

YAKIMA CHIEF HOPS & NEW ZEALAND HOPS LTD.

GLOBAL PARTNERSHIP FACT SHEET

SUMMARY

This fall, Yakima Chief Hops (YCH) and New Zealand Hops Ltd. (NZ Hops) entered a Global Preferred Partnership. These two organizations that share values of being grower-led organizations look to change the industry with a partnership that means immediate ease of access to NZ Hops to breweries around the world, but also a long-term look to much bigger and exciting cooperation down the road.

Learn more on Yakima Chief Hops Blog – www.yakimachief.com/commercial/hop-wire/nz-hops-partnership

FAQ'S

WHAT IS A GLOBAL PARTNERSHIP?

A Global Partnership is more than just a distributor relationship. YCH will begin the sale of NZ Hops to breweries whether on spot or contract but will look to tackle much larger partnership goals in the years to come, both on the grower side as well as products and varieties!

WHERE WILL NZ HOPS BE AVAILABLE BY YCH?

YCH will sell NZ Hops to any brewery around the world where we currently operate. These will also be available through our distributor partners we work with in the market. Whether you are in US, Canada, Mexico, Central America, South America, Europe, Asia and anywhere else YCH will look to sell NZ Hops in your market.

WHAT NZ HOPS PRODUCTS ARE AVAILABLE VIA YCH?

YCH will be selling T-90 pellets produced by NZ Hops. However, if you are looking for whole cone hops, you can secure these on contract as well.

WILL NZ HOPS BE AVAILABLE IN CRYO HOPS® BRAND PELLETS?

For 2022 Crop Year YCH will be carrying T-90 pellets only, however, look to contract for and purchase Cryo Hops® as soon as 2023 New Zealand harvest season. YCH plans to produce the following varieties into Cryo Hops® - Nelson Sauvín™, Motueka™, Wai-iti™, Wakatu™, Riwaka™, and Nectarón®.

WILL NZ HOPS VARIETIES BE AVAILABLE FOR HOP SELECTION VIA YCH?

YCH will offer selection in partnership with NZ Hops in New Zealand and follow the current guidelines observed by NZ hops on criteria they set.

WHEN IS THE NEW ZEALAND HARVEST SEASON?

Being positioned in the Southern Hemisphere, the New Zealand harvest season is opposite of the Pacific Northwest and takes place from the end of February through March.

WILL YCH PROVIDE AROMA AND OIL INFORMATION AS WELL AS SENSORY CHARTS, GRAPHS AND SURVIVABLE CHARTS AS THEY CURRENTLY DO FOR DOMESTIC VARIETIES?

YCH will be supporting all NZ Hops varieties that we sell the same way we currently support all our varieties and products with pertinent aroma and sensory data.

HOW SOON WILL NZ HOPS BE AVAILABLE TO ME VIA YCH?

Immediately! YCH currently has stock of most 2022 varieties provided by NZ Hops and will look to offer those for spot and contract as well as for future crop years.

WHAT PACKAGE SIZES ARE AVAILABLE VIA YCH?

YCH will carry NZ Hops in 1x20kg/ 44lb packages, as well as 4x5kg/44lb packages and are looking to explore 1x5kg/11lb packages for the future.

WHAT NZ HOP VARIETIES WILL BE AVAILABLE VIA YCH?

YCH will carry all available varieties grown and produced by NZ Hops. This will include both conventional as well as Organic varieties.

Variety	Crop 2022	Crop Year 2023 - Forward	Organics, Crop Year 2023 - Forward
Nelson Sauvín™	X	X	X
Motueka™	X	X	X
Wai-iti™	X	X	X
Wakatu™	X	X	X
Moutere™	X	X	
Waimea™	X	X	
Southern Cross™	X	X	
Kohatu™	X	X	
Rakau™		X	X
Riwaka™		X	
Nectarón®		X	X
Pacific Gem™			X

ARE MAC HOPS AND NZ HOPS THE SAME PRODUCT?

YCH will continue to carry Mac Hops purchased grower direct and processed in YCH facilities in the US. NZ Hops will be a separate additional supply and YCH is proud to carry both into the future.

WHO ARE THE KEY PEOPLE TO KNOW IN THIS ARRANGEMENT?

[Yakima Chief Hops](#): A 100% grower-owned network of family hop farms, Yakima Chief Hops is uniquely positioned to establish strong relationships between the growers who supply our quality hops and the brewing customers who utilize our products in their beers. Our Mission is to connect family hop farms with the world's finest brewers, providing the highest quality hop products and uncompromising service for the ultimate benefit of our customers, employees, and growers. Visit our website at www.yakimachief.com

[New Zealand Hops](#): We are a co-operative of Master Growers, built on family values, whose legend and cultivars have been crafted for over 150 years with creativity and passion, aiming to be the most revered supplier of hops to the world. Visit our website at <https://nzhops.co.nz/>