

YTD Inventory / Shipment Report In-Shell Basis Crop: 2018	
12th Marketing Month	YTD
Carry in from previous year	35,000
Total Production	52,000
Gross Inventory	87,000
Domestic Consumption	10,400
Export Shipments	45,000
Adjustment/losses, Export	10,000
Total Consumption	65,400
Ending Inventory	21,600
Crop 2019 Report:	
<p>1. Iran Pistachio Association's pre-harvest forecast anticipated the 2019 crop to be around 220,000 MT of dried in-shell pistachios. However, considering the recent reports taken from the processors, the post-harvest estimate will be less than expected.</p> <p>2. CY 2019 has been more favorable to long varieties in comparison to round ones. Thus, long varieties are expected to be more abundant this year.</p> <p>3. The trade war between China and the US may contribute to an increase in Iranian pistachios' share of shipments to the Far East market.</p>	
<p>Note: Adjustments/Losses related to shelling and peeling process of kernels and green kernels.</p>	

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-Shell Basis		
Marketing Month: 12		
Crop	Monthly	YTD
2018	3,359	45,393
2017	3,946	136,989
2016	2,089	118,087
2015	6,224	139,055
2014	5,460	163,680

Monthly Market Prices FCA Hamburg Iranian Dried In-Shell 28/30 Fandoghi Pistachios		
Marketing Month: 12		Crop: 2018
Mean		USD per Ton
Min.		
Max.		
Last Year		
<p>Note: The above prices are related to EU-cleared quality pistachios.</p>		

Source: OMNITRADE / EUROFOOD GmbH

Monthly Market Prices FCA Tehran Iranian Dried In-Shell 30/32 Fandoghi Pistachios		
Marketing Month: 12		Crop: 2018
Mean		IRR per Kilo
Min.		
Max.		
Last Year		
<p>Note: The above prices are based on 4 months payment terms and Iranian local market standard quality pistachios.</p>		

Source: IPA Bi-Weekly Market Survey, Several Sources

Monthly Exchange Rate		
Marketing Month: 12		Crop: 2018
Mean		1 USD to IRR
Min.		
Max.		
Last Year		
<p>Note: The above rates might be significantly less than open market rates.</p>		

Source: <http://www.sanarate.ir/>

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

Marketing Month: 12

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	717	7,574	-	-	160	2,271	-	0	52	327	929	10,172
Far East	662	6,250	125	2,613	6	140	1	50	-	1	793	9,055
Middle East	402	6,348	-	-	113	1,576	3	37	7	56	525	8,017
CIS	383	7,198	-	-	24	168	-	9	22	188	429	7,563
Re-Export Markets	102	3,430	-	-	75	1,366	1	154	48	259	226	5,210
EU15	187	2,024	-	64	114	815	69	933	-	1	370	3,836
Other Europe	73	1,072	-	-	1	37	-	1	-	-	73	1,110
North America	-	182	-	-	13	65	-	1	-	28	13	277
Other	0	70	-	-	0	6	-	1	0	0	1	78
North Africa	-	63	-	-	-	13	-	-	-	-	-	76
Total	2,526	34,210	125	2,677	505	6,458	74	1,187	129	861	3,359	45,393

Compiled by: IPA based on IRI Customs Administration raw data

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 12											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
EU15												
Austria	-	-	-	-	-	-	-	-	-	-	-	-
Belgium	-	47	-	-	-	-	-	2	-	-	-	48
Denmark	-	-	-	-	-	-	-	-	-	-	-	-
Finland	-	-	-	-	-	-	-	-	-	-	-	-
France	-	1	-	-	19	69	-	84	-	-	19	154
Germany	119	946	-	20	57	597	69	769	-	1	245	2,332
Greece	-	140	-	-	-	-	-	-	-	-	-	140
Ireland	-	-	-	-	-	-	-	-	-	-	-	-
Italy	20	176	-	44	26	102	-	59	-	-	46	381
Luxembourg	-	-	-	-	-	-	-	-	-	-	-	-
Netherland	-	-	-	-	-	14	-	0	-	-	-	14
Portugal	-	-	-	-	-	-	-	-	-	-	-	-
Spain	48	712	-	-	13	33	-	20	-	-	61	765
Sweden	-	-	-	-	-	-	-	-	-	0	-	0
UK	-	2	-	-	-	-	-	0	-	0	-	2
EEC	-	-	-	-	-	-	-	-	-	-	-	-
EU15 - Total	187	2,024	-	64	114	815	69	933	-	1	370	3,836
EU15 - %	7%	6%	0%	2%	23%	13%	94%	79%	0%	0%	11%	8%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 12											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
Other Europe												
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	6	16	-	-	-	-	-	-	-	-	6	16
Malta	-	-	-	-	-	-	-	-	-	-	-	-
Moldova	-	-	-	-	-	-	-	-	-	-	-	-
Montenegro	-	-	-	-	-	-	-	-	-	-	-	-
Norway	-	-	-	-	-	-	-	-	-	-	-	-
Poland	23	219	-	-	-	-	-	-	-	-	23	219
Romania	-	-	-	-	-	-	-	-	-	-	-	-
Serbia	-	29	-	-	-	-	-	-	-	-	-	29
Slovakia	44	439	-	-	-	20	-	-	-	-	44	459
Slovenia	-	-	-	-	-	-	-	-	-	-	-	-
Switzerland	-	5	-	-	1	1	-	1	-	-	1	7
Ukraine	-	312	-	-	-	12	-	-	-	-	-	324
Other Europe - Total	73	1,072	-	-	1	37	-	1	-	-	73	1,110
Other Europe - %	3%	3%	0%	0%	0%	1%	0%	0%	0%	0%	2%	2%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 12											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
CIS												
Armenia	-	344	-	-	-	23	-	0	-	44	-	411
Azerbaijan	5	13	-	-	-	0	-	-	-	-	5	13
Georgia	46	247	-	-	-	-	-	-	-	-	46	247
Kazakhstan	3	1,366	-	-	-	5	-	-	-	23	3	1,394
Kyrgyzstan	112	1,485	-	-	24	46	-	-	22	102	159	1,633
Russia	160	3,334	-	-	-	94	-	9	-	9	160	3,445
Tajikistan	0	24	-	-	-	-	-	-	-	-	0	24
Turkmenistan	5	10	-	-	-	-	-	-	-	10	5	20
Uzbekistan	51	376	-	-	-	-	-	-	-	-	51	376
CIS - Total	383	7,198	-	-	24	168	-	9	22	188	429	7,563
CIS - %	15%	21%	0%	0%	5%	3%	0%	1%	0%	22%	13%	17%
North Africa												
Algeria	-	-	-	-	-	-	-	-	-	-	-	-
Egypt	-	-	-	-	-	-	-	-	-	-	-	-
Ethiopia	-	-	-	-	-	-	-	-	-	-	-	-
Libya	-	50	-	-	-	13	-	-	-	-	-	63
Morocco	-	13	-	-	-	-	-	-	-	-	-	13
Nigeria	-	-	-	-	-	-	-	-	-	-	-	-
Sudan	-	-	-	-	-	-	-	-	-	-	-	-
Tunisia	-	-	-	-	-	-	-	-	-	-	-	-
North Africa - Total	-	63	-	-	-	13	-	-	-	-	-	76
North Africa - %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 12											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
Middle East												
Bahrain	0	19	-	-	-	0	-	1	0	0	1	20
Iraq	354	4,397	-	-	96	515	-	2	-	21	451	4,934
Jordan	-	184	-	-	-	36	-	-	-	-	-	220
Kuwait	8	764	-	-	9	283	-	7	-	23	17	1,077
Lebanon	14	472	-	-	7	691	-	-	5	8	26	1,171
Oman	-	111	-	-	-	8	-	-	-	-	-	119
Qatar	25	327	-	-	-	35	3	27	1	4	29	392
Saudi Arabia	-	-	-	-	-	-	-	-	-	-	-	-
Syria	-	75	-	-	-	9	-	-	1	1	1	85
Yemen	-	-	-	-	-	-	-	-	-	-	-	-
Middle East - Total	402	6,348	-	-	113	1,576	3	37	7	56	525	8,017
Middle East - %	16%	19%	0%	0%	22%	24%	4%	3%	0%	7%	16%	18%
Re-Export Markets												
Turkey	3	460	-	-	58	217	1	4	44	168	106	850
UAE	100	2,970	-	-	17	1,149	-	150	4	91	121	4,360
REM - Total	102	3,430	-	-	75	1,366	1	154	48	259	226	5,210
REM - %	4%	10%	0%	0%	15%	21%	2%	13%	0%	30%	7%	11%
Indian Subcontinent												
Afghanistan	43	1,092	-	-	19	33	-	0	27	215	88	1,341
Bangladesh	-	-	-	-	10	98	-	-	-	-	10	98
India	455	2,394	-	-	132	1,965	-	-	-	-	587	4,359
Nepal	-	-	-	-	-	-	-	-	-	-	-	-
Pakistan	219	4,088	-	-	-	175	-	-	25	112	244	4,375
Sri Lanka	-	-	-	-	-	-	-	-	-	-	-	-
Indian Subcontinent - Total	717	7,574	-	-	160	2,271	-	0	52	327	929	10,172
Indian Subcontinent - %	28%	22%	0%	0%	32%	35%	0%	0%	0%	38%	28%	22%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 12											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
Far East												
China	450	4,726	100	1,842	-	18	1	14	-	-	551	6,600
Hong Kong	175	888	25	656	-	21	-	10	-	1	200	1,574
Indonesia	3	6	-	-	-	1	-	-	-	-	3	7
Japan	-	41	-	-	2	50	-	26	-	0	2	118
Korea	-	1	-	-	-	10	-	-	-	-	-	10
Macao	-	-	-	-	-	-	-	-	-	-	-	-
Malaysia	-	42	-	-	-	11	-	-	-	-	-	53
Philippines	-	-	-	-	-	-	-	-	-	-	-	-
Singapore	10	260	-	-	4	17	-	-	-	-	14	277
Taiwan	22	257	-	66	-	-	-	1	-	-	22	324
Thailand	2	29	-	50	-	11	-	-	-	-	2	91
Vietnam	-	-	-	-	-	-	-	-	-	-	-	-
Far East - Total	662	6,250	125	2,613	6	140	1	50	-	1	793	9,055
Far East - %	26%	18%	0%	98%	1%	2%	1%	4%	0%	0%	24%	20%
North America												
Canada	-	82	-	-	13	65	-	1	-	28	13	177
Mexico	-	100	-	-	-	-	-	-	-	-	-	100
USA	-	-	-	-	-	-	-	-	-	-	-	-
North America - Total	-	182	-	-	13	65	-	1	-	28	13	277
North America - %	0%	1%	0%	0%	2%	1%	0%	0%	0%	3%	0%	1%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 12											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
Other												
Argentina	-	-	-	-	-	-	-	-	-	-	-	-
Australia	-	70	-	-	-	6	-	1	0	0	0	77
Brazil	-	-	-	-	-	-	-	-	-	-	-	-
Chile	-	-	-	-	-	-	-	-	-	-	-	-
Colombia	-	-	-	-	-	-	-	-	-	-	-	-
Dominican Republic	-	-	-	-	-	-	-	-	-	-	-	-
Ecuador	-	-	-	-	-	-	-	-	-	-	-	-
Kenya	0	0	-	-	0	0	-	-	-	-	1	1
Liberia	-	-	-	-	-	-	-	-	-	-	-	-
Mozambique	-	-	-	-	-	-	-	-	-	-	-	-
New Zealand	-	-	-	-	-	-	-	-	-	-	-	-
Nicaragua	-	-	-	-	-	-	-	-	-	-	-	-
Other_1	-	-	-	-	-	-	-	-	-	-	-	-
Other_2	-	-	-	-	-	-	-	-	-	-	-	-
Other_3	-	-	-	-	-	-	-	-	-	-	-	-
Other_4	-	-	-	-	-	-	-	-	-	-	-	-
Panama	-	-	-	-	-	-	-	-	-	-	-	-
Paraguay	-	-	-	-	-	-	-	-	-	-	-	-
Senegal	-	-	-	-	-	-	-	-	-	-	-	-
South Africa	-	-	-	-	-	-	-	-	-	-	-	-
Tanzania	-	-	-	-	-	-	-	-	-	-	-	-
Uruguay	-	-	-	-	-	-	-	-	-	-	-	-
Venezuela	-	-	-	-	-	-	-	-	-	-	-	-
Zambia	-	-	-	-	-	-	-	-	-	-	-	-
Zimbabwe	-	-	-	-	-	-	-	-	-	-	-	-
Other - Total	0	70	-	-	0	6	-	1	0	0	1	78
Other - %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Total Iranian Export	2,526	34,210	125	2,677	505	6,458	74	1,187	129	861	3,359	45,393

Compiled by: IPA based on IRI Customs Administration raw data