

YTD Inventory / Shipment Report In Tons	
Marketing Month: 12	Crop: 2020
Carry in from previous year	22,000
Total Production	243,000
Gross Inventory	265,000
Domestic Consumption	30,000
Export Shipments	206,000
Adjustment/losses, Export	24,000
Total Consumption	260,000
Ending Inventory	5,000
2020 Crop Wrap-Up	
<ul style="list-style-type: none"> • IPA's post-harvest estimate of Iran's pistachio production in 2020 was projected at 190,000 MT of dried in-shell pistachios. However, considering exceptional 12-month shipment figures and an estimated carry-over of 5,000 tons, we are finalizing our year-end report by adjusting the 2020 crop production estimate to 243,000 tons. • Total annual exports for the 2020-21 marketing year, considering adjustments and losses, add up to 230,000 tons (in-shell equivalent). This looks to be a big achievement for Iran's pistachio industry, considering all the impediments to export such as foreign embargo and government-imposed restrictions on transfer and exchange of foreign currencies. 	
2021 Crop Report	
<ul style="list-style-type: none"> • IPA's post-harvest crop estimate is expected to be released in November. The pre-harvest crop forecast stood at around 150,000 MT of dried in-shell pistachios. • The preliminary reports from farmers and processors indicate lower than expected crop size and quality with smaller sizing, higher than average blanks and floaters in the new crop. Considering this, the pre-harvest forecast will probably be downgraded. • Price disparity between domestic and international markets of Iranian pistachios, brought by lower 2021 Iranian crop expectations and stagnating foreign currency exchange rates in the presence of a very high inflation rate, has slowed down Iranian pistachio trade. The immediate effect of this has been a weaker demand for new shipments in most markets. • Considering the challenges mentioned above, the price/quality dynamics are expected to change compared to last crop year where the majority of production was of high-quality sinker natural open pistachios. 	
Note: 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: 12	Crop: 2020	
Crop	Monthly	YTD
2020	13,032	205,733
2019	10,336	140,186
2018	3,359	45,393
2017	3,946	136,989

Monthly Market Prices FCA Hamburg Iranian Dried In-Shell 28/30 Fandoghi Pistachios		
Marketing Month: 12	Crop: 2020	
Mean		USD per Ton
Min.		
Max.		
Last Year		
Note: The above prices are related to EU-cleared quality pistachios.		

Monthly Market Prices FCA Tehran Iranian Dried In-Shell 30/32 Fandoghi Pistachios		
Marketing Month: 12	Crop: 2020	
Mean		IRR per Kilo
Min.		
Max.		
Last Year		
Note: The above prices are based on 4 months payment terms and Iranian local market standard quality pistachios.		

Monthly Exchange Rate		
Marketing Month: 12	Crop: 2020	
Mean		1 USD to IRR
Min.		
Max.		
Last Year		
Note: The above rates might be significantly less than open market rates.		

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

Marketing Month: 12

Crop: 2020

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	4,361	66,723	2,338	17,895	43	298	5	57	-	15	6,747	84,988
Indian Subcontinent	1,778	26,081	-	-	332	4,733	-	11	-	281	2,111	31,107
CIS	1,267	24,170	-	20	3	365	3	35	-	31	1,273	24,620
Re-Export Markets	299	12,750	371	2,832	271	5,079	-	201	0	262	941	21,124
EU15	387	10,973	46	3,412	268	4,365	99	1,180	1	295	802	20,225
Middle East	550	11,208	-	190	268	4,667	2	91	68	646	889	16,803
Other Europe	216	3,903	-	-	7	183	0	1	-	3	223	4,090
North America	25	851	-	-	-	254	-	15	-	48	25	1,167
Other	2	572	-	25	1	264	-	5	-	1	3	867
North Africa	-	667	-	-	17	74	-	-	-	1	17	742
Total	8,886	157,898	2,755	24,375	1,211	20,283	110	1,595	70	1,582	13,032	205,733

Compiled by: IPA based on IRI Customs Administration raw data

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 12											Crop: 2020	
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	-	17	-	-	-	3	-	0	-	-	-	20
Belgium	-	32	-	-	-	3	-	38	-	-	-	73
Denmark	-	-	-	-	-	-	-	-	-	-	-	-
Finland	-	-	-	-	-	-	-	-	-	-	-	-
France	-	52	-	-	-	59	-	95	0	9	0	214
Germany	343	8,319	-	24	258	2,956	77	912	1	166	680	12,377
Greece	-	110	-	-	-	-	-	-	-	-	-	110
Ireland	-	-	-	-	-	-	-	-	-	-	-	-
Italy	44	1,239	46	3,388	10	1,171	22	81	-	108	122	5,988
Luxembourg	-	-	-	-	-	-	-	-	-	-	-	-
Netherland	-	0	-	-	-	59	-	0	-	10	-	70
Portugal	-	-	-	-	-	-	-	-	-	-	-	-
Spain	-	1,187	-	-	-	50	-	54	-	-	-	1,291
Sweden	-	14	-	-	-	30	-	-	-	-	-	44
UK	-	1	-	-	-	34	-	-	0	3	0	38
EEC	-	-	-	-	-	-	-	-	-	-	-	-
EU15 - Total	387	10,973	46	3,412	268	4,365	99	1,180	1	295	802	20,225
EU15 - %	4%	7%	0%	14%	0%	0%	0%	0%	0%	0%	6%	10%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 12											Crop: 2020	
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	-	29	-	-	-	-	-	-	-	-	-	29
Belarus	60	781	-	-	-	5	-	-	-	-	60	786
Bosnia	-	46	-	-	-	2	-	-	-	-	-	48
Bulgaria	-	78	-	-	-	-	-	-	-	-	-	78
Croatia	-	-	-	-	-	-	-	-	-	-	-	-
Cyprus	-	-	-	-	-	-	-	-	-	-	-	-
Czech Republic	-	35	-	-	-	9	-	-	-	-	-	43
Estonia	-	-	-	-	-	-	-	-	-	-	-	-
Hungry	-	42	-	-	-	-	-	-	-	-	-	42
Iceland	-	-	-	-	-	-	-	-	-	-	-	-
Kosovo	-	-	-	-	-	-	-	-	-	-	-	-
Latvia	-	-	-	-	-	-	-	-	-	-	-	-
Lithuania	22	176	-	-	-	-	-	-	-	-	22	176
Macedonia	11	193	-	-	-	1	-	-	-	-	11	194
Malta	-	-	-	-	-	-	-	-	-	-	-	-
Moldova	-	9	-	-	-	9	-	-	-	-	-	18
Montenegro	-	-	-	-	-	-	-	-	-	-	-	-
Norway	-	-	-	-	-	-	-	-	-	-	-	-
Poland	42	340	-	-	7	79	-	0	-	-	48	419
Romania	-	21	-	-	-	-	-	-	-	-	-	21
Serbia	-	190	-	-	-	2	-	-	-	-	-	192
Slovakia	-	528	-	-	-	62	-	-	-	-	-	590
Slovenia	-	-	-	-	-	-	-	-	-	-	-	-
Switzerland	0	5	-	-	-	2	0	1	-	-	0	7
Ukraine	81	1,430	-	-	-	13	-	-	-	3	81	1,447
Other Europe - Total	216	3,903	-	-	7	183	0	1	-	3	223	4,090
Other Europe - %	2%	2%	0%	0%	0%	0%	0%	0%	0%	0%	2%	2%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 12											Crop: 2020	
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	134	729	-	-	0	6	-	-	-	1	134	736
Azerbaijan	-	144	-	-	-	2	-	-	-	-	-	145
Georgia	69	664	-	-	-	-	-	0	-	-	69	664
Kazakhstan	74	5,418	-	-	-	107	-	1	-	6	74	5,532
Kyrgyzstan	348	6,300	-	-	3	25	-	-	-	-	351	6,326
Russia	517	9,721	-	20	-	225	3	34	-	20	520	10,020
Tajikistan	15	137	-	-	-	-	-	-	-	-	15	137
Turkmenistan	-	1	-	-	-	-	-	-	-	2	-	3
Uzbekistan	110	1,056	-	-	-	-	-	-	-	2	110	1,058
CIS - Total	1,267	24,170	-	20	3	365	3	35	-	31	1,273	24,620
CIS - %	14%	15%	0%	0%	0%	0%	0%	0%	0%	0%	10%	12%
North Africa												
Algeria	-	169	-	-	-	12	-	-	-	-	-	181
Egypt	-	194	-	-	-	2	-	-	-	1	-	197
Ethiopia	-	-	-	-	-	-	-	-	-	-	-	-
Libya	-	216	-	-	17	60	-	-	-	-	17	276
Morocco	-	48	-	-	-	-	-	-	-	-	-	48
Nigeria	-	-	-	-	-	-	-	-	-	-	-	-
Sudan	-	-	-	-	-	-	-	-	-	-	-	-
Tunisia	-	40	-	-	-	-	-	-	-	-	-	40
North Africa - Total	-	667	-	-	17	74	-	-	-	1	17	742
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: 2020	
Country	Open In-Shell		Closed Shell		Kernel		GPPK & Split K.		Others		Total	
	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD
Middle East												
Bahrain	-	36	-	-	-	7	-	5	-	-	-	47
Iraq	459	8,821	-	-	206	2,707	-	0	62	389	727	11,918
Jordan	26	499	-	150	24	364	-	25	-	162	50	1,201
Kuwait	46	799	-	-	26	274	-	7	6	26	78	1,105
Lebanon	-	273	-	40	-	396	-	-	-	48	-	756
Oman	-	69	-	-	-	27	2	6	-	1	2	103
Qatar	19	527	-	-	2	57	0	49	0	8	22	641
Saudi Arabia	-	-	-	-	-	-	-	-	-	-	-	-
Syria	-	185	-	-	10	835	-	-	-	12	10	1,032
Yemen	-	-	-	-	-	-	-	-	-	-	-	-
Middle East - Total	550	11,208	-	190	268	4,667	2	91	68	646	889	16,803
Middle East - %	6%	7%	0%	1%	0%	0%	0%	0%	0%	0%	7%	8%
Re-Export Markets												
Turkey	72	5,829	371	2,732	59	2,568	-	34	-	78	502	11,242
UAE	227	6,921	-	100	212	2,511	-	167	0	184	439	9,883
REM - Total	299	12,750	371	2,832	271	5,079	-	201	0	262	941	21,124
REM - %	3%	8%	0%	12%	0%	0%	0%	0%	0%	0%	7%	10%
Indian Subcontinent												
Afghanistan	3	1,816	-	-	0	95	-	0	-	55	3	1,967
Bangladesh	-	-	-	-	-	65	-	-	-	-	-	65
India	971	17,191	-	-	296	4,393	-	11	-	226	1,267	21,821
Nepal	-	-	-	-	-	-	-	-	-	-	-	-
Pakistan	804	7,070	-	-	36	181	-	-	-	-	840	7,251
Sri Lanka	-	4	-	-	-	-	-	-	-	-	-	4
Indian Subcontinent - Total	1,778	26,081	-	-	332	4,733	-	11	-	281	2,111	31,107
Indian Subcontinent - %	20%	17%	0%	0%	0%	0%	0%	0%	0%	0%	16%	15%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 12											Crop: 2020	
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	4,292	64,027	2,338	17,720	35	192	1	16	-	11	6,665	81,967
Hong Kong	-	1,450	-	175	1	20	3	8	-	-	4	1,653
Indonesia	-	21	-	-	-	2	-	0	-	-	-	23
Japan	-	57	-	-	3	15	1	32	-	0	4	104
Korea	-	-	-	-	-	9	-	0	-	-	-	9
Macao	-	-	-	-	-	-	-	-	-	-	-	-
Malaysia	25	185	-	-	1	10	-	-	-	1	26	197
Philippines	-	-	-	-	-	-	-	-	-	-	-	-
Singapore	45	411	-	-	2	27	-	-	-	-	47	438
Taiwan	-	538	-	-	-	8	-	0	-	-	-	545
Thailand	-	2	-	-	1	16	-	-	-	2	1	20
Vietnam	-	33	-	-	-	-	-	-	-	-	-	33
Far East - Total	4,361	66,723	2,338	17,895	43	298	5	57	-	15	6,747	84,988
Far East - %	49%	42%	0%	73%	0%	0%	0%	0%	0%	0%	52%	41%
North America												
Canada	25	451	-	-	-	254	-	15	-	48	25	767
Mexico	-	400	-	-	-	-	-	-	-	-	-	400
USA	-	-	-	-	-	-	-	-	-	-	-	-
North America - Total	25	851	-	-	-	254	-	15	-	48	25	1,167
North America - %	0%	1%	0%	0%	0%	0%	0%	0%	0%	0%	0%	1%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons												
Marketing Month: 12											Crop: 2020	
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												
Argentina	-	-	-	-	-	-	-	-	-	-	-	-
Australia	-	296	-	-	-	155	-	4	-	0	-	456
Brazil	-	215	-	-	-	105	-	-	-	-	-	320
Chile	-	6	-	-	-	-	-	-	-	-	-	6
Colombia	-	-	-	-	-	-	-	-	-	-	-	-
Dominican Republic	-	-	-	-	-	-	-	-	-	-	-	-
Ecuador	-	-	-	-	-	-	-	-	-	-	-	-
Kenya	-	1	-	-	1	2	-	-	-	-	1	4
Liberia	-	-	-	-	-	-	-	-	-	-	-	-
Mozambique	-	-	-	-	-	-	-	-	-	-	-	-
New Zealand	-	4	-	-	-	1	-	-	-	-	-	5
Nicaragua	-	-	-	-	-	-	-	-	-	-	-	-
Other_1	2	50	-	25	-	1	-	-	-	0	2	75
Other_2	-	-	-	-	-	-	-	-	-	-	-	-
Other_3	-	-	-	-	-	-	-	-	-	-	-	-
Other_4	-	-	-	-	-	-	-	-	-	-	-	-
Panama	-	-	-	-	-	-	-	-	-	-	-	-
Paraguay	-	-	-	-	-	-	-	-	-	-	-	-
Senegal	-	-	-	-	-	-	-	-	-	-	-	-
South Africa	-	0	-	-	-	0	-	0	-	-	-	1
Tanzania	-	-	-	-	-	-	-	-	-	0	-	0
Uruguay	-	-	-	-	-	-	-	-	-	-	-	-
Venezuela	-	0	-	-	-	-	-	-	-	-	-	0
Zambia	-	-	-	-	-	-	-	-	-	-	-	-
Zimbabwe	-	-	-	-	-	-	-	-	-	-	-	-
Other - Total	2	572	-	25	1	264	-	5	-	1	3	867
Other - %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Total Iranian Export	8,886	157,898	-	24,375	1,211	20,283	110	1,595	70	1,582	13,032	205,733

Compiled by: IPA based on IRI Customs Administration raw data