

Year-To-Date Shipment / Inventory Report In Tons

Marketing Month: 6		Crop: 2024
Carry in from previous year		30,000
Total Production		200,000
Gross Inventory		230,000
Domestic Consumption		(21,000)
Export Shipments		(121,000)
Export Adjustments/Losses*		(23,000)
Total Consumption		(165,000)
Ending Inventory		65,000

*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: 6		Crop: 2024
Crop	Monthly	YTD
2024	15,575	120,609
2023	11,240	67,229
2022	4,843	37,100
2021	8,365	71,029
2020	22,460	144,395

Market Analysis

1. Monthly exports during the 6th marketing month (February 19th - March 20th) reached 20,000 MT of in-shell equivalent pistachios; a 43% increase compared to the previous year. Top export destinations were re-export markets (namely, Türkiye and the UAE), followed by CIS, the Middle East and Indian Subcontinent.
2. YTD export shipments reached 144,000 MT of in-shell equivalent pistachios; a 76% increase compared to the previous year. The year-to-date "export to opening inventory ratio" stands at 63%, reflecting an exceptional export season. This ratio remained below 45% during the same period in the past couple of years. Competitive prices of Iranian pistachios in addition to limited supply from other origins have been the main reasons for this achievement.
3. The upward trend in prices continued through March, while the supply slightly improved following a brief dip in the exchange rate. However, one should note that part of Iranian shipments during the 6th marketing month are usually tied to exporters' commitments before a 40 day pause due to Iranian New Year holidays and subsequent wait for frost damage potential.
4. While the price disparity between Iranian and Californian pistachios still exists, this gap is narrowing and is expected to shrink further in the coming months.
5. After a steady decline in the Far East demand since November, Chinese interest in buying Iranian pistachios started to increase in February, specially following the hike in tariffs on U.S. pistachios.
6. Despite rising prices, demand in CIS markets remained strong throughout March, with solid sales. In recent weeks, demand has nearly doubled; however, exporters are now facing supply challenges.
7. Global demand for Iranian pistachio kernel has been very strong, due to its exceptional quality and price competitiveness, in addition to limited supply from other origins. Kernels now account for 43% of total in-shell equivalent Iranian pistachio export shipments, surpassing the four-year average of 37% for the same period. Europe, the Middle East and India are currently consuming most of Iranian pistachio kernels. However, demand for this product is growing in other markets as well.
8. Iranian GPPK monthly shipments (450 MT) have significantly improved compared to previous months. The Iranian government's cautious easing of export restrictions to the EU has played a pivotal role in this recovery.
9. The remaining inventory at the end of the 6th marketing month is estimated at 65,000 MT of in-shell pistachios.
10. Scattered frost and heat stress damage has been reported in some pistachio producing regions of Iran, but at this time, it doesn't seem to be a major concern affecting the 2025 crop. We will give further updates on the 2025 crop situation in future reports.

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

Marketing Month: 6												Crop: 2024	
Destination \ Product	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	200	24,093	587	10,862	71	426	7	96	11	16	875	35,494	
Re-Export Markets	2,569	13,243	1,478	6,715	1,624	7,238	146	632	5	302	5,822	28,128	
Indian Subcontinent	1,396	15,768	-	100	732	5,030	25	53	-	-	2,153	20,951	
CIS	3,113	19,231	-	-	79	748	-	17	-	22	3,193	20,018	
Middle East	1,462	6,421	-	223	895	3,904	13	54	0	104	2,370	10,706	
EU-27	51	337	-	257	268	1,071	251	1,064	-	0	570	2,730	
Other Europe	165	748	-	-	60	199	0	5	0	1	226	952	
North America	85	343	-	-	88	468	2	3	-	-	175	814	
North Africa	79	422	-	-	26	140	-	-	-	-	105	562	
South America	31	68	-	-	5	41	-	-	-	-	35	109	
Other	26	79	-	-	25	51	0	14	-	2	51	146	
Total	9,175	80,753	2,066	18,158	3,873	19,315	444	1,937	16	446	15,575	120,609	

Compiled by: IPA based on IRI Customs Administration raw data

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 6											Crop: 2024	
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	50	18,270	500	8,650	49	255	7	65	2	3	608	27,244
Hong Kong	113	4,508	88	1,888	12	61	-	6	-	-	212	6,462
Indonesia	-	57	-	-	-	13	-	0	-	-	-	70
Japan	-	9	-	-	-	-	-	23	-	-	-	32
Korea	-	-	-	-	-	3	-	-	-	-	-	3
Macao	-	-	-	-	-	-	-	-	-	-	-	-
Malaysia	1	94	-	-	4	17	-	1	1	2	6	114
Philippines	-	-	-	-	-	-	-	-	8	11	8	11
Singapore	36	171	-	-	-	34	-	-	-	0	36	205
Taiwan	-	35	-	-	-	-	-	1	-	0	-	36
Thailand	-	-	-	-	6	43	-	-	-	-	6	43
Vietnam	-	950	-	325	-	-	-	-	-	-	-	1,275
Far East - Total	200	24,093	587	10,862	71	426	7	96	11	16	875	35,494
Far East - %	2%	30%	0%	60%	0%	0%	0%	0%	0%	0%	6%	29%
Indian Subcontinent												
Afghanistan	269	1,676	-	-	-	34	-	1	-	-	269	1,711
Bangladesh	-	-	-	-	-	-	-	-	-	-	-	-
India	991	8,306	-	100	694	4,673	25	41	-	-	1,710	13,120
Nepal	-	-	-	-	-	-	-	-	-	-	-	-
Pakistan	136	5,786	-	-	38	322	-	11	-	-	175	6,119
Sri Lanka	-	-	-	-	-	-	-	-	-	-	-	-
Indian Subcontinent - Total	1,396	15,768	-	100	732	5,030	25	53	-	-	2,153	20,951
Indian Subcontinent - %	15%	20%	0%	1%	0%	0%	0%	0%	0%	0%	14%	17%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 6											Crop: 2024	
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	5	5	-	-	-	-	-	-	-	-	5	5
Belgium	-	-	-	-	7	7	33	93	-	-	40	100
Bulgaria	-	-	-	-	-	1	-	-	-	-	-	1
Croatia	-	-	-	-	-	-	-	-	-	-	-	-
Cyprus	-	-	-	-	-	-	-	-	-	-	-	-
Czech Republic	-	-	-	-	-	-	-	-	-	-	-	-
Denmark	-	-	-	-	-	-	-	-	-	-	-	-
Estonia	-	-	-	-	-	-	-	-	-	-	-	-
Finland	-	-	-	-	-	-	-	-	-	-	-	-
France	-	0	-	-	-	-	-	-	-	-	-	0
Germany	46	246	-	98	202	581	215	963	-	0	463	1,889
Greece	-	14	-	-	5	5	3	3	-	-	8	22
Hungary	-	-	-	-	-	-	-	-	-	-	-	-
Ireland	-	-	-	-	-	-	-	-	-	-	-	-
Italy	-	-	-	159	-	205	-	-	-	-	-	364
Latvia	-	-	-	-	-	-	-	-	-	-	-	-
Lithuania	-	-	-	-	-	-	-	-	-	-	-	-
Luxembourg	-	-	-	-	-	-	-	-	-	-	-	-
Malta	-	-	-	-	-	-	-	-	-	-	-	-
Netherland	-	-	-	-	-	-	-	-	-	-	-	-
Poland	-	-	-	-	-	22	-	-	-	-	-	22
Portugal	-	-	-	-	-	-	-	-	-	-	-	-
Romania	-	-	-	-	-	-	-	-	-	-	-	-
Slovakia	-	-	-	-	-	-	-	-	-	-	-	-
Slovenia	-	-	-	-	-	-	-	-	-	-	-	-
Spain	-	72	-	-	54	249	-	5	-	-	54	326
Sweden	-	-	-	-	-	1	-	0	-	-	-	1
EEC	-	-	-	-	-	-	-	-	-	-	-	-
EU27 - Total	51	337	-	257	268	1,071	251	1,064	-	0	570	2,730
EU27 - %	1%	0%	0%	1%	0%	0%	0%	0%	0%	0%	4%	2%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 6											Crop: 2024	
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	-	96	-	-	5	13	-	-	-	-	5	109
Azerbaijan	11	137	-	-	-	-	-	-	-	-	11	137
Georgia	189	521	-	-	-	21	-	-	-	-	189	542
Kazakhstan	858	5,730	-	-	17	262	-	4	-	22	876	6,018
Kyrgyzstan	631	4,863	-	-	-	15	-	-	-	-	631	4,878
Russia	698	4,041	-	-	57	437	-	13	-	-	755	4,490
Tajikistan	203	1,019	-	-	-	-	-	-	-	-	203	1,019
Turkmenistan	57	616	-	-	-	-	-	-	-	-	57	616
Uzbekistan	466	2,207	-	-	-	-	-	-	-	-	466	2,207
CIS - Total	3,113	19,231	-	-	79	748	-	17	-	22	3,193	20,018
CIS - %	34%	24%	0%	0%	0%	0%	0%	0%	0%	0%	20%	17%
Middle East												
Bahrain	0	58	-	-	-	1	-	1	0	1	0	60
Iraq	1,173	4,636	-	199	581	2,516	-	2	-	90	1,754	7,443
Jordan	137	319	-	-	59	389	-	-	-	-	196	708
Kuwait	52	653	-	-	80	312	2	17	-	4	134	986
Lebanon	37	233	-	24	127	436	1	1	-	-	164	694
Oman	26	121	-	-	6	31	3	6	-	-	35	158
Qatar	37	214	-	-	18	80	7	27	-	9	62	330
Saudi Arabia	-	161	-	-	-	-	-	-	-	-	-	161
Syria	-	25	-	-	25	139	-	-	-	-	25	164
Yemen	-	-	-	-	-	-	-	-	-	-	-	-
Middle East - Total	1,462	6,421	-	223	895	3,904	13	54	0	104	2,370	10,706
Middle East - %	16%	8%	0%	1%	0%	0%	0%	0%	0%	0%	15%	9%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 6											Crop: 2024	
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	1,620	8,695	1,031	5,551	693	3,235	44	219	-	287	3,388	17,987
UAE	948	4,547	447	1,163	930	4,003	102	413	5	14	2,433	10,141
REM - Total	2,569	13,243	1,478	6,715	1,624	7,238	146	632	5	302	5,822	28,128
REM - %	28%	16%	0%	37%	0%	0%	0%	0%	0%	0%	37%	23%
Other Europe												
Albania	30	100	-	-	3	7	-	-	-	-	33	107
Belarus	-	123	-	-	-	-	-	-	-	-	-	123
Bosnia	-	-	-	-	-	-	-	-	-	-	-	-
Iceland	-	-	-	-	-	-	-	-	-	-	-	-
Kosovo	-	-	-	-	-	-	-	-	-	-	-	-
Macedonia	17	40	-	-	-	-	-	-	-	-	17	40
Moldova	-	5	-	-	-	1	-	-	-	-	-	6
Montenegro	-	-	-	-	-	-	-	-	-	-	-	-
Norway	-	-	-	-	-	-	-	-	-	-	-	-
Serbia	54	285	-	-	19	33	-	-	-	-	73	319
Switzerland	5	5	-	-	-	-	0	1	-	-	5	6
UK	34	81	-	-	25	116	-	4	0	1	59	201
Ukraine	25	108	-	-	14	41	-	-	-	-	39	150
Other Europe - Total	165	748	-	-	60	199	0	5	0	1	226	952
Other Europe - %	2%	1%	0%	0%	0%	0%	0%	0%	0%	0%	1%	1%
North America												
Canada	72	305	-	-	79	410	2	3	-	-	152	719
Mexico	14	38	-	-	9	58	-	-	-	-	23	95
USA	-	-	-	-	-	-	-	-	-	-	-	-
North America - Total	85	343	-	-	88	468	2	3	-	-	175	814
North America - %	1%	0%	0%	0%	0%	0%	0%	0%	0%	0%	1%	1%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 6											Crop: 2024	
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	47	-	-	3	39	-	-	-	-	12	86
Chile	21	21	-	-	2	2	-	-	-	-	23	23
Argentina	-	-	-	-	-	-	-	-	-	-	-	-
Colombia	-	-	-	-	-	-	-	-	-	-	-	-
Ecuador	-	-	-	-	-	-	-	-	-	-	-	-
Paraguay	-	-	-	-	-	-	-	-	-	-	-	-
Uruguay	-	-	-	-	-	-	-	-	-	-	-	-
Venezuela	-	-	-	-	-	-	-	-	-	-	-	-
South America - Total	31	68	-	-	5	41	-	-	-	-	35	109
South America - %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
North Africa												
Algeria	-	45	-	-	-	-	-	-	-	-	-	45
Egypt	-	-	-	-	-	-	-	-	-	-	-	-
Ethiopia	-	-	-	-	-	-	-	-	-	-	-	-
Libya	79	377	-	-	26	140	-	-	-	-	105	517
Morocco	-	-	-	-	-	-	-	-	-	-	-	-
Nigeria	-	-	-	-	-	-	-	-	-	-	-	-
Sudan	-	-	-	-	-	-	-	-	-	-	-	-
Tunisia	-	-	-	-	-	-	-	-	-	-	-	-
North Africa - Total	79	422	-	-	26	140	-	-	-	-	105	562
North Africa - %	1%	1%	0%	0%	0%	0%	0%	0%	0%	0%	1%	0%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 6											Crop: 2024	
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	6	59	-	-	12	25	0	1	-	2	18	87
Dominican Republic	-	-	-	-	-	-	-	-	-	-	-	-
Kenya	-	-	-	-	-	-	-	-	-	-	-	-
Liberia	-	-	-	-	-	-	-	-	-	-	-	-
Mozambique	-	-	-	-	-	-	-	-	-	-	-	-
New Zealand	-	-	-	-	-	-	-	-	-	-	-	-
Nicaragua	-	-	-	-	-	-	-	-	-	-	-	-
Other_1	20	20	-	-	13	17	-	-	-	-	33	37
Other_2	-	-	-	-	-	-	-	-	-	-	-	-
Other_3	-	-	-	-	-	-	-	-	-	-	-	-
Other_4	-	-	-	-	-	-	-	-	-	-	-	-
Panama	-	-	-	-	-	-	-	-	-	-	-	-
Senegal	-	-	-	-	-	-	-	-	-	-	-	-
South Africa	-	0	-	-	-	9	-	13	-	-	-	22
Tanzania	-	-	-	-	-	-	-	-	-	-	-	-
Zambia	-	-	-	-	-	-	-	-	-	-	-	-
Zimbabwe	-	-	-	-	-	-	-	-	-	-	-	-
Other - Total	26	79	-	-	25	51	0	14	-	2	51	146
Other - %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Total Iranian Export	9,175	80,753	2,066	18,158	3,873	19,315	444	1,937	16	446	15,575	120,610

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