

YTD Inventory / Shipment Report In Tons	
Marketing Month: 1	Crop: 2020
Carry in from previous year	22,000
Total Production	190,000
Gross Inventory	212,000
Domestic Consumption	2,200
Export Shipments	25,100
Adjustment/losses, Export	2,000
Total Consumption	29,300
Ending Inventory	182,700
2020 New Crop	
1. IPA's post-harvest estimate of Iran's pistachio production in 2020 stands at 190,000 MT (dried in-shell basis); 10,000 MT higher than its spring forecast. 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 212,000 tons.	
2. The quality of the 2020 crop seems to be better than normal with larger nut size and lower percentage of closed-shell and floaters.	
Marketing Comments	
1. In spite of continuing global COVID pandemic situation, new crop shipments in September were very strong.	
2. There are numerous reports of a shift in the Far East market demand pattern from Fandoghi variety towards more expensive and larger nut size Iranian pistachio varieties such as Akbari and Jumbo. This might be due to the current price-competitiveness of Iranian pistachios.	
3. COVID-19 has had certain effects on the pistachio industry; from slowing down the processing, commercial and financial operations, to decreasing bulk and traditional consumption share as compared to industrial retail packed consumption.	
4. USD/IRR exchange rate fluctuations following the US Presidential Election limbo, slowed down domestic trade of pistachios in Iran to some extent. However, trade volume is gathering pace once more based on new lower	
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 Market Prices FCA Hamburg Iranian Dried In-Shell 28/30 Fandoghi Pistachios		
Marketing Month: 1		Crop: 2020
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: 1		Crop: 2020
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 and YTD Export Shipments Compared to Last 4 Years In Tons			
Marketing Month: 1		Crop: 2020	
	Crop	Monthly	YTD
	2020	25,150	25,150
	2019	10,164	10,164
	2018	3,540	3,540
	2017	18,611	18,611

Monthly Exchange Rate		
Marketing Month: 1		Crop: 2020
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: 1											Crop: 2020	
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	13,009	13,009	1,600	1,600	27	27	4	4	-	-	14,640	14,640
Indian Subcontinent	3,224	3,224	-	-	201	201	10	10	26	26	3,460	3,460
Re-Export Markets	1,524	1,524	-	-	421	421	4	4	21	21	1,970	1,970
Middle East	1,047	1,047	-	-	350	350	4	4	255	255	1,655	1,655
CIS	1,517	1,517	-	-	32	32	-	-	-	-	1,549	1,549
EU15	582	582	400	400	271	271	151	151	3	3	1,407	1,407
North Africa	102	102	-	-	1	1	-	-	-	-	103	103
Other Europe	275	275	-	-	21	21	0	0	0	0	295	295
Other	18	18	-	-	24	24	0	0	-	-	42	42
North America	21	21	-	-	8	8	-	-	-	-	29	29
Total	21,318	21,318	2,000	2,000	1,355	1,355	173	173	303	303	25,150	25,150

Compiled by: IPA based on IRI Customs Administration raw data

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 1											Crop: 2020	
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	17	17	-	-	3	3	-	-	-	-	20	20
Belgium	-	-	-	-	-	-	-	-	-	-	-	-
Denmark	-	-	-	-	-	-	-	-	-	-	-	-
Finland	-	-	-	-	-	-	-	-	-	-	-	-
France	-	-	-	-	-	-	-	-	-	-	-	-
Germany	480	480	-	-	170	170	133	133	-	-	783	783
Greece	-	-	-	-	-	-	-	-	-	-	-	-
Ireland	-	-	-	-	-	-	-	-	-	-	-	-
Italy	64	64	400	400	98	98	-	-	-	-	562	562
Luxembourg	-	-	-	-	-	-	-	-	-	-	-	-
Netherland	-	-	-	-	0	0	-	-	-	-	0	0
Portugal	-	-	-	-	-	-	-	-	-	-	-	-
Spain	20	20	-	-	-	-	18	18	-	-	38	38
Sweden	-	-	-	-	-	-	-	-	-	-	-	-
UK	1	1	-	-	-	-	-	-	3	3	4	4
EEC	-	-	-	-	-	-	-	-	-	-	-	-
EU15 - Total	582	582	400	400	271	271	151	151	3	3	1,407	1,407
EU15 - %	3%	3%	0%	20%	0%	0%	0%	0%	0%	0%	6%	6%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 1											Crop: 2020	
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	1	1	-	-	-	-	-	-	-	-	1	1
Belarus	86	86	-	-	-	-	-	-	-	-	86	86
Bosnia	-	-	-	-	-	-	-	-	-	-	-	-
Bulgaria	-	-	-	-	-	-	-	-	-	-	-	-
Croatia	-	-	-	-	-	-	-	-	-	-	-	-
Cyprus	-	-	-	-	-	-	-	-	-	-	-	-
Czech Republic	-	-	-	-	-	-	-	-	-	-	-	-
Estonia	-	-	-	-	-	-	-	-	-	-	-	-
Hungry	-	-	-	-	-	-	-	-	-	-	-	-
Iceland	-	-	-	-	-	-	-	-	-	-	-	-
Kosovo	-	-	-	-	-	-	-	-	-	-	-	-
Latvia	-	-	-	-	-	-	-	-	-	-	-	-
Lithuania	-	-	-	-	-	-	-	-	-	-	-	-
Macedonia	15	15	-	-	-	-	-	-	-	-	15	15
Malta	-	-	-	-	-	-	-	-	-	-	-	-
Moldova	4	4	-	-	-	-	-	-	-	-	4	4
Montenegro	-	-	-	-	-	-	-	-	-	-	-	-
Norway	-	-	-	-	-	-	-	-	-	-	-	-
Poland	21	21	-	-	-	-	-	-	-	-	21	21
Romania	-	-	-	-	-	-	-	-	-	-	-	-
Serbia	-	-	-	-	-	-	-	-	-	-	-	-
Slovakia	66	66	-	-	21	21	-	-	-	-	87	87
Slovenia	-	-	-	-	-	-	-	-	-	-	-	-
Switzerland	-	-	-	-	0	0	0	0	-	-	0	0
Ukraine	82	82	-	-	0	0	-	-	0	0	82	82
Other Europe - Total	275	275	-	-	21	21	0	0	0	0	295	295
Other Europe - %	1%	1%	0%	0%	0%	0%	0%	0%	0%	0%	1%	1%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 1											Crop: 2020	
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	0	-	-	-	-	-	-	-	-	0	0
Azerbaijan	10	10	-	-	-	-	-	-	-	-	10	10
Georgia	-	-	-	-	-	-	-	-	-	-	-	-
Kazakhstan	314	314	-	-	1	1	-	-	-	-	315	315
Kyrgyzstan	486	486	-	-	-	-	-	-	-	-	486	486
Russia	561	561	-	-	31	31	-	-	-	-	591	591
Tajikistan	36	36	-	-	-	-	-	-	-	-	36	36
Turkmenistan	-	-	-	-	-	-	-	-	-	-	-	-
Uzbekistan	110	110	-	-	-	-	-	-	-	-	110	110
CIS - Total	1,517	1,517	-	-	32	32	-	-	-	-	1,549	1,549
CIS - %	7%	7%	0%	0%	0%	0%	0%	0%	0%	0%	6%	6%
North Africa												
Algeria	39	39	-	-	-	-	-	-	-	-	39	39
Egypt	11	11	-	-	1	1	-	-	-	-	12	12
Ethiopia	-	-	-	-	-	-	-	-	-	-	-	-
Libya	12	12	-	-	-	-	-	-	-	-	12	12
Morocco	-	-	-	-	-	-	-	-	-	-	-	-
Nigeria	-	-	-	-	-	-	-	-	-	-	-	-
Sudan	-	-	-	-	-	-	-	-	-	-	-	-
Tunisia	40	40	-	-	-	-	-	-	-	-	40	40
North Africa - Total	102	102	-	-	1	1	-	-	-	-	103	103
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: 1											Crop: 2020	
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	-	-	-	-	-	-	-	-	-	-	-	-
Iraq	937	937	-	-	213	213	-	-	101	101	1,251	1,251
Jordan	13	13	-	-	39	39	-	-	150	150	202	202
Kuwait	73	73	-	-	1	1	1	1	3	3	77	77
Lebanon	-	-	-	-	46	46	-	-	-	-	46	46
Oman	0	0	-	-	0	0	-	-	1	1	1	1
Qatar	24	24	-	-	-	-	3	3	1	1	29	29
Saudi Arabia	-	-	-	-	-	-	-	-	-	-	-	-
Syria	-	-	-	-	50	50	-	-	-	-	50	50
Yemen	-	-	-	-	-	-	-	-	-	-	-	-
Middle East - Total	1,047	1,047	-	-	350	350	4	4	255	255	1,655	1,655
Middle East - %	5%	5%	0%	0%	0%	0%	0%	0%	0%	0%	7%	7%
Re-Export Markets												
Turkey	747	747	-	-	164	164	-	-	15	15	926	926
UAE	777	777	-	-	257	257	4	4	6	6	1,044	1,044
REM - Total	1,524	1,524	-	-	421	421	4	4	21	21	1,970	1,970
REM - %	7%	7%	0%	0%	0%	0%	0%	0%	0%	0%	8%	8%
Indian Subcontinent												
Afghanistan	76	76	-	-	20	20	-	-	26	26	121	121
Bangladesh	-	-	-	-	10	10	-	-	-	-	10	10
India	1,977	1,977	-	-	162	162	10	10	-	-	2,149	2,149
Nepal	-	-	-	-	-	-	-	-	-	-	-	-
Pakistan	1,171	1,171	-	-	9	9	-	-	-	-	1,180	1,180
Sri Lanka	-	-	-	-	-	-	-	-	-	-	-	-
Indian Subcontinent - Total	3,224	3,224	-	-	201	201	10	10	26	26	3,460	3,460
Indian Subcontinent - %	15%	15%	0%	0%	0%	0%	0%	0%	0%	0%	14%	14%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 1											Crop: 2020	
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	12,772	12,772	1,600	1,600	22	22	3	3	-	-	14,397	14,397
Hong Kong	175	175	-	-	-	-	1	1	-	-	176	176
Indonesia	-	-	-	-	-	-	-	-	-	-	-	-
Japan	-	-	-	-	-	-	-	-	-	-	-	-
Korea	-	-	-	-	-	-	-	-	-	-	-	-
Macao	-	-	-	-	-	-	-	-	-	-	-	-
Malaysia	1	1	-	-	3	3	-	-	-	-	4	4
Philippines	-	-	-	-	-	-	-	-	-	-	-	-
Singapore	36	36	-	-	-	-	-	-	-	-	36	36
Taiwan	25	25	-	-	-	-	-	-	-	-	25	25
Thailand	-	-	-	-	2	2	-	-	-	-	2	2
Vietnam	-	-	-	-	-	-	-	-	-	-	-	-
Far East - Total	13,009	13,009	1,600	1,600	27	27	4	4	-	-	14,640	14,640
Far East - %	61%	61%	0%	80%	0%	0%	0%	0%	0%	0%	58%	58%
North America												
Canada	21	21	-	-	8	8	-	-	-	-	29	29
Mexico	-	-	-	-	-	-	-	-	-	-	-	-
USA	-	-	-	-	-	-	-	-	-	-	-	-
North America - Total	21	21	-	-	8	8	-	-	-	-	29	29
North America - %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 1											Crop: 2020	
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	5	5	-	-	10	10	0	0	-	-	15	15
Brazil	13	13	-	-	14	14	-	-	-	-	27	27
Chile	-	-	-	-	-	-	-	-	-	-	-	-
Colombia	-	-	-	-	-	-	-	-	-	-	-	-
Dominican Republic	-	-	-	-	-	-	-	-	-	-	-	-
Ecuador	-	-	-	-	-	-	-	-	-	-	-	-
Kenya	-	-	-	-	-	-	-	-	-	-	-	-
Liberia	-	-	-	-	-	-	-	-	-	-	-	-
Mozambique	-	-	-	-	-	-	-	-	-	-	-	-
New Zealand	-	-	-	-	-	-	-	-	-	-	-	-
Nicaragua	-	-	-	-	-	-	-	-	-	-	-	-
Other_1	-	-	-	-	-	-	-	-	-	-	-	-
Other_2	-	-	-	-	-	-	-	-	-	-	-	-
Other_3	-	-	-	-	-	-	-	-	-	-	-	-
Other_4	-	-	-	-	-	-	-	-	-	-	-	-
Panama	-	-	-	-	-	-	-	-	-	-	-	-
Paraguay	-	-	-	-	-	-	-	-	-	-	-	-
Senegal	-	-	-	-	-	-	-	-	-	-	-	-
South Africa	-	-	-	-	-	-	0	0	-	-	0	0
Tanzania	-	-	-	-	-	-	-	-	-	-	-	-
Uruguay	-	-	-	-	-	-	-	-	-	-	-	-
Venezuela	-	-	-	-	-	-	-	-	-	-	-	-
Zambia	-	-	-	-	-	-	-	-	-	-	-	-
Zimbabwe	-	-	-	-	-	-	-	-	-	-	-	-
Other - Total	18	18	-	-	24	24	0	0	-	-	42	42
Other - %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Total Iranian Export	21,318	21,318	-	2,000	1,355	1,355	173	173	303	303	25,150	25,150
Compiled by: IPA based on IRI Customs Administration raw data												