

Year-To-Date Shipment / Inventory Report In Tons

Marketing Month: 1		Crop: 2021
Carry in from previous year		5,000
Total Production		135,000
Gross Inventory		140,000
Domestic Consumption		(2,000)
Export Shipments		(17,000)
Export Adjustments/Losses*		(1,000)
Total Consumption		(20,000)
Ending Inventory		120,000

*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: 1		Crop: 2021
Crop	Monthly	YTD
2021	16,765	16,765
2020	25,150	25,150
2019	10,164	10,164
2018	3,540	3,540

Market Analysis

1. IPA's post-harvest crop estimate stands at 135,000 MT of dried in-shell pistachios. With an estimated carry-over of 5,000 tons from the 2020 crop, Iran's estimated gross inventory at the beginning of the current marketing year stands at 140,000 tons.
2. The 2021 crop came in lower than expected volume and quality, with smaller nut-size and higher than average share of floaters; hence the price/quality dynamics are expected to differ from last year in the current marketing year.
3. Price disparity between domestic and international markets of Iranian pistachios, brought by a shortfall in 2021 Iranian crop and stagnant USD to IRR exchange rate in the presence of a very high local inflation rate, has slowed down Iranian pistachio trade. This has resulted in a weaker demand for in-shell shipments in most markets, with a few exceptions such as the CIS market.
4. On the other hand, Iranian pistachio kernels are in high demand, owing to their price competitiveness, unique taste, color and diversity. This high demand for Iranian pistachio kernels, has resulted in a de facto price floor for Iranian in-shell pistachios.
5. Little harvest of GPPK raw material in 2021 in addition to the gradual increase in GPPK demand in recent months due to improving Covid-19 conditions in destination markets has contributed to increasing prices of this product. In contrast to the past two crop years, it seems that the Iranian pistachio industry will end the 2021-2022 marketing year with very little GPPK carry-over into the next crop year.

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

Marketing Month: 1											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	5,589	5,589	2,187	2,187	28	28	-	-	-	-	7,804	7,804
CIS	3,060	3,060	-	-	3	3	-	-	-	-	3,063	3,063
Indian Subcontinent	1,661	1,661	-	-	145	145	-	-	-	-	1,806	1,806
EU15	616	616	309	309	392	392	0	0	2	2	1,320	1,320
Re-Export Markets	721	721	226	226	286	286	8	8	5	5	1,245	1,245
Middle East	957	957	-	-	167	167	19	19	37	37	1,181	1,181
Other Europe	217	217	-	-	16	16	-	-	-	-	233	233
North America	56	56	-	-	-	-	0	0	-	-	56	56
South America	26	26	-	-	6	6	-	-	-	-	32	32
North Africa	25	25	-	-	-	-	-	-	-	-	25	25
Other	-	-	-	-	1	1	-	-	-	-	1	1
Total	12,928	12,928	2,722	2,722	1,044	1,044	28	28	44	44	16,765	16,765

Compiled by: IPA based on IRI Customs Administration raw data

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

Marketing Month: 1											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
Far East												
China	5,407	5,407	2,187	2,187	15	15	-	-	-	-	7,609	7,609
Hong Kong	-	-	-	-	1	1	-	-	-	-	1	1
Indonesia	-	-	-	-	-	-	-	-	-	-	-	-
Japan	-	-	-	-	-	-	-	-	-	-	-	-
Korea	-	-	-	-	2	2	-	-	-	-	2	2
Macao	-	-	-	-	-	-	-	-	-	-	-	-
Malaysia	13	13	-	-	4	4	-	-	-	-	17	17
Philippines	-	-	-	-	-	-	-	-	-	-	-	-
Singapore	94	94	-	-	2	2	-	-	-	-	96	96
Taiwan	75	75	-	-	-	-	-	-	-	-	75	75
Thailand	-	-	-	-	3	3	-	-	-	-	3	3
Vietnam	-	-	-	-	-	-	-	-	-	-	-	-
Far East - Total	5,589	5,589	2,187	2,187	28	28	-	-	-	-	7,804	7,804
Far East - %	43%	43%	0%	80%	0%	0%	0%	0%	0%	0%	47%	47%

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

Marketing Month: 1											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
EU15												
Austria	-	-	-	-	-	-	-	-	-	-	-	-
Belgium	-	-	-	-	-	-	-	-	-	-	-	-
Denmark	-	-	-	-	-	-	-	-	-	-	-	-
Finland	-	-	-	-	-	-	-	-	-	-	-	-
France	-	-	-	-	19	19	-	-	-	-	19	19
Germany	449	449	-	-	236	236	-	-	1	1	687	687
Greece	-	-	-	-	-	-	-	-	-	-	-	-
Ireland	-	-	-	-	-	-	-	-	-	-	-	-
Italy	117	117	309	309	137	137	-	-	-	-	563	563
Luxembourg	-	-	-	-	-	-	-	-	-	-	-	-
Netherland	-	-	-	-	-	-	0	0	-	-	0	0
Portugal	-	-	-	-	-	-	-	-	-	-	-	-
Spain	48	48	-	-	-	-	-	-	-	-	48	48
Sweden	2	2	-	-	-	-	-	-	-	-	2	2
UK	-	-	-	-	-	-	-	-	0	0	0	0
EEC	-	-	-	-	-	-	-	-	-	-	-	-
EU15 - Total	616	616	309	309	392	392	0	0	2	2	1,320	1,320
EU15 - %	5%	5%	0%	11%	0%	0%	0%	0%	0%	0%	8%	8%

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

Marketing Month: 1											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
<i>Middle East</i>												
Bahrain	24	24	-	-	-	-	-	-	-	-	24	24
Iraq	663	663	-	-	111	111	1	1	37	37	812	812
Jordan	150	150	-	-	-	-	-	-	-	-	150	150
Kuwait	58	58	-	-	9	9	1	1	-	-	68	68
Lebanon	24	24	-	-	47	47	-	-	-	-	71	71
Oman	14	14	-	-	-	-	1	1	-	-	15	15
Qatar	24	24	-	-	-	-	16	16	0	0	41	41
Saudi Arabia	-	-	-	-	-	-	-	-	-	-	-	-
Syria	-	-	-	-	-	-	-	-	-	-	-	-
Yemen	-	-	-	-	-	-	-	-	-	-	-	-
<i>Middle East - Total</i>	957	957	-	-	167	167	19	19	37	37	1,181	1,181
<i>Middle East - %</i>	7%	7%	0%	0%	0%	0%	0%	0%	0%	0%	7%	7%
<i>Re-Export Markets</i>												
Turkey	236	236	226	226	95	95	-	-	-	-	557	557
UAE	485	485	-	-	191	191	8	8	5	5	689	689
<i>REM - Total</i>	721	721	226	226	286	286	8	8	5	5	1,245	1,245
<i>REM - %</i>	6%	6%	0%	8%	0%	0%	0%	0%	0%	0%	7%	7%

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

Marketing Month: 1											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
Indian Subcontinent												
Afghanistan	6	6	-	-	-	-	-	-	-	-	6	6
Bangladesh	-	-	-	-	-	-	-	-	-	-	-	-
India	596	596	-	-	134	134	-	-	-	-	731	731
Nepal	-	-	-	-	-	-	-	-	-	-	-	-
Pakistan	1,059	1,059	-	-	10	10	-	-	-	-	1,070	1,070
Sri Lanka	-	-	-	-	-	-	-	-	-	-	-	-
Indian Subcontinent - Total	1,661	1,661	-	-	145	145	-	-	-	-	1,806	1,806
Indian Subcontinent - %	13%	13%	0%	0%	0%	0%	0%	0%	0%	0%	11%	11%
CIS												
Armenia	113	113	-	-	0	0	-	-	-	-	113	113
Azerbaijan	2	2	-	-	-	-	-	-	-	-	2	2
Georgia	70	70	-	-	-	-	-	-	-	-	70	70
Kazakhstan	244	244	-	-	-	-	-	-	-	-	244	244
Kyrgyzstan	1,143	1,143	-	-	-	-	-	-	-	-	1,143	1,143
Russia	1,107	1,107	-	-	3	3	-	-	-	-	1,110	1,110
Tajikistan	52	52	-	-	-	-	-	-	-	-	52	52
Turkmenistan	8	8	-	-	-	-	-	-	-	-	8	8
Uzbekistan	322	322	-	-	-	-	-	-	-	-	322	322
CIS - Total	3,060	3,060	-	-	3	3	-	-	-	-	3,063	3,063
CIS - %	24%	24%	0%	0%	0%	0%	0%	0%	0%	0%	18%	18%

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

Marketing Month: 1											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
Other Europe												
Albania	-	-	-	-	-	-	-	-	-	-	-	-
Belarus	53	53	-	-	-	-	-	-	-	-	53	53
Bosnia	-	-	-	-	-	-	-	-	-	-	-	-
Bulgaria	-	-	-	-	-	-	-	-	-	-	-	-
Croatia	-	-	-	-	-	-	-	-	-	-	-	-
Cyprus	-	-	-	-	-	-	-	-	-	-	-	-
Czech Republic	-	-	-	-	-	-	-	-	-	-	-	-
Estonia	-	-	-	-	-	-	-	-	-	-	-	-
Hungry	-	-	-	-	-	-	-	-	-	-	-	-
Iceland	-	-	-	-	-	-	-	-	-	-	-	-
Kosovo	-	-	-	-	-	-	-	-	-	-	-	-
Latvia	-	-	-	-	-	-	-	-	-	-	-	-
Lithuania	-	-	-	-	-	-	-	-	-	-	-	-
Macedonia	16	16	-	-	-	-	-	-	-	-	16	16
Malta	-	-	-	-	-	-	-	-	-	-	-	-
Moldova	-	-	-	-	-	-	-	-	-	-	-	-

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

Marketing Month: 1											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	38	38	-	-	10	10	-	-	-	-	48	48
Romania	-	-	-	-	-	-	-	-	-	-	-	-
Serbia	13	13	-	-	2	2	-	-	-	-	16	16
Slovakia	22	22	-	-	-	-	-	-	-	-	22	22
Slovenia	-	-	-	-	-	-	-	-	-	-	-	-
Switzerland	3	3	-	-	1	1	-	-	-	-	4	4
Ukraine	72	72	-	-	2	2	-	-	-	-	74	74
Other Europe - Total	217	217	-	-	16	16	-	-	-	-	233	233
Other Europe - %	2%	2%	0%	0%	0%	0%	0%	0%	0%	0%	1%	1%
North America												
Canada	56	56	-	-	-	-	0	0	-	-	56	56
Mexico	-	-	-	-	-	-	-	-	-	-	-	-
USA	-	-	-	-	-	-	-	-	-	-	-	-
North America - Total	56	56	-	-	-	-	0	0	-	-	56	56
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: 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
South America												
Brazil	26	26	-	-	6	6	-	-	-	-	32	32
Chile	-	-	-	-	-	-	-	-	-	-	-	-
Argentina	-	-	-	-	-	-	-	-	-	-	-	-
Colombia	-	-	-	-	-	-	-	-	-	-	-	-
Ecuador	-	-	-	-	-	-	-	-	-	-	-	-
Paraguay	-	-	-	-	-	-	-	-	-	-	-	-
Uruguay	-	-	-	-	-	-	-	-	-	-	-	-
Venezuela	-	-	-	-	-	-	-	-	-	-	-	-
South America - Total	26	26	-	-	6	6	-	-	-	-	32	32
South America - %	0%	0%	0%	0%	1%	1%	0%	0%	0%	0%	0%	0%
North Africa												
Algeria	-	-	-	-	-	-	-	-	-	-	-	-
Egypt	-	-	-	-	-	-	-	-	-	-	-	-
Ethiopia	-	-	-	-	-	-	-	-	-	-	-	-
Libya	25	25	-	-	-	-	-	-	-	-	25	25
Morocco	-	-	-	-	-	-	-	-	-	-	-	-
Nigeria	-	-	-	-	-	-	-	-	-	-	-	-
Sudan	-	-	-	-	-	-	-	-	-	-	-	-
Tunisia	-	-	-	-	-	-	-	-	-	-	-	-
North Africa - Total	25	25	-	-	-	-	-	-	-	-	25	25
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: 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
Other												
Australia	-	-	-	-	1	1	-	-	-	-	1	1
Dominican Republic	-	-	-	-	-	-	-	-	-	-	-	-
Kenya	-	-	-	-	-	-	-	-	-	-	-	-
Liberia	-	-	-	-	-	-	-	-	-	-	-	-
Mozambique	-	-	-	-	-	-	-	-	-	-	-	-
New Zealand	-	-	-	-	-	-	-	-	-	-	-	-
Nicaragua	-	-	-	-	-	-	-	-	-	-	-	-
Other_1	-	-	-	-	-	-	-	-	-	-	-	-
Other_2	-	-	-	-	-	-	-	-	-	-	-	-
Other_3	-	-	-	-	-	-	-	-	-	-	-	-
Other_4	-	-	-	-	-	-	-	-	-	-	-	-
Panama	-	-	-	-	-	-	-	-	-	-	-	-
Senegal	-	-	-	-	-	-	-	-	-	-	-	-
South Africa	-	-	-	-	-	-	-	-	-	-	-	-
Tanzania	-	-	-	-	-	-	-	-	-	-	-	-
Zambia	-	-	-	-	-	-	-	-	-	-	-	-
Zimbabwe	-	-	-	-	-	-	-	-	-	-	-	-
Other - Total	-	-	-	-	1	1	-	-	-	-	1	1
Other - %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Total Iranian Export	12,928	12,928	2,722	2,722	1,044	1,044	28	28	44	44	16,765	16,765

Compiled by: IPA based on IRI Customs Administration raw data