



3rd October 2025

ASX RELEASE

Record Sales Result of \$2.4m in Q1

Brisbane, Australia – The Calmer Co. International Limited (ASX: CCO), a leading consumer packaged goods company specialising in kava and other natural products that promote relaxation, sleep support, and healthier alternatives to alcohol, is pleased to announce that it has achieved the **highest quarterly revenue in its history**.

For the first quarter of FY26, the Company delivered **record sales of \$2.4 million**, representing a **26% increase on the previous quarter** (Q4 FY25: \$1.9 million).

Highlights

- **Record quarterly revenue of \$2.4 million**, the strongest result in Company history, and a 26% improvement over the previous quarter (\$1.9m, Q4FY25).
- **Australian sales** of \$1.4 million, up **30% vs Q4 FY25**, led by retail distribution through Coles and Woolworths.
- **USA sales** of \$936k, up **20% vs Q4 FY25**, supported by Amazon launches of new product formats.
- **B2B sales** of \$290k, up **20% vs Q4 FY25**, underpinned by growing orders from partners and IMCD's Network Nutrition.
- Secured commitments for **\$700,000 as the first tranche of a proposed two-tranche, \$1,400,000 secured convertible note** issuance to support wholesale inventory build and growth initiatives, ensuring the Company is well resourced to execute its strategy and remain on track to achieve breakeven.

Founder and CEO, **Zane Yoshida**, commented:

"Our lower cost and more diversified sales and marketing strategies are now delivering growth across all channels. New product launches on Amazon USA are showing pleasing signs of the potential of this market. Australian retail sales remain extremely strong and more profitable than the eCommerce-led strategy originally used to penetrate the market. Meanwhile, eCommerce in both Australia and the USA, through the Acuity platform, continues to grow at a much lower investment level.

Our B2B business, which now includes market-leading extracts at higher kavalactone concentrations, has also shown exceptional growth, underpinned by increasing orders from strategic partners and IMCD's Network Nutrition. The **renewed engagement from Applied Food Sciences and their participation in our recent funding** further validates our strategy and highlights the global potential of kava."

This announcement has been approved by the Board of Directors.



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For further information

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About The Calmer Co.

The Calmer Co. International Limited (ASX:CCO) is a fast growing beverage business leveraging a global opportunity in kava and other natural products that replace alcohol and support relaxation and sleep.

Our products are delivered to consumers globally through e-commerce channels and blue-chip retail distribution partners, supported by a reliable farm to shelf supply chain.

The product range includes drinking powders, natural and flavoured kava shots, concentrates and capsules, sold under the brands Fiji Kava, Taki Mai and Danodan Hempworks in markets including USA, Australia, New Zealand, China and the Pacific Islands.

Forward looking statements

This ASX release includes certain forward-looking statements that are based on information and assumptions known to date and are subject to various risks and uncertainties. Actual results, performance or achievements could be significantly different from those expressed in, or implied by, these forward-looking statements. Such forward-looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties and other factors, many of which are beyond the control of the Company. These factors may cause actual results to differ materially from those expressed in the statements contained in this announcement.

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