



ASX: CCO | QUARTERLY ACTIVITIES REPORT

Q1 FY27 Results

Investor Webinar

Friday, 6 November 2026 | 10:00am AEST

Presented by Zane Yoshida, Founder & CEO

What we'll cover today

01

Strategic pillars

Where we are against our four growth engines

02

Quarterly highlights

A record quarter and the story behind it

03

Revenue performance

Geography, channel and product format breakdown

04

Channel momentum

Wholesale & B2B scaling; retail broadening across Coles and Woolworths

05

Cash, costs & funding

Cash position, capital raise and working capital

06

Regulatory & outlook

Category tailwinds and FY27 priorities

Four pillars driving The Calmer Co.

01

Regional Sourcing & Innovation

- Pacific Island regional sourcing
- Fiji excellence in QA & service
- CO₂ extraction capability
- Blockchain traceability

Q1 PROGRESS

CO₂ extract demand lifted extracts to 26% of revenue (Q4: 16%); FJ\$250k inventory facility secured.

02

Direct to Consumer (incl. Amazon)

- Amazon USA & AU marketplaces
- Salesforce sites: FK, TM, DN
- High-awareness DTC focus

Q1 PROGRESS

E-commerce \$636,255 (26% of revenue); Amazon USA \$461,003; DTC \$175,252.

03

Profitable & Scalable Retail

- Major retail (Coles & Woolworths)
- Supporting pharmacy & nutrition
- High-exposure trial & resale to mainstream

Q1 PROGRESS

Retail +25% QoQ to \$975,037, now 40% of revenue; Coles +27%, Woolworths +33%.

04

Wholesale (Bulk Ingredients)

- AU & global beverage and snack brands
- Complementary medicines
- Co-manufacture & flavour houses
- Kava hospitality

Q1 PROGRESS

Wholesale \$831,569 (34% of revenue), up from \$305,740; ~91% US-generated.

Q1 FY27 highlights

\$2.44m

Record group revenue

Up 42% on Q4 FY26 (\$1.72m).

+25%

Retail growth QoQ

\$975,037, the largest channel at 40%.

\$832k

Wholesale & B2B revenue

Up from \$306k in Q4 FY26; ~91% US.

+24%

Australia revenue QoQ

\$1,202,311, or ~49% of group revenue.

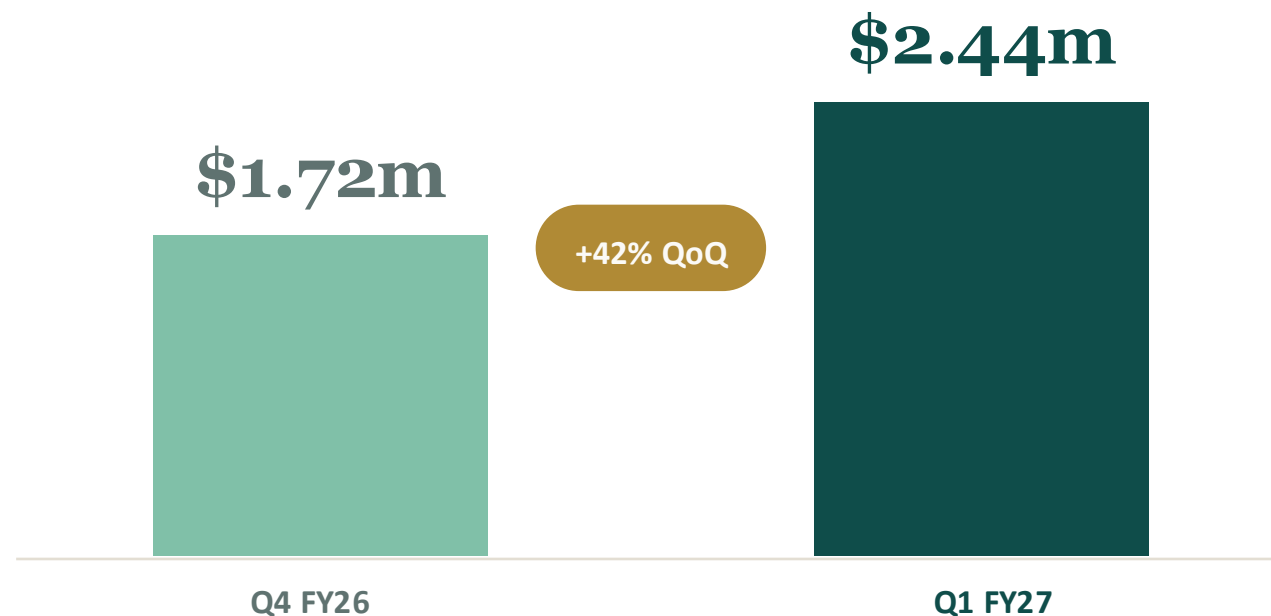
Record revenue, led by higher-value wholesale and a broadening retail base

- **Net operating cash outflow improved 6%.** To \$755k, with cash on hand of \$953k at 30 September 2026.
- **\$1.21m capital raise completed.** FJ\$250k FICL inventory financing facility available from Q2 FY27.
- **Inventory maintained at \$1.5m.** Positioned to support wholesale, B2B and retail demand into FY27.
- **Cost discipline maintained.** Advertising and marketing (OPEX) down a further 56% QoQ to \$112k, 5% of revenue.

A record quarter, up 42%

Quarterly group revenue

Wholesale & B2B and retail growth combine for a record result



Source: Q1 FY27 Appendix 4C and Activities Report (released 30 October 2026).

FASTEST-GROWING CHANNEL

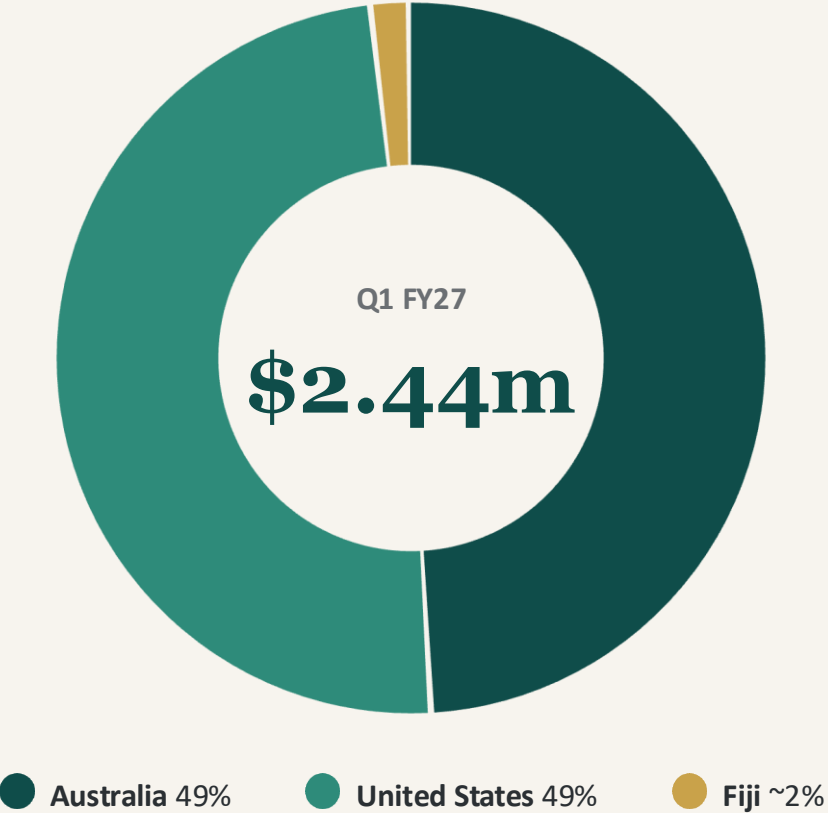
\$832k

Wholesale & B2B revenue, up from \$306k in Q4 FY26 and 34% of group sales.

What's behind the result

- US demand for premium kava ingredients, including CO₂ extracts
- Retail up 25% QoQ across Coles and Woolworths
- United States revenue of \$1.20m, 49% of group
- Amazon USA contributed \$461,003 in the quarter

Australia and the US, each ~49% of revenue



Australia

+24% QoQ

\$1.20
m

Coles +27% and Woolworths +33% QoQ; Fiji Kava® Instant Kava leads the stress category.

United States

49% of revenue

\$1.20
m

Wholesale and e-commerce led; ~91% of wholesale sales generated in the US.

Fiji

Brand & provenance

~2%

Tourism-led retail; supports brand visibility and provenance storytelling.

Retail leads as wholesale scales

Retail

\$975,037

40% of revenue · +25% QoQ

- Largest channel for the quarter
- Coles +27% and Woolworths +33% QoQ
- Fiji Kava® 150g and 50g Instant Kava lead the stress category

Wholesale

\$831,569

34% of revenue · Q4 FY26: \$305,740

- ~91% of wholesale sales generated in the US
- Demand for traditional kava ingredients and high-potency CO₂ extracts
- Repeat orders from US beverage manufacturers and B2B partners

E-commerce

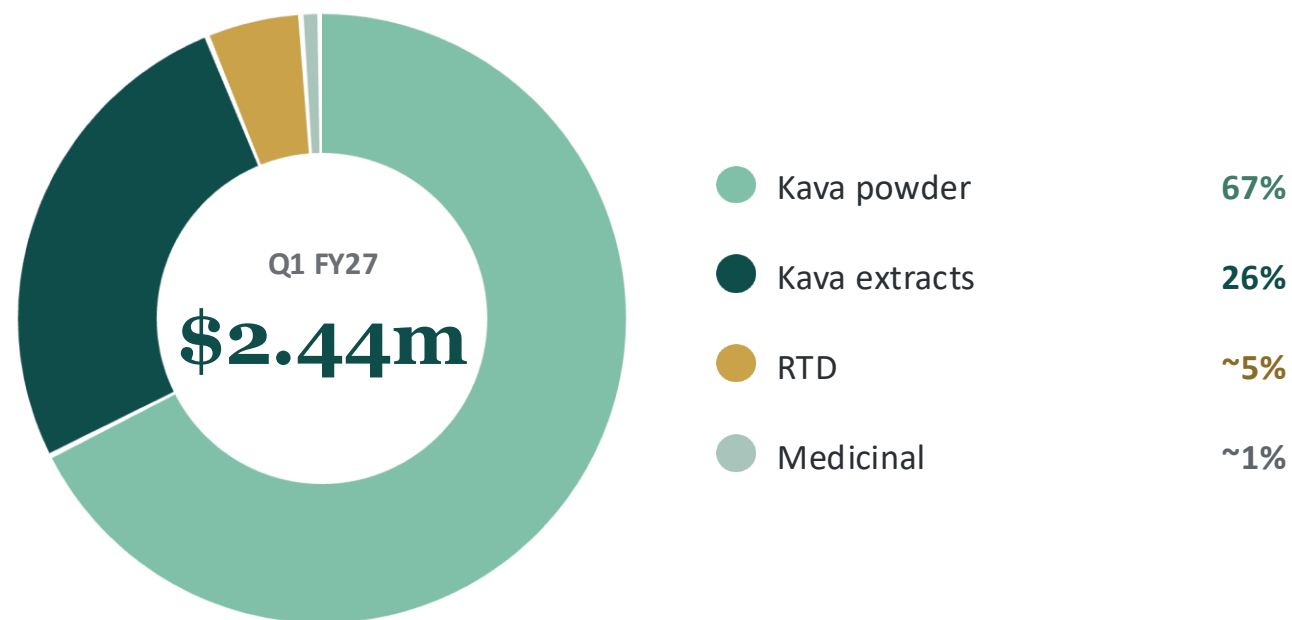
\$636,255

26% of revenue

- Amazon USA delivered \$461,003 in Q1 sales
- DTC contributed \$175,252 across AU and US sites
- Continued demand across Fiji Kava® and Taki Mai® ranges

Extracts step up to 26% of revenue

Q1 FY27 revenue by product format



Approximate share of group revenue. Source: Q1 FY27 Activities Report.

EXTRACTS: HIGHER-VALUE PLATFORM

26%

Share of group revenue (Q4 FY26: 16%)

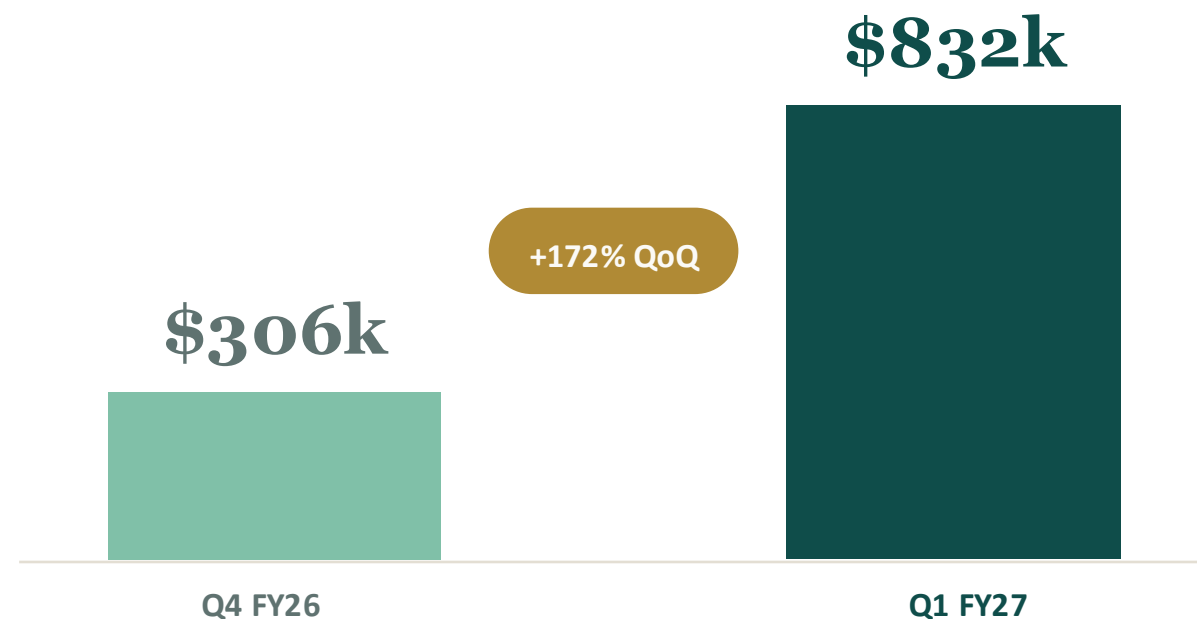
Why it matters

- ~95% of extract sales from US B2B ingredient orders
- Higher value per kilogram than powder
- Supports margin expansion and earnings quality over time
- RTD up to ~5% (Q4 FY26: ~2%) via Amazon USA and DTC

Our higher-value growth engine

Wholesale revenue up 172% QoQ

Now ~34% of group revenue, with ~91% generated in the United States



Wholesale revenue, Q4 FY26 vs Q1 FY27 (A\$). Source: Q1 FY27 Appendix 4C.

WHY IT MATTERS

Higher-value revenue

US-led demand.

~91% of wholesale sales generated in the United States.

Premium CO₂ extracts.

~95% of extract sales from US B2B ingredient orders.

Repeat ordering.

Repeat orders from US beverage manufacturers and other B2B partners.

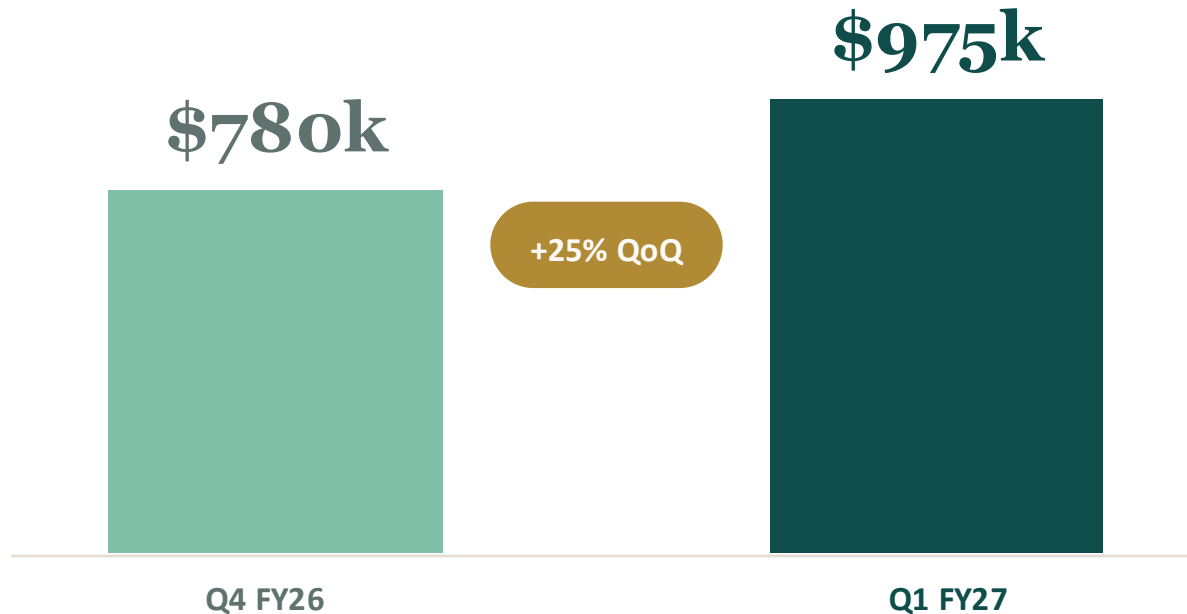
Margin focus.

Central to improving Group margins and building a more predictable revenue base.

Retail grows across Coles and Woolworths

Retail revenue up 25% QoQ

Now ~40% of group revenue and our largest channel for the quarter



Retail revenue, Q4 FY26 vs Q1 FY27 (A\$). Source: Q1 FY27 Appendix 4C.

WHY IT MATTERS

A stronger base

Both major grocers growing.

Coles up 27% and Woolworths up 33% quarter-on-quarter.

Category leadership.

Fiji Kava® 150g and 50g Instant Kava remain leading stress-category SKUs.

Price realisation.

Focus on preserving the benefits of recently implemented price increases.

New range ahead.

Fiji Kava® FZZR™ flavoured effervescent range into Coles in Q2 FY27.

Balance sheet strengthened, spend disciplined

\$953k

Cash on hand

At 30 September 2026.

\$1.79m

Cash receipts from customers

Q4 FY26: \$1.88m.

\$1.5m

Inventory (incl. prepaid)

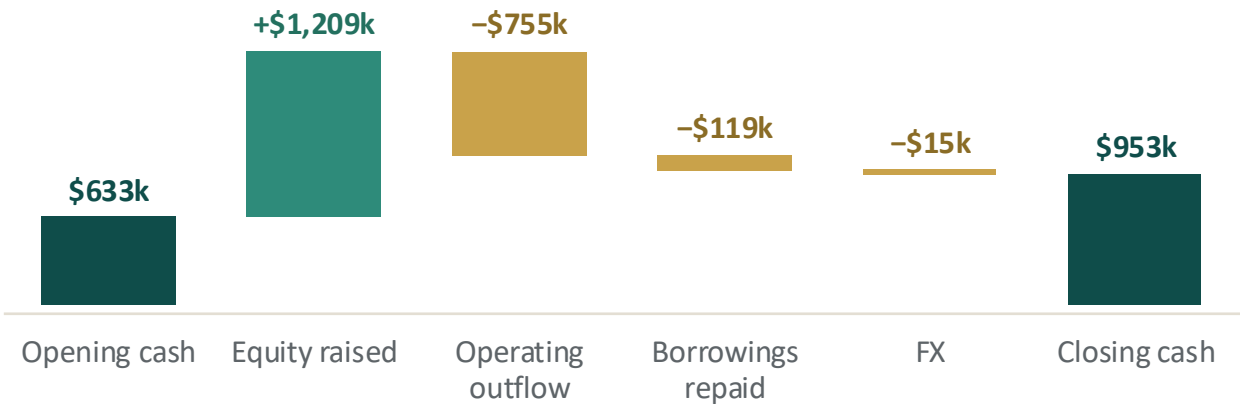
Supporting demand into FY27.

-6%

Net operating cash outflow

Improved to \$755k.

Cash movement in the quarter (A\$k)



Costs: A&M (OPEX) -56% QoQ to \$112k; staff costs \$324k (Q4 FY26: \$351k).

FUNDING & WORKING CAPITAL

Balance sheet strengthened

- \$1.21m capital raise completed in the quarter
- Placement of the remaining Entitlement Offer shortfall progressing
- FJ\$250k inventory financing facility from Fiji Investment Corporation (FICL), available from Q2 FY27
- Additional working capital funding being explored to support wholesale growth

Category tailwinds across our key markets

Australia

TGA • ODC • FSANZ

Commercial Import Pilot.

Phase 2 since Dec 2021 permits commercial food imports, pending a permanent framework.

Complementary medicine.

Standardised kavalactone doses from water-extracted noble kava, regulated by TGA.

Regional Kava Development.

Harmonising Pacific kava standards; Standards Australia working on a kava standard.

United States

FDA • DSHEA • State agencies

Dietary supplement framework.

Sold as a dietary supplement under DSHEA; aqueous preparations widely regarded as GRAS.

FDA modernisation underway.

Human Foods Program and NDI guidance expected to clarify novel formats incl. CO₂ extracts.

Watch points.

State rules evolving (e.g., NYC steeped beverages); retailers enforce third-party testing.

International

Codex • EU • UK • NZ

Codex CXS 336R-2020.

Regional standard for kava as a beverage; supports trade and quality benchmarks.

Codex alignment work.

Food-additive alignment through 2025 to 2026, backed by Australia, NZ, USA and Canada.

EU & UK access in progress.

Following earlier bans, access to major European markets is progressing.

WHAT IT MEANS FOR CCO

A more enabling regulatory environment is broadening distribution options for kava and kava-derived ingredients, supporting our retail, wholesale and B2B extract strategies.

General industry context only, not CCO filings or approvals. Sources: DFAT, ODC, US FDA, FAO/WHO Codex.

Into Q2 FY27 with momentum and a clear plan

Strategic priorities for FY27

Scale wholesale & B2B

Convert the growing pipeline into recurring orders across standardised extracts and ingredient formats.

Build on retail momentum

Preserve the benefits of recent price increases and launch Fiji Kava® FZZR™ in Coles in Q2 FY27.

Establish a US retail footprint

Work with the confirmed US brokerage to establish an initial retail footprint.

Progress toward cash flow breakeven

Strengthen quality and supply chain efficiency, expand gross margins and increase operating leverage.

MARKET OPPORTUNITY

Natural relaxation, globally

USA

49% of group revenue and ~91% of wholesale. Retail not yet commenced; brokerage agreement confirmed.

ANZ

Growth across Coles and Woolworths; Fiji Kava® FZZR™ ranged in Coles from Q2 FY27.

Brand portfolio

Fiji Kava®, Taki Mai®, Danodan Hempworks®. Leilo distributed in Fiji.

An important milestone



The September quarter marked an important milestone for The Calmer Co., with record revenue of \$2.44 million, up 42% quarter-on-quarter. This result demonstrates the growing strength of our diversified business model across Australian retail, e-commerce and international wholesale markets.

Wholesale and B2B ingredients revenue increased to \$832,000 from \$306,000 in the prior quarter, supported by demand for premium kava ingredients, including CO₂ extracts, particularly in the United States. Scaling this higher-value channel remains central to our strategy to improve Group margins and build a more predictable revenue base.

Zane Yoshida

Founder & CEO, The Calmer Co.

THANK YOU

Questions & next steps

Q1 FY27 INVESTOR WEBINAR



Open Q&A with the CEO

Join Zane Yoshida to discuss Q1 FY27 performance, activities and focus.

DATE	Friday, 6 November 2026
TIME	10:00am AEST
FORMAT	Live webinar with audience Q&A
REGISTER	https://thecalmerco.com/webinars/rJaRRe-q1fy27-investor-webinar Investor Hub Link here:

INVESTOR & MEDIA RELATIONS

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ABOUT THE CALMER CO.

Natural solutions to calm nerves, support mind and muscle relaxation, and induce sleep.

House of brands: Fiji Kava®, Taki Mai®, Danodan Hempworks®. Distributing Leilo in Fiji. Markets: USA, Australia, New Zealand, China, Fiji.