

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

<b>Marketing Month: 3</b>		<b>Crop: 2022</b>
Carry in from previous year		15,000
Total Production		106,000
<b>Gross Inventory</b>		<b>121,000</b>
Domestic Consumption		(4,000)
Export Shipments		(22,000)
Export Adjustments/Losses*		(4,000)
<b>Total Consumption</b>		<b>(30,000)</b>
<b>Ending Inventory</b>		<b>91,000</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 4 Years- In Tons**

<b>Marketing Month: 3</b>		<b>Crop: 2022</b>
<b>Crop</b>	<b>Monthly</b>	<b>YTD</b>
<b>2022</b>	<b>8,008</b>	<b>22,457</b>
2021	12,322	46,995
2020	25,242	88,910
2019	14,226	44,082

**Market Analysis**

1. Export shipments during the 3rd marketing month stood at 10,000 MT in-shell equivalent; a 31% decrease compared to the previous crop year. Year-to-date shipments (as of December 21) reached to 26,000 MT of pistachios (in shell equivalent), which show a 50% decline compared to 2021 for the same period. 21% of this year's estimated initial gross inventory has been exported during the first three months of the current marketing year, whereas this ratio stood at 37% during the same period of the previous year.
2. Shipments to the CIS countries and Indian Subcontinent have been relatively strong as compared to other destinations.
3. Due to higher than normal closed-shell and shelling stock percentage of this year's Californian crop, global markets have witnessed more adjusted kernel prices in recent months. Contrary to the previous marketing year, kernel price is not acting as a de facto price floor for Iranian in-shell prices anymore.
4. Iranian Rial depreciation has led to a relative price adjustment of Iranian pistachios, making them more competitive than before. However, expectation of further IRR depreciation in addition to government control over the foreign exchange rate for export revenue are still acting as limiting factors on the supply side.

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

Marketing Month: 3											Crop: 2022	
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
CIS	2,956	7,364	-	-	18	25	-	-	-	1	2,974	7,389
Indian Subcontinent	1,083	3,610	-	-	427	1,037	-	-	-	24	1,510	4,671
Middle East	763	2,132	-	-	319	840	39	41	-	43	1,121	3,056
Far East	130	1,495	150	1,378	5	19	1	11	-	-	286	2,903
Re-Export Markets	543	1,434	125	125	450	885	69	149	-	1	1,188	2,593
EU-27	381	861	25	25	229	321	163	245	21	22	819	1,475
Other Europe	6	108	-	-	-	1	-	-	-	-	6	109
North Africa	39	135	-	-	-	-	-	-	-	-	39	135
North America	34	60	-	-	30	51	0	0	-	-	64	111
South America	-	-	-	-	-	-	-	-	-	-	-	-
Other	0	3	-	-	-	10	-	-	-	-	0	13
<b>Total</b>	5,937	17,202	300	1,528	1,478	3,190	272	446	21	91	8,008	22,457

Compiled by: IPA based on IRI Customs Administration raw data

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

Marketing Month: 3											Crop: 2022	
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	100	1,287	150	1,378	1	2	-	6	-	-	251	2,674
Hong Kong	-	-	-	-	-	-	-	3	-	-	-	3
Indonesia	-	-	-	-	-	-	-	-	-	-	-	-
Japan	-	-	-	-	2	2	1	1	-	-	4	4
Korea	-	-	-	-	-	-	-	-	-	-	-	-
Macao	-	-	-	-	-	-	-	-	-	-	-	-
Malaysia	20	56	-	-	-	9	-	-	-	-	20	64
Philippines	-	-	-	-	-	-	-	-	-	-	-	-
Singapore	10	152	-	-	2	6	-	-	-	-	12	158
Taiwan	-	-	-	-	-	-	-	-	-	-	-	-
Thailand	-	-	-	-	-	-	-	-	-	-	-	-
Vietnam	-	-	-	-	-	-	-	-	-	-	-	-
<b>Far East - Total</b>	<b>130</b>	<b>1,495</b>	<b>150</b>	<b>1,378</b>	<b>5</b>	<b>19</b>	<b>1</b>	<b>11</b>	<b>-</b>	<b>-</b>	<b>286</b>	<b>2,903</b>
<b>Far East - %</b>	<b>2%</b>	<b>9%</b>	<b>0%</b>	<b>90%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>4%</b>	<b>13%</b>
<b>Indian Subcontinent</b>												
Afghanistan	59	262	-	-	-	-	-	-	-	-	59	262
Bangladesh	-	-	-	-	-	-	-	-	-	-	-	-
India	168	808	-	-	419	1,026	-	-	-	-	587	1,834
Nepal	-	-	-	-	-	-	-	-	-	-	-	-
Pakistan	856	2,540	-	-	8	11	-	-	-	24	864	2,575
Sri Lanka	-	-	-	-	-	-	-	-	-	-	-	-
<b>Indian Subcontinent - Total</b>	<b>1,083</b>	<b>3,610</b>	<b>-</b>	<b>-</b>	<b>427</b>	<b>1,037</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>24</b>	<b>1,510</b>	<b>4,671</b>
<b>Indian Subcontinent - %</b>	<b>18%</b>	<b>21%</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>21%</b>

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

Marketing Month: 3											Crop: 2022	
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	-	-	-	-	-	-	18	36	-	-	18	36
Bulgaria	-	-	-	-	-	-	-	-	-	-	-	-
Croatia	-	-	-	-	-	-	-	-	-	-	-	-
Cyprus	-	-	-	-	-	-	-	-	-	-	-	-
Czech Republic	-	-	-	-	-	-	-	-	-	-	-	-
Denmark	-	-	-	-	-	-	-	-	-	-	-	-
Estonia	-	-	-	-	-	-	-	-	-	-	-	-
Finland	-	-	-	-	-	-	-	-	-	-	-	-
France	1	1	-	-	-	-	-	-	-	-	1	1
Germany	260	548	-	-	223	315	142	206	21	22	646	1,092
Greece	-	-	-	-	-	-	-	-	-	-	-	-
Hungary	-	-	-	-	-	-	-	-	-	-	-	-
Ireland	-	-	-	-	-	-	-	-	-	-	-	-
Italy	-	-	25	25	-	-	-	-	-	-	25	25
Latvia	-	-	-	-	-	-	-	-	-	-	-	-
Lithuania	-	-	-	-	-	-	-	-	-	-	-	-
Luxembourg	-	-	-	-	-	-	-	-	-	-	-	-
Malta	-	-	-	-	-	-	-	-	-	-	-	-
Netherland	-	-	-	-	-	-	-	-	-	-	-	-
Poland	-	-	-	-	-	-	-	-	-	-	-	-
Portugal	-	-	-	-	-	-	-	-	-	-	-	-
Romania	-	-	-	-	-	-	-	-	-	-	-	-
Slovakia	-	-	-	-	-	-	-	-	-	-	-	-
Slovenia	-	-	-	-	-	-	-	-	-	-	-	-
Spain	120	312	-	-	6	6	3	3	-	-	129	321
Sweden	-	-	-	-	-	-	-	-	-	-	-	-
EEC	-	-	-	-	-	-	-	-	-	-	-	-
<b>EU27 - Total</b>	<b>381</b>	<b>861</b>	<b>25</b>	<b>25</b>	<b>229</b>	<b>321</b>	<b>163</b>	<b>245</b>	<b>21</b>	<b>22</b>	<b>819</b>	<b>1,475</b>
<b>EU27 - %</b>	<b>6%</b>	<b>5%</b>	<b>0%</b>	<b>2%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>10%</b>	<b>7%</b>

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

Marketing Month: 3											Crop: 2022	
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	110	318	-	-	3	3	-	-	-	-	112	321
Azerbaijan	26	71	-	-	-	1	-	-	-	-	26	72
Georgia	20	20	-	-	-	-	-	-	-	-	20	20
Kazakhstan	196	521	-	-	-	0	-	-	-	-	196	522
Kyrgyzstan	883	2,562	-	-	-	6	-	-	-	-	883	2,568
Russia	1,287	2,449	-	-	15	15	-	-	-	-	1,302	2,463
Tajikistan	333	865	-	-	-	-	-	-	-	1	333	865
Turkmenistan	53	88	-	-	-	-	-	-	-	-	53	88
Uzbekistan	48	470	-	-	-	-	-	-	-	-	48	470
<b>CIS - Total</b>	<b>2,956</b>	<b>7,364</b>	-	-	<b>18</b>	<b>25</b>	-	-	-	<b>1</b>	<b>2,974</b>	<b>7,389</b>
<b>CIS - %</b>	<b>50%</b>	<b>43%</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>37%</b>	<b>33%</b>
<b>Middle East</b>												
Bahrain	35	35	-	-	-	-	1	1	-	-	36	36
Iraq	544	1,390	-	-	207	600	33	33	-	40	783	2,063
Jordan	16	107	-	-	20	26	-	-	-	-	36	133
Kuwait	23	79	-	-	13	34	2	2	-	0	37	115
Lebanon	81	280	-	-	41	53	-	-	-	-	122	333
Oman	10	24	-	-	-	-	-	-	-	-	10	24
Qatar	54	132	-	-	17	41	3	5	-	3	74	181
Saudi Arabia	-	-	-	-	-	-	-	-	-	-	-	-
Syria	-	84	-	-	23	88	-	-	-	-	23	172
Yemen	-	-	-	-	-	-	-	-	-	-	-	-
<b>Middle East - Total</b>	<b>763</b>	<b>2,132</b>	-	-	<b>319</b>	<b>840</b>	<b>39</b>	<b>41</b>	-	<b>43</b>	<b>1,121</b>	<b>3,056</b>
<b>Middle East - %</b>	<b>13%</b>	<b>12%</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>14%</b>	<b>14%</b>

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

Marketing Month: 3											Crop: 2022	
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	252	656	100	100	200	328	-	25	-	-	553	1,109
UAE	291	778	25	25	250	556	69	124	-	1	636	1,484
<b>REM - Total</b>	<b>543</b>	<b>1,434</b>	<b>125</b>	<b>125</b>	<b>450</b>	<b>885</b>	<b>69</b>	<b>149</b>	<b>-</b>	<b>1</b>	<b>1,188</b>	<b>2,593</b>
<b>REM - %</b>	<b>9%</b>	<b>8%</b>	<b>0%</b>	<b>8%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>15%</b>	<b>12%</b>
<b>Other Europe</b>												
Albania	-	5	-	-	-	-	-	-	-	-	-	5
Belarus	-	84	-	-	-	-	-	-	-	-	-	84
Bosnia	-	-	-	-	-	-	-	-	-	-	-	-
Iceland	-	-	-	-	-	-	-	-	-	-	-	-
Kosovo	-	-	-	-	-	-	-	-	-	-	-	-
Macedonia	-	3	-	-	-	-	-	-	-	-	-	3
Moldova	-	-	-	-	-	-	-	-	-	-	-	-
Montenegro	-	-	-	-	-	-	-	-	-	-	-	-
Norway	-	-	-	-	-	-	-	-	-	-	-	-
Serbia	-	-	-	-	-	-	-	-	-	-	-	-
Switzerland	6	8	-	-	-	1	-	-	-	-	6	9
UK	-	-	-	-	-	-	-	-	-	-	-	-
Ukraine	-	8	-	-	-	-	-	-	-	-	-	8
<b>Other Europe - Total</b>	<b>6</b>	<b>108</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>1</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>6</b>	<b>109</b>
<b>Other Europe - %</b>	<b>0%</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	34	60	-	-	30	51	0	0	-	-	64	111
Mexico	-	-	-	-	-	-	-	-	-	-	-	-
USA	-	-	-	-	-	-	-	-	-	-	-	-
<b>North America - Total</b>	<b>34</b>	<b>60</b>	<b>-</b>	<b>-</b>	<b>30</b>	<b>51</b>	<b>0</b>	<b>0</b>	<b>-</b>	<b>-</b>	<b>64</b>	<b>111</b>
<b>North America - %</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>1%</b>	<b>0%</b>

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

Marketing Month: 3											Crop: 2022	
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	-	-	-	-	-	-	-	-	-	-	-	-
Chile	-	-	-	-	-	-	-	-	-	-	-	-
Argentina	-	-	-	-	-	-	-	-	-	-	-	-
Colombia	-	-	-	-	-	-	-	-	-	-	-	-
Ecuador	-	-	-	-	-	-	-	-	-	-	-	-
Paraguay	-	-	-	-	-	-	-	-	-	-	-	-
Uruguay	-	-	-	-	-	-	-	-	-	-	-	-
Venezuela	-	-	-	-	-	-	-	-	-	-	-	-
<b>South America - Total</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	39	135	-	-	-	-	-	-	-	-	39	135
Morocco	-	-	-	-	-	-	-	-	-	-	-	-
Nigeria	-	-	-	-	-	-	-	-	-	-	-	-
Sudan	-	-	-	-	-	-	-	-	-	-	-	-
Tunisia	-	-	-	-	-	-	-	-	-	-	-	-
<b>North Africa - Total</b>	<b>39</b>	<b>135</b>	-	-	-	-	-	-	-	-	<b>39</b>	<b>135</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>1%</b>

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

Marketing Month: 3											Crop: 2022	
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	-	3	-	-	-	10	-	-	-	-	-	13
Dominican Republic	-	-	-	-	-	-	-	-	-	-	-	-
Kenya	-	-	-	-	-	-	-	-	-	-	-	-
Liberia	-	-	-	-	-	-	-	-	-	-	-	-
Mozambique	-	-	-	-	-	-	-	-	-	-	-	-
New Zealand	0	0	-	-	-	-	-	-	-	-	0	0
Nicaragua	-	-	-	-	-	-	-	-	-	-	-	-
Other_1	-	-	-	-	-	-	-	-	-	-	-	-
Other_2	-	-	-	-	-	-	-	-	-	-	-	-
Other_3	-	-	-	-	-	-	-	-	-	-	-	-
Other_4	-	-	-	-	-	-	-	-	-	-	-	-
Panama	-	-	-	-	-	-	-	-	-	-	-	-
Senegal	-	-	-	-	-	-	-	-	-	-	-	-
South Africa	-	-	-	-	-	-	-	-	-	-	-	-
Tanzania	-	-	-	-	-	-	-	-	-	-	-	-
Zambia	-	-	-	-	-	-	-	-	-	-	-	-
Zimbabwe	-	-	-	-	-	-	-	-	-	-	-	-
<b>Other - Total</b>	<b>0</b>	<b>3</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>10</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>0</b>	<b>13</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>5,937</b>	<b>17,202</b>	<b>300</b>	<b>1,528</b>	<b>1,478</b>	<b>3,190</b>	<b>272</b>	<b>446</b>	<b>21</b>	<b>91</b>	<b>8,008</b>	<b>22,457</b>

Compiled by: IPA based on IRI Customs Administration raw data