THE CALMER CO.

ASX: CCO

Quarterly Results Presentation Q2 2026

30 January 2026

STRATEGIC PILLARS

THE WORLD'S LEADING NATURAL RELAXATION COMPANY

Regional Sourcing & Innovation

- PACIFIC ISLAND REGIONAL SOURCING
- FIJI EXCELLENCE IN QA & SERVICE
- CO_2 EXTRACTION
- BLOCKCHAIN TRACEABILITY

Direct to Consumer Inc. Amazon

- AMAZON USA & AU
- SALESFORCE WEBSITES (FK, TM and DN)
- HIGH-MARGIN, HIGH-AWARENESS DTC FOCUS

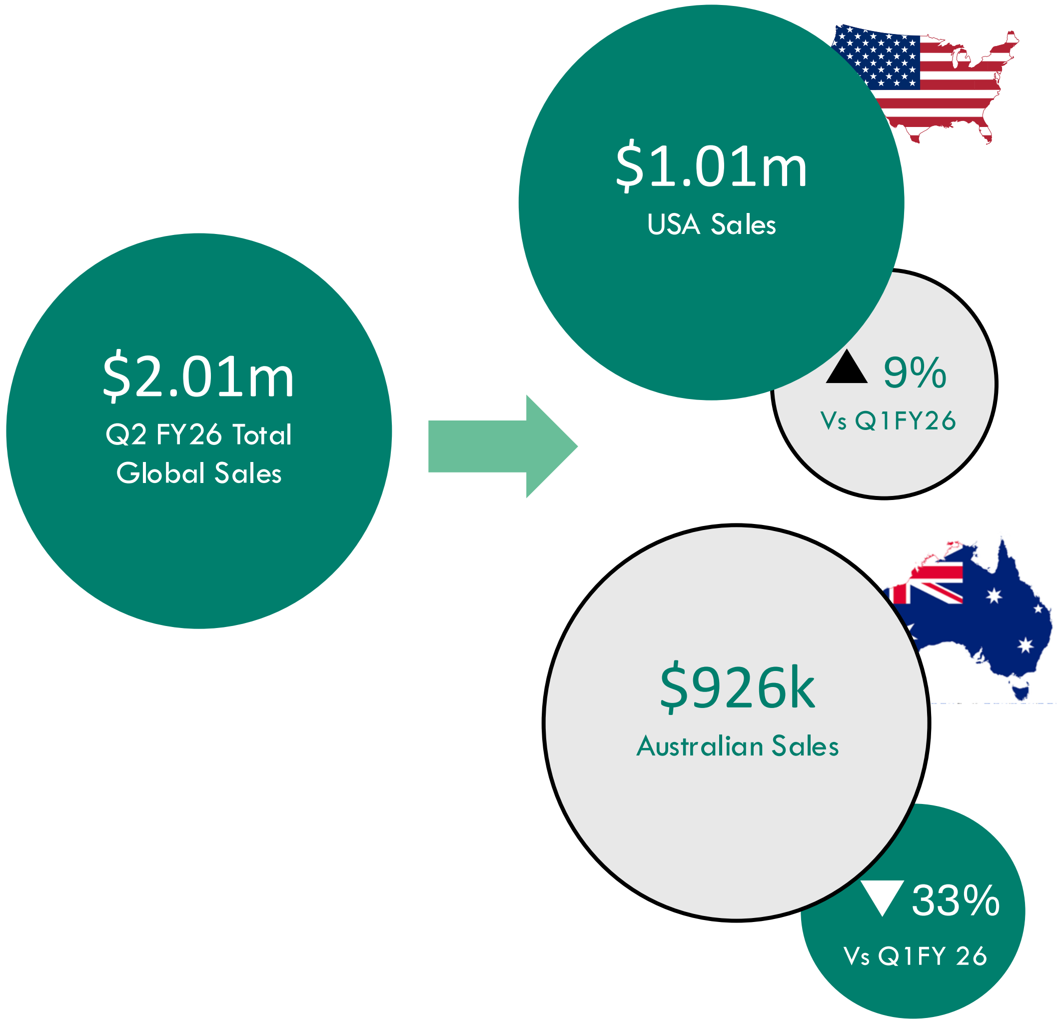
Profitable & Scalable Retail

- MAJOR RETAIL
- SUPPORTING PHARMACY & NUTRITION
- HIGH-EXPOSURE, TRIAL & RESALE TO MAINSTREAM
- AU & GLOBAL

Wholesale (Bulk) Ingredients

- BEVERAGE & KAVA SNACK BRANDS
- COMPLEMENTARY MEDICINES
- CO-MANUFACTURE & FLAVOUR HOUSES
- KAVA HOSPITALITY

Calmer Co Sets Sales Record in December - $910k
USA Finds Sales Traction Up 9%



New Sales Record in December

December 2025 delivered record monthly of revenue of $910k the strongest result in the history of The Calmer Co.

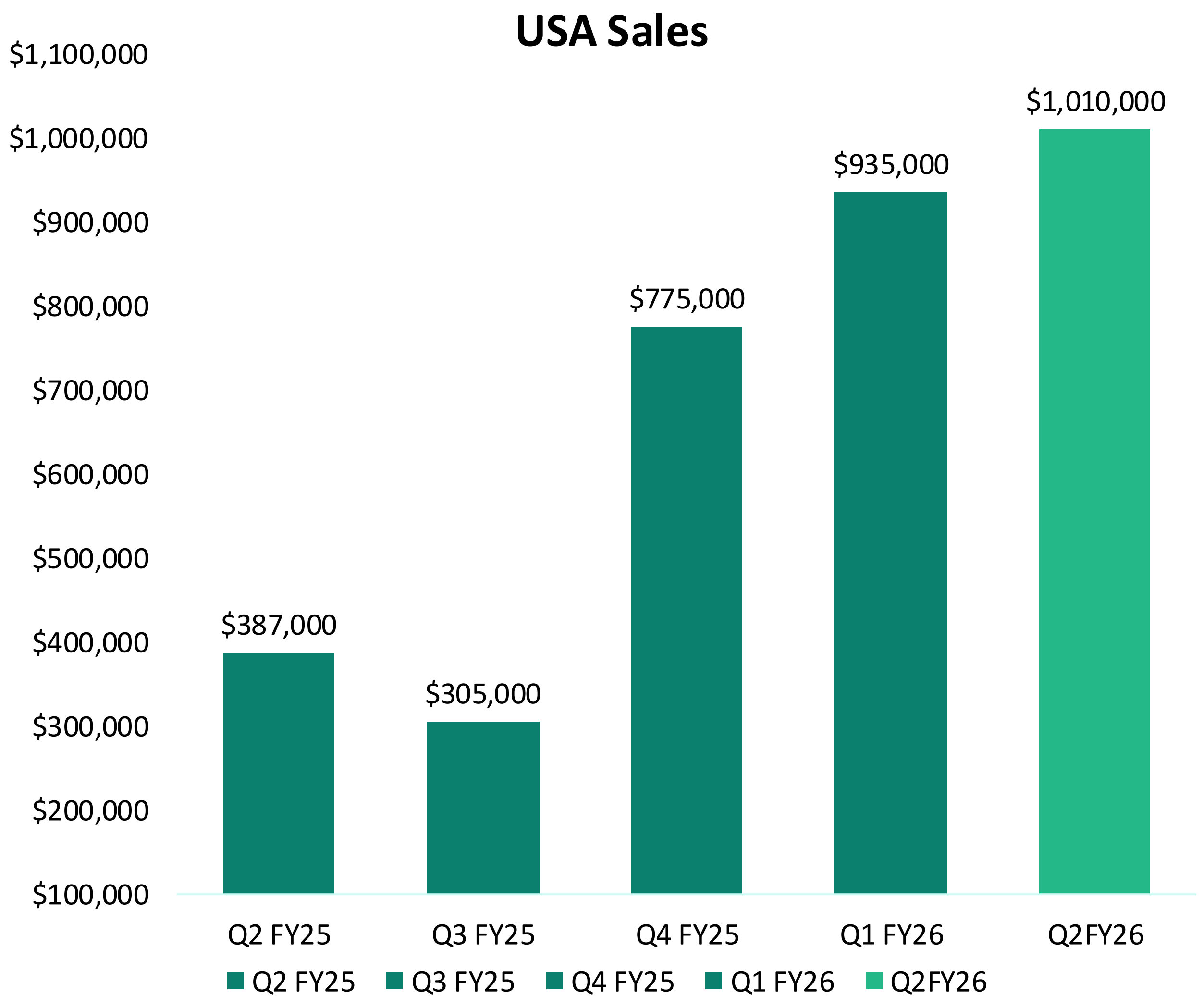
The wholesale channel recorded its strongest monthly revenue of $340k, with YTD wholesale revenues already exceeding total FY25 annual sales in the first half of FY26.

USA Finds Sales Traction

United States sales reached $1.01 million, representing a 9% quarter-on-quarter increase, with the U.S. now contributing 51% of total group revenue.

Growth was driven by continued momentum on Amazon alongside expansion of the wholesale channel

USA SALES PASS $1m AND 51% OF REVENUE



US sales increased 9% to $1.01m for the quarter, driven primarily by strong performance on Amazon Marketplace.

The U.S. now accounts for 51% of group revenue and continues to grow, with broad consumer adoption across both e-commerce and wholesale channels underpinning our U.S. growth trajectory

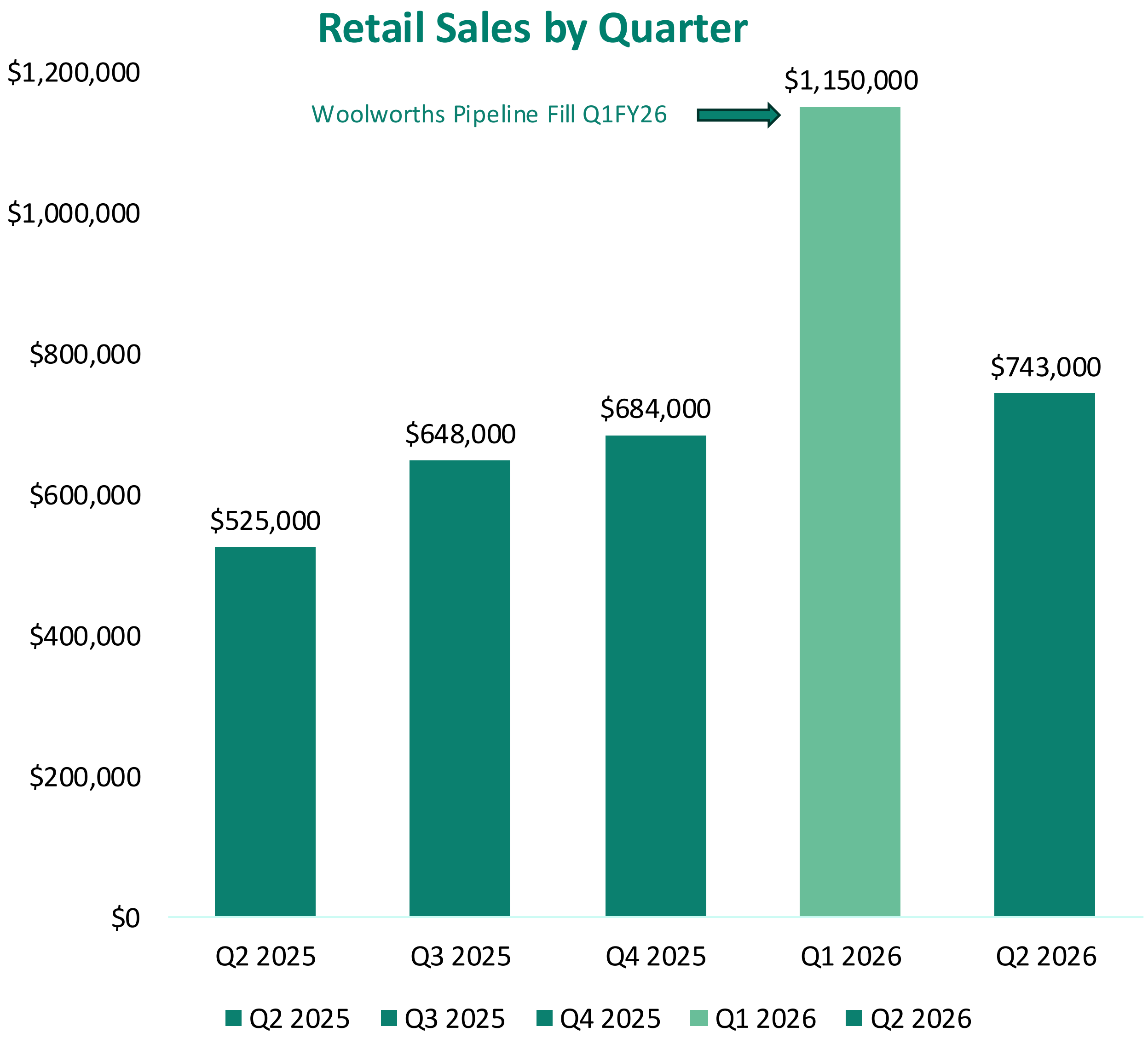
USA sales growth driven by expanding Amazon product range including tinctures, capsules and flavoured kava shots with the total wholesale channel increasing 15% QoQ to $362,000 (Q1 FY26: $314,000).

Approximately 94% of wholesale revenue was generated in the United States, reflecting the Company's strategic focus and execution in the world's largest kava market

.

THE CALMER CO.

RETAIL SALES UP 42% ON PCP



Total retail sales were up 42% to $743k on prior corresponding period (PCP).

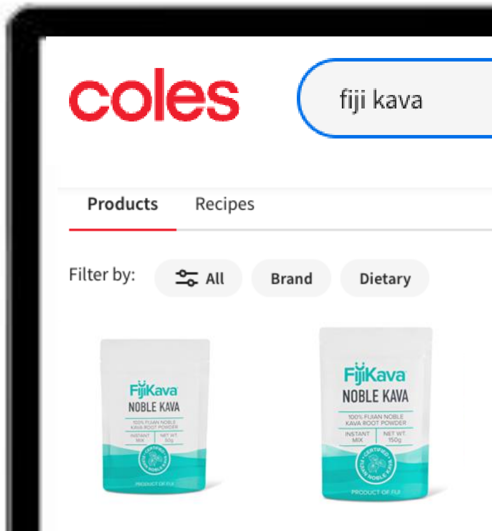
Coles Synergy Data confirmed Fiji Kava® as a major contributor to category growth, accounting for +33% of the stress sub-category, with:

#1 ranked product: 150g Instant Kava
#3 ranked product: 50g Instant Kava

These results highlight strong brand leadership and growing consumer acceptance within mainstream retail.

Woolworths
Australia's fresh food people

coles



E-COMMERCE CONTINUES TO LEAD GROWTH

E-commerce remained the Group's largest channel, generating $905,000 in revenue and representing 45% of total Group sales, reinforcing its role as the Company's primary growth engine.

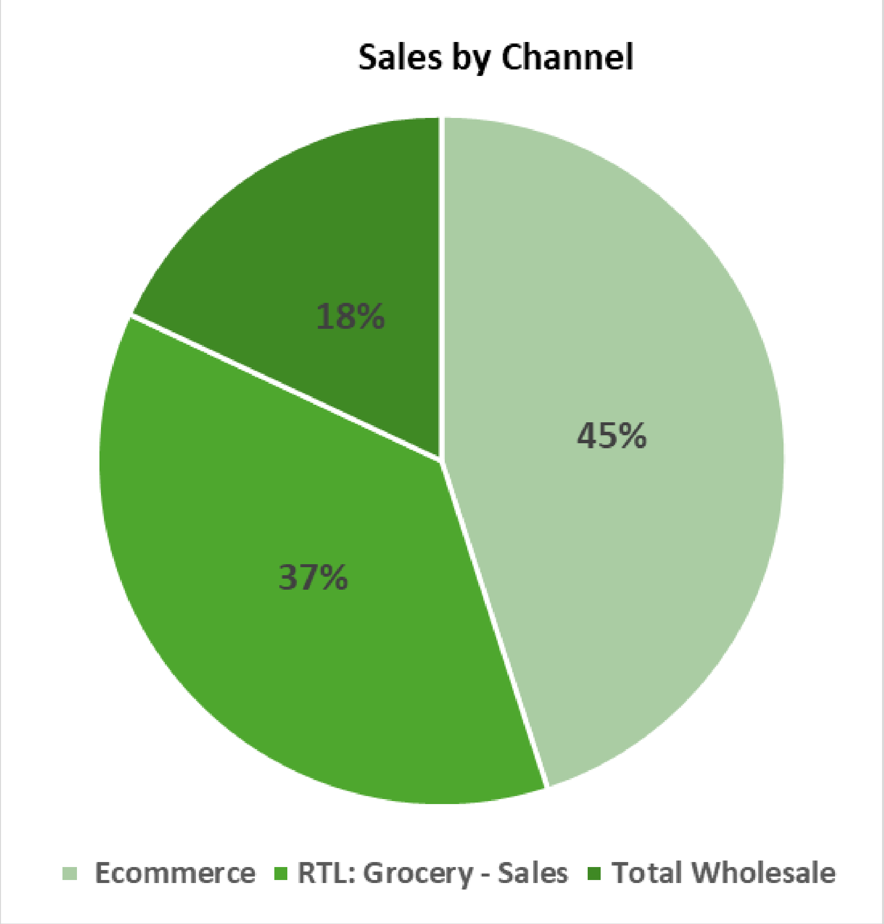
Quarter-on-quarter performance reflected normalisation following Q1 promotional activity, with underlying demand remaining strong and channel economics intact.

Amazon USA continued to demonstrate resilience and scale, delivering $652,000 in revenue, up 2% QoQ, and maintaining its position as the Company's single largest marketplace.

Premium brand mix strengthened materially, with Taki Mai® now accounting for up to 43% of Amazon revenue, compared to 7% in January 2025, highlighting successful execution of the Company's Pacific-sourced, provenance-led brand strategy.

Direct-to-Consumer (DTC) revenue totalled $252,000, supported by ongoing investment in advertising creative, content optimisation and conversion rate improvements.

E-commerce positioned for renewed growth in Q3 FY26, underpinned by enhanced creative performance, planned product range expansion across powdered formats, and upcoming TGA-submitted product launches.



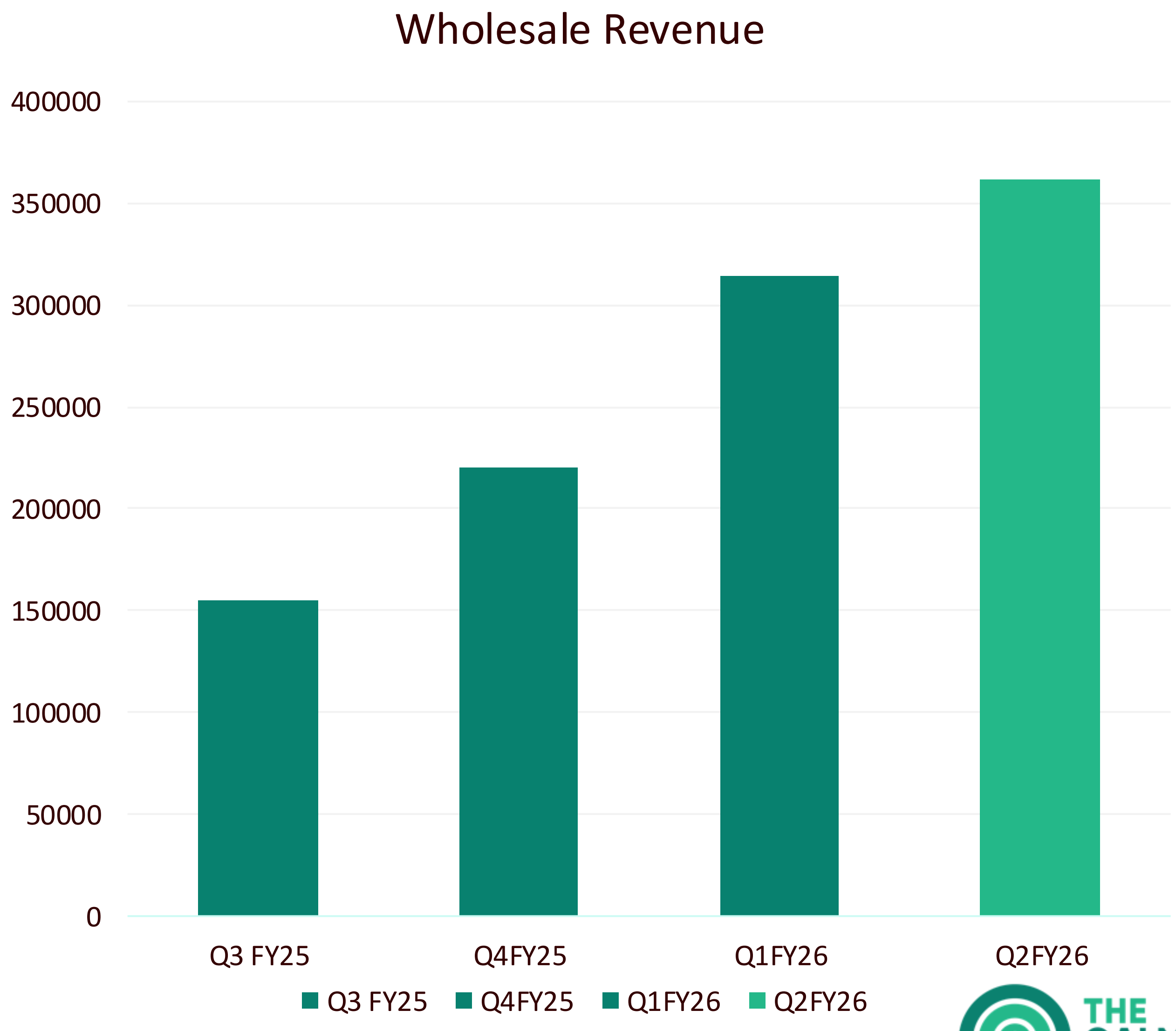
WHOLESALE STRONG GROWTH, UP 15%.

$362k
Wholesale Revenue

▲15%
Vs Q1,26

Wholesale revenue increased 15% quarter-on-quarter to $362,000, representing 18% of total Group revenue. Growth was driven by repeat orders from existing water-extract customers, including IMCD, and multiple U.S. resellers.

The quarter also included repeat commercial sale of The Calmer Co.'s CO_2 extract to a U.S. beverage partner, marking continued progress in the Company's higher-value B2B strategy and reinforcing confidence in wholesale demand as production formats scale.



CASH, INVENTORY & SUBSCRIPTIONS

Cash on Hand

The business has $1.03m at bank with cash receipts rising.

Inventory Stable

Inventory levels are strong and new product formats are in our USA warehouse.

Subscriptions Rising

Monthly subscriptions continue to rise. $280k of inventory is presold in subscriptions

RTD Format to Grow

RTD beverages represent only 4-5% of our revenue mix. RTDs are a key component of our growth plan.

Growth Funding in Place

The Company remains focused on disciplined working capital management as it scales, closing the quarter with cash on hand of $1.03 million and additional financing capacity in place to support continued growth initiatives.

$700k secured under Tranche Two of the convertible note facility subsequent to quarter end, strengthening liquidity and supporting wholesale inventory build and growth initiatives.

RECORD PERFORMANCE AND ACCELERATING U.S MOMENTUM

Zane Yoshida
Founder & CEO
The Calmer Co

"December was a standout month for The Calmer Co., with record monthly revenue of $910,767 and our wholesale channel delivering its strongest performance to date, generating $340,131 in sales. Year-to-date revenue has already surpassed our FY25 full-year results, highlighting the accelerating global demand for premium, fully traceable kava ingredients.

We are particularly encouraged by the momentum in the United States, a consumer market significantly larger than Australia. U.S. sales now represent more than 50% of our total global revenue and continue to accelerate. During the quarter, U.S.-based sales increased by 9%, while the wholesale division grew by 15%. We see substantial upside in the U.S. market."

THE CALMER CO.

Investor Hub
To find this full report and other ASX releases please go to our Investor Centre.
Join the Conversation on Investor Hub

Q2 FY26 Results Webinar

Join **CEO** Zane Yoshida, at **The Calmer Co (ASX: CCO)** investor webinar to discuss the Q2 FY26 performance, activities and focus.
Date: Friday February 6th, 2026
Time: 9am (AEST)
Register here for Quarterly Investor Webinar

http://thecalmerco.com