



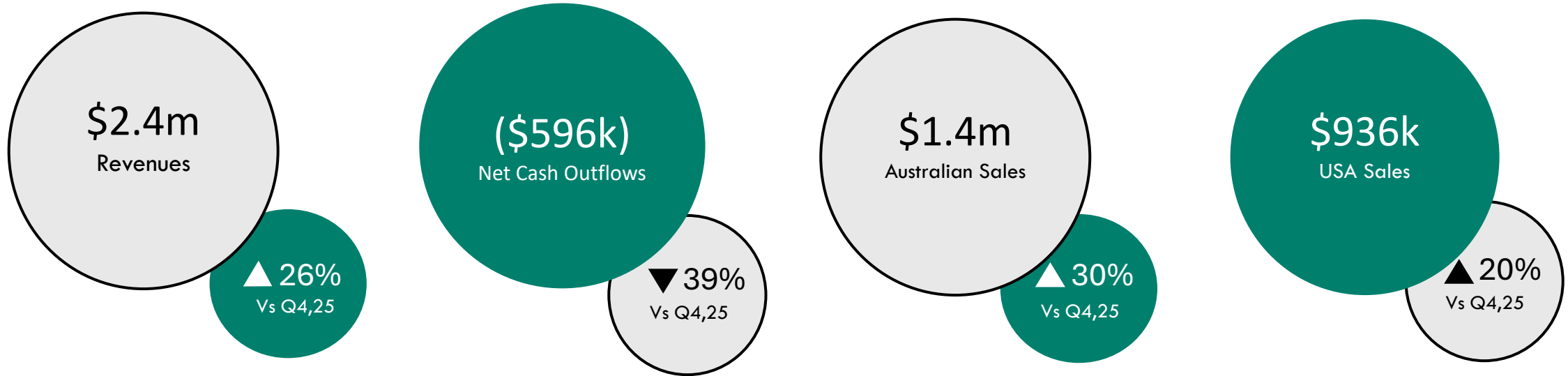
ASX: CCO

## Quarterly Results Presentation Q1 2026

28 October 2025



# Q1FY26 EXCEPTIONAL SALES MOMENTUM



## Sales Growth Across All Channels

Sales rose strongly across all markets. In Australia, revenue grew 30%, driven by sustained order increases from Coles and Woolworths. In the US sales climbed 20%, supported by the successful launch of our new flavoured kava shots.

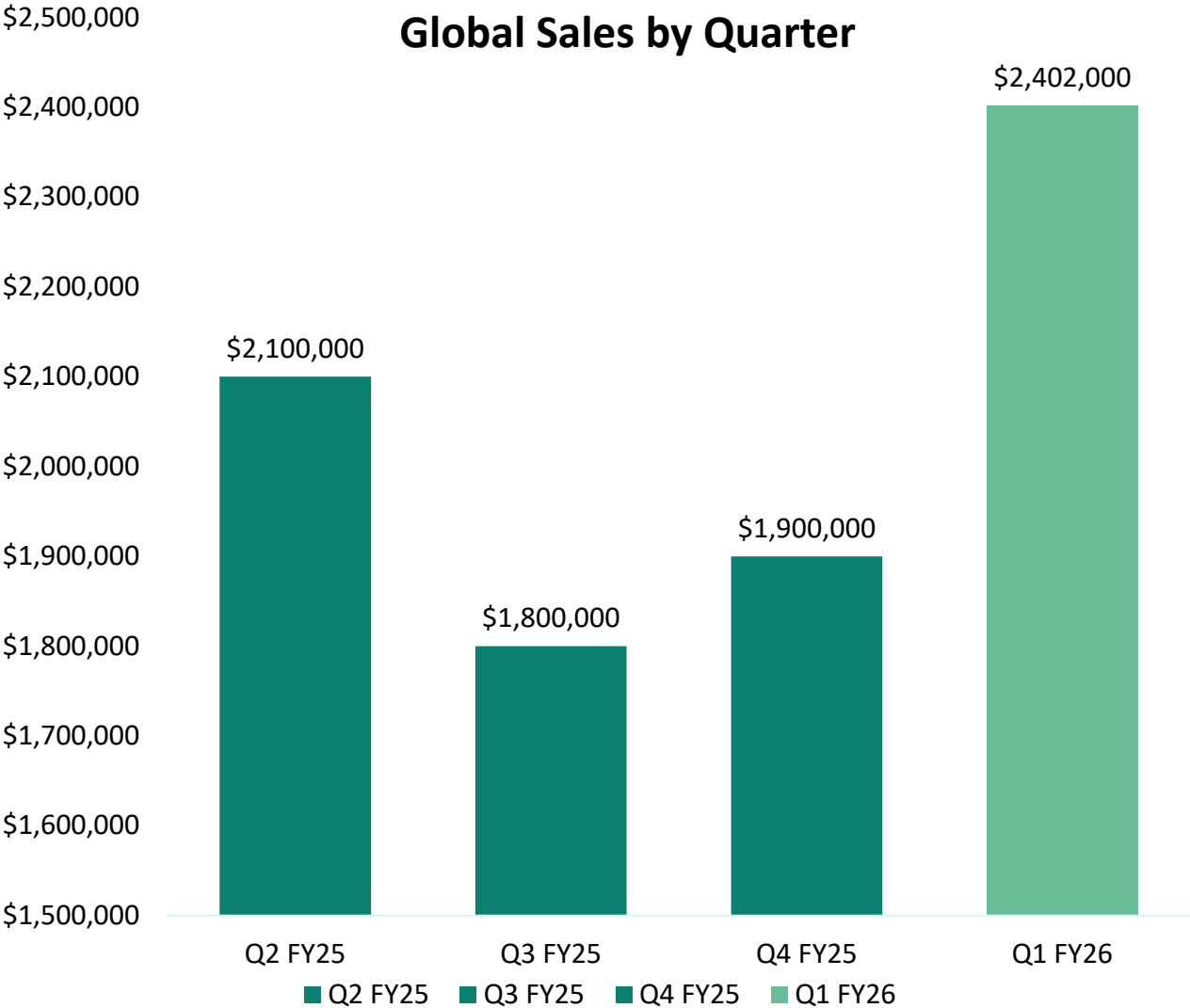
Wholesale and distribution sales also increased 20%, reflecting the expansion of our partnership with IMCD Network Nutrition and other key partners.

## Cash Used in Operations Falls Significantly

Our streamlined business model is driving strong global sales growth while significantly reducing costs, demonstrating our ability to scale efficiently. These improvements reflect the strength of our retail and wholesale partnerships, alongside a disciplined approach to cost management.

With rapidly accelerating global sales, the business is now making tangible progress toward achieving break even.

# TOTAL SALES UP 26%



**The Calmer Co set a new sales record of \$2.4m in Q1 FY26.** This represents a quarterly growth rate of 26% vs Q4 FY25.

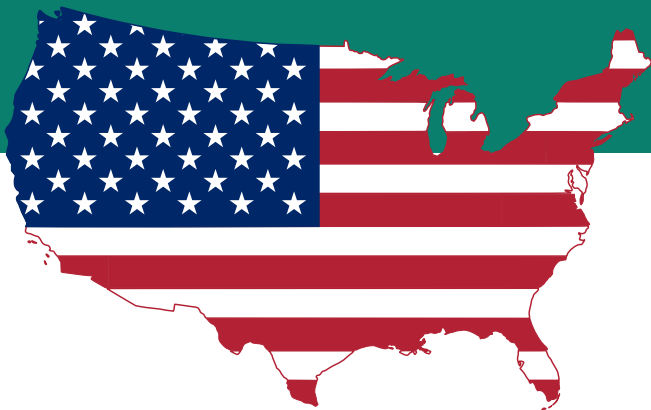
Retail sales are a growing category as Coles & Woolworths expand their listings. Retail comprised 48% of overall sales this quarter.

Wholesale is also an exciting growth channel with kavaton and new CO2 high concentration extracts in high demand from retail partners.

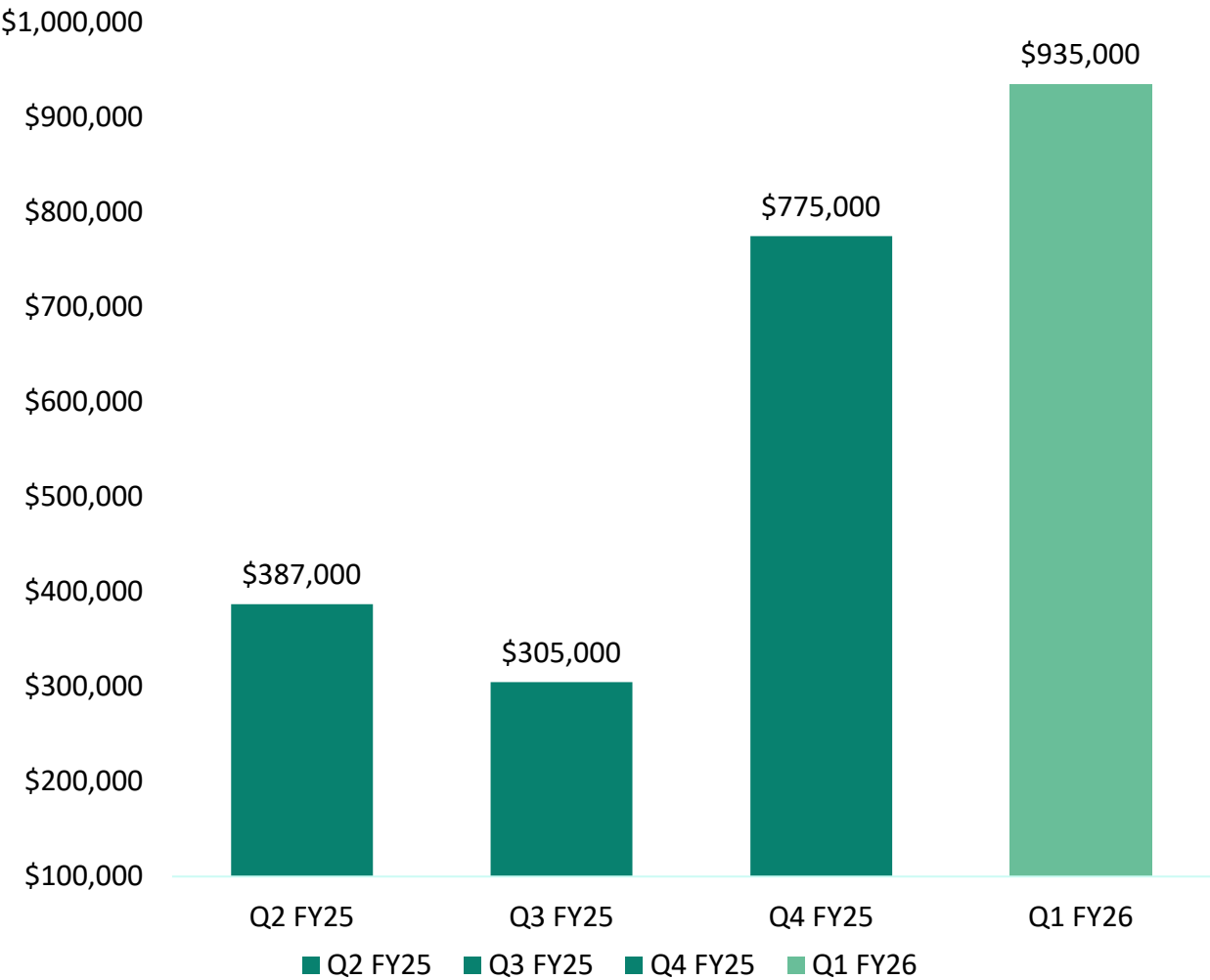
The wholesale channel set a new sales record with \$314k sales in September and accounted for 13% of total sales this quarter.



# USA SALES UP 21%



USA Sales



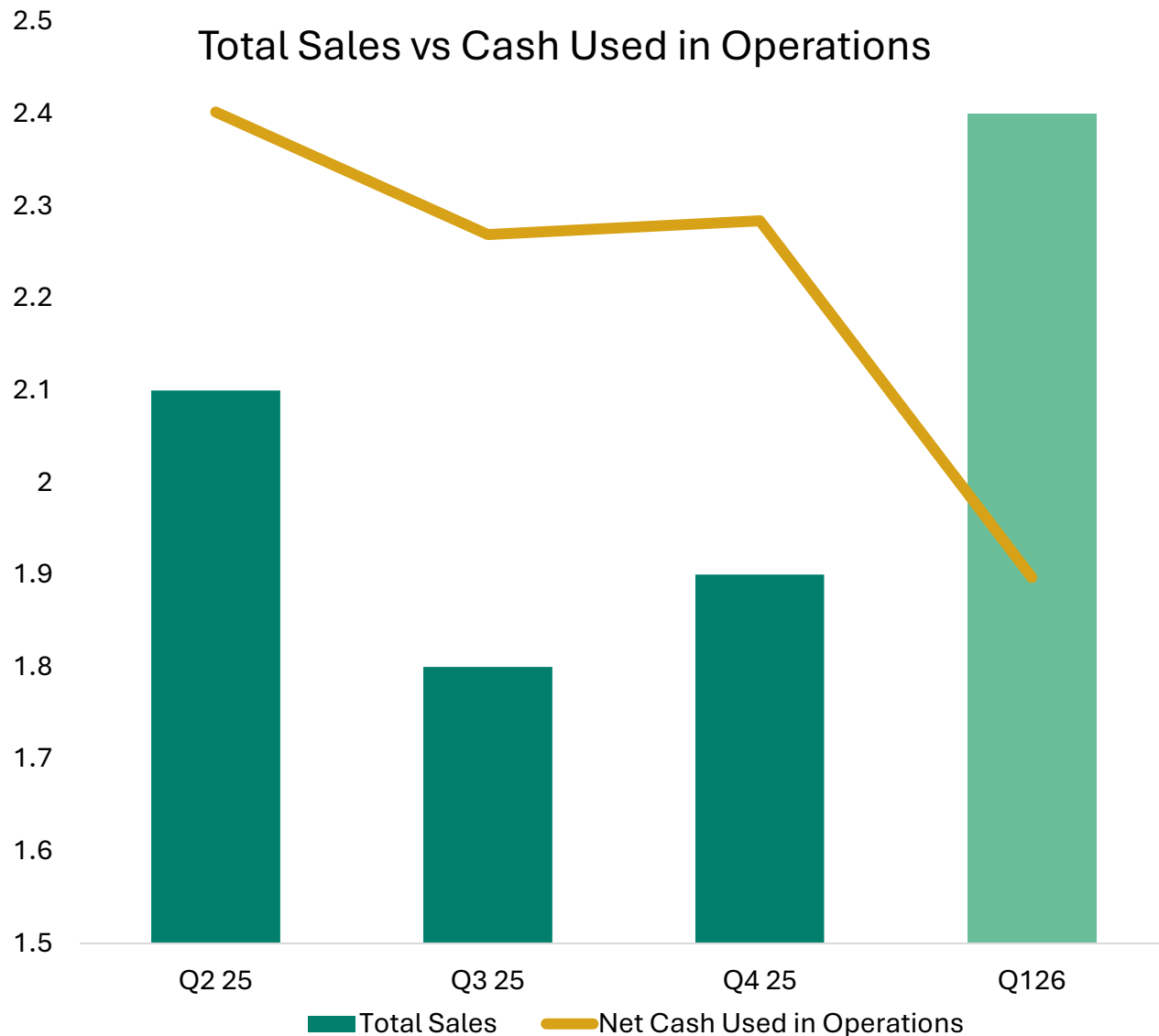
**US sales increased 21% to \$936k for the quarter**, driven primarily by strong performance on the Amazon Marketplace, which benefited from a full quarter of expanded product offerings, targeted promotions, and rising subscription orders.

Growth was further supported by expanding B2B wholesale demand across both CO<sub>2</sub> extract and water-extract formats. The wholesale channel achieved a record month in September, fueled by strong orders for Kavaton and high-concentration CO<sub>2</sub> extract products.

The U.S. now accounts for 39% of group revenue and continues to grow, with broad consumer adoption across both e-commerce and wholesale channels underpinning our U.S. growth trajectory.



# CASH USED IN OPERATIONS DOWN 39%



1200

1100

1000

900

800

700

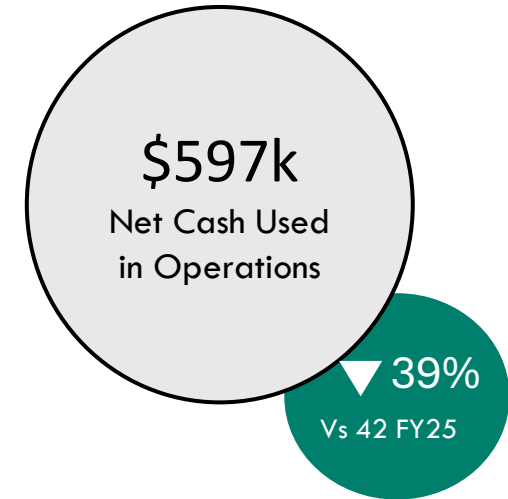
600

500

400

300

200



**Net cash used in operations was \$597k in Q1 which represents a huge 39% reduction** vs the prior quarter.

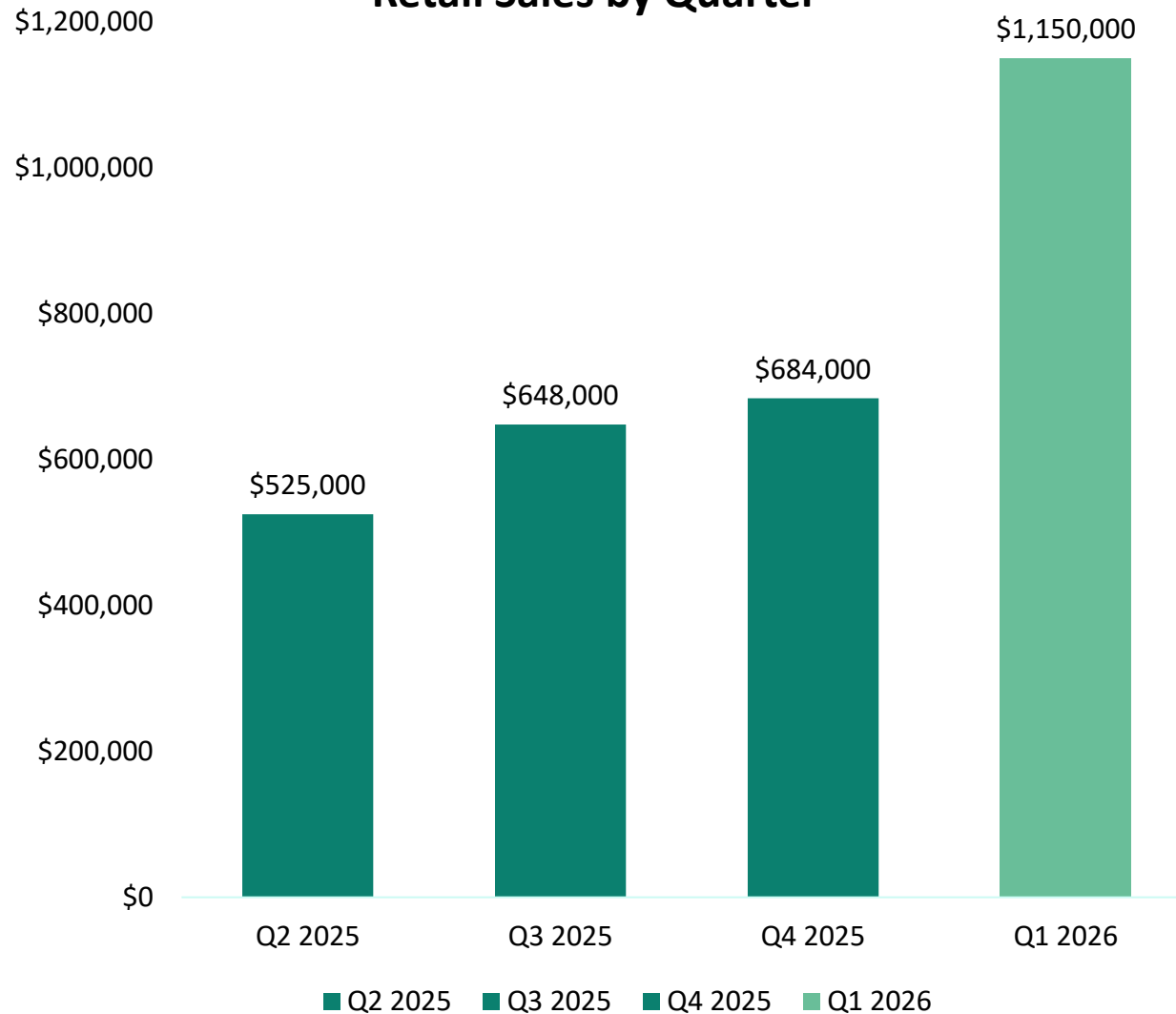
This figure still includes some costs for US market product launch and inventory build. We expect this progress to continue.

Inventory on hand at end Q1 was \$2m.

Cash on hand was \$1.37m assisted by convertible note funding which secured \$700k as tranche one of a \$1.4 million facility to support wholesale inventory build and growth initiatives.

# RETAIL SALES UP 68%

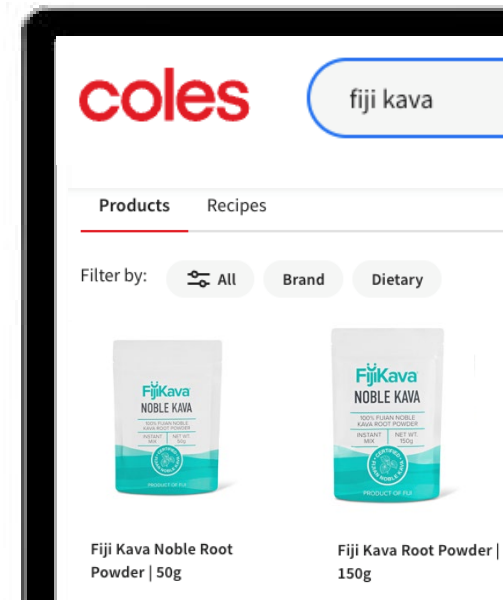
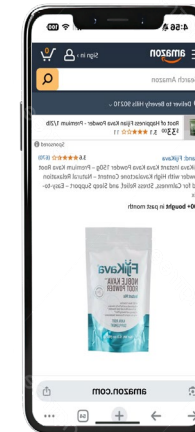
## Retail Sales by Quarter



**Total retail sales we up 68% to \$1.15m on a quarterly basis.**

This growth was driven by Coles expanding their listings and a full quarter of sales via Woolworths.

The retail channel expands consumer awareness of kava driving broader adoption.





# WHOLESALE CHANNEL GROWTH



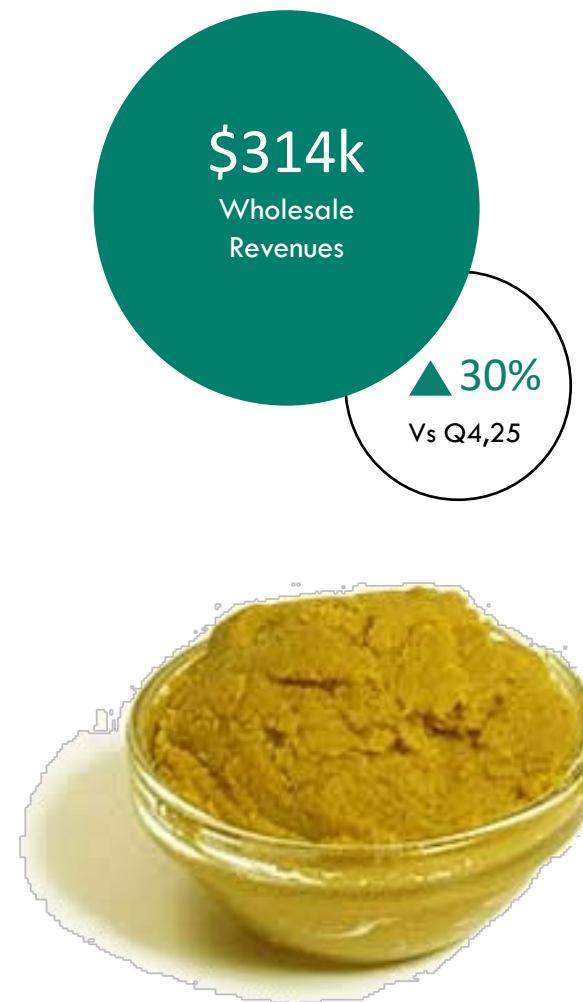
## Wholesale Continues to Expand in our Sales Mix

In the September quarter, we achieved a new wholesale sales record of \$314k, accounting for 13% of total revenue as this channel continues to grow its share of our overall product mix.

Wholesale revenue increased 30% quarter-on-quarter, driven by strong repeat orders from water extract customers, IMCD, and several U.S. resellers. The quarter also included the second commercial sale of The Calmer Co's CO<sub>2</sub> extract to a US beverage partner.

With over 15 years of investment in building a vertically integrated supply chain that is difficult to replicate, The Calmer Co. has established a clear competitive advantage. Our innovative wholesale formats, including Kavaton and high concentration CO<sub>2</sub> extracts further strengthen our leadership position.

As the market leader supplying major retailers, we are well placed to capture the accelerating global demand for kava.



# TANGIBLE PROGRESS TOWARD BREAK EVEN



**Zane Yoshida**  
Founder & CEO  
The Calmer Co

Kava continues to gain strong global momentum as a leading functional ingredient, with demand accelerating across key markets.

In July, we introduced an innovative range of new products to the rapidly growing US kava market. Early results show robust consumer adoption and a clear trajectory of sustained growth.

In Q1 2026, we achieved a record \$2.4 million in quarterly revenue, and based on September performance, our annualised sales run rate now exceeds \$10 million.

Retail sales increased 30%, wholesale revenue rose 20%, and net cash used in operations improved by an impressive 39%. We are now well on track to achieving break even.







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#### **Investor Centre**

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#### **Results Webinar**

Friday November 7<sup>th</sup> at 12pm  
[Register for Q1 FY26 Results Webinar](#)



<http://thecalmerco.com>