

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

Marketing Month: 5		Crop: 2023
Carry in from previous year		20,000
Total Production		180,000
Gross Inventory		200,000
Domestic Consumption		(10,000)
Export Shipments		(56,000)
Export Adjustments/Losses*		(12,000)
Total Consumption		(78,000)
Ending Inventory		122,000

*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 3 Years- In Tons**

Marketing Month: 5		Crop: 2023
Crop	Monthly	YTD
2023	8,598	55,990
2022	5,077	32,257
2021	7,403	62,664
2020	16,388	121,935

Market Analysis

1. Year-to-date export shipments by the 5th marketing month has reached 68,000 MT of in-shell equivalent pistachios. With an estimated 10,000 MT of domestic consumption, the remaining marketable inventory at the end of the 5th marketing month is estimated to be 122,000 MT of dried in-shell pistachios.
2. 34% of this year's estimated marketable inventory has been exported through mid-February, indicating a significant decline in exports. This ratio stood at 51% during the last bumper crop year of 2020-21. Government-imposed restrictions on export revenue is still acting as an obstacle for Iranian pistachio exports.
3. From mid-January, the foreign currency exchange rate in Iran has been rising. Meanwhile, reports indicate that the US pistachio prices have moved up since January. These two factors have contributed to making Iranian pistachios more competitive in the global markets.
4. Iranian pistachio kernels are in high demand which has resulted in a de facto price floor for Iranian in-shell pistachios. Through mid-February, Kernels and Green Kernels amounted to 42% of export shipments (in-shell equivalent, if we include closed shells as raw material for kernels) as compared to the four-year average figure of 33% for the same period.
5. The demand for Iranian Green Peeled Pistachio Kernels remains very strong. As GPPK supply from other origins was limited in the Middle East market, Iranian GPPKs are in more demand in this market compared to previous years.
6. Due to a very mild winter, it is believed that pistachio trees in most producing areas have not acquired sufficient chill hours. Further updates on the probable effect of insufficient chill on the bloom will be provided in future reports.

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

Marketing Month: 5											Crop: 2023	
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	918	9,031	552	4,527	28	66	1	26	-	11	1,498	13,662
CIS	1,654	12,013	-	-	48	440	-	11	-	976	1,702	13,439
Indian Subcontinent	1,345	7,476	-	-	656	3,271	-	-	-	861	2,001	11,608
Re-Export Markets	1,098	4,344	50	734	716	2,970	23	164	-	15	1,887	8,227
EU-27	201	1,383	24	734	351	1,638	-	498	-	9	577	4,261
Middle East	480	2,052	-	25	315	1,730	7	20	-	49	803	3,875
North America	44	232	-	-	4	125	-	1	-	-	48	358
Other Europe	45	234	-	-	-	27	-	2	-	6	45	269
North Africa	12	192	-	-	12	17	-	-	-	-	24	209
South America	-	8	-	-	8	10	-	-	-	-	8	18
Other	2	46	-	-	3	14	1	3	-	-	5	64
Total	5,799	37,011	626	6,020	2,141	10,308	32	725	-	1,927	8,598	55,990

Compiled by: IPA based on IRI Customs Administration raw data

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

Marketing Month: 5											Crop: 2023	
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	892	8,143	502	3,302	9	20	1	12	-	-	1,404	11,477
Hong Kong	-	385	-	775	1	4	-	1	-	-	1	1,165
Indonesia	-	-	-	-	-	-	-	-	-	-	-	-
Japan	-	4	-	-	8	10	-	12	-	-	8	27
Korea	-	-	-	-	4	4	-	-	-	-	4	4
Macao	-	-	-	-	-	-	-	-	-	-	-	-
Malaysia	15	54	-	-	-	7	-	-	-	-	15	61
Philippines	-	-	-	-	-	2	-	-	-	-	-	2
Singapore	10	120	-	-	2	6	-	-	-	11	12	137
Taiwan	-	-	-	-	-	-	-	-	-	-	-	-
Thailand	1	1	-	-	3	12	-	-	-	-	4	13
Vietnam	-	325	50	450	-	-	-	-	-	-	50	775
Far East - Total	918	9,031	552	4,527	28	66	1	26	-	11	1,498	13,662
Far East - %	16%	24%	0%	75%	0%	0%	0%	0%	0%	0%	17%	24%
Indian Subcontinent												
Afghanistan	250	1,054	-	-	22	136	-	-	-	28	272	1,217
Bangladesh	-	-	-	-	-	-	-	-	-	-	-	-
India	699	2,852	-	-	602	2,996	-	-	-	-	1,301	5,849
Nepal	-	-	-	-	-	-	-	-	-	-	-	-
Pakistan	396	3,570	-	-	32	138	-	-	-	833	428	4,542
Sri Lanka	-	-	-	-	-	-	-	-	-	-	-	-
Indian Subcontinent - Total	1,345	7,476	-	-	656	3,271	-	-	-	861	2,001	11,608
Indian Subcontinent - %	23%	20%	0%	0%	0%	0%	0%	0%	0%	0%	23%	21%

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

Marketing Month: 5											Crop: 2023	
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	-	-	-	-	-	-	-	-	-	-	-	-
Belgium	-	-	-	-	-	30	-	50	-	-	-	80
Bulgaria	-	-	-	-	-	-	-	-	-	-	-	-
Croatia	-	-	-	-	-	-	-	-	-	-	-	-
Cyprus	-	-	-	-	-	-	-	-	-	-	-	-
Czech Republic	-	-	-	-	-	-	-	-	-	-	-	-
Denmark	-	-	-	-	-	-	-	-	-	-	-	-
Estonia	-	-	-	-	-	-	-	-	-	-	-	-
Finland	-	-	-	-	-	-	-	-	-	-	-	-
France	-	-	-	-	-	-	-	-	-	-	-	-
Germany	174	955	-	-	270	835	-	420	-	1	443	2,211
Greece	-	-	-	-	-	-	-	-	-	-	-	-
Hungary	-	-	-	-	-	1	-	-	-	1	-	1
Ireland	-	-	-	-	-	-	-	-	-	-	-	-
Italy	-	84	24	734	56	639	-	22	-	-	80	1,479
Latvia	-	-	-	-	-	-	-	-	-	-	-	-
Lithuania	-	-	-	-	-	-	-	-	-	-	-	-
Luxembourg	-	-	-	-	-	-	-	-	-	-	-	-
Malta	-	-	-	-	-	-	-	-	-	-	-	-
Netherlands	-	4	-	-	-	1	-	-	-	-	-	5
Poland	-	-	-	-	-	15	-	-	-	7	-	22
Portugal	-	-	-	-	-	-	-	-	-	-	-	-
Romania	-	-	-	-	-	-	-	-	-	-	-	-
Slovakia	-	-	-	-	-	-	-	-	-	-	-	-
Slovenia	-	-	-	-	-	-	-	-	-	-	-	-
Spain	24	336	-	-	22	113	-	5	-	1	46	455
Sweden	4	4	-	-	4	4	-	-	-	-	8	8
EEC	-	-	-	-	-	-	-	-	-	-	-	-
EU27 - Total	201	1,383	24	734	351	1,638	-	498	-	9	577	4,261
EU27 - %	3%	4%	0%	12%	0%	0%	0%	0%	0%	0%	7%	8%

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

Marketing Month: 5											Crop: 2023	
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	1	72	-	-	2	4	-	-	-	8	3	85
Azerbaijan	20	60	-	-	-	1	-	-	-	33	20	94
Georgia	68	148	-	-	-	-	-	-	-	-	68	148
Kazakhstan	364	1,927	-	-	-	44	-	-	-	30	364	2,001
Kyrgyzstan	350	2,810	-	-	7	33	-	4	-	837	357	3,685
Russia	522	4,812	-	-	39	270	-	6	-	1	561	5,088
Tajikistan	214	1,180	-	-	-	63	-	-	-	10	214	1,253
Turkmenistan	20	71	-	-	-	-	-	-	-	35	20	105
Uzbekistan	96	933	-	-	-	24	-	-	-	23	96	980
CIS - Total	1,654	12,013	-	-	48	440	-	11	-	976	1,702	13,439
CIS - %	29%	32%	0%	0%	0%	0%	0%	0%	0%	0%	20%	24%
Middle East												
Bahrain	19	20	-	-	5	5	-	2	-	-	24	26
Iraq	153	942	-	-	113	690	-	-	-	45	265	1,677
Jordan	109	221	-	-	32	177	-	-	-	-	142	398
Kuwait	72	221	-	-	20	153	3	5	-	3	94	382
Lebanon	54	359	-	25	87	416	-	-	-	-	141	800
Oman	12	59	-	-	-	2	-	-	-	-	12	60
Qatar	12	145	-	-	8	42	4	13	-	-	24	200
Saudi Arabia	-	-	-	-	-	-	-	-	-	-	-	-
Syria	50	87	-	-	50	245	-	-	-	-	100	331
Yemen	-	-	-	-	-	-	-	-	-	-	-	-
Middle East - Total	480	2,052	-	25	315	1,730	7	20	-	49	803	3,875
Middle East - %	8%	6%	0%	0%	0%	0%	0%	0%	0%	0%	9%	7%

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

Marketing Month: 5											Crop: 2023	
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	444	2,264	50	734	321	1,480	-	28	-	15	815	4,521
UAE	654	2,080	-	-	395	1,490	23	136	-	-	1,072	3,706
REM - Total	1,098	4,344	50	734	716	2,970	23	164	-	15	1,887	8,227
REM - %	19%	12%	0%	12%	0%	0%	0%	0%	0%	0%	22%	15%
Other Europe												
Albania	-	26	-	-	-	-	-	-	-	-	-	26
Belarus	45	182	-	-	-	1	-	-	-	2	45	184
Bosnia	-	-	-	-	-	-	-	-	-	-	-	-
Iceland	-	-	-	-	-	-	-	-	-	-	-	-
Kosovo	-	-	-	-	-	-	-	-	-	-	-	-
Macedonia	-	14	-	-	-	-	-	-	-	-	-	14
Moldova	-	-	-	-	-	-	-	-	-	-	-	-
Montenegro	-	-	-	-	-	-	-	-	-	-	-	-
Norway	-	-	-	-	-	-	-	-	-	-	-	-
Serbia	-	7	-	-	-	1	-	-	-	-	-	8
Switzerland	-	6	-	-	-	2	-	1	-	-	-	9
UK	-	-	-	-	-	20	-	1	-	4	-	25
Ukraine	-	-	-	-	-	4	-	-	-	-	-	4
Other Europe - Total	45	234	-	-	-	27	-	2	-	6	45	269
Other Europe - %	1%	1%	0%	0%	0%	0%	0%	0%	0%	0%	1%	0%
North America												
Canada	44	232	-	-	4	125	-	1	-	-	48	358
Mexico	-	-	-	-	-	-	-	-	-	-	-	-
USA	-	-	-	-	-	-	-	-	-	-	-	-
North America - Total	44	232	-	-	4	125	-	1	-	-	48	358
North America - %	1%	1%	0%	0%	0%	0%	0%	0%	0%	0%	1%	1%

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

Marketing Month: 5											Crop: 2023	
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	-	8	-	-	8	10	-	-	-	-	8	18
Chile	-	-	-	-	-	-	-	-	-	-	-	-
Argentina	-	-	-	-	-	-	-	-	-	-	-	-
Colombia	-	-	-	-	-	-	-	-	-	-	-	-
Ecuador	-	-	-	-	-	-	-	-	-	-	-	-
Paraguay	-	-	-	-	-	-	-	-	-	-	-	-
Uruguay	-	-	-	-	-	-	-	-	-	-	-	-
Venezuela	-	-	-	-	-	-	-	-	-	-	-	-
South America - Total	-	8	-	-	8	10	-	-	-	-	8	18
South America - %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
North Africa												
Algeria	-	-	-	-	12	12	-	-	-	-	12	12
Egypt	-	-	-	-	-	-	-	-	-	-	-	-
Ethiopia	-	-	-	-	-	-	-	-	-	-	-	-
Libya	12	182	-	-	-	5	-	-	-	-	12	187
Morocco	-	-	-	-	-	-	-	-	-	-	-	-
Nigeria	-	-	-	-	-	-	-	-	-	-	-	-
Sudan	-	-	-	-	-	-	-	-	-	-	-	-
Tunisia	-	10	-	-	-	-	-	-	-	-	-	10
North Africa - Total	12	192	-	-	12	17	-	-	-	-	24	209
North Africa - %	0%	1%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%

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

Marketing Month: 5											Crop: 2023	
Country	Open In-Shell		Closed Shell		Kernel		GPK & Split K.		Others		Total	
	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD
Other												
Australia	2	32	-	-	3	3	1	3	-	-	5	38
Dominican Republic	-	-	-	-	-	-	-	-	-	-	-	-
Kenya	-	-	-	-	-	-	-	-	-	-	-	-
Liberia	-	-	-	-	-	-	-	-	-	-	-	-
Mozambique	-	-	-	-	-	-	-	-	-	-	-	-
New Zealand	-	1	-	-	-	-	-	-	-	-	-	1
Nicaragua	-	-	-	-	-	-	-	-	-	-	-	-
Other_1	-	14	-	-	-	12	-	-	-	-	-	26
Other_2	-	-	-	-	-	-	-	-	-	-	-	-
Other_3	-	-	-	-	-	-	-	-	-	-	-	-
Other_4	-	-	-	-	-	-	-	-	-	-	-	-
Panama	-	-	-	-	-	-	-	-	-	-	-	-
Senegal	-	-	-	-	-	-	-	-	-	-	-	-
South Africa	-	-	-	-	-	-	-	-	-	-	-	-
Tanzania	-	-	-	-	-	-	-	-	-	-	-	-
Zambia	-	-	-	-	-	-	-	-	-	-	-	-
Zimbabwe	-	-	-	-	-	-	-	-	-	-	-	-
Other - Total	2	46	-	-	3	14	1	3	-	-	5	64
Other - %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Total Iranian Export	5,799	37,012	626	6,020	2,140	10,307	31	724	-	1,927	8,597	55,989

Compiled by: IPA based on IRI Customs Administration raw data