

YTD Inventory / Shipment Report In Tons	
Marketing Month: 7	Crop: 2019
Carry in from previous year	22,000
Total Production	205,000
Gross Inventory	227,000
Domestic Consumption	21,600
Export Shipments	88,000
Adjustment/losses, Export	15,000
Total Consumption	124,600
Ending Inventory	102,400
Marketing Comments:	
<p>1. As this month coincides with the Iranian New Year holidays, exports are generally down and would recover in the 8th month, although measures such as border closures due to the Covid-19 pandemic, restrictions on logistics as well as the imposed foreign exchange regulation (Nyma) have overshadowed the future of Iranian pistachio trade. The inventory at the end of marketing month 7 (102,000 MT) stands at 44% of this year's total inventory of approximately 230,000 MT.</p> <p>2. The Far East has been the main market for Iranian pistachios through March. Exports to this market amount to 25,000 MT; a 46% drop compared to crop year 2017 for the same period. Since the trend in this market has been toward high volume contracted sales in the past few years, US pistachio's share of the market is higher than Iran's.</p> <p>3. Turkey and UAE have the second highest share of exports through March (17,000 MT), up 42% 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. Cumulative export shipments to Indian Subcontinent (quality and variety-oriented market) through March stand at 11,000 MT, down 21% compared to crop year 2017 for the same period. 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 seven months, 11,000 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 14,000 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.</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: 7	Crop: 2019	
Crop	Monthly	YTD
2019	2,642	87,737
2018	1,618	23,435
2017	3,628	113,031
2016	2,817	100,090

Monthly Market Prices FCA Hamburg Iranian Dried In-Shell 28/30 Fandoghi Pistachios		
Marketing Month: 7		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: 7		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: 7		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: 7

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	298	20,549	75	4,346	1	135	-	23	-	1	374	25,054
Re-Export Markets	252	10,832	-	1,261	291	4,226	9	116	-	87	552	16,522
Indian Subcontinent	98	8,263	-	0	-	2,782	-	1	-	185	98	11,232
Middle East	352	7,006	-	325	273	3,766	1	37	-	64	627	11,198
EU15	194	6,602	24	1,232	32	2,135	70	655	-	0	319	10,625
CIS	588	10,411	-	15	1	195	-	4	5	23	594	10,648
Other Europe	60	1,044	-	-	-	67	-	-	-	50	60	1,161
North America	-	579	-	-	-	150	-	6	-	16	-	750
North Africa	11	299	-	-	-	73	-	-	-	-	11	371
Other	6	102	-	-	-	58	-	2	-	13	6	175
Total	1,861	65,687	99	7,178	598	13,587	80	844	5	440	2,642	87,737

Compiled by: IPA based on IRI Customs Administration raw data

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 7											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	-	164	-	-	-	-	-	-	-	-	-	164
Denmark	-	-	-	-	-	-	-	-	-	-	-	-
Finland	-	-	-	-	-	-	-	-	-	-	-	-
France	4	7	-	-	6	172	10	51	-	0	20	230
Germany	170	4,937	-	-	11	905	60	559	-	0	241	6,401
Greece	-	136	-	5	-	1	-	-	-	-	-	142
Ireland	-	-	-	-	-	-	-	-	-	-	-	-
Italy	20	796	24	1,227	-	980	-	14	-	-	44	3,016
Luxembourg	-	-	-	-	-	-	-	-	-	-	-	-
Netherland	-	3	-	-	15	34	-	2	-	-	15	39
Portugal	-	-	-	-	-	-	-	-	-	-	-	-
Spain	-	539	-	-	-	31	-	30	-	-	-	600
Sweden	-	1	-	-	-	5	-	-	-	-	-	6
UK	-	17	-	-	-	7	-	-	-	-	-	24
EEC	-	-	-	-	-	-	-	-	-	-	-	-
EU15 - Total	194	6,602	24	1,232	32	2,135	70	655	-	0	319	10,625
EU15 - %	10%	10%	0%	17%	0%	0%	0%	0%	0%	0%	12%	12%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 7											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	-	22	-	-	-	2	-	-	-	-	-	24
Belarus	40	218	-	-	-	3	-	-	-	-	40	221
Bosnia	-	10	-	-	-	2	-	-	-	-	-	12
Bulgaria	-	-	-	-	-	-	-	-	-	5	-	5
Croatia	-	-	-	-	-	-	-	-	-	-	-	-
Cyprus	-	-	-	-	-	-	-	-	-	-	-	-
Czech Republic	-	-	-	-	-	-	-	-	-	-	-	-
Estonia	-	-	-	-	-	-	-	-	-	-	-	-
Hungry	-	0	-	-	-	-	-	-	-	-	-	0
Iceland	-	-	-	-	-	-	-	-	-	-	-	-
Kosovo	-	-	-	-	-	-	-	-	-	-	-	-
Latvia	-	-	-	-	-	-	-	-	-	-	-	-
Lithuania	-	-	-	-	-	-	-	-	-	-	-	-
Macedonia	-	43	-	-	-	-	-	-	-	-	-	43
Malta	-	-	-	-	-	-	-	-	-	-	-	-
Moldova	-	-	-	-	-	-	-	-	-	-	-	-
Montenegro	-	-	-	-	-	-	-	-	-	-	-	-
Norway	-	-	-	-	-	-	-	-	-	-	-	-
Poland	10	112	-	-	-	12	-	-	-	-	10	124
Romania	-	20	-	-	-	-	-	-	-	-	-	20
Serbia	-	47	-	-	-	5	-	-	-	-	-	52
Slovakia	-	176	-	-	-	42	-	-	-	-	-	218
Slovenia	-	-	-	-	-	-	-	-	-	-	-	-
Switzerland	-	1	-	-	-	1	-	-	-	-	-	3
Ukraine	10	394	-	-	-	-	-	-	-	46	10	440
Other Europe - Total	60	1,044	-	-	-	67	-	-	-	50	60	1,161
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: 7											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	-	186	-	-	-	3	-	-	-	-	-	189
Azerbaijan	-	77	-	-	-	-	-	-	-	-	-	77
Georgia	-	319	-	-	-	5	-	-	-	-	-	324
Kazakhstan	360	2,063	-	-	-	75	-	-	-	4	360	2,143
Kyrgyzstan	67	2,937	-	-	-	8	-	-	-	14	67	2,959
Russia	141	3,848	-	15	1	99	-	4	-	-	142	3,966
Tajikistan	-	-	-	-	-	-	-	-	5	5	5	5
Turkmenistan	-	62	-	-	-	6	-	-	-	-	-	68
Uzbekistan	21	918	-	-	-	-	-	-	-	-	21	918
CIS - Total	588	10,411	-	15	1	195	-	4	5	23	594	10,648
CIS - %	32%	16%	0%	0%	0%	0%	0%	0%	0%	0%	22%	12%
North Africa												
Algeria	-	13	-	-	-	-	-	-	-	-	-	13
Egypt	11	87	-	-	-	10	-	-	-	-	11	97
Ethiopia	-	-	-	-	-	-	-	-	-	-	-	-
Libya	-	159	-	-	-	50	-	-	-	-	-	209
Morocco	-	-	-	-	-	-	-	-	-	-	-	-
Nigeria	-	-	-	-	-	-	-	-	-	-	-	-
Sudan	-	-	-	-	-	-	-	-	-	-	-	-
Tunisia	-	40	-	-	-	13	-	-	-	-	-	53
North Africa - Total	11	299	-	-	-	73	-	-	-	-	11	371
North Africa - %	1%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 7											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	-	51	-	-	24	45	-	4	-	0	24	100
Iraq	238	3,907	-	-	167	1,992	-	2	-	17	405	5,917
Jordan	-	522	-	325	14	447	-	-	-	-	14	1,294
Kuwait	56	1,139	-	-	63	336	-	8	-	-	119	1,483
Lebanon	35	602	-	-	3	272	-	-	-	37	37	912
Oman	11	114	-	-	-	6	-	-	-	0	11	120
Qatar	-	386	-	-	2	110	1	23	-	5	3	524
Saudi Arabia	-	-	-	-	-	-	-	-	-	-	-	-
Syria	13	285	-	-	-	559	-	-	-	5	13	848
Yemen	-	-	-	-	-	-	-	-	-	-	-	-
Middle East - Total	352	7,006	-	325	273	3,766	1	37	-	64	627	11,198
Middle East - %	19%	11%	0%	5%	0%	0%	0%	0%	0%	0%	24%	13%
Re-Export Markets												
Turkey	23	5,077	-	1,211	185	2,265	1	1	-	54	209	8,607
UAE	229	5,755	-	50	106	1,961	8	115	-	34	343	7,915
REM - Total	252	10,832	-	1,261	291	4,226	9	116	-	87	552	16,522
REM - %	14%	16%	0%	18%	0%	0%	0%	0%	0%	0%	21%	19%
Indian Subcontinent												
Afghanistan	74	1,234	-	0	-	289	-	1	-	94	74	1,618
Bangladesh	-	-	-	-	-	31	-	-	-	-	-	31
India	24	3,347	-	-	-	2,310	-	-	-	-	24	5,657
Nepal	-	-	-	-	-	-	-	-	-	-	-	-
Pakistan	-	3,683	-	-	-	152	-	-	-	91	-	3,926
Sri Lanka	-	-	-	-	-	-	-	-	-	-	-	-
Indian Subcontinent - Total	98	8,263	-	0	-	2,782	-	1	-	185	98	11,232
Indian Subcontinent - %	5%	13%	0%	0%	0%	0%	0%	0%	0%	0%	4%	13%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 7											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	200	17,515	50	3,618	-	28	-	7	-	0	250	21,168
Hong Kong	-	1,575	-	474	-	16	-	8	-	-	-	2,073
Indonesia	-	3	-	-	-	-	-	-	-	-	-	3
Japan	12	12	-	-	1	38	-	9	-	-	13	58
Korea	-	-	-	-	-	9	-	-	-	-	-	9
Macao	-	-	-	-	-	-	-	-	-	-	-	-
Malaysia	-	135	-	-	-	3	-	0	-	0	-	139
Philippines	-	-	-	-	-	-	-	-	-	-	-	-
Singapore	12	231	-	-	-	34	-	-	-	-	12	265
Taiwan	-	189	-	29	-	-	-	-	-	-	-	218
Thailand	75	689	25	150	-	8	-	-	-	-	100	847
Vietnam	-	200	-	75	-	-	-	-	-	-	-	275
Far East - Total	298	20,549	75	4,346	1	135	-	23	-	1	374	25,054
Far East - %	16%	31%	0%	61%	0%	0%	0%	0%	0%	0%	14%	29%
North America												
Canada	-	317	-	-	-	150	-	6	-	16	-	488
Mexico	-	262	-	-	-	-	-	-	-	-	-	262
USA	-	-	-	-	-	-	-	-	-	-	-	-
North America - Total	-	579	-	-	-	150	-	6	-	16	-	750
North America - %	0%	1%	0%	0%	0%	0%	0%	0%	0%	0%	0%	1%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 7											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	6	51	-	-	-	42	-	2	-	1	6	96
Brazil	-	49	-	-	-	16	-	-	-	12	-	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	6	102	-	-	-	58	-	2	-	13	6	175
Other - %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Total Iranian Export	1,861	65,687	-	7,178	598	13,587	80	844	5	440	2,642	87,737

Compiled by: IPA based on IRI Customs Administration raw data