

Year-To-Date Shipment / Inventory Report In Tons

Marketing Month: 3		Crop: 2021
Carry in from previous year		5,000
Total Production		135,000
Gross Inventory		140,000
Domestic Consumption		(5,000)
Export Shipments		(47,000)
Export Adjustments/Losses*		(5,000)
Total Consumption		(57,000)
Ending Inventory		83,000

*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: 3		Crop: 2021
Crop	Monthly	YTD
2021	12,322	46,995
2020	25,242	88,910
2019	14,226	44,082
2018	3,211	11,422

Market Analysis

1- Lower than expected volume of the 2021 Iranian pistachio crop, in addition to significant currency fluctuations and relatively strong export figures during the first three marketing months, has resulted in a rather stagnant equilibrium in the market and export prices. The global demand for Iranian pistachios has been put under pressure by the reduced availability of high quality products and high kernel prices. On the supply side, an average outlook for next year's crop in certain major geographic regions has resulted in sluggish sells, with large farmers offering limited volume of their stock at any given time.

2- Given its unique taste, availability and price competitiveness, demand for Iranian natural kernel is strong and shipments show an increasing trend. Natural Pistachio Kernels amount to 9% of this year's total YTD export shipments at the end of the third marketing month as compared to 6% for the same period of previous year. The high demand for Iranian pistachio kernels, has resulted in a de facto price floor for Iranian in-shell pistachios.

3- As the traditional destination for Iranian Green Peeled Pistachio Kernels, EU's share has dropped as compared to the previous marketing year. This, could be contributed to an increase in demand for GPPK in new destination markets such as the Middle East and China in addition to a devaluation of EUR against USD as compared to last year.

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

Marketing Month: 3											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	1,458	12,837	297	4,459	61	97	5	6	-	1	1,821	17,399
CIS	2,467	8,413	-	-	39	85	-	12	-	203	2,506	8,713
Indian Subcontinent	2,262	5,538	-	-	269	611	-	-	25	213	2,556	6,362
EU15	635	1,837	353	1,032	455	1,392	160	309	-	10	1,602	4,581
Re-Export Markets	1,104	2,517	250	914	379	965	39	70	-	26	1,773	4,491
Middle East	1,109	3,081	24	24	409	935	13	36	10	77	1,565	4,153
Other Europe	257	682	-	-	10	33	1	1	-	48	268	764
North America	75	191	-	-	38	61	1	1	-	-	114	254
South America	10	36	-	-	9	50	-	-	-	-	19	86
North Africa	82	145	-	-	16	16	-	-	-	-	98	161
Other	-	23	-	-	-	9	-	-	-	-	-	32
Total	9,458	35,300	924	6,428	1,685	4,254	220	436	35	577	12,322	46,995

Compiled by: IPA based on IRI Customs Administration raw data

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

Marketing Month: 3											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	1,397	12,351	297	4,459	35	51	5	5	-	1	1,734	16,868
Hong Kong	0	0	-	-	3	4	-	-	-	-	3	4
Indonesia	-	-	-	-	6	6	-	-	-	-	6	6
Japan	-	-	-	-	-	2	-	-	-	-	-	2
Korea	1	1	-	-	-	2	-	-	-	-	1	3
Macao	-	-	-	-	-	-	-	-	-	-	-	-
Malaysia	1	58	-	-	3	10	-	-	-	-	3	68
Philippines	-	-	-	-	-	-	-	-	-	-	-	-
Singapore	59	226	-	-	14	18	-	-	-	-	73	244
Taiwan	-	200	-	-	0	0	0	0	-	-	1	201
Thailand	-	-	-	-	-	3	-	-	-	-	-	3
Vietnam	0	0	-	-	-	-	-	-	-	-	0	0
Far East - Total	1,458	12,837	297	4,459	61	97	5	6	-	1	1,821	17,399
Far East - %	15%	36%	32%	69%	4%	2%	2%	1%	0%	0%	15%	37%

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

Marketing Month: 3											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	13	13	-	-	17	29	28	36	-	-	58	78
Denmark	-	-	-	-	-	-	-	-	-	-	-	-
Finland	-	-	-	-	-	-	-	-	-	-	-	-
France	-	-	-	-	-	19	21	41	-	-	21	60
Germany	480	1,397	-	-	263	915	111	233	-	2	854	2,548
Greece	-	-	22	44	-	-	-	-	-	-	22	44
Ireland	-	-	-	-	-	-	-	-	-	-	-	-
Italy	95	257	331	988	155	409	-	-	-	7	580	1,661
Luxembourg	-	-	-	-	-	-	-	-	-	-	-	-
Netherland	-	-	-	-	-	-	-	0	-	-	-	0
Portugal	-	-	-	-	-	-	-	-	-	-	-	-
Spain	48	168	-	-	-	-	-	-	-	-	48	168
Sweden	-	2	-	-	-	-	-	-	-	-	-	2
UK	0	0	-	-	20	20	-	-	-	1	20	21
EEC	-	-	-	-	-	-	-	-	-	-	-	-
EU15 - Total	635	1,837	353	1,032	455	1,392	160	309	-	10	1,602	4,581
EU15 - %	7%	5%	38%	16%	27%	33%	73%	71%	0%	2%	13%	10%

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

Marketing Month: 3											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	22	46	-	-	2	2	2	2	-	-	25	49
Iraq	751	2,175	-	-	339	691	0	3	10	61	1,100	2,931
Jordan	40	290	-	-	30	41	-	-	-	-	70	331
Kuwait	113	264	-	-	1	49	-	1	-	1	114	315
Lebanon	75	140	24	24	37	119	-	-	-	5	135	288
Oman	-	14	-	-	-	-	3	5	-	-	3	18
Qatar	83	127	-	-	2	33	8	25	-	10	93	195
Saudi Arabia	-	-	-	-	-	-	-	-	-	-	-	-
Syria	25	25	-	-	-	-	-	-	-	-	25	25
Yemen	-	-	-	-	-	-	-	-	-	-	-	-
<i>Middle East - Total</i>	1,109	3,081	24	24	409	935	13	36	10	77	1,565	4,153
<i>Middle East - %</i>	12%	9%	3%	0%	24%	22%	6%	8%	29%	13%	13%	9%
<i>Re-Export Markets</i>												
Turkey	613	1,083	250	889	91	300	9	9	-	-	963	2,281
UAE	491	1,434	-	25	289	665	30	61	-	26	810	2,210
<i>REM - Total</i>	1,104	2,517	250	914	379	965	39	70	-	26	1,773	4,491
<i>REM - %</i>	12%	7%	0%	14%	0%	0%	0%	0%	0%	0%	14%	10%

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

Marketing Month: 3											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	107	132	-	-	-	-	-	-	-	-	107	132
Bangladesh	-	-	-	-	-	-	-	-	-	-	-	-
India	1,174	2,525	-	-	251	572	-	-	25	25	1,450	3,123
Nepal	-	-	-	-	-	-	-	-	-	-	-	-
Pakistan	981	2,881	-	-	18	38	-	-	-	188	999	3,107
Sri Lanka	-	-	-	-	-	-	-	-	-	-	-	-
Indian Subcontinent - Total	2,262	5,538	-	-	269	611	-	-	25	213	2,556	6,362
Indian Subcontinent - %	24%	16%	0%	0%	16%	14%	0%	0%	71%	37%	21%	14%
CIS												
Armenia	232	834	-	-	1	9	-	0	-	25	233	868
Azerbaijan	10	35	-	-	-	-	-	-	-	5	10	40
Georgia	68	160	-	-	-	-	-	-	-	-	68	160
Kazakhstan	217	636	-	-	-	2	-	-	-	22	217	659
Kyrgyzstan	989	3,036	-	-	-	19	-	-	-	150	989	3,205
Russia	560	2,608	-	-	39	56	-	12	-	-	599	2,676
Tajikistan	11	74	-	-	-	-	-	-	-	-	11	74
Turkmenistan	8	16	-	-	-	-	-	-	-	-	8	16
Uzbekistan	372	1,016	-	-	-	-	-	-	-	-	372	1,016
CIS - Total	2,467	8,413	-	-	39	85	-	12	-	203	2,506	8,713
CIS - %	26%	24%	0%	0%	2%	2%	0%	3%	0%	35%	20%	19%

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

Marketing Month: 3											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	27	27	-	-	-	-	-	-	-	-	27	27
Belarus	60	114	-	-	-	-	-	-	-	-	60	114
Bosnia	-	-	-	-	-	-	-	-	-	-	-	-
Bulgaria	22	22	-	-	-	-	-	-	-	-	22	22
Croatia	-	-	-	-	-	-	-	-	-	-	-	-
Cyprus	-	-	-	-	-	-	-	-	-	-	-	-
Czech Republic	-	-	-	-	-	-	-	-	-	-	-	-
Estonia	-	-	-	-	-	-	-	-	-	-	-	-
Hungry	-	-	-	-	-	-	-	-	-	-	-	-
Iceland	-	-	-	-	-	-	-	-	-	-	-	-
Kosovo	-	-	-	-	-	-	-	-	-	-	-	-
Latvia	-	-	-	-	-	-	-	-	-	-	-	-
Lithuania	-	20	-	-	-	-	-	-	-	-	-	20
Macedonia	27	48	-	-	-	-	-	-	-	-	27	48
Malta	-	-	-	-	-	-	-	-	-	-	-	-
Moldova	-	-	-	-	-	-	-	-	-	5	-	5

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

Marketing Month: 3											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	-	85	-	-	-	10	-	-	-	-	-	95
Romania	-	-	-	-	-	-	-	-	-	-	-	-
Serbia	10	76	-	-	-	5	-	-	-	-	10	81
Slovakia	-	61	-	-	-	5	-	-	-	-	-	66
Slovenia	-	-	-	-	-	-	-	-	-	-	-	-
Switzerland	2	11	-	-	-	1	1	1	-	-	3	12
Ukraine	109	218	-	-	10	12	-	-	-	43	119	273
Other Europe - Total	257	682	-	-	10	33	1	1	-	48	268	764
Other Europe - %	3%	2%	0%	0%	1%	1%	0%	0%	0%	8%	2%	2%
North America												
Canada	75	191	-	-	38	61	1	1	-	-	114	254
Mexico	-	-	-	-	-	-	-	-	-	-	-	-
USA	-	-	-	-	-	-	-	-	-	-	-	-
North America - Total	75	191	-	-	38	61	1	1	-	-	114	254
North America - %	1%	1%	0%	0%	2%	1%	1%	0%	0%	0%	1%	1%

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

Marketing Month: 3											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	10	36	-	-	9	50	-	-	-	-	19	86
Chile	-	-	-	-	-	-	-	-	-	-	-	-
Argentina	-	-	-	-	-	-	-	-	-	-	-	-
Colombia	-	-	-	-	-	-	-	-	-	-	-	-
Ecuador	-	-	-	-	-	-	-	-	-	-	-	-
Paraguay	-	-	-	-	-	-	-	-	-	-	-	-
Uruguay	-	-	-	-	-	-	-	-	-	-	-	-
Venezuela	-	-	-	-	-	-	-	-	-	-	-	-
South America - Total	10	36	-	-	9	50	-	-	-	-	19	86
South America - %	0%	0%	0%	0%	1%	1%	0%	0%	0%	0%	0%	0%
North Africa												
Algeria	-	-	-	-	-	-	-	-	-	-	-	-
Egypt	-	-	-	-	-	-	-	-	-	-	-	-
Ethiopia	-	-	-	-	-	-	-	-	-	-	-	-
Libya	82	145	-	-	16	16	-	-	-	-	98	161
Morocco	-	-	-	-	-	-	-	-	-	-	-	-
Nigeria	-	-	-	-	-	-	-	-	-	-	-	-
Sudan	-	-	-	-	-	-	-	-	-	-	-	-
Tunisia	-	-	-	-	-	-	-	-	-	-	-	-
North Africa - Total	82	145	-	-	16	16	-	-	-	-	98	161
North Africa - %	1%	0%	0%	0%	1%	0%	0%	0%	0%	0%	1%	0%

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

Marketing Month: 3											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	-	-	-	9	-	-	-	-	-	32
Dominican Republic	-	-	-	-	-	-	-	-	-	-	-	-
Kenya	-	-	-	-	-	-	-	-	-	-	-	-
Liberia	-	-	-	-	-	-	-	-	-	-	-	-
Mozambique	-	-	-	-	-	-	-	-	-	-	-	-
New Zealand	-	-	-	-	-	-	-	-	-	-	-	-
Nicaragua	-	-	-	-	-	-	-	-	-	-	-	-
Other_1	-	0	-	-	-	-	-	-	-	-	-	0
Other_2	-	-	-	-	-	-	-	-	-	-	-	-
Other_3	-	-	-	-	-	-	-	-	-	-	-	-
Other_4	-	-	-	-	-	-	-	-	-	-	-	-
Panama	-	-	-	-	-	-	-	-	-	-	-	-
Senegal	-	-	-	-	-	-	-	-	-	-	-	-
South Africa	-	-	-	-	-	-	-	-	-	-	-	-
Tanzania	-	-	-	-	-	-	-	-	-	-	-	-
Zambia	-	-	-	-	-	-	-	-	-	-	-	-
Zimbabwe	-	-	-	-	-	-	-	-	-	-	-	-
Other - Total	-	23	-	-	-	9	-	-	-	-	-	32
Other - %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Total Iranian Export	9,458	35,300	924	6,428	1,685	4,254	220	436	35	577	12,322	46,995

Compiled by: IPA based on IRI Customs Administration raw data