

Year-To-Date Shipment / Inventory Report In Tons

Marketing Month: 12		Crop: 2023
Carry in from previous year		20,000
Total Production		168,000
Gross Inventory		188,000
Domestic Consumption		(25,000)
Export Shipments		(110,000)
Export Adjustments/Losses*		(23,000)
Total Consumption		(158,000)
Ending Inventory		30,000

*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 3 Years- In Tons

Marketing Month: 12		Crop: 2023
Crop	Monthly	YTD
2023	7,368	110,095
2022	3,406	56,100
2021	2,657	87,806
2020	13,032	205,733

Market Analysis

2023 Crop Wrap-Up

- Export shipments exceeded expectations during the summer (monthly average of 10,000 MT of in-shell equivalent pistachios), reaching more than twice the level of the same period in the previous year.
- During the 12th marketing month, the Indian Subcontinent was the biggest importer of Iranian pistachios among all major destinations, with India leading this month's shipments at 2,000 MT of in-shell equivalent pistachios. This shift could be due to covering the demand for the Diwali Festival in India. Overall, shipments to the Indian Subcontinent have been strong, with kernel shipments growing during the second half of 2023/24 crop year.
- Kernels and Green Kernels amounted to 42% (considering close shell as raw material for kernels) of this year's export shipments, as compared to the 4-year average figure of 35%.
- The demand for Iranian Green Peeled Pistachio Kernels has been very strong. Shipment of GPPK to non-European destinations increased throughout the year. Interestingly, close to 40% of GPPK shipments during the 2023/24 crop year have been destined to non-EU markets.
- Total export shipments by the end of 2023/2024 crop year, reached 133,000 MT of in-shell equivalent pistachios, while total domestic consumption is estimated at 25,000 MT.
- Our previous estimate for Iran's 2023 crop stood at 180,000 MT of dried in-shell pistachios. However, considering our latest estimate for year-end carry-out of 30,000 MT, we are finalizing the 2023 crop production figure by adjusting our previous estimate to 168,000 MT.

The New Crop Report

- IPA announced its official forecast of the 2024 Iranian crop at 190,000 MT of dried in-shell pistachios. However, after IPA's announcement, there have been reports of higher than usual blanks and heat damage to the crop resulting from excessive summer temperatures and daily irrigation interruptions due to widespread electricity shortage in the country.
- Considering last year's high demand for GPPK, there has been a rise in early pick harvest for green pistachios this year.
- The harvest began from mid-September and is expected to continue for a longer period than usual. The new crop is expected to consist of 42% non-Akbari Long (i.e. Ahmad Aghayi, Badami, etc.), 32% Round (Fandoghi), 16% Akbari, and 10% Jumbo (Kalle Ghoochi).

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

Marketing Month: 12												Crop: 2023	
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	
CIS	1,644	25,403	-	-	17	869	-	31	-	976	1,662	27,280	
Far East	961	17,037	714	7,790	72	225	7	50	-	11	1,754	25,113	
Indian Subcontinent	1,873	16,592	-	-	326	5,915	2	2	-	861	2,200	23,370	
Re-Export Markets	335	8,186	25	1,147	297	5,441	12	494	1	17	671	15,286	
Middle East	302	5,288	-	25	200	3,401	2	80	28	96	532	8,890	
EU-27	51	2,395	22	1,092	231	3,376	46	1,115	0	11	350	7,988	
North America	70	513	-	-	29	448	-	8	-	0	100	969	
Other Europe	33	496	-	-	28	141	-	3	-	6	61	645	
North Africa	-	305	-	-	-	17	-	-	-	-	-	322	
South America	8	43	-	-	12	28	-	-	-	-	20	71	
Other	10	119	-	-	9	37	0	5	0	1	20	161	
Total	5,287	76,377	761	10,054	1,222	19,897	69	1,787	30	1,980	7,368	110,095	

Compiled by: IPA based on IRI Customs Administration raw data

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 12											Crop: 2023	
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	414	13,456	239	5,066	68	134	4	27	-	-	725	18,683
Hong Kong	450	2,460	425	2,049	-	13	-	1	-	-	875	4,523
Indonesia	-	-	-	-	-	-	-	-	-	-	-	-
Japan	-	19	-	-	-	15	3	21	-	-	3	55
Korea	-	-	-	-	-	4	-	-	-	-	-	4
Macao	-	-	-	-	-	-	-	-	-	-	-	-
Malaysia	-	170	-	-	0	15	-	0	-	0	0	185
Philippines	-	-	-	-	-	2	-	-	-	-	-	2
Singapore	22	254	-	-	2	16	-	0	-	11	24	281
Taiwan	-	-	-	-	-	-	-	1	-	-	-	1
Thailand	-	3	-	-	2	26	-	-	-	-	2	28
Vietnam	75	675	50	675	-	-	-	-	-	-	125	1,350
Far East - Total	961	17,037	714	7,790	72	225	7	50	-	11	1,754	25,113
Far East - %	18%	22%	0%	77%	0%	0%	0%	0%	0%	0%	24%	23%
Indian Subcontinent												
Afghanistan	47	1,749	-	-	-	137	1	1	-	28	48	1,915
Bangladesh	-	-	-	-	-	-	-	-	-	-	-	-
India	1,547	9,793	-	-	300	5,559	1	1	-	-	1,848	15,354
Nepal	-	-	-	-	-	-	-	-	-	-	-	-
Pakistan	279	5,050	-	-	26	218	-	-	-	833	305	6,101
Sri Lanka	-	-	-	-	-	-	-	-	-	-	-	-
Indian Subcontinent - Total	1,873	16,592	-	-	326	5,915	2	2	-	861	2,200	23,370
Indian Subcontinent - %	35%	22%	0%	0%	0%	0%	0%	0%	0%	0%	30%	21%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 12											Crop: 2023	
Country	Open In-Shell		Closed Shell		Kernel		GPPK & Split K.		Others		Total	
	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD
EU27												
Austria	-	3	-	-	-	0	-	-	-	-	-	4
Belgium	-	-	-	-	-	90	-	70	-	-	-	160
Bulgaria	-	18	-	-	-	4	-	-	-	-	-	22
Croatia	-	-	-	-	-	-	-	-	-	-	-	-
Cyprus	-	-	-	-	-	-	-	-	-	-	-	-
Czech Republic	-	-	-	-	-	-	-	-	-	-	-	-
Denmark	-	-	-	-	-	-	-	-	-	-	-	-
Estonia	-	-	-	-	-	-	-	-	-	-	-	-
Finland	-	-	-	-	-	-	-	-	-	-	-	-
France	-	-	-	-	-	16	-	6	-	-	-	22
Germany	51	1,706	-	-	111	1,981	46	1,011	0	1	207	4,699
Greece	-	-	-	-	-	-	-	-	-	-	-	-
Hungary	-	-	-	-	-	2	-	0	-	2	-	4
Ireland	-	-	-	-	-	-	-	-	-	-	-	-
Italy	-	182	22	1,092	44	806	-	22	-	-	66	2,102
Latvia	-	-	-	-	-	-	-	-	-	-	-	-
Lithuania	-	-	-	-	-	-	-	-	-	-	-	-
Luxembourg	-	-	-	-	-	-	-	-	-	-	-	-
Malta	-	-	-	-	-	-	-	-	-	-	-	-
Netherland	-	11	-	-	-	1	-	-	0	0	0	12
Poland	-	15	-	-	12	45	-	-	-	7	12	67
Portugal	-	-	-	-	-	-	-	-	-	-	-	-
Romania	-	-	-	-	-	-	-	-	-	-	-	-
Slovakia	-	-	-	-	-	-	-	-	-	-	-	-
Slovenia	-	-	-	-	-	-	-	-	-	-	-	-
Spain	-	456	-	-	65	427	-	5	-	1	65	889
Sweden	-	4	-	-	-	4	-	-	-	-	-	8
EEC	-	-	-	-	-	-	-	-	-	-	-	-
EU27 - Total	51	2,395	22	1,092	231	3,376	46	1,115	0	11	350	7,988
EU27 - %	1%	3%	0%	11%	0%	0%	0%	0%	0%	0%	5%	7%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 12											Crop: 2023	
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	-	98	-	-	-	8	-	-	-	8	-	115
Azerbaijan	-	118	-	-	-	1	-	-	-	33	-	152
Georgia	64	510	-	-	-	5	-	11	-	-	64	525
Kazakhstan	226	5,382	-	-	10	94	-	5	-	30	236	5,511
Kyrgyzstan	660	6,736	-	-	1	68	-	4	-	837	661	7,646
Russia	548	8,861	-	-	7	601	-	12	-	1	555	9,474
Tajikistan	25	2,099	-	-	-	64	-	-	-	10	25	2,173
Turkmenistan	30	178	-	-	-	3	-	-	-	35	30	215
Uzbekistan	92	1,421	-	-	-	24	-	-	-	23	92	1,468
CIS - Total	1,644	25,403	-	-	17	869	-	31	-	976	1,662	27,280
CIS - %	31%	33%	0%	0%	0%	0%	0%	0%	0%	0%	23%	25%
Middle East												
Bahrain	-	33	-	-	-	18	-	3	-	0	-	53
Iraq	247	2,973	-	-	155	1,623	-	12	24	83	427	4,691
Jordan	-	390	-	-	0	199	-	-	-	-	0	589
Kuwait	16	566	-	-	1	297	-	22	2	8	19	893
Lebanon	-	670	-	25	23	794	-	-	-	-	23	1,489
Oman	8	123	-	-	-	14	-	2	-	-	8	139
Qatar	31	362	-	-	21	100	2	42	1	5	55	509
Saudi Arabia	-	-	-	-	-	-	-	-	-	-	-	-
Syria	-	172	-	-	-	355	-	-	-	-	-	527
Yemen	-	-	-	-	-	-	-	-	-	-	-	-
Middle East - Total	302	5,288	-	25	200	3,401	2	80	28	96	532	8,890
Middle East - %	6%	7%	0%	0%	0%	0%	0%	0%	0%	0%	7%	8%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 12											Crop: 2023	
Country	Open In-Shell		Closed Shell		Kernel		GPPK & Split K.		Others		Total	
	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD
Re-Export Markets												
Turkey	185	4,507	25	1,097	93	2,392	4	158	-	15	306	8,170
UAE	150	3,679	-	50	204	3,049	9	336	1	2	364	7,116
REM - Total	335	8,186	25	1,147	297	5,441	12	494	1	17	671	15,286
REM - %	6%	11%	0%	11%	0%	0%	0%	0%	0%	0%	9%	14%
Other Europe												
Albania	-	63	-	-	-	-	-	-	-	-	-	63
Belarus	16	303	-	-	-	1	-	-	-	2	16	305
Bosnia	-	-	-	-	-	-	-	-	-	-	-	-
Iceland	-	-	-	-	-	-	-	-	-	-	-	-
Kosovo	-	-	-	-	-	-	-	-	-	-	-	-
Macedonia	-	36	-	-	-	-	-	-	-	-	-	36
Moldova	-	-	-	-	-	-	-	-	-	-	-	-
Montenegro	-	-	-	-	-	-	-	-	-	-	-	-
Norway	-	-	-	-	-	-	-	-	-	-	-	-
Serbia	17	49	-	-	6	10	-	-	-	-	23	58
Switzerland	-	9	-	-	-	2	-	1	-	0	-	12
UK	-	27	-	-	22	112	-	1	-	4	22	144
Ukraine	-	10	-	-	-	17	-	-	-	-	-	27
Other Europe - Total	33	496	-	-	28	141	-	3	-	6	61	645
Other Europe - %	1%	1%	0%	0%	0%	0%	0%	0%	0%	0%	1%	1%
North America												
Canada	70	513	-	-	29	448	-	8	-	0	100	969
Mexico	-	-	-	-	-	-	-	-	-	-	-	-
USA	-	-	-	-	-	-	-	-	-	-	-	-
North America - Total	70	513	-	-	29	448	-	8	-	0	100	969
North America - %	1%	1%	0%	0%	0%	0%	0%	0%	0%	0%	1%	1%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 12											Crop: 2023	
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	8	43	-	-	12	28	-	-	-	-	20	71
Chile	-	-	-	-	-	-	-	-	-	-	-	-
Argentina	-	-	-	-	-	-	-	-	-	-	-	-
Colombia	-	-	-	-	-	-	-	-	-	-	-	-
Ecuador	-	-	-	-	-	-	-	-	-	-	-	-
Paraguay	-	-	-	-	-	-	-	-	-	-	-	-
Uruguay	-	-	-	-	-	-	-	-	-	-	-	-
Venezuela	-	-	-	-	-	-	-	-	-	-	-	-
South America - Total	8	43	-	-	12	28	-	-	-	-	20	71
South America - %	0%	0%	0%	0%	1%	0%	0%	0%	0%	0%	0%	0%
North Africa												
Algeria	-	-	-	-	-	12	-	-	-	-	-	12
Egypt	-	-	-	-	-	-	-	-	-	-	-	-
Ethiopia	-	-	-	-	-	-	-	-	-	-	-	-
Libya	-	295	-	-	-	5	-	-	-	-	-	300
Morocco	-	-	-	-	-	-	-	-	-	-	-	-
Nigeria	-	-	-	-	-	-	-	-	-	-	-	-
Sudan	-	-	-	-	-	-	-	-	-	-	-	-
Tunisia	-	10	-	-	-	-	-	-	-	-	-	10
North Africa - Total	-	305	-	-	-	17	-	-	-	-	-	322
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: 12											Crop: 2023	
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	10	100	-	-	9	22	0	4	0	1	20	126
Dominican Republic	-	-	-	-	-	-	-	-	-	-	-	-
Kenya	-	-	-	-	-	-	-	-	-	-	-	-
Liberia	-	-	-	-	-	-	-	-	-	-	-	-
Mozambique	-	-	-	-	-	-	-	-	-	-	-	-
New Zealand	-	1	-	-	-	-	-	-	-	-	-	1
Nicaragua	-	-	-	-	-	-	-	-	-	-	-	-
Other_1	-	14	-	-	-	12	-	-	-	-	-	26
Other_2	-	-	-	-	-	-	-	-	-	-	-	-
Other_3	-	-	-	-	-	-	-	-	-	-	-	-
Other_4	-	-	-	-	-	-	-	-	-	-	-	-
Panama	-	-	-	-	-	-	-	-	-	-	-	-
Senegal	-	-	-	-	-	-	-	-	-	-	-	-
South Africa	-	4	-	-	-	4	-	1	-	-	-	9
Tanzania	-	-	-	-	-	-	-	-	-	-	-	-
Zambia	-	-	-	-	-	-	-	-	-	-	-	-
Zimbabwe	-	-	-	-	-	-	-	-	-	-	-	-
Other - Total	10	119	-	-	9	37	0	5	0	1	20	161
Other - %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Total Iranian Export	5,287	76,377	761	10,054	1,222	19,897	69	1,787	30	1,980	7,368	110,095

Compiled by: IPA based on IRI Customs Administration raw data