

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

Marketing Month: 3		Crop: 2023
Carry in from previous year		20,000
Total Production		180,000
<b>Gross Inventory</b>		<b>200,000</b>
Domestic Consumption		(6,000)
Export Shipments		(39,000)
Export Adjustments/Losses*		(7,000)
<b>Total Consumption</b>		<b>(52,000)</b>
<b>Ending Inventory</b>		<b>148,000</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 3 Years- In Tons**

Marketing Month: 3		Crop: 2023
Crop	Monthly	YTD
<b>2023</b>	<b>12,781</b>	<b>39,143</b>
2022	8,008	22,457
2021	12,322	46,995
2020	25,242	88,910

**Market Analysis**

1. Year-to-date export shipments by the 3rd marketing month has reached 46,000 MT of in-shell equivalent pistachios. With an estimated 6,000 MT of domestic consumption, the remaining marketable inventory at the end of the 3rd marketing month is estimated to be 148,000 MT of dried in-shell pistachios.
2. 23% of this year's initial total marketable inventory has been exported through the 3rd marketing month, indicating a significant decrease in exports. This ratio stood at 36% in the last bumper crop year of 2020.
3. During the 3rd marketing month, Kernels and Green Kernels amounted to 29% (if we include closed shells as raw material for kernels) of this month's export shipments, as compared to the four-year average figure of 21% for the same month.
4. Demand for Iranian pistachio kernels is strong. Due to the limited uncommitted inventory of US closed shell pistachios, this demand has resulted in a de facto price floor for Iranian in-shell pistachios. However, the supply of US shelling stock may increase as the season goes on.
5. Iranian Green Peeled Pistachio Kernels are in very high demand. As GPPK supply from other origins was limited in the Middle East market, Iranian GPPKs are facing less competition in this market compared to previous years.

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

Marketing Month: 3											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
Far East	3,149	<b>7,722</b>	1,400	<b>3,750</b>	8	<b>31</b>	10	<b>17</b>	11	<b>11</b>	<b>4,578</b>	<b>11,531</b>
CIS	2,080	<b>8,900</b>	-	-	208	<b>353</b>	-	<b>6</b>	171	<b>976</b>	<b>2,459</b>	<b>10,236</b>
Indian Subcontinent	924	<b>4,314</b>	-	-	777	<b>1,704</b>	-	-	242	<b>861</b>	<b>1,943</b>	<b>6,879</b>
Re-Export Markets	887	<b>2,552</b>	131	<b>567</b>	695	<b>1,715</b>	35	<b>103</b>	5	<b>15</b>	<b>1,753</b>	<b>4,952</b>
EU-27	384	<b>942</b>	248	<b>490</b>	419	<b>922</b>	110	<b>358</b>	7	<b>9</b>	<b>1,169</b>	<b>2,720</b>
Middle East	260	<b>1,127</b>	-	-	342	<b>1,054</b>	1	<b>7</b>	7	<b>49</b>	<b>610</b>	<b>2,236</b>
North America	64	<b>142</b>	-	-	68	<b>101</b>	1	<b>1</b>	0	<b>0</b>	<b>133</b>	<b>245</b>
North Africa	55	<b>156</b>	-	-	5	<b>5</b>	-	-	-	-	<b>60</b>	<b>161</b>
Other Europe	54	<b>145</b>	-	-	1	<b>3</b>	1	<b>2</b>	2	<b>6</b>	<b>58</b>	<b>155</b>
South America	8	<b>8</b>	-	-	2	<b>2</b>	-	-	-	-	<b>10</b>	<b>10</b>
Other	7	<b>16</b>	-	-	-	<b>0</b>	2	<b>2</b>	0	<b>0</b>	<b>9</b>	<b>19</b>
<b>Total</b>	<b>7,873</b>	<b>26,025</b>	<b>1,779</b>	<b>4,807</b>	<b>2,525</b>	<b>5,889</b>	<b>159</b>	<b>495</b>	<b>445</b>	<b>1,927</b>	<b>12,781</b>	<b>39,143</b>

Compiled by: IPA based on IRI Customs Administration raw data

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

Marketing Month: 3											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
<b>Far East</b>												
China	3,000	6,951	1,375	2,625	2	10	3	6	-	-	4,380	9,592
Hong Kong	50	362	-	775	-	3	0	0	-	-	50	1,140
Indonesia	-	-	-	-	-	-	-	-	-	-	-	-
Japan	-	-	-	-	-	-	6	11	-	-	6	11
Korea	-	-	-	-	-	-	-	-	-	-	-	-
Macao	-	-	-	-	-	-	-	-	-	-	-	-
Malaysia	12	24	-	-	-	5	-	0	-	-	12	29
Philippines	-	-	-	-	-	2	-	-	-	-	-	2
Singapore	37	110	-	-	2	4	-	-	11	11	50	125
Taiwan	-	-	-	-	-	-	-	0	-	-	-	0
Thailand	-	-	-	-	4	7	-	-	-	-	4	7
Vietnam	50	275	25	350	-	-	-	-	-	-	75	625
<b>Far East - Total</b>	<b>3,149</b>	<b>7,722</b>	<b>1,400</b>	<b>3,750</b>	<b>8</b>	<b>31</b>	<b>10</b>	<b>17</b>	<b>11</b>	<b>11</b>	<b>4,578</b>	<b>11,531</b>
<b>Far East - %</b>	<b>40%</b>	<b>30%</b>	<b>0%</b>	<b>78%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>36%</b>	<b>29%</b>
<b>Indian Subcontinent</b>												
Afghanistan	142	628	-	-	31	105	-	-	10	28	183	760
Bangladesh	-	-	-	-	-	-	-	-	-	-	-	-
India	459	1,739	-	-	725	1,529	-	-	-	-	1,183	3,268
Nepal	-	-	-	-	-	-	-	-	-	-	-	-
Pakistan	323	1,947	-	-	22	70	-	-	232	833	577	2,851
Sri Lanka	-	-	-	-	-	-	-	-	-	-	-	-
<b>Indian Subcontinent - Total</b>	<b>924</b>	<b>4,314</b>	<b>-</b>	<b>-</b>	<b>777</b>	<b>1,704</b>	<b>-</b>	<b>-</b>	<b>242</b>	<b>861</b>	<b>1,943</b>	<b>6,879</b>
<b>Indian Subcontinent - %</b>	<b>12%</b>	<b>17%</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>15%</b>	<b>18%</b>

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

Marketing Month: 3											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
<b>EU27</b>												
Austria	-	-	-	-	-	-	-	-	-	-	-	-
Belgium	-	-	-	-	10	30	10	50	-	-	20	80
Bulgaria	-	-	-	-	-	-	-	-	-	-	-	-
Croatia	-	-	-	-	-	-	-	-	-	-	-	-
Cyprus	-	-	-	-	-	-	-	-	-	-	-	-
Czech Republic	-	-	-	-	-	-	-	-	-	-	-	-
Denmark	-	-	-	-	-	-	-	-	-	-	-	-
Estonia	-	-	-	-	-	-	-	-	-	-	-	-
Finland	-	-	-	-	-	-	-	-	-	-	-	-
France	-	-	-	-	-	-	-	-	-	-	-	-
Germany	284	590	-	-	215	442	73	280	-	1	572	1,313
Greece	-	-	-	-	-	-	-	-	-	-	-	-
Hungary	-	-	-	-	1	1	-	-	0	0	1	1
Ireland	-	-	-	-	-	-	-	-	-	-	-	-
Italy	-	84	248	490	151	363	22	22	-	-	421	959
Latvia	-	-	-	-	-	-	-	-	-	-	-	-
Lithuania	-	-	-	-	-	-	-	-	-	-	-	-
Luxembourg	-	-	-	-	-	-	-	-	-	-	-	-
Malta	-	-	-	-	-	-	-	-	-	-	-	-
Netherlands	4	4	-	-	1	1	-	-	-	-	5	5
Poland	-	-	-	-	15	15	-	-	7	7	22	22
Portugal	-	-	-	-	-	-	-	-	-	-	-	-
Romania	-	-	-	-	-	-	-	-	-	-	-	-
Slovakia	-	-	-	-	-	-	-	-	-	-	-	-
Slovenia	-	-	-	-	-	-	-	-	-	-	-	-
Spain	96	264	-	-	27	70	5	5	0	1	128	340
Sweden	-	-	-	-	-	-	-	-	-	-	-	-
EEC	-	-	-	-	-	-	-	-	-	-	-	-
<b>EU27 - Total</b>	<b>384</b>	<b>942</b>	<b>248</b>	<b>490</b>	<b>419</b>	<b>922</b>	<b>110</b>	<b>358</b>	<b>7</b>	<b>9</b>	<b>1,169</b>	<b>2,720</b>
<b>EU27 - %</b>	<b>5%</b>	<b>4%</b>	<b>0%</b>	<b>10%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>9%</b>	<b>7%</b>

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

Marketing Month: 3											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
<b>CIS</b>												
Armenia	22	70	-	-	2	2	-	-	6	8	31	80
Azerbaijan	12	34	-	-	-	1	-	-	1	33	14	67
Georgia	20	60	-	-	-	-	-	-	-	-	20	60
Kazakhstan	359	1,167	-	-	44	44	-	-	-	30	403	1,241
Kyrgyzstan	433	2,040	-	-	20	24	-	-	108	837	561	2,901
Russia	754	4,077	-	-	57	196	-	6	1	1	811	4,280
Tajikistan	159	626	-	-	61	62	-	-	10	10	230	697
Turkmenistan	9	37	-	-	-	-	-	-	23	35	32	72
Uzbekistan	311	789	-	-	24	24	-	-	23	23	358	836
<b>CIS - Total</b>	<b>2,080</b>	<b>8,900</b>	-	-	<b>208</b>	<b>353</b>	-	<b>6</b>	<b>171</b>	<b>976</b>	<b>2,459</b>	<b>10,236</b>
<b>CIS - %</b>	<b>26%</b>	<b>34%</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>19%</b>	<b>26%</b>
<b>Middle East</b>												
Bahrain	-	-	-	-	-	-	-	1	-	0	-	1
Iraq	92	583	-	-	166	494	0	0	7	45	264	1,123
Jordan	25	75	-	-	61	113	-	-	-	-	86	188
Kuwait	50	98	-	-	27	74	-	-	-	3	78	175
Lebanon	66	214	-	-	51	207	-	-	-	-	117	421
Oman	-	30	-	-	-	2	-	-	-	-	-	32
Qatar	10	90	-	-	3	21	1	5	-	0	15	116
Saudi Arabia	-	-	-	-	-	-	-	-	-	-	-	-
Syria	16	37	-	-	34	143	-	-	-	-	50	180
Yemen	-	-	-	-	-	-	-	-	-	-	-	-
<b>Middle East - Total</b>	<b>260</b>	<b>1,127</b>	-	-	<b>342</b>	<b>1,054</b>	<b>1</b>	<b>7</b>	<b>7</b>	<b>49</b>	<b>610</b>	<b>2,236</b>
<b>Middle East - %</b>	<b>3%</b>	<b>4%</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>5%</b>	<b>6%</b>

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

Marketing Month: 3											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
<b>Re-Export Markets</b>												
Turkey	513	1,510	131	567	311	940	2	22	5	15	962	3,054
UAE	375	1,043	-	-	384	775	33	81	-	-	792	1,899
<b>REM - Total</b>	<b>887</b>	<b>2,552</b>	<b>131</b>	<b>567</b>	<b>695</b>	<b>1,715</b>	<b>35</b>	<b>103</b>	<b>5</b>	<b>15</b>	<b>1,753</b>	<b>4,952</b>
<b>REM - %</b>	<b>11%</b>	<b>10%</b>	<b>0%</b>	<b>12%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>14%</b>	<b>13%</b>
<b>Other Europe</b>												
Albania	-	26	-	-	-	-	-	-	-	-	-	26
Belarus	54	97	-	-	1	1	-	-	2	2	56	99
Bosnia	-	-	-	-	-	-	-	-	-	-	-	-
Iceland	-	-	-	-	-	-	-	-	-	-	-	-
Kosovo	-	-	-	-	-	-	-	-	-	-	-	-
Macedonia	-	14	-	-	-	-	-	-	-	-	-	14
Moldova	-	-	-	-	-	-	-	-	-	-	-	-
Montenegro	-	-	-	-	-	-	-	-	-	-	-	-
Norway	-	-	-	-	-	-	-	-	-	-	-	-
Serbia	-	3	-	-	-	-	-	-	-	-	-	3
Switzerland	-	6	-	-	1	2	1	1	-	0	2	9
UK	-	-	-	-	-	-	-	1	-	4	-	5
Ukraine	-	-	-	-	-	1	-	-	-	-	-	1
<b>Other Europe - Total</b>	<b>54</b>	<b>145</b>	<b>-</b>	<b>-</b>	<b>1</b>	<b>3</b>	<b>1</b>	<b>2</b>	<b>2</b>	<b>6</b>	<b>58</b>	<b>155</b>
<b>Other Europe - %</b>	<b>1%</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>0%</b>
<b>North America</b>												
Canada	64	142	-	-	68	101	1	1	0	0	133	245
Mexico	-	-	-	-	-	-	-	-	-	-	-	-
USA	-	-	-	-	-	-	-	-	-	-	-	-
<b>North America - Total</b>	<b>64</b>	<b>142</b>	<b>-</b>	<b>-</b>	<b>68</b>	<b>101</b>	<b>1</b>	<b>1</b>	<b>0</b>	<b>0</b>	<b>133</b>	<b>245</b>
<b>North America - %</b>	<b>1%</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>1%</b>	<b>1%</b>

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

Marketing Month: 3											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
<b>South America</b>												
Brazil	8	8	-	-	2	2	-	-	-	-	10	10
Chile	-	-	-	-	-	-	-	-	-	-	-	-
Argentina	-	-	-	-	-	-	-	-	-	-	-	-
Colombia	-	-	-	-	-	-	-	-	-	-	-	-
Ecuador	-	-	-	-	-	-	-	-	-	-	-	-
Paraguay	-	-	-	-	-	-	-	-	-	-	-	-
Uruguay	-	-	-	-	-	-	-	-	-	-	-	-
Venezuela	-	-	-	-	-	-	-	-	-	-	-	-
<b>South America - Total</b>	<b>8</b>	<b>8</b>	<b>-</b>	<b>-</b>	<b>2</b>	<b>2</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>10</b>	<b>10</b>
<b>South America - %</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>
<b>North Africa</b>												
Algeria	-	-	-	-	-	-	-	-	-	-	-	-
Egypt	-	-	-	-	-	-	-	-	-	-	-	-
Ethiopia	-	-	-	-	-	-	-	-	-	-	-	-
Libya	45	146	-	-	5	5	-	-	-	-	50	151
Morocco	-	-	-	-	-	-	-	-	-	-	-	-
Nigeria	-	-	-	-	-	-	-	-	-	-	-	-
Sudan	-	-	-	-	-	-	-	-	-	-	-	-
Tunisia	10	10	-	-	-	-	-	-	-	-	10	10
<b>North Africa - Total</b>	<b>55</b>	<b>156</b>	<b>-</b>	<b>-</b>	<b>5</b>	<b>5</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>60</b>	<b>161</b>
<b>North Africa - %</b>	<b>1%</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>0%</b>

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

Marketing Month: 3											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
<b>Other</b>												
Australia	7	15	-	-	-	0	2	2	0	0	9	18
Dominican Republic	-	-	-	-	-	-	-	-	-	-	-	-
Kenya	-	-	-	-	-	-	-	-	-	-	-	-
Liberia	-	-	-	-	-	-	-	-	-	-	-	-
Mozambique	-	-	-	-	-	-	-	-	-	-	-	-
New Zealand	-	1	-	-	-	-	-	-	-	-	-	1
Nicaragua	-	-	-	-	-	-	-	-	-	-	-	-
Other_1	-	-	-	-	-	-	-	-	-	-	-	-
Other_2	-	-	-	-	-	-	-	-	-	-	-	-
Other_3	-	-	-	-	-	-	-	-	-	-	-	-
Other_4	-	-	-	-	-	-	-	-	-	-	-	-
Panama	-	-	-	-	-	-	-	-	-	-	-	-
Senegal	-	-	-	-	-	-	-	-	-	-	-	-
South Africa	-	-	-	-	-	-	-	-	-	-	-	-
Tanzania	-	-	-	-	-	-	-	-	-	-	-	-
Zambia	-	-	-	-	-	-	-	-	-	-	-	-
Zimbabwe	-	-	-	-	-	-	-	-	-	-	-	-
<b>Other - Total</b>	<b>7</b>	<b>16</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>0</b>	<b>2</b>	<b>2</b>	<b>0</b>	<b>0</b>	<b>9</b>	<b>19</b>
<b>Other - %</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>
<b>Total Iranian Export</b>	<b>7,873</b>	<b>26,025</b>	<b>1,779</b>	<b>4,807</b>	<b>2,525</b>	<b>5,889</b>	<b>159</b>	<b>495</b>	<b>445</b>	<b>1,927</b>	<b>12,781</b>	<b>39,143</b>

Compiled by: IPA based on IRI Customs Administration raw data