

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

Marketing Month: 11		Crop: 2021
Carry in from previous year		5,000
Total Production		135,000
<b>Gross Inventory</b>		<b>140,000</b>
Domestic Consumption		(19,000)
Export Shipments		(85,000)
Export Adjustments/Losses*		(16,000)
<b>Total Consumption</b>		<b>(120,000)</b>
<b>Ending Inventory</b>		<b>20,000</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: 11		Crop: 2021
Crop	Monthly	YTD
<b>2021</b>	<b>2,686</b>	<b>85,149</b>
2020	7,959	192,703
2019	9,899	129,850
2018	3,628	42,043

## Market Analysis

1. Iran's year to date export volume is 31% less than the average figure for the same period of the past 4 years. The remaining inventory at the end of the 11th marketing month stands at 14% of this year's total marketable opening inventory of 140,000 MT.
2. On the supply side, sell offers are sluggish with growers being reluctant to offer at exportable prices. The global demand for Iranian pistachios is under pressure due to price disparity between domestic and global markets. This disparity needs to be resolved for the new crop to move to global markets.
3. Worldwide demand for Iranian natural pistachio kernel has been strong due to its exquisite quality and price competitiveness. Kernels and green kernels amount to 16% (25% if we include closed shell as raw material for kernels) of this year's total tonnage of YTD pistachio export shipments at the end of the 11th marketing month as compared to 11% for the same period last year.
4. IPA's pre-harvest forecast for the 2022 crop is 115,000 tons of dried in-shell pistachios. Harvest is underway in most producing areas. The quality of crop 2022 seems to be better than normal.
5. Considering the fact that a higher share of the new crop is coming from new producing regions where the long varieties are dominant, it is forecasted that 65% of the new crop will be of long varieties.

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

Marketing Month: 11											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	97	14,466	25	5,126	4	175	0	36	-	1	126	19,804
CIS	1,162	17,150	-	-	6	206	13	41	-	203	1,181	17,600
Indian Subcontinent	453	11,659	-	-	178	2,565	-	21	-	213	631	14,458
Re-Export Markets	127	6,471	-	1,030	60	2,632	47	370	0	37	235	10,540
EU15	121	4,663	-	1,150	48	3,382	96	1,187	0	10	265	10,391
Middle East	154	7,613	-	32	35	2,067	-	97	24	112	213	9,922
Other Europe	7	1,165	-	-	19	91	-	3	-	48	26	1,306
North America	0	321	-	-	0	254	1	4	-	41	2	620
North Africa	-	215	-	-	-	16	-	-	-	-	-	231
South America	7	79	-	-	2	85	-	-	-	-	9	164
Other	-	67	-	-	-	43	-	2	-	0	-	112
<b>Total</b>	2,128	<b>63,869</b>	25	<b>7,338</b>	352	<b>11,514</b>	157	<b>1,762</b>	25	<b>666</b>	<b>2,686</b>	<b>85,149</b>

Compiled by: IPA based on IRI Customs Administration raw data

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

Marketing Month: 11											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	75	13,836	25	5,126	4	62	0	19	-	1	104	19,044
Hong Kong	-	0	-	-	-	6	-	5	-	-	-	10
Indonesia	-	-	-	-	-	6	-	-	-	-	-	6
Japan	-	0	-	-	-	44	-	11	-	-	-	55
Korea	-	1	-	-	-	7	-	-	-	-	-	8
Macao	-	-	-	-	-	-	-	-	-	-	-	-
Malaysia	22	164	-	-	-	18	-	-	-	-	22	182
Philippines	-	-	-	-	-	-	-	-	-	-	-	-
Singapore	-	265	-	-	-	21	-	0	-	-	-	286
Taiwan	-	200	-	-	-	0	-	1	-	-	-	201
Thailand	-	1	-	-	-	11	-	-	-	-	-	11
Vietnam	-	0	-	-	-	-	-	-	-	-	-	0
<b>Far East - Total</b>	<b>97</b>	<b>14,466</b>	<b>25</b>	<b>5,126</b>	<b>4</b>	<b>175</b>	<b>0</b>	<b>36</b>	<b>-</b>	<b>1</b>	<b>126</b>	<b>19,804</b>
<b>Far East - %</b>	<b>5%</b>	<b>23%</b>	<b>0%</b>	<b>70%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>5%</b>	<b>23%</b>

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

Marketing Month: 11											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	-	-	-	111	-	141	-	-	-	264
Denmark	-	-	-	-	-	-	-	-	-	-	-	-
Finland	-	-	-	-	-	-	-	-	-	-	-	-
France	1	21	-	-	9	28	8	149	-	-	18	198
Germany	72	3,494	-	-	39	2,326	88	852	-	2	199	6,674
Greece	-	-	-	44	-	-	-	-	-	-	-	44
Ireland	-	-	-	-	-	-	-	-	-	-	-	-
Italy	-	279	-	1,106	-	877	-	42	-	7	-	2,310
Luxembourg	-	-	-	-	-	-	-	-	-	-	-	-
Netherland	-	1	-	-	-	-	-	0	-	-	-	1
Portugal	-	-	-	-	-	-	-	-	-	-	-	-
Spain	48	851	-	-	-	9	-	3	-	-	48	864
Sweden	-	2	-	-	-	-	-	-	-	-	-	2
UK	-	0	-	-	-	30	-	-	0	1	0	32
EEC	-	-	-	-	-	-	-	-	-	-	-	-
<b>EU15 - Total</b>	<b>121</b>	<b>4,663</b>	<b>-</b>	<b>1,150</b>	<b>48</b>	<b>3,382</b>	<b>96</b>	<b>1,187</b>	<b>0</b>	<b>10</b>	<b>265</b>	<b>10,391</b>
<b>EU15 - %</b>	<b>6%</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>10%</b>	<b>12%</b>

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

Marketing Month: 11											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><i>Middle East</i></b>												
Bahrain	-	69	-	-	-	2	-	2	-	-	-	72
Iraq	84	5,692	-	-	-	1,450	-	36	17	90	100	7,268
Jordan	-	415	-	-	-	41	-	-	-	-	-	456
Kuwait	23	517	-	-	-	160	-	1	2	2	25	680
Lebanon	5	401	-	32	35	299	-	-	5	9	45	743
Oman	-	42	-	-	-	-	-	8	-	-	-	49
Qatar	42	393	-	-	-	67	-	51	1	10	43	522
Saudi Arabia	-	-	-	-	-	-	-	-	-	-	-	-
Syria	-	84	-	-	-	48	-	-	-	-	-	132
Yemen	-	-	-	-	-	-	-	-	-	-	-	-
<b><i>Middle East - Total</i></b>	<b>154</b>	<b>7,613</b>	<b>-</b>	<b>32</b>	<b>35</b>	<b>2,067</b>	<b>-</b>	<b>97</b>	<b>24</b>	<b>112</b>	<b>213</b>	<b>9,922</b>
<b><i>Middle East - %</i></b>	<b>7%</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>8%</b>	<b>12%</b>
<b><i>Re-Export Markets</i></b>												
Turkey	44	2,169	-	1,005	0	604	20	55	-	1	64	3,834
UAE	84	4,302	-	25	60	2,029	27	315	0	36	171	6,707
<b><i>REM - Total</i></b>	<b>127</b>	<b>6,471</b>	<b>-</b>	<b>1,030</b>	<b>60</b>	<b>2,632</b>	<b>47</b>	<b>370</b>	<b>0</b>	<b>37</b>	<b>235</b>	<b>10,540</b>
<b><i>REM - %</i></b>	<b>6%</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>9%</b>	<b>12%</b>

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

Marketing Month: 11											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	2	909	-	-	-	15	-	-	-	-	2	923
Bangladesh	-	-	-	-	-	-	-	-	-	-	-	-
India	234	5,553	-	-	157	2,412	-	21	-	25	391	8,011
Nepal	-	-	-	-	-	-	-	-	-	-	-	-
Pakistan	216	5,198	-	-	22	138	-	-	-	188	238	5,524
Sri Lanka	-	-	-	-	-	-	-	-	-	-	-	-
<b>Indian Subcontinent - Total</b>	<b>453</b>	<b>11,659</b>	<b>-</b>	<b>-</b>	<b>178</b>	<b>2,565</b>	<b>-</b>	<b>21</b>	<b>-</b>	<b>213</b>	<b>631</b>	<b>14,458</b>
<b>Indian Subcontinent - %</b>	<b>21%</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>23%</b>	<b>17%</b>
<b>CIS</b>												
Armenia	49	1,304	-	-	1	14	-	0	-	25	50	1,343
Azerbaijan	-	122	-	-	-	-	-	0	-	5	-	127
Georgia	-	186	-	-	-	1	-	-	-	-	-	186
Kazakhstan	22	1,174	-	-	-	5	-	16	-	22	22	1,217
Kyrgyzstan	341	5,106	-	-	-	22	-	-	-	150	341	5,278
Russia	660	7,060	-	-	5	165	13	25	-	-	678	7,250
Tajikistan	62	445	-	-	-	-	-	-	-	-	62	445
Turkmenistan	4	39	-	-	-	-	-	-	-	-	4	39
Uzbekistan	24	1,715	-	-	-	-	-	-	-	-	24	1,715
<b>CIS - Total</b>	<b>1,162</b>	<b>17,150</b>	<b>-</b>	<b>-</b>	<b>6</b>	<b>206</b>	<b>13</b>	<b>41</b>	<b>-</b>	<b>203</b>	<b>1,181</b>	<b>17,600</b>
<b>CIS - %</b>	<b>55%</b>	<b>27%</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>44%</b>	<b>21%</b>

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

Marketing Month: 11											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	-	216	-	-	-	-	-	-	-	-	-	216
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: 11											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	3	115	-	-	19	47	-	-	-	-	22	163
Romania	-	-	-	-	-	-	-	-	-	-	-	-
Serbia	-	131	-	-	-	7	-	-	-	-	-	138
Slovakia	-	69	-	-	-	17	-	-	-	-	-	86
Slovenia	-	-	-	-	-	-	-	-	-	-	-	-
Switzerland	-	16	-	-	-	1	-	3	-	-	-	19
Ukraine	4	486	-	-	-	18	-	-	-	43	4	548
<b>Other Europe - Total</b>	<b>7</b>	<b>1,165</b>	<b>-</b>	<b>-</b>	<b>19</b>	<b>91</b>	<b>-</b>	<b>3</b>	<b>-</b>	<b>48</b>	<b>26</b>	<b>1,306</b>
<b>Other Europe - %</b>	<b>0%</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>1%</b>	<b>2%</b>
<b>North America</b>												
Canada	0	321	-	-	0	254	1	4	-	41	2	620
Mexico	-	0	-	-	-	-	-	-	-	-	-	0
USA	-	-	-	-	-	-	-	-	-	-	-	-
<b>North America - Total</b>	<b>0</b>	<b>321</b>	<b>-</b>	<b>-</b>	<b>0</b>	<b>254</b>	<b>1</b>	<b>4</b>	<b>-</b>	<b>41</b>	<b>2</b>	<b>620</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: 11											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	7	79	-	-	2	85	-	-	-	-	9	164
Chile	-	-	-	-	-	-	-	-	-	-	-	-
Argentina	-	-	-	-	-	-	-	-	-	-	-	-
Colombia	-	-	-	-	-	-	-	-	-	-	-	-
Ecuador	-	-	-	-	-	-	-	-	-	-	-	-
Paraguay	-	-	-	-	-	-	-	-	-	-	-	-
Uruguay	-	-	-	-	-	-	-	-	-	-	-	-
Venezuela	-	-	-	-	-	-	-	-	-	-	-	-
<b>South America - Total</b>	<b>7</b>	<b>79</b>	<b>-</b>	<b>-</b>	<b>2</b>	<b>85</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>9</b>	<b>164</b>
<b>South America - %</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</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>North Africa</b>												
Algeria	-	-	-	-	-	-	-	-	-	-	-	-
Egypt	-	-	-	-	-	-	-	-	-	-	-	-
Ethiopia	-	-	-	-	-	-	-	-	-	-	-	-
Libya	-	215	-	-	-	16	-	-	-	-	-	231
Morocco	-	-	-	-	-	-	-	-	-	-	-	-
Nigeria	-	-	-	-	-	-	-	-	-	-	-	-
Sudan	-	-	-	-	-	-	-	-	-	-	-	-
Tunisia	-	-	-	-	-	-	-	-	-	-	-	-
<b>North Africa - Total</b>	<b>-</b>	<b>215</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>16</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>231</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: 11											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	-	65	-	-	-	41	-	2	-	-	-	108
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>	-	67	-	-	-	43	-	2	-	0	-	112
<b>Other - %</b>	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>Total Iranian Export</b>	<b>2,128</b>	<b>63,869</b>	<b>25</b>	<b>7,338</b>	<b>352</b>	<b>11,514</b>	<b>157</b>	<b>1,762</b>	<b>25</b>	<b>666</b>	<b>2,686</b>	<b>85,149</b>

Compiled by: IPA based on IRI Customs Administration raw data