

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

Marketing Month: 9		Crop: 2021
Carry in from previous year		5,000
Total Production		135,000
Gross Inventory		140,000
Domestic Consumption		(17,000)
Export Shipments		(80,000)
Export Adjustments/Losses*		(14,000)
Total Consumption		(111,000)
Ending Inventory		29,000

*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: 9		Crop: 2021
Crop	Monthly	YTD
2021	3,266	79,604
2020	12,279	174,331
2019	9,841	106,787
2018	4,205	33,434

Market Analysis

1. The price disparity between origin and most destination markets has widened significantly in the past three months. The exceptionally low shipment volume of the said period is demonstrative of this fact. Export shipments in the third quarter of the current marketing year (9,000 MT) have never been this low in the past twenty years.
2. 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 9th marketing month as compared to 10% for the same period last year. Given the limited supply of kernels from other sources, we expect this trend to continue in the near future.
3. The IPA official 2022 Iranian pistachio crop production forecast has been revised to 115,000 MT, 15% lower than the previous year crop estimate as it was severely hit by spring frost in the southern growing regions. Khorasan will have the majority share of production for the 2022 crop.
4. The harvest seems to start at least 10 days sooner than normal.
5. Sell offers in origin may gradually start to restore toward the end of the month with the publication of 2022 crop forecast, gradual advent of the new crop, and difficulty in keeping the remaining inventory during the hot summer.

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

Marketing Month: 9											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	-	14,332	50	5,076	11	166	9	36	-	1	69	19,611
CIS	866	14,785	-	-	21	173	-	27	-	203	887	15,188
Indian Subcontinent	656	10,940	-	-	221	2,181	-	21	-	213	877	13,355
Re-Export Markets	242	6,105	-	1,030	159	2,465	40	316	-	37	441	9,952
EU15	218	4,329	-	1,150	106	3,243	45	999	-	10	369	9,731
Middle East	471	7,159	-	32	75	2,018	5	90	-	89	551	9,388
Other Europe	30	1,148	-	-	-	72	-	2	-	48	30	1,269
North America	-	316	-	-	24	253	-	3	-	41	24	614
North Africa	-	212	-	-	-	16	-	-	-	-	-	228
South America	-	72	-	-	-	84	-	-	-	-	-	156
Other	11	67	-	-	6	43	-	2	-	0	17	112
Total	2,494	59,464	50	7,288	623	10,714	99	1,497	-	642	3,266	79,604

Compiled by: IPA based on IRI Customs Administration raw data

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

Marketing Month: 9											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	-	13,735	50	5,076	2	57	1	19	-	1	53	18,888
Hong Kong	-	0	-	-	-	5	-	5	-	-	-	10
Indonesia	-	-	-	-	-	6	-	-	-	-	-	6
Japan	-	0	-	-	3	44	8	11	-	-	10	55
Korea	-	1	-	-	-	7	-	-	-	-	-	8
Macao	-	-	-	-	-	-	-	-	-	-	-	-
Malaysia	-	142	-	-	6	18	-	-	-	-	6	160
Philippines	-	-	-	-	-	-	-	-	-	-	-	-
Singapore	-	253	-	-	-	21	0	0	-	-	0	274
Taiwan	-	200	-	-	-	0	-	1	-	-	-	201
Thailand	-	1	-	-	-	8	-	-	-	-	-	9
Vietnam	-	0	-	-	-	-	-	-	-	-	-	0
Far East - Total	-	14,332	50	5,076	11	166	9	36	-	1	69	19,611
Far East - %	0%	24%	0%	70%	0%	0%	0%	0%	0%	0%	2%	25%

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

Marketing Month: 9											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	-	-	20	111	-	123	-	-	20	246
Denmark	-	-	-	-	-	-	-	-	-	-	-	-
Finland	-	-	-	-	-	-	-	-	-	-	-	-
France	-	20	-	-	-	19	-	122	-	-	-	161
Germany	170	3,306	-	-	86	2,196	45	731	-	2	301	6,236
Greece	-	-	-	44	-	-	-	-	-	-	-	44
Ireland	-	-	-	-	-	-	-	-	-	-	-	-
Italy	-	279	-	1,106	-	877	-	20	-	7	-	2,288
Luxembourg	-	-	-	-	-	-	-	-	-	-	-	-
Netherland	-	1	-	-	-	-	-	0	-	-	-	1
Portugal	-	-	-	-	-	-	-	-	-	-	-	-
Spain	48	707	-	-	-	9	-	3	-	-	48	720
Sweden	-	2	-	-	-	-	-	-	-	-	-	2
UK	-	0	-	-	0	30	-	-	-	1	0	32
EEC	-	-	-	-	-	-	-	-	-	-	-	-
EU15 - Total	218	4,329	-	1,150	106	3,243	45	999	-	10	369	9,731
EU15 - %	9%	7%	0%	16%	0%	0%	0%	0%	0%	0%	11%	12%

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

Marketing Month: 9											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	-	59	-	-	-	2	-	2	-	-	-	62
Iraq	379	5,372	-	-	43	1,439	0	36	-	73	422	6,921
Jordan	-	415	-	-	-	41	-	-	-	-	-	456
Kuwait	34	483	-	-	16	160	-	1	-	1	50	645
Lebanon	15	389	-	32	15	262	-	-	-	5	30	688
Oman	3	42	-	-	-	-	3	8	-	-	6	49
Qatar	19	314	-	-	-	66	2	44	-	10	21	435
Saudi Arabia	-	-	-	-	-	-	-	-	-	-	-	-
Syria	22	84	-	-	-	48	-	-	-	-	22	132
Yemen	-	-	-	-	-	-	-	-	-	-	-	-
<i>Middle East - Total</i>	471	7,159	-	32	75	2,018	5	90	-	89	551	9,388
<i>Middle East - %</i>	19%	12%	0%	0%	0%	0%	0%	0%	0%	0%	17%	12%
<i>Re-Export Markets</i>												
Turkey	24	2,101	-	1,005	-	603	0	35	-	1	24	3,745
UAE	217	4,004	-	25	159	1,862	40	280	-	36	416	6,207
<i>REM - Total</i>	242	6,105	-	1,030	159	2,465	40	316	-	37	441	9,952
<i>REM - %</i>	10%	10%	0%	14%	0%	0%	0%	0%	0%	0%	13%	13%

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

Marketing Month: 9											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	177	902	-	-	14	15	-	-	-	-	192	917
Bangladesh	-	-	-	-	-	-	-	-	-	-	-	-
India	315	5,206	-	-	207	2,068	-	21	-	25	521	7,320
Nepal	-	-	-	-	-	-	-	-	-	-	-	-
Pakistan	164	4,833	-	-	-	98	-	-	-	188	164	5,119
Sri Lanka	-	-	-	-	-	-	-	-	-	-	-	-
Indian Subcontinent - Total	656	10,940	-	-	221	2,181	-	21	-	213	877	13,355
Indian Subcontinent - %	26%	18%	0%	0%	0%	0%	0%	0%	0%	0%	27%	17%
CIS												
Armenia	20	1,210	-	-	-	10	-	0	-	25	20	1,245
Azerbaijan	-	122	-	-	-	-	-	0	-	5	-	127
Georgia	-	186	-	-	-	1	-	-	-	-	-	186
Kazakhstan	25	1,112	-	-	0	5	-	15	-	22	25	1,154
Kyrgyzstan	160	4,560	-	-	2	22	-	-	-	150	162	4,733
Russia	503	5,626	-	-	19	136	-	12	-	-	522	5,774
Tajikistan	64	310	-	-	-	-	-	-	-	-	64	310
Turkmenistan	-	34	-	-	-	-	-	-	-	-	-	34
Uzbekistan	94	1,624	-	-	-	-	-	-	-	-	94	1,624
CIS - Total	866	14,785	-	-	21	173	-	27	-	203	887	15,188
CIS - %	35%	25%	0%	0%	0%	0%	0%	0%	0%	0%	27%	19%

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

Marketing Month: 9											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	20	216	-	-	-	-	-	-	-	-	20	216
Bosnia	-	-	-	-	-	-	-	-	-	-	-	-
Bulgaria	-	22	-	-	-	-	-	-	-	-	-	22
Croatia	-	-	-	-	-	-	-	-	-	-	-	-
Cyprus	-	-	-	-	-	-	-	-	-	-	-	-
Czech Republic	-	-	-	-	-	-	-	-	-	-	-	-
Estonia	-	-	-	-	-	-	-	-	-	-	-	-
Hungry	-	-	-	-	-	-	-	-	-	-	-	-
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: 9											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	-	131	-	-	-	7	-	-	-	-	-	138
Slovakia	-	69	-	-	-	17	-	-	-	-	-	86
Slovenia	-	-	-	-	-	-	-	-	-	-	-	-
Switzerland	-	16	-	-	-	1	-	2	-	-	-	18
Ukraine	10	473	-	-	-	18	-	-	-	43	10	534
Other Europe - Total	30	1,148	-	-	-	72	-	2	-	48	30	1,269
Other Europe - %	1%	2%	0%	0%	0%	0%	0%	0%	0%	0%	1%	2%
North America												
Canada	-	316	-	-	24	253	-	3	-	41	24	614
Mexico	-	0	-	-	-	-	-	-	-	-	-	0
USA	-	-	-	-	-	-	-	-	-	-	-	-
North America - Total	-	316	-	-	24	253	-	3	-	41	24	614
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: 9											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	-	72	-	-	-	84	-	-	-	-	-	156
Chile	-	-	-	-	-	-	-	-	-	-	-	-
Argentina	-	-	-	-	-	-	-	-	-	-	-	-
Colombia	-	-	-	-	-	-	-	-	-	-	-	-
Ecuador	-	-	-	-	-	-	-	-	-	-	-	-
Paraguay	-	-	-	-	-	-	-	-	-	-	-	-
Uruguay	-	-	-	-	-	-	-	-	-	-	-	-
Venezuela	-	-	-	-	-	-	-	-	-	-	-	-
South America - Total	-	72	-	-	-	84	-	-	-	-	-	156
South America - %	0%	0%	0%	0%	0%	1%	0%	0%	#DIV/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: 9											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	11	65	-	-	6	41	-	2	-	-	17	108
Dominican Republic	-	-	-	-	-	-	-	-	-	-	-	-
Kenya	-	1	-	-	-	-	-	-	-	-	-	1
Liberia	-	-	-	-	-	-	-	-	-	-	-	-
Mozambique	-	-	-	-	-	-	-	-	-	-	-	-
New Zealand	-	-	-	-	-	-	-	-	-	-	-	-
Nicaragua	-	-	-	-	-	-	-	-	-	-	-	-
Other_1	0	1	-	-	-	2	-	-	-	0	0	3
Other_2	-	-	-	-	-	-	-	-	-	-	-	-
Other_3	-	-	-	-	-	-	-	-	-	-	-	-
Other_4	-	-	-	-	-	-	-	-	-	-	-	-
Panama	-	-	-	-	-	-	-	-	-	-	-	-
Senegal	-	-	-	-	-	-	-	-	-	-	-	-
South Africa	-	-	-	-	-	-	-	-	-	-	-	-
Tanzania	-	-	-	-	-	-	-	-	-	-	-	-
Zambia	-	-	-	-	-	-	-	-	-	-	-	-
Zimbabwe	-	-	-	-	-	-	-	-	-	-	-	-
Other - Total	11	67	-	-	6	43	-	2	-	0	17	112
Other - %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	1%	0%
Total Iranian Export	2,494	59,464	50	7,288	623	10,714	99	1,497	-	642	3,266	79,604

Compiled by: IPA based on IRI Customs Administration raw data