%	0%	0%	0%	1%	1%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 12											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
Other												
Argentina	-	-	-	-	-	-	-	-	-	-	-	-
Australia	-	133	-	-	-	72	-	2	-	1	-	209
Brazil	18	123	-	-	-	22	-	-	-	12	18	157
Chile	-	1	-	-	-	-	-	-	-	-	-	1
Colombia	-	-	-	-	-	-	-	-	-	-	-	-
Dominican Republic	-	-	-	-	-	-	-	-	-	-	-	-
Ecuador	-	2	-	-	-	-	-	-	-	-	-	2
Kenya	-	-	-	-	-	-	-	-	-	-	-	-
Liberia	-	-	-	-	-	-	-	-	-	-	-	-
Mozambique	-	-	-	-	-	-	-	-	-	-	-	-
New Zealand	-	2	-	-	-	-	-	-	-	-	-	2
Nicaragua	-	-	-	-	-	-	-	-	-	-	-	-
Other_1	20	40	-	-	-	-	-	-	-	-	20	40
Other_2	-	-	-	-	-	-	-	-	-	-	-	-
Other_3	-	-	-	-	-	-	-	-	-	-	-	-
Other_4	-	-	-	-	-	-	-	-	-	-	-	-
Panama	-	-	-	-	-	-	-	-	-	-	-	-
Paraguay	-	-	-	-	-	-	-	-	-	-	-	-
Senegal	-	-	-	-	-	-	-	-	-	-	-	-
South Africa	-	21	-	-	-	1	-	0	-	-	-	23
Tanzania	-	-	-	-	-	-	-	-	-	-	-	-
Uruguay	-	-	-	-	-	-	-	-	-	-	-	-
Venezuela	-	-	-	-	-	-	-	-	-	-	-	-
Zambia	-	-	-	-	-	-	-	-	-	-	-	-
Zimbabwe	-	-	-	-	-	-	-	-	-	-	-	-
Other - Total	38	322	-	-	-	95	-	2	-	13	38	433
Other - %	1%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Total Iranian Export	7,436	106,541	-	11,846	1,429	19,635	65	1,479	209	684	10,336	140,186

Compiled by: IPA based on IRI Customs Administration raw data