

Year-To-Date Shipment / Inventory Report In Tons

Marketing Month: 8		Crop: 2021
Carry in from previous year		5,000
Total Production		135,000
Gross Inventory		140,000
Domestic Consumption		(16,000)
Export Shipments		(76,000)
Export Adjustments/Losses*		(13,000)
Total Consumption		(105,000)
Ending Inventory		35,000

*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: 8		Crop: 2021
Crop	Monthly	YTD
2021	2,409	76,338
2020	10,448	162,053
2019	9,209	96,946
2018	5,794	29,229

Market Analysis

1. A low 2022 Iranian crop forecast and small remaining inventory from the 2021 crop has resulted in higher prices of Iranian pistachios in local and international markets.
2. The combination of psychological effect of the spring frost in conjunction with volatility in currency exchange markets has resulted in very limited sell offers in the market. The price disparity between origin and destination has widened significantly. The exceptionally low shipment volumes of the 8th month is demonstrative of this fact.
3. Californian packers report significant new sales of in-shell USXN1 pistachios in the Middle East and India markets within this month.
4. Worldwide demand for Iranian natural pistachio kernel has been very strong due to its exquisite quality and price competitiveness. Kernels and green kernels amount to 15% of this year's total tonnage of YTD pistachio export shipments at the end of the eighth marketing month as compared to 10% for the same period last year. Given the limited supply of kernels from other sources, we expect that this trend will continue in the near future.
5. Although total shipment of Iranian pistachios to the EU has declined in the current marketing year, for the first time the YTD volume of kernels/GPPK exports to this region has surpassed the open in-shell. It seems that this is the result of price competitiveness of Iranian pistachio kernels aside from a worldwide rising share of kernel demand.

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

Marketing Month: 8											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	73	14,332	-	5,026	4	156	10	27	-	1	87	19,542
CIS	471	13,919	-	-	1	152	15	27	-	203	487	14,301
Indian Subcontinent	229	10,284	-	-	188	1,960	21	21	-	213	438	12,478
Re-Export Markets	470	5,863	-	1,030	107	2,306	105	275	-	37	682	9,512
EU15	156	4,111	-	1,150	55	3,137	82	955	-	10	293	9,362
Middle East	289	6,688	-	32	51	1,943	36	85	-	89	376	8,837
Other Europe	14	1,118	-	-	-	72	-	2	-	48	14	1,239
North America	-	316	-	-	20	230	-	3	-	41	20	590
North Africa	-	212	-	-	-	16	-	-	-	-	-	228
South America	3	72	-	-	6	84	-	-	-	-	9	156
Other	2	56	-	-	-	37	-	2	-	0	2	95
Total	1,706	56,970	-	7,238	432	10,091	270	1,398	-	642	2,409	76,338

Compiled by: IPA based on IRI Customs Administration raw data

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

Marketing Month: 8											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	50	13,735	-	5,026	1	55	10	18	-	1	61	18,835
Hong Kong	-	0	-	-	-	5	-	5	-	-	-	10
Indonesia	-	-	-	-	-	6	-	-	-	-	-	6
Japan	-	0	-	-	2	41	-	4	-	-	2	45
Korea	-	1	-	-	-	7	-	-	-	-	-	8
Macao	-	-	-	-	-	-	-	-	-	-	-	-
Malaysia	13	142	-	-	-	12	-	-	-	-	13	154
Philippines	-	-	-	-	-	-	-	-	-	-	-	-
Singapore	10	253	-	-	1	21	-	-	-	-	11	274
Taiwan	-	200	-	-	-	0	0	1	-	-	0	201
Thailand	-	1	-	-	-	8	-	-	-	-	-	9
Vietnam	-	0	-	-	-	-	-	-	-	-	-	0
Far East - Total	73	14,332	-	5,026	4	156	10	27	-	1	87	19,542
Far East - %	4%	25%	0%	69%	0%	0%	0%	0%	0%	0%	4%	26%

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

Marketing Month: 8											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	-	1	-	-	-	-	-	0	-	-	-	2
Belgium	-	13	-	-	-	91	15	123	-	-	15	226
Denmark	-	-	-	-	-	-	-	-	-	-	-	-
Finland	-	-	-	-	-	-	-	-	-	-	-	-
France	-	20	-	-	-	19	-	122	-	-	-	161
Germany	84	3,136	-	-	55	2,110	67	687	-	2	205	5,935
Greece	-	-	-	44	-	-	-	-	-	-	-	44
Ireland	-	-	-	-	-	-	-	-	-	-	-	-
Italy	-	279	-	1,106	-	877	-	20	-	7	-	2,288
Luxembourg	-	-	-	-	-	-	-	-	-	-	-	-
Netherland	1	1	-	-	-	-	-	0	-	-	1	1
Portugal	-	-	-	-	-	-	-	-	-	-	-	-
Spain	72	659	-	-	-	9	-	3	-	-	72	672
Sweden	-	2	-	-	-	-	-	-	-	-	-	2
UK	-	0	-	-	-	30	-	-	-	1	-	32
EEC	-	-	-	-	-	-	-	-	-	-	-	-
EU15 - Total	156	4,111	-	1,150	55	3,137	82	955	-	10	293	9,362
EU15 - %	9%	7%	0%	16%	0%	0%	0%	0%	0%	0%	12%	12%

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

Marketing Month: 8											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	1	59	-	-	-	2	-	2	-	-	1	62
Iraq	162	4,993	-	-	35	1,396	32	35	-	73	228	6,498
Jordan	-	415	-	-	-	41	-	-	-	-	-	456
Kuwait	54	450	-	-	10	143	-	1	-	1	64	595
Lebanon	18	374	-	32	6	247	-	-	-	5	24	658
Oman	25	39	-	-	-	-	-	5	-	-	25	43
Qatar	29	296	-	-	0	66	4	42	-	10	33	414
Saudi Arabia	-	-	-	-	-	-	-	-	-	-	-	-
Syria	-	62	-	-	-	48	-	-	-	-	-	110
Yemen	-	-	-	-	-	-	-	-	-	-	-	-
<i>Middle East - Total</i>	289	6,688	-	32	51	1,943	36	85	-	89	376	8,837
<i>Middle East - %</i>	17%	12%	0%	0%	0%	0%	0%	0%	0%	0%	16%	12%
<i>Re-Export Markets</i>												
Turkey	-	2,076	-	1,005	-	603	22	35	-	1	22	3,721
UAE	470	3,787	-	25	107	1,703	84	240	-	36	661	5,791
<i>REM - Total</i>	470	5,863	-	1,030	107	2,306	105	275	-	37	682	9,512
<i>REM - %</i>	28%	10%	0%	14%	0%	0%	0%	0%	0%	0%	28%	12%

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

Marketing Month: 8											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	33	724	-	-	-	0	-	-	-	-	33	725
Bangladesh	-	-	-	-	-	-	-	-	-	-	-	-
India	105	4,891	-	-	188	1,861	21	21	-	25	314	6,799
Nepal	-	-	-	-	-	-	-	-	-	-	-	-
Pakistan	91	4,668	-	-	-	98	-	-	-	188	91	4,954
Sri Lanka	-	-	-	-	-	-	-	-	-	-	-	-
Indian Subcontinent - Total	229	10,284	-	-	188	1,960	21	21	-	213	438	12,478
Indian Subcontinent - %	13%	18%	0%	0%	0%	0%	0%	0%	0%	0%	18%	16%
CIS												
Armenia	29	1,190	-	-	1	10	-	0	-	25	30	1,225
Azerbaijan	-	122	-	-	-	-	-	0	-	5	-	127
Georgia	3	186	-	-	-	1	-	-	-	-	3	186
Kazakhstan	20	1,088	-	-	-	4	15	15	-	22	35	1,129
Kyrgyzstan	76	4,400	-	-	1	20	-	-	-	150	77	4,571
Russia	180	5,123	-	-	-	117	-	12	-	-	180	5,252
Tajikistan	47	246	-	-	-	-	-	-	-	-	47	246
Turkmenistan	-	34	-	-	-	-	-	-	-	-	-	34
Uzbekistan	115	1,531	-	-	-	-	-	-	-	-	115	1,531
CIS - Total	471	13,919	-	-	1	152	15	27	-	203	487	14,301
CIS - %	28%	24%	0%	0%	0%	0%	0%	0%	0%	0%	20%	19%

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

Marketing Month: 8											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
Belarus	-	196	-	-	-	-	-	-	-	-	-	196
Bosnia	-	-	-	-	-	-	-	-	-	-	-	-
Bulgaria	-	22	-	-	-	-	-	-	-	-	-	22
Croatia	-	-	-	-	-	-	-	-	-	-	-	-
Cyprus	-	-	-	-	-	-	-	-	-	-	-	-
Czech Republic	-	-	-	-	-	-	-	-	-	-	-	-
Estonia	-	-	-	-	-	-	-	-	-	-	-	-
Hungary	-	-	-	-	-	-	-	-	-	-	-	-
Iceland	-	-	-	-	-	-	-	-	-	-	-	-
Kosovo	-	-	-	-	-	-	-	-	-	-	-	-
Latvia	-	-	-	-	-	-	-	-	-	-	-	-
Lithuania	-	20	-	-	-	-	-	-	-	-	-	20
Macedonia	-	59	-	-	-	-	-	-	-	-	-	59
Malta	-	-	-	-	-	-	-	-	-	-	-	-
Moldova	-	3	-	-	-	-	-	-	-	5	-	8

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

Marketing Month: 8											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	-	112	-	-	-	29	-	-	-	-	-	140
Romania	-	-	-	-	-	-	-	-	-	-	-	-
Serbia	10	131	-	-	-	7	-	-	-	-	10	138
Slovakia	-	69	-	-	-	17	-	-	-	-	-	86
Slovenia	-	-	-	-	-	-	-	-	-	-	-	-
Switzerland	4	16	-	-	-	1	-	2	-	-	4	18
Ukraine	-	463	-	-	-	18	-	-	-	43	-	524
Other Europe - Total	14	1,118	-	-	-	72	-	2	-	48	14	1,239
Other Europe - %	1%	2%	0%	0%	0%	0%	0%	0%	0%	0%	1%	2%
North America												
Canada	-	316	-	-	20	230	-	3	-	41	20	590
Mexico	-	0	-	-	-	-	-	-	-	-	-	0
USA	-	-	-	-	-	-	-	-	-	-	-	-
North America - Total	-	316	-	-	20	230	-	3	-	41	20	590
North America - %	0%	1%	0%	0%	0%	0%	0%	0%	0%	0%	1%	1%

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

Marketing Month: 8											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	3	72	-	-	6	84	-	-	-	-	9	156
Chile	-	-	-	-	-	-	-	-	-	-	-	-
Argentina	-	-	-	-	-	-	-	-	-	-	-	-
Colombia	-	-	-	-	-	-	-	-	-	-	-	-
Ecuador	-	-	-	-	-	-	-	-	-	-	-	-
Paraguay	-	-	-	-	-	-	-	-	-	-	-	-
Uruguay	-	-	-	-	-	-	-	-	-	-	-	-
Venezuela	-	-	-	-	-	-	-	-	-	-	-	-
South America - Total	3	72	-	-	6	84	-	-	-	-	9	156
South America - %	0%	0%	0%	0%	1%	1%	0%	0%	0%	0%	0%	0%
North Africa												
Algeria	-	-	-	-	-	-	-	-	-	-	-	-
Egypt	-	-	-	-	-	-	-	-	-	-	-	-
Ethiopia	-	-	-	-	-	-	-	-	-	-	-	-
Libya	-	212	-	-	-	16	-	-	-	-	-	228
Morocco	-	-	-	-	-	-	-	-	-	-	-	-
Nigeria	-	-	-	-	-	-	-	-	-	-	-	-
Sudan	-	-	-	-	-	-	-	-	-	-	-	-
Tunisia	-	-	-	-	-	-	-	-	-	-	-	-
North Africa - Total	-	212	-	-	-	16	-	-	-	-	-	228
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: 8											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	2	54	-	-	-	35	-	2	-	-	2	91
Dominican Republic	-	-	-	-	-	-	-	-	-	-	-	-
Kenya	-	1	-	-	-	-	-	-	-	-	-	1
Liberia	-	-	-	-	-	-	-	-	-	-	-	-
Mozambique	-	-	-	-	-	-	-	-	-	-	-	-
New Zealand	-	-	-	-	-	-	-	-	-	-	-	-
Nicaragua	-	-	-	-	-	-	-	-	-	-	-	-
Other_1	-	1	-	-	-	2	-	-	-	0	-	3
Other_2	-	-	-	-	-	-	-	-	-	-	-	-
Other_3	-	-	-	-	-	-	-	-	-	-	-	-
Other_4	-	-	-	-	-	-	-	-	-	-	-	-
Panama	-	-	-	-	-	-	-	-	-	-	-	-
Senegal	-	-	-	-	-	-	-	-	-	-	-	-
South Africa	-	-	-	-	-	-	-	-	-	-	-	-
Tanzania	-	-	-	-	-	-	-	-	-	-	-	-
Zambia	-	-	-	-	-	-	-	-	-	-	-	-
Zimbabwe	-	-	-	-	-	-	-	-	-	-	-	-
Other - Total	2	56	-	-	-	37	-	2	-	0	2	95
Other - %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Total Iranian Export	1,706	56,970	-	7,238	432	10,091	270	1,398	-	642	2,409	76,338

Compiled by: IPA based on IRI Customs Administration raw data