



2012

STATISTICAL REPORT

RELEASED JANUARY 2013

PRESENTED BY
HOP GROWERS OF AMERICA



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Conversions used while compiling
the data presented in this document:

1 hectare = 2.4711 acres
1 acre = 0.405 hectares
1 kilogram = 2.2046 pounds
1 pound = 0.45 kilograms
1 metric tonne = 2204.6 pounds
1 hectoliter = 21.997 gallons
1 zentner = 110.23 pounds

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U.S. HOP ACREAGE BY STATE AND VARIETY (FIVE YEARS)

STATE & VARIETY	ACRES HARVESTED					2011-12
	2008	2009	2010	2011	2012	% +/-
IDAHO						
Total Idaho	3,933	4,030	2,331	2,265	2,423	6.98%
OREGON						
Cascade	76	152	122	263	346	31.56%
Centennial	*	*	*	*	208	
Golding	135	*	*	*	*	
Liberty	*	*	*	108	83	-23.15%
Magnum	*	*	*	64	58	-9.38%
Millennium	343	344	*	*	*	
Mt. Hood	186	158	188	214	226	5.61%
Nugget	2,135	1,773	1,356	1,438	1,619	12.59%
Perle	*	*	*	98	*	
Sterling	95	101	87	86	*	
Super Galena®	*	177	134	241	175	-27.39%
Tettnanger	*	*	*	70	61	-12.86%
Willamette	2,593	2,469	1,452	779	905	16.17%
Other	807	934	1,283	841	789	-6.18%
Total Oregon	6,370	6,108	4,622	4,202	4,470	6.38%
WASHINGTON						
Ahtanum	*	*	*	*	176	
Apollo®	698	747	827	885	874	-1.24%
Bravo®	222	335	414	593	528	-10.96%
Cascade	2,073	2,019	1,728	2,108	2,693	27.75%
Centennial	253	298	357	641	1,478	130.58%
Chelan	739	762	*	*	*	
Chinook	285	384	443	572	1,215	112.41%
Citra™	*	98	113	239	538	125.10%
Cluster	420	501	392	482	546	13.28%
Columbus/Tomahawk®	4,891	4,858	3,401	2,947	2,523	-14.39%
Crystal	*	*	*	*	154	
Galena	2,584	2,412	1,920	1,415	954	-32.58%
Glacier	56	70	61	44	56	27.27%
Golding	38	42	*	*	*	
Millennium	716	557	555	403	397	-1.49%
Mt. Hood	29	96	62	95	120	26.32%
Northern Brewer	*	92	94	159	120	-24.53%
Nugget	1,086	1,028	829	861	875	1.63%
Simcoe	129	183	237	495	940	89.90%
Summit® ²	2,403	3,238	*	2,477	2,721	9.85%
Super Galena®	793	839	886	990	959	-3.13%
Tettnanger	*	*	*	*	76	
Vanguard	*	*	*	*	59	
Willamette	4,664	2,719	1,734	894	692	-22.60%
YCR-4 - Palisade®	307	351	373	308	264	-14.29%
YCR-5 - Warrior®	394	301	296	260	195	-25.00%
Zeus	6,779	6,544	4,440	4,159	3,253	-21.78%
Other* ²	1,036	1,212	5,174	2,293	2,634	14.87%
Total Washington	30,595	29,686	24,336	23,320	25,040	7.38%
Total United States ³	40,898	39,824	31,289	29,787	31,933	7.20%

SOURCE: USDA-NASS and ADHA. Prepared by HGA.

* Included in the category "Other" to avoid disclosure of individual operations.

² An estimate for Summit acreage provided by the American Dwarf Hop Association is reported as a separate variety in this chart, deducting that acreage from the "Other" acreage reported by NASS for 2008, 2009, 2011, and 2012.

U.S. HOP YIELDS BY STATE AND VARIETY (FIVE YEARS)

STATE & VARIETY	YIELDS (POUNDS PER ACRE)					2011-12
	2008	2009	2010	2011	2012	% +/-
IDAHO						
Total Idaho	1,841	1,943	2,129	2,408	1,745	-27.53%
OREGON						
Cascade	1,068	1,741	1,680	1,616	1,802	11.51%
Centennial	*	*	*	*	1,779	
Golding	1,307	*	*	*	1,527	
Liberty	*	*	*	1,326	2,519	89.97%
Magnum	*	*	*	1,928	1,737	-9.91%
Millennium	2,179	2,552	*	*	*	
Mt. Hood	1,552	1,671	1,640	1,890	1,737	-8.10%
Nugget	1,758	2,548	2,119	2,317	2,071	-10.62%
Perle	*	*	*	1,622	*	
Sterling	1,667	1,684	1,644	1,915	*	
Super Galena®	*	2,563	2,421	2,263	2,763	22.09%
Tettnanger	*	*	*	1,634	1,493	
Willamette	1,539	1,561	1,535	1,716	1,663	-3.09%
Other	995	1,601	1,711	1,511	1,690	11.85%
Total Oregon	1,569	1,948	1,791	1,908	1,885	-1.21%
WASHINGTON						
Ahtanum	*	*	*	*	1,489	
Apollo®	2,229	2,941	2,778	2,758	2,655	-3.73%
Bravo®	2,340	2,397	2,566	2,609	2,647	1.46%
Cascade	1,781	2,120	1,905	1,955	1,854	-5.17%
Centennial	1,452	1,490	1,791	1,403	1,354	-3.49%
Chelan	2,178	2,680	*	*	*	
Chinook	1,775	1,819	1,963	1,718	1,699	-1.11%
Citra™	*	836	1,930	1,812	1,342	-25.94%
Cluster	2,038	2,370	2,060	2,019	1,965	-2.67%
Columbus/Tomahawk®	2,585	2,790	2,350	2,519	2,280	-9.49%
Crystal	*	*	*	*	1,184	
Galena	1,826	1,852	1,810	1,821	1,742	-4.34%
Glacier	1,795	2,093	1,943	2,182	1,461	-33.04%
Golding	1,385	826	*	*	*	
Millennium	2,440	2,465	2,185	2,562	2,017	-21.27%
Mt. Hood	1,572	1,570	1,211	838	1,264	50.84%
Northern Brewer	*	753	1,270	1,698	1,443	-15.02%
Nugget	2,068	2,060	1,808	1,969	1,679	-14.73%
Simcoe	1,758	2,137	1,698	1,779	1,679	-5.62%
Summit®	1,724	2,687	*	2,705	2,084	-22.96%
Super Galena®	2,104	3,186	2,622	3,041	2,645	-13.02%
Tettnanger	*	*	*	*	1,003	
Vanguard	*	*	*	*	1,280	
Willamette	1,351	1,455	1,350	1,510	1,359	-10.00%
YCR4 - Palisade®	2,091	2,756	2,431	2,562	2,356	-8.04%
YCR5 - Warrior®	1,846	2,110	1,778	2,061	1,968	-4.51%
Zeus	2,618	3,387	2,678	2,572	2,390	-7.08%
Other	1,233	1,567	1,968	1,210	1,455	20.25%

SOURCE: USDA-NASS and ADHA. Prepared by HGA.

* included in the category "Other" to avoid disclosure of individual operations.

A yield estimate for Summit provided by the American Dwarf Hop Association is provided as a separately reported variety in this chart, deducting that amount from the "Other" yields reported by NASS for 2008, 2009, 2011, and 2012.

U.S. HOP PRODUCTION BY STATE AND VARIETY (FIVE YEARS)

STATE & VARIETY	HOP PRODUCTION (POUNDS)					2011-12
	2008	2009	2010	2011	2012	% +/-
IDAHO						
Total Idaho	7,239,800	7,829,100	4,962,600	5,454,100	4,227,600	-22.49%
OREGON						
Cascade	81,200	264,600	205,000	425,000	623,500	46.71%
Centennial	*	*	*	*	370,000	
Golding	176,400	*	*	*	*	
Liberty	*	*	*	143,200	126,700	-11.52%
Magnum	*	*	*	123,400	146,100	18.40%
Millennium	747,400	877,900	*	*	*	
Mt. Hood	288,600	264,000	308,300	404,500	392,600	-2.94%
Nugget	3,753,200	4,517,100	2,873,200	3,332,100	3,353,500	0.64%
Perle				159,000	*	
Sterling	158,400	170,100	143,000	164,700	*	
Super Galena®	*	453,700	324,400	545,500	483,600	-11.35%
Tettnanger	*	*	*	114,400	91,100	-20.37%
Willamette	3,989,600	3,853,900	2,228,300	1,337,000	1,504,700	12.54%
Other	802,800	1,495,400	2,195,400	1,270,600	1,333,500	4.95%
Total Oregon	9,997,600	11,896,700	8,277,600	8,019,400	8,425,300	5.06%
WASHINGTON						
Ahtanum	*	*	*	*	262,000	
Apollo®	1,555,800	2,196,900	2,297,400	2,440,400	2,320,600	-4.91%
Bravo®	519,500	803,000	1,062,300	1,547,200	1,397,400	-9.68%
Cascade	3,692,000	4,280,300	3,291,800	4,121,300	4,993,000	21.15%
Centennial	367,400	444,000	639,400	899,400	2,001,000	122.48%
Chelan	1,609,500	2,042,200	*	*	*	
Chinook	505,900	698,500	869,600	982,800	2,064,200	110.03%
Citra™	*	81,900	218,100	433,100	721,900	66.68%
Cluster	856,000	1,187,400	807,500	973,300	1,073,000	10.24%
Columbus/Tomahawk®	12,643,200	13,553,800	7,992,400	7,422,400	5,751,700	-22.51%
Crystal	*	*	*	*	182,300	
Galena	4,718,400	4,467,000	3,475,200	2,576,200	1,662,000	-35.49%
Glacier	100,500	146,500	118,500	96,000	81,800	-14.79%
Golding	52,600	34,700	*	*	*	
Millennium	1,747,000	1,373,000	1,212,700	1,032,400	800,800	-22.43%
Mt. Hood	45,600	150,700	75,100	79,600	151,700	90.58%
Northern Brewer	*	69,300	119,400	270,000	173,100	-35.89%
Nugget	2,245,800	2,117,700	1,498,800	1,695,100	1,468,700	-13.36%
Simcoe®	226,800	391,100	402,400	880,800	1,578,000	79.16%
Summit®	4,143,000	8,700,568	*	6,702,506	5,670,361	-15.40%
Super Galena®	1,668,500	2,673,100	2,323,100	3,010,600	2,536,400	-15.75%
Tettnanger	*	*	*	*	76,200	
Vanguard	*	*	*	*	75,500	
Willamette	6,301,100	3,956,100	2,340,900	1,350,000	940,400	-30.34%
YCR4 - Palisade®	641,900	967,400	906,800	789,100	622,100	-21.16%
YCR5 - Warrior®	727,300	635,100	526,300	535,900	383,800	-28.38%
Zeus	17,747,400	22,164,500	11,890,300	10,695,900	7,775,900	-27.30%
Other	1,277,500	1,899,232	10,184,400	2,774,094	3,832,439	38.15%
Total Washington	63,392,700	75,034,000	52,252,400	51,308,100	48,596,300	-5.29%
Total United States	80,630,100	94,759,800	65,492,600	64,781,600	61,249,200	-5.45%

SOURCE: USDA-NASS and ADHA. Prepared by HGA.

* included in the category "Other" to avoid disclosure of individual operations.

A production estimate for Summit provided by the American Dwarf Hop Association is provided as a separately reported variety in this chart, deducting that amount from the "Other" production reported by NASS for 2008, 2009, 2011, and 2012.

U.S. HOP ACREAGE BY STATE (10 YEARS - IN ACRES)

YEAR	WASHINGTON	OREGON	IDAHO	TOTAL
2003	19,492	5,748	3,429	28,669
2004	19,382	5,107	3,253	27,742
2005	21,013	5,163	3,287	29,463
2006	21,532	5,036	2,797	29,365
2007	22,745	5,270	2,896	30,911
2008	30,595	6,370	3,933	40,898
2009	29,686	6,108	4,030	39,824
2010	24,336	4,622	2,331	31,289
2011	23,320	4,202	2,265	29,787
2012	25,040	4,470	2,423	31,933

SOURCE: USDA-NASS. Prepared by HGA.

U.S. AVERAGE HOP YIELD (TEN YEARS)

YEAR	POUNDS PER ACRE			
	WASHINGTON	OREGON	IDAHO	TOTAL U.S.
2003	2,050	1,626	1,536	1,903
2004	2,137	1,686	1,588	1,990
2005	1,878	1,560	1,640	1,796
2006	2,058	1,757	1,613	1,964
2007	2,049	1,811	1,417	1,949
2008	2,072	1,569	1,841	1,971
2009	2,528	1,948	1,943	2,383
2010	2,147	1,791	2,129	2,093
2011	2,200	1,908	2,408	2,175
2012	1,941	1,885	1,745	1,918

SOURCE: USDA-NASS. Prepared by HGA.

U.S. HOPS: SEASON AVERAGE PRICE & TOTAL CROP VALUE

Marketing Year	SEASON AVERAGE PRICE				U.S.	Total Crop
	Washington	Oregon	Idaho	U.S.	Production	Value
	----- (\$ / pound) -----				(Lbs. x 1,000)	(x 1,000)
2003	\$1.79	\$2.32	\$1.62	\$1.86	54,565	\$101,637
2004	\$1.83	\$2.31	\$1.60	\$1.88	55,203	\$103,969
2005	\$1.86	\$2.56	\$1.63	\$1.94	52,914	\$102,818
2006	\$1.98	\$2.60	\$1.61	\$2.05	57,672	\$118,008
2007	\$2.94	\$3.31	\$2.77	\$2.99	60,253	\$179,978
2008	\$4.08	\$3.75	\$4.00	\$4.03	80,630	\$325,092
2009	\$3.54	\$3.63	\$3.75	\$3.57	94,678	\$337,874
2010	\$3.11	\$3.96	\$3.89	\$3.28	65,493	\$214,589
2011	\$3.06	\$3.79	\$2.93	\$3.14	64,782	\$203,378
2012	\$3.19	\$3.99	\$2.69	\$3.27	61,249	\$200,011

SOURCE: USDA-NASS. Prepared by HGA.

2012 HOP INSPECTION REPORT

TABLE 1. Total Number of Bales Inspected – Weighted Average of Leaf & Stem in Parenthesis

YEAR	WASHINGTON (%)	OREGON (%)	IDAHO (%)	TOTAL (%)
2008	302,122 (0.34)	45,321 (0.22)	21,397 (0.03)	368,840 (0.31)
2009	356,581 (0.12)	53,178 (0.25)	27,328 (0.15)	437,087 (0.14)
2010	259,380 (0.17)	41,384 (0.15)	24,000 (0.04)	326,764 (0.16)
2011	254,385 (0.14)	40,093 (0.09)	27,251 (0.02)	321,729 (0.12)
2012	236,025 (0.33)	45,321 (0.16)	21,397 (0.05)	368,840 (0.29)

TABLE 2. Number of Bales in Each Leaf & Stem Category – 2012

	0%	1%	2%	3%	4%	5%	6%	7%	TOTAL
WA	170,639	54,932	8,465	1,232	654	3	100	-	236,025
OR	34,535	3,707	621	319	51	-	-	-	39,233
ID	18,443	869	-	-	-	-	-	-	19,312
Total	223,617	59,508	9,086	1,551	705	3	100	-	294,570
% of Total	85%	12%	2%	0%	0%	0%	0%	0%	100%

TABLE 3. Number of Bales in Each Seed Category – 2012

	0%	1%	2%	3%	4%	5%	6%	7+%	TOTAL
WA	148,676	58,561	17,687	7,565	2,425	680	348	83	236,025
OR	16,901	6,946	5,852	3,780	2,798	712	948	1,296	39,233
ID	18,099	625	389	199	0	0	0	0	19,312
Total	183,676	66,132	23,928	11,544	5,223	1,392	1,296	1,379	294,570
% of Total	67%	15%	8%	5%	3%	1%	1%	1%	100%

SOURCE: USDA-GIPSA (Federal Grain Inspection Service).

U.S. HOP LEAF, STEM & SEED CONTENT PERCENTAGE (10 YEARS)

Year	WASHINGTON Leaf & Stem	OREGON Leaf & Stem	IDAHO Leaf & Stem	U.S. AVERAGE Leaf & Stem	% Seed Content
2003	0.06	0.12	0.05	0.11	0.50
2004	0.11	0.28	0.01	0.07	0.56
2005	0.08	0.18	0.01	0.10	0.80
2006	0.09	0.16	0.14	0.15	0.56
2007	0.18	0.20	0.23	0.19	0.83
2008	0.34	0.22	0.03	0.31	1.85
2009	0.12	0.25	0.15	0.14	0.82
2010	0.17	0.15	0.04	0.16	1.31
2011	0.14	0.09	0.02	0.12	1.34
2012	0.33	0.16	0.05	0.29	0.66

SOURCE: USDA-GIPSA (Federal Grain Inspection Service). Prepared by HGA.

IHGC AROMA ACREAGE (FIVE YEARS)

COUNTRY	AROMA ACREAGE (IN ACRES)					2011-12
	2008	2009	2010	2011	2012	% +/-
Australia	82	67	79	119	128	8.33%
Austria	479	474	460	479	477	-0.52%
Belgium	126	126	126	148	175	18.33%
China	1,433	1,433	1,433	946	853	-9.92%
Czech Rep.	12,486	12,316	12,215	10,791	10,413	-3.50%
France	1,814	1,068	983	892	922	3.32%
Germany	25,386	23,673	23,844	23,569	22,489	-4.58%
New Zealand	531	568	568	655	655	0.00%
Poland*	1,905	1,905	1,008	1,008	988	-1.96%
Romania		183	158	151	151	0.00%
Russia*	376	376	855	208	208	0.00%
Serbia*	84	84	84	84	84	0.00%
Slovakia	531	581	566	549	529	-3.60%
Slovenia	3,615	3,581	3,210	3,168	2,634	-16.85%
South Africa*	0	0	0	0	0	0.00%
Spain*	0	0	0	0	0	0.00%
Ukraine	1,606	1,589	1,663	1,268	853	-32.75%
UK - England	1,977	2,002	2,019	1,984	1,965	-1.00%
USA	15,182	13,425	10,811	11,921	15,558	30.51%
IHGC Total	67,614	63,450	60,082	57,940	59,082	1.97%

*Countries with partial provided report updates for the IHGC. Missing figures were used from previous reports or from IHGC estimates.

SOURCE: IHGC Economic Commission annual reports.

Numbers may not total exactly due to rounding and standard/metric conversions.

IHGC ALPHA ACREAGE (FIVE YEARS)

COUNTRY	ALPHA ACREAGE (IN ACRES)					2011-12
	2008	2009	2010	2011	2012	% +/-
Australia	1,114	1,203	1,028	1,006	988	-1.72%
Austria	32	54	79	94	94	0.00%
Belgium	334	334	334	297	215	-27.50%
China	12,889	12,889	12,889	10,070	9,108	-9.55%
Czech Rep.	178	163	183	161	151	-6.15%
France	94	99	111	156	163	4.76%
Germany	17,883	20,228	20,906	20,248	18,397	-9.14%
New Zealand	371	420	371	284	247	-13.04%
Poland*	3,613	3,613	3,361	3,361	2,471	-26.47%
Romania		428	425	428	445	4.05%
Russia*	168	168	183	133	133	0.00%
Serbia*	62	82	82	82	82	0.00%
Slovakia	0	0	0	0	0	0.00%
Slovenia	171	168	138	178	91	-48.61%

South Africa*	1,097	1,189	1,216	1,216	1,216	0.00%
Spain*	1,149	1,156	1,211	1,260	1,260	0.00%
Ukraine	724	808	588	297	208	-30.00%
UK - England	642	667	623	766	633	-17.42%
USA	25,717	26,300	20,436	17,866	15,249	-14.65%
IHGC Total	66,238	69,969	64,162	57,900	51,152	-11.66%

*Countries with partial provided report updates for the IHGC. Missing figures were used from previous reports or from IHGC estimates.

SOURCE: IHGC Economic Commission annual reports.

Numbers may not total exactly due to rounding and standard/metric conversions.

IHGC TOTAL ACREAGE (FIVE YEARS)

COUNTRY	TOTAL ACREAGE (IN ACRES)					2011-12
	2008	2009	2010	2011	2012	% +/-
Australia	1,090	1,270	1,107	1,124	1,117	-0.66%
Austria	519	529	536	573	571	-0.43%
Belgium	460	460	460	445	390	-12.22%
China	14,322	14,322	14,322	11,016	9,961	-9.58%
Czech Rep.	12,664	12,479	12,398	10,952	10,564	-3.54%
France	1,910	1,164	1,095	1,048	1,085	3.54%
Germany	43,269	43,902	44,749	43,818	40,887	-6.69%
New Zealand	902	988	939	939	902	-3.95%
Poland*	5,291	5,518	4,369	4,369	3,460	-20.81%
Romania		610	583	578	596	2.99%
Russia*	544	544	1,038	341	341	0.00%
Serbia*	188	166	166	166	166	0.00%
Slovakia	531	581	566	549	529	-3.60%
Slovenia	4,003	3,749	3,348	3,346	2,726	-18.54%
South Africa*	1,097	1,189	1,216	1,216	1,216	0.00%
Spain*	1,216	1,156	1,211	1,260	1,260	0.00%
Ukraine	2,481	2,397	2,251	1,564	1,060	-32.23%
UK - England	2,718	2,669	2,642	2,750	2,597	-5.57%
USA	39,263	39,725	31,247	29,787	30,807	3.43%
IHGC Total	132,468	133,417	124,242	115,840	110,233	-4.84%

*Countries with partial provided report updates for the IHGC. Missing figures were used from previous reports or from IHGC estimates.

SOURCE: IHGC Economic Commission annual reports. IHGC Total Acreage includes baby acreage (not included in separate aroma and alpha tables. Numbers may not total exactly due to rounding and standard/metric conversions.

IHGC HOP ACREAGE AND PRODUCTION 2012

COUNTRY	HOP ACREAGE (acres)			HOP PRODUCTION (pounds)			
	AROMA	ALPHA	TOTAL	AROMA	ALPHA	TOTAL	Alpha MT.
Australia	128	988	1,117	485,012	1,924,616	2,409,628	143
Austria	477	94	571	784,838	171,959	956,796	37
Belgium	175	215	390	279,984	421,079	701,063	31
China	853	9,108	9,961	1,906,979	24,426,968	26,333,947	844
Czech Rep.	10,413	151	10,564	9,281,366	198,414	9,479,780	216
France	922	163	1,085	1,329,374	295,416	1,624,790	40
Germany	22,489	18,397	40,887	36,375,900	39,682,800	76,058,700	3,850
New Zealand	655	247	902	1,073,640	456,352	1,529,992	69
Poland*	988	2,471	3,460	992,070	2,976,210	3,968,280	140
Romania	151	445	596	57,320	165,345	222,665	12
Russia*	208	133	341	202,823	154,322	357,145	9
Serbia*	84	82	166	127,867	167,550	295,416	11
Slovakia	529	0	529	447,534	0	447,534	9
Slovenia	2,634	91	2,726	3,240,762	176,368	3,417,130	95
South Africa*	0	1,216	1,216	0	2,012,800	2,012,800	128
Spain*	0	1,260	1,260	0	2,063,506	2,063,506	116
Ukraine	853	208	1,060	881,840	198,414	1,080,254	33
UK - England	1,965	633	2,597	1,893,751	1,322,760	3,216,511	125
USA	15,558	15,249	30,807	23,986,048	37,330,492	61,316,540	3,500
IHGC Total	59,082	51,152	110,233	83,347,108	114,145,370	197,492,477	9,408

SOURCE: November 2012 IHGC Economic Commission Report. Numbers may not total exactly due to rounding and standard/metric conversions.

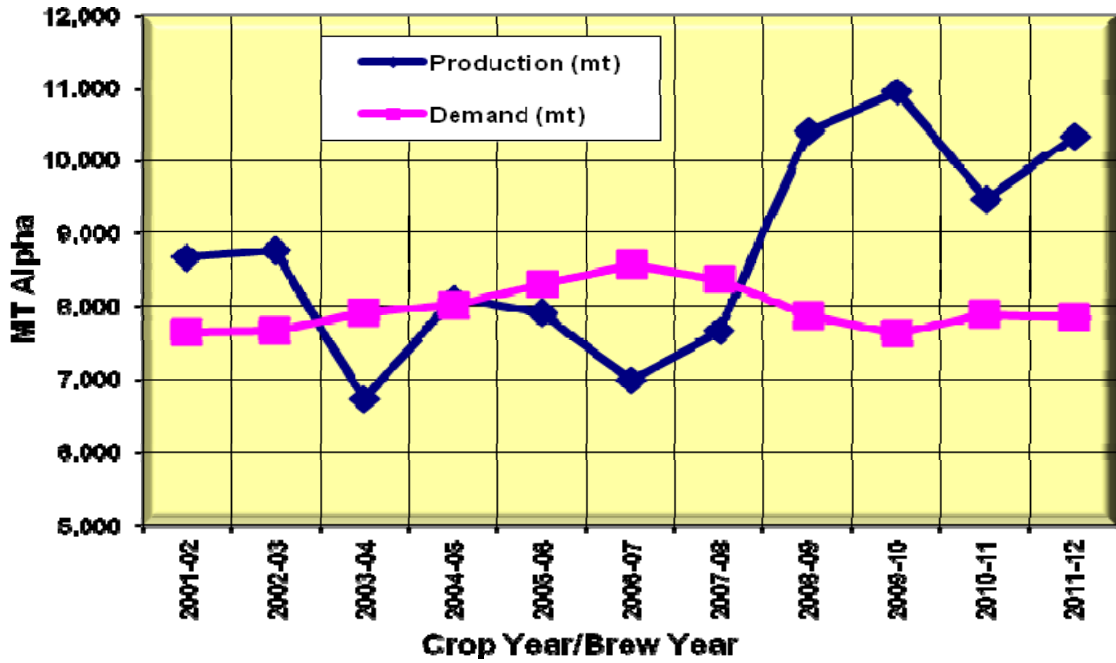
U.S. & GERMAN ALPHA ACID PRODUCTION (10 YEARS)

YEAR	UNITED STATES				GERMANY			
	Pounds of Hops (x 1,000)	MT Hops	MT Alpha	Avg. Alpha %*	Pounds of Hops (x 1,000)	MT Hops	MT Alpha	Avg. Alpha %*
2003	54,039	24,512	2,900	11.8%	55,115	25,000	1,825	7.3%
2004	55,538	25,192	2,900	11.5%	73,854	33,500	2,915	8.7%
2005	51,796	23,495	2,600	11.1%	75,397	34,200	3,272	9.6%
2006	53,815	24,410	2,929	12.0%	62,832	28,500	2,328	8.2%
2007	58,988	26,757	3,280	12.3%	70,854	32,139	2,880	9.0%
2008	80,630	36,574	4,150	11.3%	70,854	32,139	4,100	12.8%
2009	91,491	41,500	4,690	11.3%	87,104	39,510	3,520	8.9%
2010	64,954	29,463	3,517	11.9%	75,177	34,100	3,600	10.6%
2011	64,992	29,480	4,308	14.6%	82,673	37,500	4,400	11.7%
2012	61,249	27,782	3,500	12.6%	76,059	34,500	3,850	11.2%

SOURCE: IHGC November Economic Commission reports. Prepared by HGA.

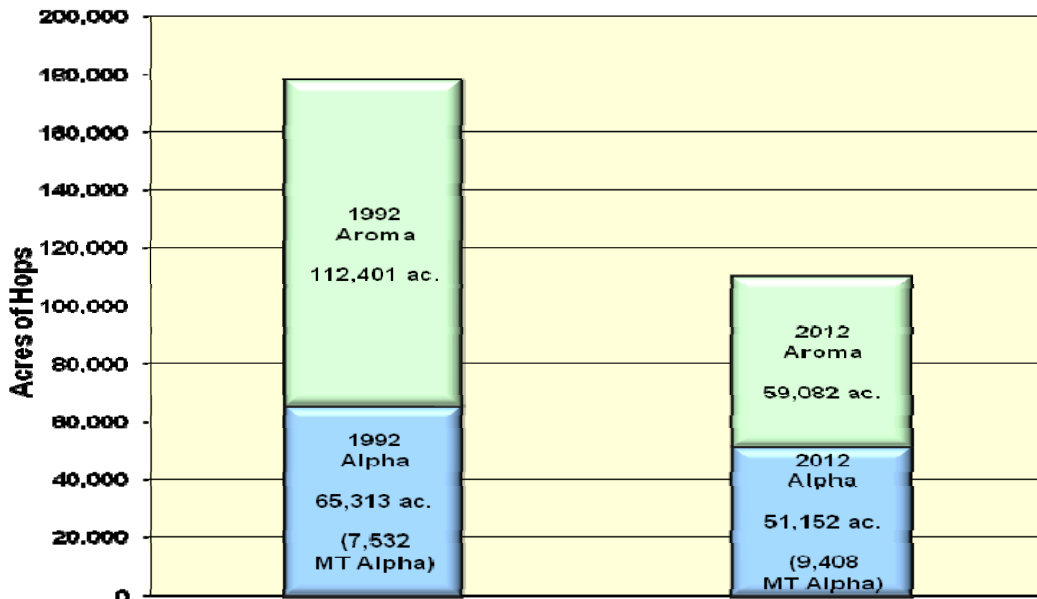
*Figures presented in the chart are the result of dividing the estimated MT Alpha by MT Hops for each year. This does not represent an estimate based on any type of analytical procedure.

WORLD ALPHA PRODUCTION & DEMAND 2001 – 2012 (12 YEARS)



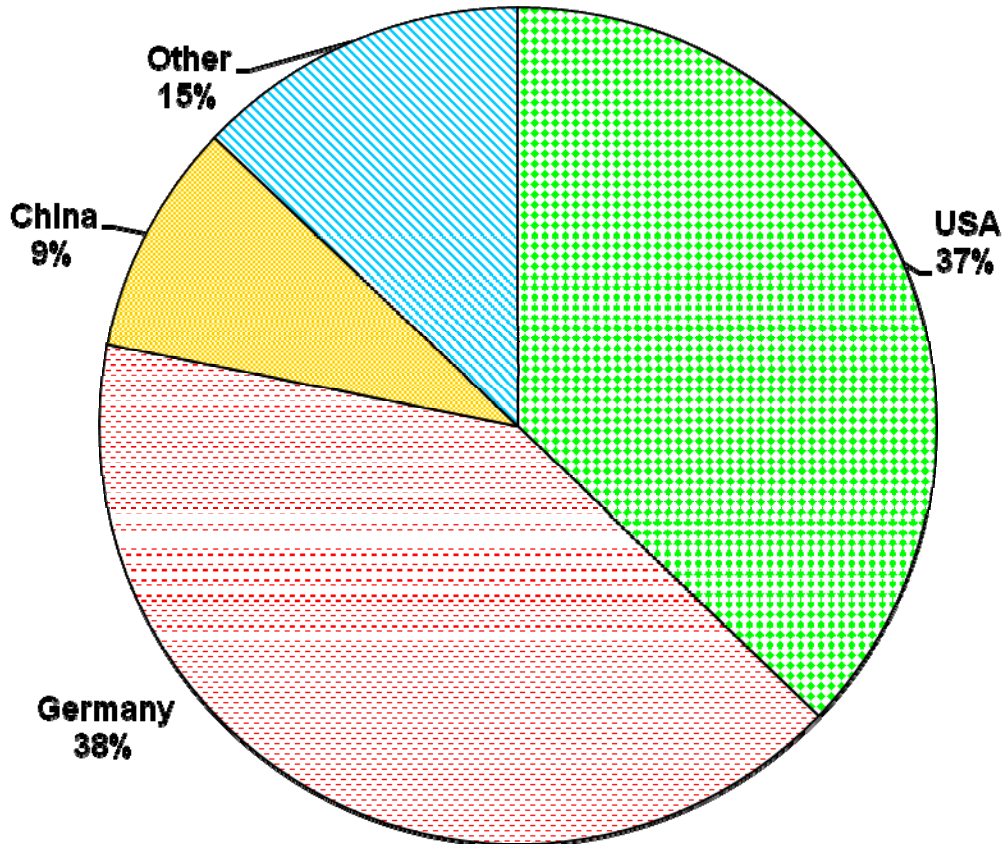
SOURCE: Barth Report. Prepared by HGA.

*COMPOSITION OF WORLD HOP ACREAGE
1992 VERSUS 2012*



SOURCE: IHGC November Reports. Prepared by HGA.

WORLD'S LARGEST ALPHA PRODUCERS - 2012



SOURCE: IHGC November Reports, MT Alpha. Prepared by HGA.

WORLD HOP ACREAGE & PERCENT SHARE (acres)

COUNTRY	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Germany	40,879 32%	43,168 36%	42,404 34%	41,247 36%	41,376 34%	43,269 33%	43,902 33%	44,749 36%	43,818 37%	40,887 37%
UK-England	3,538 3%	3,354 2.7%	2,932 2%	2,609 2%	2,619 2%	2,718 2%	2,669 2%	2,669 2%	2,570 2%	2,597 2%
Czech Rep.	14,417 11%	14,420 12%	14,010 11%	13,109 12%	12,832 11%	12,664 10%	12,479 9%	12,398 10%	10,952 9%	10,564 10%
Europe (rest)	22,217 18%	20,666 17.20%	20,236 16%	19,253 17%	17,313 14%	17,236 13%	16,222 12%	16,186 13%	13,178 11%	11,842 11%
USA	28,669 23%	28,020 23.30%	29,188 24%	29,435 26%	30,911 25%	39,263 29%	40,126 30%	31,247 25%	30,016 25%	30,807 28%
China	13,931 11%	11,697 9.70%	11,846 10%	4,910 4%	13,912 11%	14,322 11%	14,322 11%	14,322 11%	14,322 12%	9,961 9%
World (rest)	3,211 3%	3,607 3%	3,354 3%	2,853 3%	3,047 2%	3,633 3%	3,991 3%	3,941 3%	3,620 3%	3,575 3%
World Totals	126,862	119,943	123,609	113,417	122,010	133,105	133,711	125,512	118,476	110,233

SOURCE: IHGC Economic Commission November 2012 report. Prepared by HGA.

WORLD HOP PRODUCTION & PERCENT SHARE (pounds x 1,000)

COUNTRY	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Germany	55,115 30%	73,854 36.30%	75,397 37%	62,831 35%	70,854 35%	87,104 36%	68,894 28%	75,177 34%	82,673 38%	76,059 39%
England	4,202 2%	3,525 1.70%	3,732 2%	3,109 2%	3,108 2%	2,976 1%	3,197 1%	3,197 1%	3,351 2%	3,217 2%
Czech	11,219 6%	13,889 6.80%	15,238 8%	11,530 6%	12,414 6%	14,771 6%	14,109 6%	16,204 7%	13,779 6%	9,480 5%
Europe (rest)	20,388 11%	23,745 11.60%	24,960 12%	21,312 12%	20,891 10%	23,115 9%	22,780 9%	21,398 10%	17,077 8%	14,777 7%
USA	54,565 30%	55,200 27%	51,796 26%	53,815 30%	58,989 29%	76,235 31%	91,491 38%	64,954 29%	64,992 30%	61,316 31%
China	30,662 17%	25,882 12.70%	23,315 12%	20,944 12%	29,762 15%	35,494 14%	35,494 15%	35,494 16%	29,982 14%	26,334 13%
World (rest)	8,013 4%	7,095 3.5%	6,682 3%	5,227 3%	5,489 3%	5,324 2%	6,927 3%	7,068 3%	5,939 3%	6,309 3%
World Totals	184,164	203,259	201,122	178,768	201,507	245,019	242,892	223,492	217,793	197,492

SOURCE: IHGC Economic Commission November 2012 report. Prepared by HGA.

MARCH 1 & SEPTEMBER 1 U.S. HOP STOCKS (15 YEARS)

Year	MARCH 1			SEPTEMBER 1		
	Brewer	Dealer / Grower	TOTAL	Brewer	Dealer / Grower	TOTAL
1998	50,500	25,000	75,500	41,000	14,000	55,000
1999	50,000	25,000	75,000	39,500	14,500	54,000
2000	43,500	21,000	64,500	37,500	10,500	48,000
2001	44,500	22,500	67,000	38,000	16,000	54,000
2002	45,000	44,000	89,000	30,000	35,000	65,000
2003	41,000	41,000	82,000	34,000	35,000	69,000
2004	37,000	48,000	85,000	30,000	31,000	61,000
2005	43,000	33,000	76,000	33,000	27,000	60,000
2006	39,000	30,000	69,000	35,000	14,000	49,000
2007	42,000	28,000	70,000	31,000	16,000	47,000
2008	36,000	30,000	66,000	29,000	18,000	47,000
2009	40,000	42,000	82,000	40,000	25,000	65,000
2010	47,000	55,000	102,000	45,000	38,000	83,000
2011	55,000	66,000	121,000	45,000	42,000	87,000
2012	53,000	67,000	120,000	52,000	44,000	96,000

SOURCE: USDA NASS. Prepared by HGA.

Includes equivalent pounds of dry hops held in form of extract or pellets. These numbers include all stocks held by growers, dealers or brewers that are physically stored on US soil at the time of the report, including both domestic and foreign hops.

U.S. IMPORTS OF HOPS (FIVE YEARS)*(In pounds; extract converted at 4:1 ratio)*

2011/12 Rank	Country	2007/08	2008/09	2009/10	2010/11	2011/12
1	Germany	7,484,693	8,133,073	4,753,166	4,673,359	4,483,541
2	United Kingdom	1,762,155	804,026	792,782	858,700	1,008,174
3	Australia	783,302	1,533,976	569,013	372,802	720,250
4	New Zealand	107,365	292,553	369,274	559,533	668,221
5	Czech Republic	119,491	130,514	162,481	76,721	136,246
6	Slovenia	175,047	372,361	397,493	102,956	95,019
7	Canada	0	0	0	1,764	78,925
8	France	142,198	136,246	202,384	16,535	45,636
9	Poland	7,055	7,275	9,700	1,984	12,346
10	Italy	38,801	19,401	0	882	8,818
11	Ethiopia	8,598	661	0	2,425	4,409
12	Argentina	145,946	882	0	882	1,102
13	Japan	0	0	0	0	0
14	Austria	0	0	0	0	0
15	China	13,228	2,205	13,669	1,764	0
16	Belgium-Luxembourg	0	48,502	9,700	16,755	0
17	Somalia	0	0	1,543	0	0
18	Spain	1,764	0	0	0	0
19	Switzerland	0	0	0	8,818	0
20	Thailand	0	0	0	0	0
21	Venezuela	95,240	0	0	0	0
22	Hong Kong	2,205	0	0	0	0
23	Vietnam	661	0	0	0	0
24	India	0	0	0	0	0
25	Israel	0	0	882	0	0
	Grand Total	10,887,749	11,481,674	7,282,089	6,695,879	7,262,688

Source: USDA Foreign Agricultural Service - Global Agricultural Trade System

<http://www.fas.usda.gov/gats/default.aspx>

Prepared by Bryant Christie Inc.

U.S. HOP EXPORTS, TOP 40 COUNTRIES (2007/08 through 2011/12)
(In pounds; extract converted at 4:1 ratio)

2011/12 Rank	Country	2007/08 (Sep-Aug)	2008/09 (Sep-Aug)	2009/10 (Sep-Aug)	2010/11 (Sep-Aug)	2011/12 (Sep-Aug)
1	United Kingdom	5,784,048	5,594,671	6,214,610	6,928,247	6,799,717
2	Belgium-Luxembourg	4,790,645	8,837,229	8,637,931	8,307,238	5,653,313
3	Germany	6,561,397	10,149,862	5,988,196	4,161,005	5,560,940
4	Mexico	4,295,046	9,408,227	8,079,721	8,553,274	5,097,308
5	Brazil	3,563,552	4,905,285	5,345,769	3,950,684	4,755,591
6	Colombia	2,066,613	2,379,008	3,252,039	3,210,151	2,243,424
7	China	4,471,856	2,303,169	4,039,089	3,205,080	2,223,803
8	Canada	5,083,639	5,077,907	4,071,497	2,036,410	1,929,927
9	Japan	1,772,296	2,259,738	2,440,958	2,754,455	1,625,248
10	Hong Kong	1,815,066	1,077,399	1,319,026	2,119,083	1,441,823
11	Australia	609,578	1,263,910	1,507,521	917,784	1,342,174
12	Korea, South	1,349,670	1,197,771	1,738,124	1,541,693	1,253,989
13	Venezuela	1,255,533	687,181	718,927	1,682,788	1,224,888
14	Argentina	1,387,810	921,532	947,326	1,231,282	1,091,950
15	Peru	1,504,655	1,487,679	1,144,199	1,075,194	1,075,635
16	Dominican Republic	662,489	714,518	591,280	861,566	762,138
17	Philippines	657,859	841,725	1,399,715	836,654	679,244
18	Nigeria	561,738	302,033	642,868	435,633	640,222
19	Chile	651,686	821,883	503,977	635,593	614,428
20	Vietnam	570,777	741,194	1,027,354	963,200	553,581
21	South Africa	684,315	259,925	426,815	578,713	506,843
22	Russia	1,586,667	582,020	1,205,708	589,296	488,544
23	Thailand	1,154,120	1,976,224	578,052	444,672	449,963
24	Ecuador	659,182	585,989	1,089,745	466,719	442,688
25	Ireland	488,985	318,127	37,920	298,947	369,495
26	Netherlands	510,591	112,436	231,044	71,650	366,188
27	Guatemala	205,912	115,522	386,691	463,853	316,804
28	France	3,527	6,173	145,946	95,019	222,446
29	Panama	201,502	202,384	83,555	266,539	188,495
30	Indonesia	205,691	56,438	26,676	54,675	166,669
31	Costa Rica	73,414	130,734	221,124	163,803	165,126
32	Cameroon	155,205	45,856	155,867	220,462	160,497
33	India	546,526	646,616	879,644	523,377	158,953
34	Malaysia	265,437	203,707	268,964	502,874	114,640
35	Singapore	289,246	210,982	138,450	114,640	113,318
36	El Salvador	326,284	216,494	114,420	137,789	98,106
37	Turkey	50,706	164,244	89,067	59,525	90,830
38	Papua New Guinea	50,265	77,603	53,793	59,084	87,303
39	Uruguay	130,955	2,425	0	39,683	83,776
40	New Zealand	35,715	29,321	36,376	51,809	83,555
	All Other Countries	5,879,287	4,180,405	2,133,854	1,661,404	910,068
	Grand Total	62,919,485	71,095,548	67,913,837	62,271,547	52,153,652

Source: USDA Foreign Agricultural Service - Global Agricultural Trade System

<http://www.fas.usda.gov/gats/default.aspx>

Prepared by Bryant Christie Inc.

U.S. HOP EXPORTS BY PRODUCT (TOP 40) – 2011/12
(In pounds; extract is converted to fresh hop equivalent at a ratio of 4:1)

2011/12 Rank	Country	Extract (Converted to Raw Hop Equivalent)	Fresh/Dried	Ground	Pellets	Grand Total
1	United Kingdom	4,815,777	299,167	0	1,684,773	6,799,717
2	Belgium-Luxembourg	4,790,204	1,543		861,566	5,653,313
3	Germany	4,361,625	86,421		1,112,893	5,560,940
4	Mexico	4,725,829	22,267	2,646	346,567	5,097,308
5	Brazil	3,234,622	0	0	1,520,969	4,755,591
6	Colombia	774,263	0	0	1,469,160	2,243,424
7	China	1,993,861	49,604	0	180,338	2,223,803
8	Canada	357,149	18,298	68,123	1,486,356	1,929,927
9	Japan	798,073	127,868	0	699,306	1,625,248
10	Hong Kong	1,229,298		0	212,526	1,441,823
11	Australia	1,068,801	100,531	0	172,842	1,342,174
12	Korea, South	1,200,196	0	4,409	49,384	1,253,989
13	Venezuela	1,224,888	0	0	0	1,224,888
14	Argentina	484,135	0		607,814	1,091,950
15	Peru	783,964			291,672	1,075,635
16	Dominican Republic	759,272	0	2,866	0	762,138
17	Philippines	466,498	0		212,746	679,244
18	Nigeria	640,222			0	640,222
19	Chile	466,498	9,259	0	138,671	614,428
20	Vietnam	547,628			5,952	553,581
21	South Africa	312,175	0	0	194,668	506,843
22	Russia	480,608	0		7,937	488,544
23	Thailand	409,178	0		40,786	449,963
24	Ecuador	213,407		0	229,281	442,688
25	Ireland	335,103	0	0	34,392	369,495
26	Netherlands	133,159	77,603	220	155,205	366,188
27	Guatemala	295,419	0	18,078	3,307	316,804
28	France	221,344	220	0	882	222,446
29	Panama	126,986	0	0	61,509	188,495
30	Indonesia	143,741			22,928	166,669
31	Costa Rica	162,260			2,866	165,126
32	Cameroon	160,497			0	160,497
33	India	34,392	0	0	124,561	158,953
34	Malaysia	108,467	0	0	6,173	114,640
35	Singapore	104,940	0	8,378		113,318
36	El Salvador	84,658			13,448	98,106
37	Turkey	90,830	0	0		90,830
38	Papua New Guinea	87,303				87,303
39	Uruguay	34,392			49,384	83,776
40	New Zealand	57,320			26,235	83,555
	All Other Countries	573,202	18,739	15,653	302,474	910,068
	Grand Total	38,892,187	811,521	120,373	12,329,572	52,153,652

Source: USDA Foreign Agricultural Service - Global Agricultural Trade System

<http://www.fas.usda.gov/gats/default.aspx>

Prepared by Bryant Christie Inc.

WORLD BEER PRODUCTION (FIVE YEARS - MILLION HL)

	2008	2009	2010	2011	2012
Russia	115.3	108.5	103.0	99.4	99.5
Germany	102.8	102.9	98.3	98.2	97.8
Great Britain	49.5	45.2	45.0	42.5	41.4
Poland	35.6	32.3	33.5	37.9	39.1
Spain	33.4	33.8	32.7	33.6	39.1
Ukraine	32.0	30.0	30.9	30.5	30.5
Netherlands	26.8	25.4	24.0	23.6	23.4
Belgium	17.8	18.0	18.0	18.0	18.3
Czech Republic	19.8	20.0	17.0	18.3	18.8
Romania	20.8	17.2	15.5	17.0	17.3
France	14.4	14.2	14.3	16.0	16.0
Italy	12.8	12.4	12.3	13.4	13.9
Turkey	9.9	9.4	9.7	9.8	9.9
Austria	8.5	8.9	9.0	8.9	9.0
Portugal	8.2	7.8	8.3	8.3	7.8
Ireland	8.9	8.5	8.4	8.6	8.7
Other Europe	69.5	64.5	49.4	53.1	54.3
Total Europe	586.0	559.4	544.3	548.0	549.2
USA	234.1	228.5	228.4	226.0	227.0
Brazil	106.3	106.7	113.9	127.2	127.5
Mexico	82.3	82.0	80.0	81.2	81.0
Canada	23.7	23.2	22.4	19.8	20.0
Venezuela	24.0	23.2	22.0	23.2	23.5
Colombia	19.0	19.0	19.5	20.8	20.8
Argentina	15.5	16.5	17.0	17.3	17.5
Other Americas	41.8	35.1	39.2	52.1	55.1
Total Americas	546.7	541.1	545.2	558.1	561.1
China	406.9	422.6	449.0	489.9	502.0
Japan	61.0	59.7	57.0	56.0	53.5
Vietnam	18.5	21.0	25.0	27.0	29.0
Thailand	20.7	18.5	19.2	20.4	20.5
South Korea	18.6	18.5	18.5	18.8	19.0
India	13.4	15.0	14.8	18.3	20.0
Philippines	13.3	14.2	15.2	15.7	15.8
Other Asia	32.4	43.5	76.2	123.1	138.0
Total Asia	574.8	593.5	626.2	673.1	688.0
South Africa	25.9	26.2	29.5	30.0	31.0
Nigeria	15.2	16.0	17.5	19.4	19.8
Other Africa	45.0	50.6	58.7	63.0	66.8
Total Africa	86.1	92.1	100.2	104.5	108.3
Australia	17.0	17.0	17.2	16.6	16.4
New Zealand	3.2	3.4	3.2	3.3	3.4
Oceania	1.2	1.2	1.2	1.2	1.2
Total Australia	21.4	21.6	21.6	21.1	21.0
WORLD TOTALS	1,815.0	1,807.7	1,837.5	1,904.8	1927.6

Source: Hopsteiner – Guidelines for Hop Buying 2012. Prepared by HGA.

WORLD BEER PRODUCTION BY BREWERY (TOP 10) - 1988 (MILLION HL)

Brewery	1988 Production	1988 % Share
Anheuser-Busch	90	7%
Miller	47	4%
Heineken	43	3%
Kirin	30	2%
Bond	30	2%
Stroh	25	2%
Elders	21	2%
Kronenbourg	20	2%
Coors	20	2%
Brahma	18	1%
Top 10 total	344	26%

WORLD BEER PRODUCTION BY BREWERY (TOP 10) - 2010 (MILLION HL)

Brewery	2010 Production	2010 % Share	2011 Production	2011 % Share
ABInBev	358.7	19.4%	358.8	18.6%
SABMiller	172.3	9.3%	178.5	9.3%
Heineken*	145.9	7.9%	164.6	8.5%
Carlsberg	114.0	6.2%	118.7	6.2%
China Resources	93.3	5.1%	103.3	5.4%
Tsingtao	64.0	3.5%	72.8	3.8%
Grupo Modelo	51.9	2.8%	55.1	2.9%
Yanjing	50.3	2.7%	55.0	2.9%
Molson-Coors	48.7	2.6%	48.4	2.5%
Top 10 total	1,099.1	59.5%	1,155.2	60.0%

The top 3 brewing groups control 36.4% of the market share.

The top 40 brewing groups worldwide represented 81.7% market share in 2011, down from 82.2% in 2010.

Source: Barth-Haas Group Beer Production 2011