

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

Marketing Month: 2		Crop: 2021
Carry in from previous year		5,000
Total Production		135,000
Gross Inventory		140,000
Domestic Consumption		(4,000)
Export Shipments		(35,000)
Export Adjustments/Losses*		(3,000)
Total Consumption		(42,000)
Ending Inventory		98,000

*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: 2		Crop: 2021
Crop	Monthly	YTD
2021	17,909	34,673
2020	38,518	63,668
2019	19,693	29,856
2018	4,671	8,211

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. Based on IPA estimates, the new crop consists of about 40% Ahmad Aghaei, 30% Fandoghi, 15% Jumbo and 15% Akbari.
2. Lower than expected volume of the 2021 Iranian in-shell pistachio crop has resulted in a rather stagnant equilibrium in its market and prices.
3. Iranian pistachio kernels on the other hand, are in high demand, due 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.
4. 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: 2											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	5,790	11,379	1,975	4,162	8	36	0	0	1	1	7,774	15,578
CIS	2,887	5,946	-	-	42	46	12	12	203	203	3,144	6,207
Indian Subcontinent	1,615	3,276	-	-	197	342	-	-	188	188	2,000	3,806
EU15	586	1,202	370	679	545	938	150	150	8	10	1,659	2,979
Re-Export Markets	692	1,412	438	664	300	586	23	31	21	26	1,474	2,719
Middle East	1,015	1,972	-	-	359	526	3	23	29	66	1,407	2,587
Other Europe	208	425	-	-	8	23	-	-	48	48	263	495
North America	61	116	-	-	24	24	0	0	-	-	84	140
South America	-	26	-	-	35	41	-	-	-	-	35	67
North Africa	38	63	-	-	-	-	-	-	-	-	38	63
Other	23	23	-	-	7	9	-	-	-	-	31	32
Total	12,914	25,841	2,783	5,504	1,525	2,569	189	216	498	542	17,909	34,673

Compiled by: IPA based on IRI Customs Administration raw data

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

Marketing Month: 2											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	5,547	10,954	1,975	4,162	1	16	0	0	1	1	7,524	15,134
Hong Kong	-	-	-	-	-	1	-	-	-	-	-	1
Indonesia	-	-	-	-	-	-	-	-	-	-	-	-
Japan	-	-	-	-	2	2	-	-	-	-	2	2
Korea	-	-	-	-	-	2	-	-	-	-	-	2
Macao	-	-	-	-	-	-	-	-	-	-	-	-
Malaysia	45	58	-	-	2	7	-	-	-	-	48	65
Philippines	-	-	-	-	-	-	-	-	-	-	-	-
Singapore	73	167	-	-	2	4	-	-	-	-	75	171
Taiwan	125	200	-	-	-	-	-	-	-	-	125	200
Thailand	-	-	-	-	-	3	-	-	-	-	-	3
Vietnam	-	-	-	-	-	-	-	-	-	-	-	-
Far East - Total	5,790	11,379	1,975	4,162	8	36	0	0	1	1	7,774	15,578
Far East - %	45%	44%	71%	76%	0%	1%	0%	0%	0%	0%	43%	45%

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

Marketing Month: 2											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	-	-	-	-	12	12	8	8	-	-	20	20
Denmark	-	-	-	-	-	-	-	-	-	-	-	-
Finland	-	-	-	-	-	-	-	-	-	-	-	-
France	-	-	-	-	-	19	20	20	-	-	20	39
Germany	469	918	-	-	416	652	122	122	1	2	1,007	1,694
Greece	-	-	22	22	-	-	-	-	-	-	22	22
Ireland	-	-	-	-	-	-	-	-	-	-	-	-
Italy	46	163	348	657	117	254	-	-	7	7	518	1,081
Luxembourg	-	-	-	-	-	-	-	-	-	-	-	-
Netherland	-	-	-	-	-	-	-	0	-	-	-	0
Portugal	-	-	-	-	-	-	-	-	-	-	-	-
Spain	72	120	-	-	-	-	-	-	-	-	72	120
Sweden	-	2	-	-	-	-	-	-	-	-	-	2
UK	-	-	-	-	-	-	-	-	1	1	1	1
EEC	-	-	-	-	-	-	-	-	-	-	-	-
EU15 - Total	586	1,202	370	679	545	938	150	150	8	10	1,659	2,979
EU15 - %	5%	5%	13%	12%	36%	36%	79%	69%	2%	2%	9%	9%

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

Marketing Month: 2											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
Iraq	760	1,423	-	-	242	352	2	3	14	51	1,018	1,830
Jordan	100	250	-	-	11	11	-	-	-	-	111	261
Kuwait	93	151	-	-	39	48	-	1	1	1	133	202
Lebanon	42	66	-	-	36	83	-	-	5	5	82	153
Oman	-	14	-	-	-	-	0	1	-	-	0	15
Qatar	20	44	-	-	31	31	1	17	10	10	62	102
Saudi Arabia	-	-	-	-	-	-	-	-	-	-	-	-
Syria	-	-	-	-	-	-	-	-	-	-	-	-
Yemen	-	-	-	-	-	-	-	-	-	-	-	-
<i>Middle East - Total</i>	1,015	1,972	-	-	359	526	3	23	29	66	1,407	2,587
<i>Middle East - %</i>	8%	8%	0%	0%	24%	20%	2%	11%	6%	12%	8%	7%
<i>Re-Export Markets</i>												
Turkey	234	470	413	639	115	210	-	-	-	-	762	1,318
UAE	458	942	25	25	186	377	23	31	21	26	712	1,401
<i>REM - Total</i>	692	1,412	438	664	300	586	23	31	21	26	1,474	2,719
<i>REM - %</i>	5%	5%	0%	12%	0%	0%	0%	0%	0%	0%	8%	8%

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

Marketing Month: 2											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	19	25	-	-	-	-	-	-	-	-	19	25
Bangladesh	-	-	-	-	-	-	-	-	-	-	-	-
India	755	1,352	-	-	187	322	-	-	-	-	943	1,673
Nepal	-	-	-	-	-	-	-	-	-	-	-	-
Pakistan	840	1,900	-	-	10	20	-	-	188	188	1,038	2,108
Sri Lanka	-	-	-	-	-	-	-	-	-	-	-	-
Indian Subcontinent - Total	1,615	3,276	-	-	197	342	-	-	188	188	2,000	3,806
Indian Subcontinent - %	13%	13%	0%	0%	13%	13%	0%	0%	38%	35%	11%	11%
CIS												
Armenia	489	601	-	-	8	8	0	0	25	25	523	635
Azerbaijan	23	25	-	-	-	-	-	-	5	5	29	30
Georgia	23	93	-	-	-	-	-	-	-	-	23	93
Kazakhstan	174	419	-	-	2	2	-	-	22	22	198	443
Kyrgyzstan	904	2,047	-	-	19	19	-	-	150	150	1,073	2,216
Russia	941	2,048	-	-	14	17	12	12	-	-	967	2,077
Tajikistan	10	62	-	-	-	-	-	-	-	-	10	62
Turkmenistan	-	8	-	-	-	-	-	-	-	-	-	8
Uzbekistan	322	644	-	-	-	-	-	-	-	-	322	644
CIS - Total	2,887	5,946	-	-	42	46	12	12	203	203	3,144	6,207
CIS - %	22%	23%	0%	0%	3%	2%	6%	6%	41%	38%	18%	18%

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

Marketing Month: 2											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	1	54	-	-	-	-	-	-	-	-	1	54
Bosnia	-	-	-	-	-	-	-	-	-	-	-	-
Bulgaria	-	-	-	-	-	-	-	-	-	-	-	-
Croatia	-	-	-	-	-	-	-	-	-	-	-	-
Cyprus	-	-	-	-	-	-	-	-	-	-	-	-
Czech Republic	-	-	-	-	-	-	-	-	-	-	-	-
Estonia	-	-	-	-	-	-	-	-	-	-	-	-
Hungry	-	-	-	-	-	-	-	-	-	-	-	-
Iceland	-	-	-	-	-	-	-	-	-	-	-	-
Kosovo	-	-	-	-	-	-	-	-	-	-	-	-
Latvia	-	-	-	-	-	-	-	-	-	-	-	-
Lithuania	20	20	-	-	-	-	-	-	-	-	20	20
Macedonia	5	21	-	-	-	-	-	-	-	-	5	21
Malta	-	-	-	-	-	-	-	-	-	-	-	-
Moldova	-	-	-	-	-	-	-	-	5	5	5	5

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

Marketing Month: 2											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	47	85	-	-	-	10	-	-	-	-	47	95
Romania	-	-	-	-	-	-	-	-	-	-	-	-
Serbia	53	66	-	-	3	5	-	-	-	-	56	71
Slovakia	39	61	-	-	5	5	-	-	-	-	44	66
Slovenia	-	-	-	-	-	-	-	-	-	-	-	-
Switzerland	6	8	-	-	-	1	-	-	-	-	6	10
Ukraine	37	109	-	-	-	2	-	-	43	43	80	154
Other Europe - Total	208	425	-	-	8	23	-	-	48	48	263	495
Other Europe - %	2%	2%	0%	0%	0%	1%	0%	0%	10%	9%	1%	1%
North America												
Canada	61	116	-	-	24	24	0	0	-	-	84	140
Mexico	-	-	-	-	-	-	-	-	-	-	-	-
USA	-	-	-	-	-	-	-	-	-	-	-	-
North America - Total	61	116	-	-	24	24	0	0	-	-	84	140
North America - %	0%	0%	0%	0%	2%	1%	0%	0%	0%	0%	0%	0%

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

Marketing Month: 2											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	-	-	35	41	-	-	-	-	35	67
Chile	-	-	-	-	-	-	-	-	-	-	-	-
Argentina	-	-	-	-	-	-	-	-	-	-	-	-
Colombia	-	-	-	-	-	-	-	-	-	-	-	-
Ecuador	-	-	-	-	-	-	-	-	-	-	-	-
Paraguay	-	-	-	-	-	-	-	-	-	-	-	-
Uruguay	-	-	-	-	-	-	-	-	-	-	-	-
Venezuela	-	-	-	-	-	-	-	-	-	-	-	-
South America - Total	-	26	-	-	35	41	-	-	-	-	35	67
South America - %	0%	0%	0%	0%	2%	2%	0%	0%	0%	0%	0%	0%
North Africa												
Algeria	-	-	-	-	-	-	-	-	-	-	-	-
Egypt	-	-	-	-	-	-	-	-	-	-	-	-
Ethiopia	-	-	-	-	-	-	-	-	-	-	-	-
Libya	38	63	-	-	-	-	-	-	-	-	38	63
Morocco	-	-	-	-	-	-	-	-	-	-	-	-
Nigeria	-	-	-	-	-	-	-	-	-	-	-	-
Sudan	-	-	-	-	-	-	-	-	-	-	-	-
Tunisia	-	-	-	-	-	-	-	-	-	-	-	-
North Africa - Total	38	63	-	-	-	-	-	-	-	-	38	63
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: 2											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	23	23	-	-	7	9	-	-	-	-	31	32
Dominican Republic	-	-	-	-	-	-	-	-	-	-	-	-
Kenya	-	-	-	-	-	-	-	-	-	-	-	-
Liberia	-	-	-	-	-	-	-	-	-	-	-	-
Mozambique	-	-	-	-	-	-	-	-	-	-	-	-
New Zealand	-	-	-	-	-	-	-	-	-	-	-	-
Nicaragua	-	-	-	-	-	-	-	-	-	-	-	-
Other_1	0	0	-	-	-	-	-	-	-	-	0	0
Other_2	-	-	-	-	-	-	-	-	-	-	-	-
Other_3	-	-	-	-	-	-	-	-	-	-	-	-
Other_4	-	-	-	-	-	-	-	-	-	-	-	-
Panama	-	-	-	-	-	-	-	-	-	-	-	-
Senegal	-	-	-	-	-	-	-	-	-	-	-	-
South Africa	-	-	-	-	-	-	-	-	-	-	-	-
Tanzania	-	-	-	-	-	-	-	-	-	-	-	-
Zambia	-	-	-	-	-	-	-	-	-	-	-	-
Zimbabwe	-	-	-	-	-	-	-	-	-	-	-	-
Other - Total	23	23	-	-	7	9	-	-	-	-	31	32
Other - %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Total Iranian Export	12,914	25,841	2,783	5,504	1,525	2,569	189	216	498	542	17,909	34,673

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