

YTD Inventory / Shipment Report In Tons	
Marketing Month: 6	Crop: 2019
Carry in from previous year	22,000
Total Production	205,000
Gross Inventory	227,000
Domestic Consumption	21,000
Export Shipments	85,000
Adjustment/losses, Export	14,000
Total Consumption	120,000
Ending Inventory	107,000
Marketing Comments:	
<p>1. According to IRI Customs Administration, Iran's export volume in the first half of the current marketing year stays at 85,000 MT (minus adjustment figure), which shows a 22% decline compared to 2017 (the last on-year crop) for the same period. Factors such as limited supply from the growers at the beginning of the current crop year and limitations on monetary transfers have restricted Iranian pistachio exports in the past few months. The inventory at the end of marketing month 6 stands at 47% of this year's total inventory of approximately 230,000 MT.</p> <p>2. In the past six months, the Far East has had the highest share (25,000 MT) in exports. However, its figure shows a 44% decline compared to 2017 (45,000 MT) for the same period. Despite the lower price of Iranian pistachios, the Chinese have bought Californian pistachios more, given the easier and better export conditions in the US.</p> <p>3. Turkey and UAE have the second highest share of exports in the first half of the current marketing year (16,000 MT), which shows a 45% growth compared with 2017 for the same period. Turkey and the UAE are mainly considered as re-export markets for Iranian pistachios, part of which is to fill the absence of Turkish pistachio and kernels, and the other covers the traditional markets that prefer Iranian pistachios.</p> <p>4. Indian Subcontinent market (quality and variety-oriented) is growing with a high potential for import of Iranian pistachios. AA dried in-shell pistachios and Iranian pistachio kernels have a special place in this market, although the significant growth of Californian pistachio shipments to this market in recent years should not be overlooked.</p> <p>5. In the past six months, 10,000 MT of Iranian pistachios have been exported to the EU (a health-conscious market). Since the EU market is prone to high-volume contracted sales, US pistachio's share of this market is naturally higher than Iran's.</p> <p>6. Natural Pistachio Kernel shipments (around 13,000 MT) show a significant growth this year, owing to the unique taste and different varieties of Iranian pistachios which cater the diverse tastes of consumers. This share of shipments indicates a noteworthy increase compared to 2010 crop year onward.</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: 6		Crop: 2019	
Crop	Monthly	YTD	
2019	14,495	85,094	
2018	4,503	21,817	
2017	10,866	109,403	
2016	11,123	97,273	

Monthly Market Prices FCA Hamburg Iranian Dried In-Shell 28/30 Fandoghi Pistachios		
Marketing Month: 6		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: 6		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: 6		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: 6

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	1,812	20,251	633	4,271	30	134	-	23	-	1	2,475	24,680
Re-Export Markets	2,116	10,580	75	1,261	999	3,935	15	107	45	87	3,250	15,970
Indian Subcontinent	1,109	8,165	-	0	470	2,782	1	1	35	185	1,614	11,133
Middle East	1,209	6,654	25	325	967	3,493	13	36	12	64	2,225	10,571
EU15	1,284	6,408	256	1,208	560	2,103	22	586	0	0	2,122	10,305
CIS	2,211	9,823	-	15	63	194	-	4	-	18	2,274	10,054
Other Europe	260	983	-	-	1	67	-	-	-	50	261	1,101
North America	115	579	-	-	23	150	0	6	-	16	139	750
North Africa	59	287	-	-	32	73	-	-	-	-	91	360
Other	20	96	-	-	23	58	1	2	-	13	44	169
Total	10,193	63,826	989	7,079	3,169	12,989	52	765	92	435	14,495	85,094

Compiled by: IPA based on IRI Customs Administration raw data

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 6											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	48	164	-	-	-	-	-	-	-	-	48	164
Denmark	-	-	-	-	-	-	-	-	-	-	-	-
Finland	-	-	-	-	-	-	-	-	-	-	-	-
France	-	3	-	-	112	167	-	41	0	0	112	211
Germany	972	4,767	-	-	322	894	22	499	-	0	1,316	6,160
Greece	-	136	-	5	-	1	-	-	-	-	-	142
Ireland	-	-	-	-	-	-	-	-	-	-	-	-
Italy	205	776	256	1,203	103	980	-	14	-	-	564	2,972
Luxembourg	-	-	-	-	-	-	-	-	-	-	-	-
Netherland	3	3	-	-	2	19	-	2	-	-	5	24
Portugal	-	-	-	-	-	-	-	-	-	-	-	-
Spain	56	539	-	-	16	31	-	30	-	-	72	600
Sweden	-	1	-	-	5	5	-	-	-	-	5	6
UK	-	17	-	-	-	7	-	-	-	-	-	24
EEC	-	-	-	-	-	-	-	-	-	-	-	-
EU15 - Total	1,284	6,408	256	1,208	560	2,103	22	586	0	0	2,122	10,305
EU15 - %	13%	10%	0%	17%	0%	0%	0%	0%	0%	0%	15%	12%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 6											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	10	22	-	-	1	2	-	-	-	-	11	24
Belarus	128	178	-	-	-	3	-	-	-	-	128	181
Bosnia	-	10	-	-	-	2	-	-	-	-	-	12
Bulgaria	-	-	-	-	-	-	-	-	-	5	-	5
Croatia	-	-	-	-	-	-	-	-	-	-	-	-
Cyprus	-	-	-	-	-	-	-	-	-	-	-	-
Czech Republic	-	-	-	-	-	-	-	-	-	-	-	-
Estonia	-	-	-	-	-	-	-	-	-	-	-	-
Hungary	-	0	-	-	-	-	-	-	-	-	-	0
Iceland	-	-	-	-	-	-	-	-	-	-	-	-
Kosovo	-	-	-	-	-	-	-	-	-	-	-	-
Latvia	-	-	-	-	-	-	-	-	-	-	-	-
Lithuania	-	-	-	-	-	-	-	-	-	-	-	-
Macedonia	-	43	-	-	-	-	-	-	-	-	-	43
Malta	-	-	-	-	-	-	-	-	-	-	-	-
Moldova	-	-	-	-	-	-	-	-	-	-	-	-
Montenegro	-	-	-	-	-	-	-	-	-	-	-	-
Norway	-	-	-	-	-	-	-	-	-	-	-	-
Poland	21	102	-	-	-	12	-	-	-	-	21	114
Romania	-	20	-	-	-	-	-	-	-	-	-	20
Serbia	-	47	-	-	-	5	-	-	-	-	-	52
Slovakia	-	176	-	-	-	42	-	-	-	-	-	218
Slovenia	-	-	-	-	-	-	-	-	-	-	-	-
Switzerland	1	1	-	-	-	1	-	-	-	-	1	3
Ukraine	99	384	-	-	-	-	-	-	-	46	99	429
Other Europe - Total	260	983	-	-	1	67	-	-	-	50	261	1,101
Other Europe - %	3%	2%	0%	0%	0%	0%	0%	0%	0%	0%	2%	1%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 6											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	0	186	-	-	-	3	-	-	-	-	0	189
Azerbaijan	37	77	-	-	-	-	-	-	-	-	37	77
Georgia	23	319	-	-	-	5	-	-	-	-	23	324
Kazakhstan	681	1,703	-	-	29	75	-	-	-	4	710	1,783
Kyrgyzstan	340	2,871	-	-	3	8	-	-	-	14	343	2,893
Russia	1,089	3,708	-	15	31	98	-	4	-	-	1,120	3,824
Tajikistan	-	-	-	-	-	-	-	-	-	-	-	-
Turkmenistan	-	62	-	-	-	6	-	-	-	-	-	68
Uzbekistan	42	897	-	-	-	-	-	-	-	-	42	897
CIS - Total	2,211	9,823	-	15	63	194	-	4	-	18	2,274	10,054
CIS - %	22%	15%	0%	0%	0%	0%	0%	0%	0%	0%	16%	12%
North Africa												
Algeria	-	13	-	-	-	-	-	-	-	-	-	13
Egypt	-	75	-	-	-	10	-	-	-	-	-	85
Ethiopia	-	-	-	-	-	-	-	-	-	-	-	-
Libya	59	159	-	-	32	50	-	-	-	-	91	209
Morocco	-	-	-	-	-	-	-	-	-	-	-	-
Nigeria	-	-	-	-	-	-	-	-	-	-	-	-
Sudan	-	-	-	-	-	-	-	-	-	-	-	-
Tunisia	-	40	-	-	-	13	-	-	-	-	-	53
North Africa - Total	59	287	-	-	32	73	-	-	-	-	91	360
North Africa - %	1%	0%	0%	0%	0%	0%	0%	0%	0%	0%	1%	0%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 6											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	9	51	-	-	3	21	-	4	-	0	12	76
Iraq	664	3,669	-	-	510	1,825	-	2	11	17	1,185	5,512
Jordan	166	522	25	325	147	433	-	-	-	-	337	1,279
Kuwait	153	1,083	-	-	71	273	6	8	-	-	230	1,364
Lebanon	43	567	-	-	33	270	-	-	-	37	76	874
Oman	50	103	-	-	3	6	-	-	-	0	53	109
Qatar	125	386	-	-	28	108	6	22	0	5	159	521
Saudi Arabia	-	-	-	-	-	-	-	-	-	-	-	-
Syria	-	272	-	-	174	559	-	-	-	5	174	836
Yemen	-	-	-	-	-	-	-	-	-	-	-	-
Middle East - Total	1,209	6,654	25	325	967	3,493	13	36	12	64	2,225	10,571
Middle East - %	12%	10%	0%	5%	0%	0%	0%	0%	0%	0%	15%	12%
Re-Export Markets												
Turkey	454	5,054	75	1,211	344	2,080	-	-	17	54	891	8,399
UAE	1,661	5,527	-	50	655	1,855	15	107	28	34	2,360	7,572
REM - Total	2,116	10,580	75	1,261	999	3,935	15	107	45	87	3,250	15,970
REM - %	21%	17%	0%	18%	0%	0%	0%	0%	0%	0%	22%	19%
Indian Subcontinent												
Afghanistan	214	1,160	-	0	23	289	1	1	35	94	274	1,544
Bangladesh	-	-	-	-	10	31	-	-	-	-	10	31
India	702	3,322	-	-	424	2,310	-	-	-	-	1,126	5,632
Nepal	-	-	-	-	-	-	-	-	-	-	-	-
Pakistan	192	3,683	-	-	13	152	-	-	-	91	205	3,926
Sri Lanka	-	-	-	-	-	-	-	-	-	-	-	-
Indian Subcontinent - Total	1,109	8,165	-	0	470	2,782	1	1	35	185	1,614	11,133
Indian Subcontinent - %	11%	13%	0%	0%	0%	0%	0%	0%	0%	0%	11%	13%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 6											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	1,485	17,315	459	3,568	8	28	-	7	-	0	1,952	20,918
Hong Kong	225	1,575	174	474	1	16	-	8	-	-	400	2,073
Indonesia	-	3	-	-	-	-	-	-	-	-	-	3
Japan	-	-	-	-	15	37	-	9	-	-	15	45
Korea	-	-	-	-	-	9	-	-	-	-	-	9
Macao	-	-	-	-	-	-	-	-	-	-	-	-
Malaysia	18	135	-	-	0	3	-	0	-	0	18	139
Philippines	-	-	-	-	-	-	-	-	-	-	-	-
Singapore	71	220	-	-	5	34	-	-	-	-	76	253
Taiwan	12	189	-	29	-	-	-	-	-	-	12	218
Thailand	1	614	-	125	-	8	-	-	-	-	1	747
Vietnam	-	200	-	75	-	-	-	-	-	-	-	275
Far East - Total	1,812	20,251	633	4,271	30	134	-	23	-	1	2,475	24,680
Far East - %	18%	32%	0%	60%	0%	0%	0%	0%	0%	0%	17%	29%
North America												
Canada	115	317	-	-	23	150	0	6	-	16	139	488
Mexico	-	262	-	-	-	-	-	-	-	-	-	262
USA	-	-	-	-	-	-	-	-	-	-	-	-
North America - Total	115	579	-	-	23	150	0	6	-	16	139	750
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: 6											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	20	45	-	-	14	42	1	2	-	1	35	90
Brazil	-	49	-	-	9	16	-	-	-	12	9	77
Chile	-	-	-	-	-	-	-	-	-	-	-	-
Colombia	-	-	-	-	-	-	-	-	-	-	-	-
Dominican Republic	-	-	-	-	-	-	-	-	-	-	-	-
Ecuador	-	2	-	-	-	-	-	-	-	-	-	2
Kenya	-	-	-	-	-	-	-	-	-	-	-	-
Liberia	-	-	-	-	-	-	-	-	-	-	-	-
Mozambique	-	-	-	-	-	-	-	-	-	-	-	-
New Zealand	-	-	-	-	-	-	-	-	-	-	-	-
Nicaragua	-	-	-	-	-	-	-	-	-	-	-	-
Other_1	-	-	-	-	-	-	-	-	-	-	-	-
Other_2	-	-	-	-	-	-	-	-	-	-	-	-
Other_3	-	-	-	-	-	-	-	-	-	-	-	-
Other_4	-	-	-	-	-	-	-	-	-	-	-	-
Panama	-	-	-	-	-	-	-	-	-	-	-	-
Paraguay	-	-	-	-	-	-	-	-	-	-	-	-
Senegal	-	-	-	-	-	-	-	-	-	-	-	-
South Africa	-	-	-	-	-	-	-	0	-	-	-	0
Tanzania	-	-	-	-	-	-	-	-	-	-	-	-
Uruguay	-	-	-	-	-	-	-	-	-	-	-	-
Venezuela	-	-	-	-	-	-	-	-	-	-	-	-
Zambia	-	-	-	-	-	-	-	-	-	-	-	-
Zimbabwe	-	-	-	-	-	-	-	-	-	-	-	-
Other - Total	20	96	-	-	23	58	1	2	-	13	44	169
Other - %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Total Iranian Export	10,193	63,826	-	7,079	3,169	12,989	52	765	92	435	14,495	85,094

Compiled by: IPA based on IRI Customs Administration raw data