

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

Marketing Month: 2		Crop: 2023
Carry in from previous year		20,000
Total Production		180,000
<b>Gross Inventory</b>		<b>200,000</b>
Domestic Consumption		(3,000)
Export Shipments		(26,000)
Export Adjustments/Losses*		(4,000)
<b>Total Consumption</b>		<b>(33,000)</b>
<b>Ending Inventory</b>		<b>167,000</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 3 Years- In Tons**

Marketing Month: 2		Crop: 2023
Crop	Monthly	YTD
<b>2023</b>	<b>14,781</b>	<b>26,362</b>
2022	8,570	14,449
2021	17,909	34,673
2020	38,518	63,668

**Market Analysis**

1. According to Iran Pistachio Association's post-harvest estimate, 2023 crop yielded 180,000 MT of dried in-shell pistachios. With an estimated carry-over of 20,000 MT from the previous crop, the marketable inventory at the beginning of the current marketing year stands at 200,000 MT of dried in-shell pistachios.
2. Second-month shipments reached 17,000 MT of in-shell equivalent pistachios, 8.5% of the estimated marketable inventory, which is lower than the four-year average figure (12%).
3. Iranian pistachio kernels are in high demand. This demand has resulted in a de facto price floor for Iranian in-shell pistachios.
4. During the second marketing month, Kernels and Green Kernels amounted to 29% (if we include closed shells as raw material for kernels) of this month's export shipments, as compared to the four-year average figure of 21% for the same month.
5. Iranian Green Peeled Pistachio Kernels are in high demand. As GPPK supply from other origins was limited in the Middle East market, Iranian GPPKs are facing less competition in this market compared to previous years.

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

Marketing Month: 2											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
CIS	3,634	6,820	-	-	98	145	6	6	471	805	4,210	7,776
Far East	2,912	4,573	1,550	2,350	14	23	5	7	-	-	4,480	6,953
Indian Subcontinent	1,515	3,389	-	-	551	927	-	-	298	619	2,363	4,936
Re-Export Markets	771	1,665	364	436	479	1,020	21	68	10	10	1,646	3,199
Middle East	402	867	-	-	343	712	2	5	17	41	764	1,626
EU-27	316	558	242	242	366	503	183	248	0	1	1,107	1,551
North America	77	78	-	-	33	33	-	0	-	-	111	112
North Africa	38	101	-	-	-	-	-	-	-	-	38	101
Other Europe	55	91	-	-	-	2	0	1	2	4	57	98
South America	-	-	-	-	-	-	-	-	-	-	-	-
Other	5	9	-	-	0	0	0	0	0	0	6	10
<b>Total</b>	9,725	18,151	2,156	3,028	1,884	3,365	218	336	798	1,481	14,781	26,362

Compiled by: IPA based on IRI Customs Administration raw data

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

Marketing Month: 2											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
<b>Far East</b>												
China	2,526	3,951	950	1,250	4	8	2	3	-	-	3,482	5,212
Hong Kong	200	312	400	775	-	3	-	-	-	-	600	1,090
Indonesia	-	-	-	-	-	-	-	-	-	-	-	-
Japan	-	-	-	-	-	-	3	4	-	-	3	4
Korea	-	-	-	-	-	-	-	-	-	-	-	-
Macao	-	-	-	-	-	-	-	-	-	-	-	-
Malaysia	12	12	-	-	5	5	0	0	-	-	17	17
Philippines	-	-	-	-	2	2	-	-	-	-	2	2
Singapore	49	73	-	-	2	2	-	-	-	-	51	75
Taiwan	-	-	-	-	-	-	-	0	-	-	-	0
Thailand	-	-	-	-	1	3	-	-	-	-	1	3
Vietnam	125	225	200	325	-	-	-	-	-	-	325	550
<b>Far East - Total</b>	<b>2,912</b>	<b>4,573</b>	<b>1,550</b>	<b>2,350</b>	<b>14</b>	<b>23</b>	<b>5</b>	<b>7</b>	<b>-</b>	<b>-</b>	<b>4,480</b>	<b>6,953</b>
<b>Far East - %</b>	<b>30%</b>	<b>25%</b>	<b>0%</b>	<b>78%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>30%</b>	<b>26%</b>
<b>Indian Subcontinent</b>												
Afghanistan	333	485	-	-	57	74	-	-	9	18	399	577
Bangladesh	-	-	-	-	-	-	-	-	-	-	-	-
India	674	1,280	-	-	478	805	-	-	-	-	1,152	2,085
Nepal	-	-	-	-	-	-	-	-	-	-	-	-
Pakistan	508	1,624	-	-	16	48	-	-	288	602	812	2,273
Sri Lanka	-	-	-	-	-	-	-	-	-	-	-	-
<b>Indian Subcontinent - Total</b>	<b>1,515</b>	<b>3,389</b>	<b>-</b>	<b>-</b>	<b>551</b>	<b>927</b>	<b>-</b>	<b>-</b>	<b>298</b>	<b>619</b>	<b>2,363</b>	<b>4,936</b>
<b>Indian Subcontinent - %</b>	<b>16%</b>	<b>19%</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>16%</b>	<b>19%</b>

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

Marketing Month: 2											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
<b>EU27</b>												
Austria	-	-	-	-	-	-	-	-	-	-	-	-
Belgium	-	-	-	-	20	20	20	40	-	-	40	60
Bulgaria	-	-	-	-	-	-	-	-	-	-	-	-
Croatia	-	-	-	-	-	-	-	-	-	-	-	-
Cyprus	-	-	-	-	-	-	-	-	-	-	-	-
Czech Republic	-	-	-	-	-	-	-	-	-	-	-	-
Denmark	-	-	-	-	-	-	-	-	-	-	-	-
Estonia	-	-	-	-	-	-	-	-	-	-	-	-
Finland	-	-	-	-	-	-	-	-	-	-	-	-
France	-	-	-	-	-	-	-	-	-	-	-	-
Germany	160	305	-	-	156	227	163	208	0	1	479	741
Greece	-	-	-	-	-	-	-	-	-	-	-	-
Hungary	-	-	-	-	-	-	-	-	-	-	-	-
Ireland	-	-	-	-	-	-	-	-	-	-	-	-
Italy	84	84	242	242	168	212	-	-	-	-	494	538
Latvia	-	-	-	-	-	-	-	-	-	-	-	-
Lithuania	-	-	-	-	-	-	-	-	-	-	-	-
Luxembourg	-	-	-	-	-	-	-	-	-	-	-	-
Malta	-	-	-	-	-	-	-	-	-	-	-	-
Netherland	-	-	-	-	-	-	-	-	-	-	-	-
Poland	-	-	-	-	-	-	-	-	-	-	-	-
Portugal	-	-	-	-	-	-	-	-	-	-	-	-
Romania	-	-	-	-	-	-	-	-	-	-	-	-
Slovakia	-	-	-	-	-	-	-	-	-	-	-	-
Slovenia	-	-	-	-	-	-	-	-	-	-	-	-
Spain	72	168	-	-	22	43	-	-	0	0	94	212
Sweden	-	-	-	-	-	-	-	-	-	-	-	-
EEC	-	-	-	-	-	-	-	-	-	-	-	-
<b>EU27 - Total</b>	<b>316</b>	<b>558</b>	<b>242</b>	<b>242</b>	<b>366</b>	<b>503</b>	<b>183</b>	<b>248</b>	<b>0</b>	<b>1</b>	<b>1,107</b>	<b>1,551</b>
<b>EU27 - %</b>	<b>3%</b>	<b>3%</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>7%</b>	<b>6%</b>

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

Marketing Month: 2											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
<b>CIS</b>												
Armenia	48	48	-	-	-	-	-	-	2	2	50	50
Azerbaijan	20	22	-	-	-	1	-	-	23	32	43	54
Georgia	20	40	-	-	-	-	-	-	-	-	20	40
Kazakhstan	457	808	-	-	-	-	-	-	30	30	487	838
Kyrgyzstan	453	1,606	-	-	-	5	-	-	409	730	862	2,341
Russia	2,025	3,324	-	-	98	140	6	6	-	-	2,129	3,469
Tajikistan	212	467	-	-	-	1	-	-	-	-	212	467
Turkmenistan	18	28	-	-	-	-	-	-	7	12	25	40
Uzbekistan	382	478	-	-	-	-	-	-	-	-	382	478
<b>CIS - Total</b>	<b>3,634</b>	<b>6,820</b>	-	-	<b>98</b>	<b>145</b>	<b>6</b>	<b>6</b>	<b>471</b>	<b>805</b>	<b>4,210</b>	<b>7,776</b>
<b>CIS - %</b>	<b>37%</b>	<b>38%</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>28%</b>	<b>29%</b>
<b>Middle East</b>												
Bahrain	-	-	-	-	-	-	1	1	-	0	1	1
Iraq	127	492	-	-	171	328	-	-	16	38	314	858
Jordan	50	50	-	-	10	52	-	-	-	-	60	102
Kuwait	28	48	-	-	40	47	-	-	1	3	69	98
Lebanon	108	148	-	-	53	156	-	-	-	-	161	304
Oman	24	30	-	-	-	2	-	-	-	-	24	32
Qatar	56	80	-	-	3	18	1	4	-	0	59	102
Saudi Arabia	-	-	-	-	-	-	-	-	-	-	-	-
Syria	9	20	-	-	66	110	-	-	-	-	75	130
Yemen	-	-	-	-	-	-	-	-	-	-	-	-
<b>Middle East - Total</b>	<b>402</b>	<b>867</b>	-	-	<b>343</b>	<b>712</b>	<b>2</b>	<b>5</b>	<b>17</b>	<b>41</b>	<b>764</b>	<b>1,626</b>
<b>Middle East - %</b>	<b>4%</b>	<b>5%</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>5%</b>	<b>6%</b>

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

Marketing Month: 2											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
<b>Re-Export Markets</b>												
Turkey	491	997	364	436	330	629	-	20	10	10	1,196	2,092
UAE	281	668	-	-	149	391	21	48	-	-	450	1,107
<b>REM - Total</b>	<b>771</b>	<b>1,665</b>	<b>364</b>	<b>436</b>	<b>479</b>	<b>1,020</b>	<b>21</b>	<b>68</b>	<b>10</b>	<b>10</b>	<b>1,646</b>	<b>3,199</b>
<b>REM - %</b>	<b>8%</b>	<b>9%</b>	<b>0%</b>	<b>14%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>11%</b>	<b>12%</b>
<b>Other Europe</b>												
Albania	21	26	-	-	-	-	-	-	-	-	21	26
Belarus	21	43	-	-	-	-	-	-	-	-	21	43
Bosnia	-	-	-	-	-	-	-	-	-	-	-	-
Iceland	-	-	-	-	-	-	-	-	-	-	-	-
Kosovo	-	-	-	-	-	-	-	-	-	-	-	-
Macedonia	8	14	-	-	-	-	-	-	-	-	8	14
Moldova	-	-	-	-	-	-	-	-	-	-	-	-
Montenegro	-	-	-	-	-	-	-	-	-	-	-	-
Norway	-	-	-	-	-	-	-	-	-	-	-	-
Serbia	-	3	-	-	-	-	-	-	-	-	-	3
Switzerland	6	6	-	-	-	1	-	-	-	0	6	7
UK	-	-	-	-	-	-	0	1	2	4	3	5
Ukraine	-	-	-	-	-	1	-	-	-	-	-	1
<b>Other Europe - Total</b>	<b>55</b>	<b>91</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>2</b>	<b>0</b>	<b>1</b>	<b>2</b>	<b>4</b>	<b>57</b>	<b>98</b>
<b>Other Europe - %</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>0%</b>
<b>North America</b>												
Canada	77	78	-	-	33	33	-	0	-	-	111	112
Mexico	-	-	-	-	-	-	-	-	-	-	-	-
USA	-	-	-	-	-	-	-	-	-	-	-	-
<b>North America - Total</b>	<b>77</b>	<b>78</b>	<b>-</b>	<b>-</b>	<b>33</b>	<b>33</b>	<b>-</b>	<b>0</b>	<b>-</b>	<b>-</b>	<b>111</b>	<b>112</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: 2											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
<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	38	101	-	-	-	-	-	-	-	-	38	101
Morocco	-	-	-	-	-	-	-	-	-	-	-	-
Nigeria	-	-	-	-	-	-	-	-	-	-	-	-
Sudan	-	-	-	-	-	-	-	-	-	-	-	-
Tunisia	-	-	-	-	-	-	-	-	-	-	-	-
<b>North Africa - Total</b>	<b>38</b>	<b>101</b>	-	-	-	-	-	-	-	-	<b>38</b>	<b>101</b>
<b>North Africa - %</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>

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

Marketing Month: 2											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
<b>Other</b>												
Australia	5	9	-	-	0	0	0	0	0	0	6	9
Dominican Republic	-	-	-	-	-	-	-	-	-	-	-	-
Kenya	-	-	-	-	-	-	-	-	-	-	-	-
Liberia	-	-	-	-	-	-	-	-	-	-	-	-
Mozambique	-	-	-	-	-	-	-	-	-	-	-	-
New Zealand	-	1	-	-	-	-	-	-	-	-	-	1
Nicaragua	-	-	-	-	-	-	-	-	-	-	-	-
Other_1	-	-	-	-	-	-	-	-	-	-	-	-
Other_2	-	-	-	-	-	-	-	-	-	-	-	-
Other_3	-	-	-	-	-	-	-	-	-	-	-	-
Other_4	-	-	-	-	-	-	-	-	-	-	-	-
Panama	-	-	-	-	-	-	-	-	-	-	-	-
Senegal	-	-	-	-	-	-	-	-	-	-	-	-
South Africa	-	-	-	-	-	-	-	-	-	-	-	-
Tanzania	-	-	-	-	-	-	-	-	-	-	-	-
Zambia	-	-	-	-	-	-	-	-	-	-	-	-
Zimbabwe	-	-	-	-	-	-	-	-	-	-	-	-
<b>Other - Total</b>	5	9	-	-	0	0	0	0	0	0	6	10
<b>Other - %</b>	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>Total Iranian Export</b>	<b>9,725</b>	<b>18,151</b>	<b>2,156</b>	<b>3,028</b>	<b>1,884</b>	<b>3,365</b>	<b>218</b>	<b>336</b>	<b>798</b>	<b>1,481</b>	<b>14,781</b>	<b>26,362</b>

Compiled by: IPA based on IRI Customs Administration raw data