

## Year-To-Date Shipment / Inventory Report In Tons

Marketing Month: 7		Crop: 2021
Carry in from previous year		5,000
Total Production		135,000
<b>Gross Inventory</b>		<b>140,000</b>
Domestic Consumption		(15,000)
Export Shipments		(74,000)
Export Adjustments/Losses*		(12,000)
<b>Total Consumption</b>		<b>(101,000)</b>
<b>Ending Inventory</b>		<b>39,000</b>

\*Export 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: 7		Crop: 2021
Crop	Monthly	YTD
<b>2021</b>	<b>2,901</b>	<b>73,930</b>
2020	7,209	151,603
2019	2,642	87,737
2018	1,618	23,435

## Market Analysis

1. Export shipments volume in the 7th marketing month has been around 3,000 MT. Since this month coincides with the Iranian New Year holidays, shipments are few and incidental. Each year, exports are down in the 7th month and would recover in the 8th month. The remaining inventory at the end of the 7th marketing month stands at 39,000 tons, 28% of this year's opening inventory. This percentage is in par with the multi-year average.

2. The Far East has been the biggest market for Iranian pistachios from September through March/April. Iranian export to this key market amounts to 20,000 tons. Unlike last year, it seems that this year the majority of inshell pistachio shipments to China consisted of Round variety.

3. Iranian pistachio exports to the CIS countries show a growing trend; almost 20% of Iranian pistachios have been exported to this market through mid-April this year. Despite the fact that the CIS countries have a seasonal peak demand in summers, the continuation of Russia-Ukraine war may affect the demand from this market.

4. The variety-oriented Indian market is growing at a high pace and with an even higher preference for import of Iranian pistachios. Ahmad Aghayi inshell pistachios and Iranian natural pistachio kernels have the upper hand in this market, although the growth of Californian pistachio shipments to this destination in recent years should not be overlooked. Due to its availability and competitive pricing, it seems that the Californian pistachio shipments to the Indian market is on the increase during the current marketing year.

5. Spring frost damage has affected some of the main regions of pistachio production in Iran, with severe damages reported in Southern provinces (Kerman, Yazd and Fars). However, the 2023 crop buds have not been affected from the frost in most areas. Other areas including Khorasan, the second major producing province, are reporting good crops. IPA just announced its early season guesstimate of the Iranian 2022 pistachio crop during the INC annual congress at 110,000 MT of dried in-shell pistachios.

6. A low 2022 Iranian crop forecast and small remaining inventory from the 2021 crop has resulted in a sudden drop in sale offers and an expectation for higher prices of Iranian pistachios in local and international markets.

7. Worldwide demand for Iranian natural pistachio kernel has been very strong due to its exquisite quality and price competitiveness. Kernels and green kernels amount to 15% of this year's total tonnage of YTD pistachio export shipments at the end of the seventh marketing month as compared to 10% for the same period last year. It seems that the imbalance in pricing referred to in the previous point, has affected the kernel market less than the inshell's. Given the limited supply of kernels from other sources, we expect that this trend will continue in the near future.

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

Marketing Month: 7											Crop: 2021	
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	112	14,259	25	5,026	1	152	-	17	-	1	138	19,455
CIS	171	13,448	-	-	1	150	-	12	-	203	172	13,814
Indian Subcontinent	590	10,055	-	-	244	1,772	-	0	-	213	834	12,040
EU15	204	3,955	-	1,150	122	3,082	-	873	-	10	326	9,069
Re-Export Markets	279	5,394	-	1,030	158	2,199	12	170	-	37	449	8,829
Middle East	734	6,399	-	32	157	1,892	4	49	-	89	895	8,461
Other Europe	41	1,103	-	-	14	72	-	2	-	48	55	1,225
North America	0	316	-	-	-	210	-	3	-	41	0	570
North Africa	-	212	-	-	-	16	-	-	-	-	-	228
South America	13	69	-	-	5	78	-	-	-	-	18	147
Other	-	54	-	-	13	37	2	2	-	0	15	93
<b>Total</b>	2,144	55,264	25	7,238	714	9,659	18	1,128	-	642	2,901	73,930

Compiled by: IPA based on IRI Customs Administration raw data

### Monthly and YTD Export Shipments - Product / Country Breakdown in Tons

Marketing Month: 7											Crop: 2021	
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	100	13,685	25	5,026	1	54	-	8	-	1	126	18,775
Hong Kong	-	0	-	-	-	5	-	5	-	-	-	10
Indonesia	-	-	-	-	-	6	-	-	-	-	-	6
Japan	-	0	-	-	-	39	-	4	-	-	-	43
Korea	-	1	-	-	-	7	-	-	-	-	-	8
Macao	-	-	-	-	-	-	-	-	-	-	-	-
Malaysia	-	129	-	-	-	12	-	-	-	-	-	141
Philippines	-	-	-	-	-	-	-	-	-	-	-	-
Singapore	12	243	-	-	-	20	-	-	-	-	12	263
Taiwan	-	200	-	-	-	0	-	1	-	-	-	201
Thailand	-	1	-	-	-	8	-	-	-	-	-	9
Vietnam	-	0	-	-	-	-	-	-	-	-	-	0
<b>Far East - Total</b>	<b>112</b>	<b>14,259</b>	<b>25</b>	<b>5,026</b>	<b>1</b>	<b>152</b>	<b>-</b>	<b>17</b>	<b>-</b>	<b>1</b>	<b>138</b>	<b>19,455</b>
<b>Far East - %</b>	<b>5%</b>	<b>26%</b>	<b>0%</b>	<b>69%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>5%</b>	<b>26%</b>

### Monthly and YTD Export Shipments - Product / Country Breakdown in Tons

Marketing Month: 7											Crop: 2021	
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	-	1	-	-	-	-	-	0	-	-	-	2
Belgium	-	13	-	-	-	91	-	108	-	-	-	211
Denmark	-	-	-	-	-	-	-	-	-	-	-	-
Finland	-	-	-	-	-	-	-	-	-	-	-	-
France	-	20	-	-	-	19	-	122	-	-	-	161
Germany	156	3,052	-	-	100	2,055	-	620	-	2	256	5,730
Greece	-	-	-	44	-	-	-	-	-	-	-	44
Ireland	-	-	-	-	-	-	-	-	-	-	-	-
Italy	-	279	-	1,106	22	877	-	20	-	7	22	2,288
Luxembourg	-	-	-	-	-	-	-	-	-	-	-	-
Netherland	-	-	-	-	-	-	-	0	-	-	-	0
Portugal	-	-	-	-	-	-	-	-	-	-	-	-
Spain	48	587	-	-	-	9	-	3	-	-	48	600
Sweden	-	2	-	-	-	-	-	-	-	-	-	2
UK	-	0	-	-	-	30	-	-	-	1	-	32
EEC	-	-	-	-	-	-	-	-	-	-	-	-
<b>EU15 - Total</b>	<b>204</b>	<b>3,955</b>	<b>-</b>	<b>1,150</b>	<b>122</b>	<b>3,082</b>	<b>-</b>	<b>873</b>	<b>-</b>	<b>10</b>	<b>326</b>	<b>9,069</b>
<b>EU15 - %</b>	<b>10%</b>	<b>7%</b>	<b>0%</b>	<b>16%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>11%</b>	<b>12%</b>

### Monthly and YTD Export Shipments - Product / Country Breakdown in Tons

Marketing Month: 7											Crop: 2021	
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	-	58	-	-	-	2	-	2	-	-	-	61
Iraq	694	4,831	-	-	119	1,361	-	3	-	73	812	6,270
Jordan	25	415	-	-	-	41	-	-	-	-	25	456
Kuwait	12	395	-	-	16	133	-	1	-	1	28	531
Lebanon	3	356	-	32	23	241	-	-	-	5	26	634
Oman	-	14	-	-	-	-	-	5	-	-	-	18
Qatar	-	267	-	-	-	66	4	38	-	10	4	381
Saudi Arabia	-	-	-	-	-	-	-	-	-	-	-	-
Syria	-	62	-	-	-	48	-	-	-	-	-	110
Yemen	-	-	-	-	-	-	-	-	-	-	-	-
<b>Middle East - Total</b>	<b>734</b>	<b>6,399</b>	<b>-</b>	<b>32</b>	<b>157</b>	<b>1,892</b>	<b>4</b>	<b>49</b>	<b>-</b>	<b>89</b>	<b>895</b>	<b>8,461</b>
<b>Middle East - %</b>	<b>34%</b>	<b>12%</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>31%</b>	<b>11%</b>
<b>Re-Export Markets</b>												
Turkey	42	2,076	-	1,005	30	603	-	14	-	1	72	3,699
UAE	238	3,317	-	25	128	1,596	12	156	-	36	377	5,130
<b>REM - Total</b>	<b>279</b>	<b>5,394</b>	<b>-</b>	<b>1,030</b>	<b>158</b>	<b>2,199</b>	<b>12</b>	<b>170</b>	<b>-</b>	<b>37</b>	<b>449</b>	<b>8,829</b>
<b>REM - %</b>	<b>13%</b>	<b>10%</b>	<b>0%</b>	<b>14%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>15%</b>	<b>12%</b>

### Monthly and YTD Export Shipments - Product / Country Breakdown in Tons

Marketing Month: 7											Crop: 2021	
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>Indian Subcontinent</b>												
Afghanistan	200	691	-	-	-	0	-	-	-	-	200	692
Bangladesh	-	-	-	-	-	-	-	-	-	-	-	-
India	190	4,786	-	-	244	1,673	-	0	-	25	434	6,484
Nepal	-	-	-	-	-	-	-	-	-	-	-	-
Pakistan	199	4,577	-	-	-	98	-	-	-	188	199	4,864
Sri Lanka	-	-	-	-	-	-	-	-	-	-	-	-
<b>Indian Subcontinent - Total</b>	<b>590</b>	<b>10,055</b>	<b>-</b>	<b>-</b>	<b>244</b>	<b>1,772</b>	<b>-</b>	<b>0</b>	<b>-</b>	<b>213</b>	<b>834</b>	<b>12,040</b>
<b>Indian Subcontinent - %</b>	<b>28%</b>	<b>18%</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>29%</b>	<b>16%</b>
<b>CIS</b>												
Armenia	44	1,161	-	-	-	9	-	0	-	25	44	1,196
Azerbaijan	-	122	-	-	-	-	-	0	-	5	-	127
Georgia	20	183	-	-	1	1	-	-	-	-	20	183
Kazakhstan	21	1,067	-	-	-	4	-	-	-	22	21	1,094
Kyrgyzstan	65	4,324	-	-	-	20	-	-	-	150	65	4,494
Russia	20	4,943	-	-	-	117	-	12	-	-	20	5,072
Tajikistan	-	199	-	-	-	-	-	-	-	-	-	199
Turkmenistan	2	34	-	-	-	-	-	-	-	-	2	34
Uzbekistan	-	1,416	-	-	-	-	-	-	-	-	-	1,416
<b>CIS - Total</b>	<b>171</b>	<b>13,448</b>	<b>-</b>	<b>-</b>	<b>1</b>	<b>150</b>	<b>-</b>	<b>12</b>	<b>-</b>	<b>203</b>	<b>172</b>	<b>13,814</b>
<b>CIS - %</b>	<b>8%</b>	<b>24%</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>6%</b>	<b>19%</b>

### Monthly and YTD Export Shipments - Product / Country Breakdown in Tons

Marketing Month: 7											Crop: 2021	
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	-	27	-	-	-	-	-	-	-	-	-	27
Belarus	20	196	-	-	-	-	-	-	-	-	20	196
Bosnia	-	-	-	-	-	-	-	-	-	-	-	-
Bulgaria	-	22	-	-	-	-	-	-	-	-	-	22
Croatia	-	-	-	-	-	-	-	-	-	-	-	-
Cyprus	-	-	-	-	-	-	-	-	-	-	-	-
Czech Republic	-	-	-	-	-	-	-	-	-	-	-	-
Estonia	-	-	-	-	-	-	-	-	-	-	-	-
Hungry	-	-	-	-	-	-	-	-	-	-	-	-
Iceland	-	-	-	-	-	-	-	-	-	-	-	-
Kosovo	-	-	-	-	-	-	-	-	-	-	-	-
Latvia	-	-	-	-	-	-	-	-	-	-	-	-
Lithuania	-	20	-	-	-	-	-	-	-	-	-	20
Macedonia	-	59	-	-	-	-	-	-	-	-	-	59
Malta	-	-	-	-	-	-	-	-	-	-	-	-
Moldova	-	3	-	-	-	-	-	-	-	5	-	8

### Monthly and YTD Export Shipments - Product / Country Breakdown in Tons

Marketing Month: 7											Crop: 2021	
Country	Open In-Shell		Closed Shell		Kernel		GPPK & Split K.		Others		Total	
	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD
Montenegro	-	-	-	-	-	-	-	-	-	-	-	-
Norway	-	-	-	-	-	-	-	-	-	-	-	-
Poland	-	112	-	-	-	29	-	-	-	-	-	140
Romania	-	-	-	-	-	-	-	-	-	-	-	-
Serbia	13	121	-	-	2	7	-	-	-	-	15	128
Slovakia	8	69	-	-	12	17	-	-	-	-	20	86
Slovenia	-	-	-	-	-	-	-	-	-	-	-	-
Switzerland	-	11	-	-	-	1	-	2	-	-	-	14
Ukraine	-	463	-	-	-	18	-	-	-	43	-	524
<b>Other Europe - Total</b>	<b>41</b>	<b>1,103</b>	<b>-</b>	<b>-</b>	<b>14</b>	<b>72</b>	<b>-</b>	<b>2</b>	<b>-</b>	<b>48</b>	<b>55</b>	<b>1,225</b>
<b>Other Europe - %</b>	<b>2%</b>	<b>2%</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>2%</b>	<b>2%</b>
<b>North America</b>												
Canada	-	316	-	-	-	210	-	3	-	41	-	570
Mexico	0	0	-	-	-	-	-	-	-	-	0	0
USA	-	-	-	-	-	-	-	-	-	-	-	-
<b>North America - Total</b>	<b>0</b>	<b>316</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>210</b>	<b>-</b>	<b>3</b>	<b>-</b>	<b>41</b>	<b>0</b>	<b>570</b>
<b>North America - %</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>0%</b>	<b>0%</b>	<b>1%</b>



### Monthly and YTD Export Shipments - Product / Country Breakdown in Tons

Marketing Month: 7											Crop: 2021	
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>South America</b>												
Brazil	13	69	-	-	5	78	-	-	-	-	18	147
Chile	-	-	-	-	-	-	-	-	-	-	-	-
Argentina	-	-	-	-	-	-	-	-	-	-	-	-
Colombia	-	-	-	-	-	-	-	-	-	-	-	-
Ecuador	-	-	-	-	-	-	-	-	-	-	-	-
Paraguay	-	-	-	-	-	-	-	-	-	-	-	-
Uruguay	-	-	-	-	-	-	-	-	-	-	-	-
Venezuela	-	-	-	-	-	-	-	-	-	-	-	-
<b>South America - Total</b>	<b>13</b>	<b>69</b>	<b>-</b>	<b>-</b>	<b>5</b>	<b>78</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>18</b>	<b>147</b>
<b>South America - %</b>	<b>1%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>1%</b>	<b>1%</b>	<b>0%</b>	<b>0%</b>	<b>#DIV/0!</b>	<b>0%</b>	<b>1%</b>	<b>0%</b>
<b>North Africa</b>												
Algeria	-	-	-	-	-	-	-	-	-	-	-	-
Egypt	-	-	-	-	-	-	-	-	-	-	-	-
Ethiopia	-	-	-	-	-	-	-	-	-	-	-	-
Libya	-	212	-	-	-	16	-	-	-	-	-	228
Morocco	-	-	-	-	-	-	-	-	-	-	-	-
Nigeria	-	-	-	-	-	-	-	-	-	-	-	-
Sudan	-	-	-	-	-	-	-	-	-	-	-	-
Tunisia	-	-	-	-	-	-	-	-	-	-	-	-
<b>North Africa - Total</b>	<b>-</b>	<b>212</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>16</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>228</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: 7											Crop: 2021	
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>												
Australia	-	52	-	-	13	35	2	2	-	-	15	89
Dominican Republic	-	-	-	-	-	-	-	-	-	-	-	-
Kenya	-	1	-	-	-	-	-	-	-	-	-	1
Liberia	-	-	-	-	-	-	-	-	-	-	-	-
Mozambique	-	-	-	-	-	-	-	-	-	-	-	-
New Zealand	-	-	-	-	-	-	-	-	-	-	-	-
Nicaragua	-	-	-	-	-	-	-	-	-	-	-	-
Other_1	-	1	-	-	-	2	-	-	-	0	-	3
Other_2	-	-	-	-	-	-	-	-	-	-	-	-
Other_3	-	-	-	-	-	-	-	-	-	-	-	-
Other_4	-	-	-	-	-	-	-	-	-	-	-	-
Panama	-	-	-	-	-	-	-	-	-	-	-	-
Senegal	-	-	-	-	-	-	-	-	-	-	-	-
South Africa	-	-	-	-	-	-	-	-	-	-	-	-
Tanzania	-	-	-	-	-	-	-	-	-	-	-	-
Zambia	-	-	-	-	-	-	-	-	-	-	-	-
Zimbabwe	-	-	-	-	-	-	-	-	-	-	-	-
<b>Other - Total</b>	-	54	-	-	13	37	2	2	-	0	15	93
<b>Other - %</b>	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	1%	0%
<b>Total Iranian Export</b>	2,144	55,264	25	7,238	714	9,659	18	1,128	-	642	2,901	73,930

Compiled by: IPA based on IRI Customs Administration raw data