



**THE
CALMER
CO.**

**The Global Pioneer in
the Kava Industry**

Spark+ Australian Equities Day 2025

03 October 2025



(ASX: CCO)

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**“\$8M revenue in FY25,
+86% YoY growth, and nearly
5X growth in two years.**

**On track for breakeven in
2026 - The Calmer Co is
pioneering the global kava
industry.”**



MARKET OPPORTUNITY

Modern Social Health Impacts

increased
stress



reduced
sleep

37% of adults report

fatigue or feeling tired
because of stress.

43% report that stress

has caused them to lie awake at
night in the past month.

21% report feeling more

stressed when they don't sleep
enough.



**More consumers
demanding
natural, effective
alternatives**



MARKET OPPORTUNITY

Why is Gen Z drinking less?

social
alternative



alcohol
impacts

1/3 of 18-24yo
choosing not to drink at all.

59% of drinkers have
cut back on their alcohol
consumption in past
12months

42% outline a need
to live healthier and avoiding
drinking consequences



**Gen Z more health-conscious,
understand alcohol's
negative effects on
the body and mind**



MARKET OPPORTUNITY



Sustained Global Growth

“The global kava root extract market size reached USD 1.6 Billion in 2024. Looking forward, IMARC Group expects the market to reach USD 5.6 Billion by 2033, exhibiting a growth rate (CAGR) of 14.11% during 2025-2033.”

Positioned within functional relaxation, alcohol alternatives, sleep aids

White space opportunity vs CBD, alcohol-free beer, sleep supplements

Source: <https://www.imarcgroup.com/kava-root-extract-market>

OUR SOLUTION



The Calmer Co. International Limited (ASX:CCO) is a fast-growing CPG company leveraging a global opportunity in kava, a clinically proven alternative to alcohol and pharmaceuticals that supports relaxation and sleep.

Our products are delivered to consumers globally through e-commerce channels and blue-chip retail distribution partners, supported by a traceable and transparent 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, and the Pacific Islands.



STRATEGIC PILLARS

THE WORLD'S LEADING NATURAL RELAXATION COMPANY

Regional Sourcing & Innovation



- PACIFIC ISLAND REGIONAL SOURCING
- FIJI EXCELLENCE IN QA & SERVICE
- CO2 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

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STRONG REVENUE GROWTH ACROSS THE BOARD IN FY25

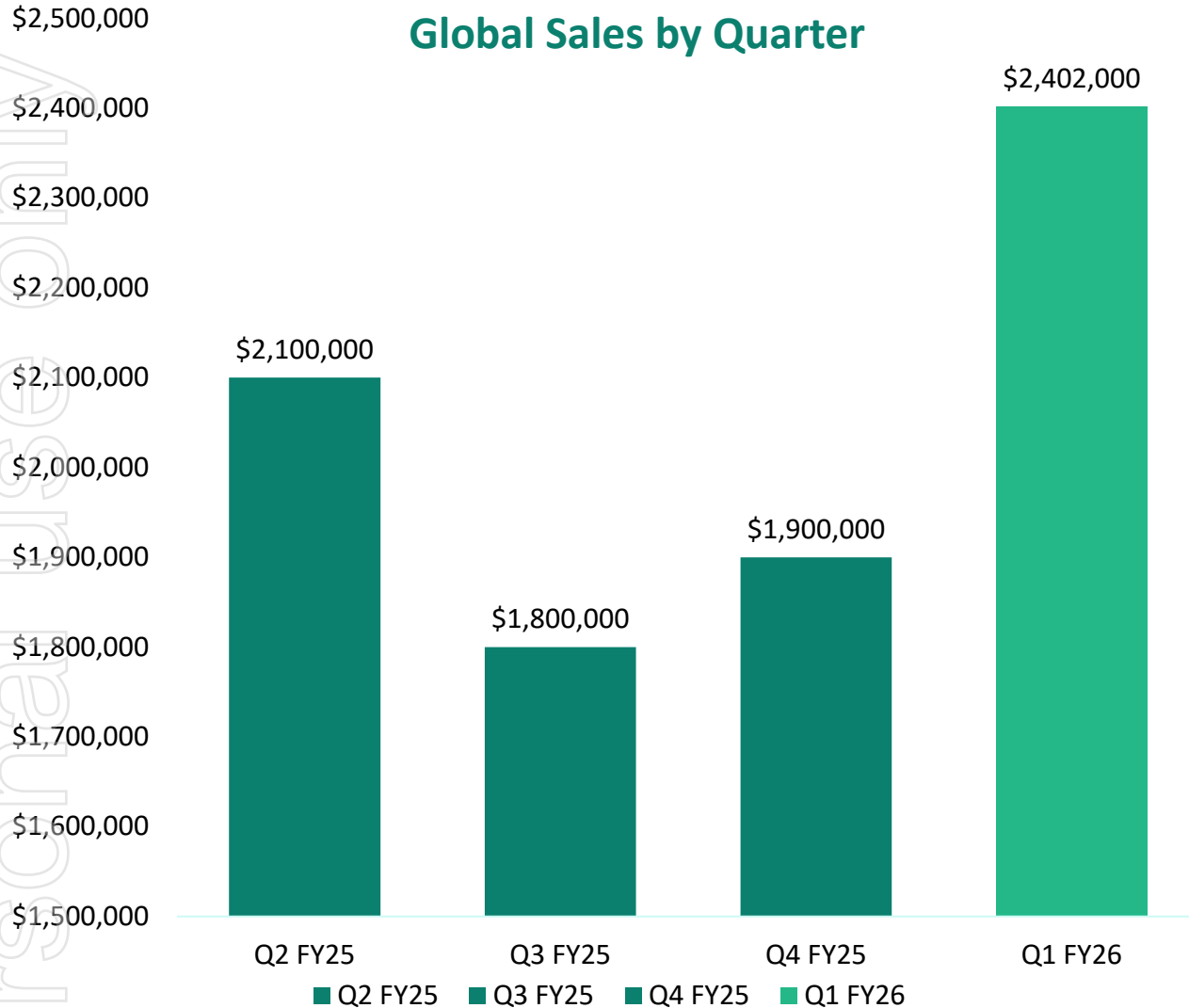
FY25 FIGURES



TOTAL SALES UP 26%



Global Sales by Quarter



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.

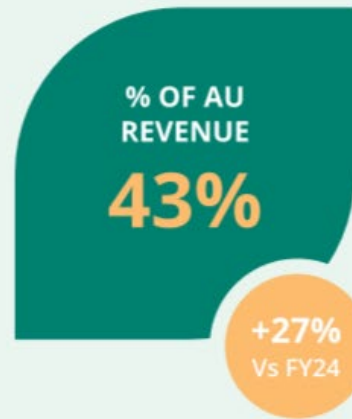
Wholesale is also an exciting growth channel with kavaton and new CO2 high concentration extracts in high demand from retail partners. The wholesale channel set a new sales record with \$314k sales in September and accounted for 13% of total sales this quarter.



OUR RETAIL IS PROFITABLE AND SCALABLE



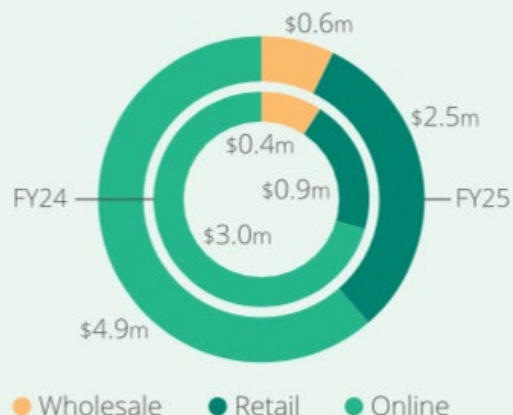
The involvement of both Woolworths and Coles enhances brand awareness and highlights widespread consumer acceptance in Western markets, a trend that has the potential to be replicated in the USA



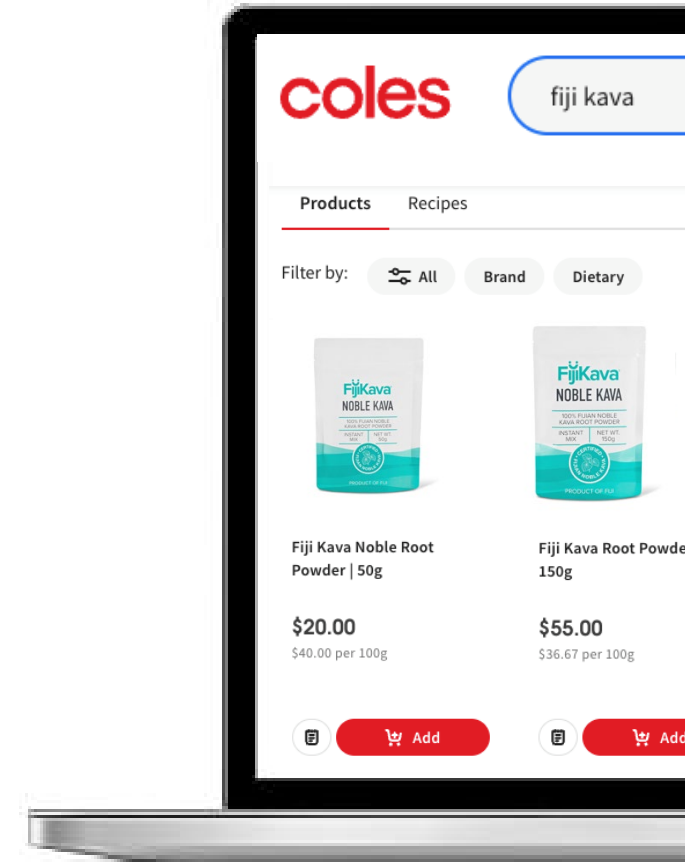
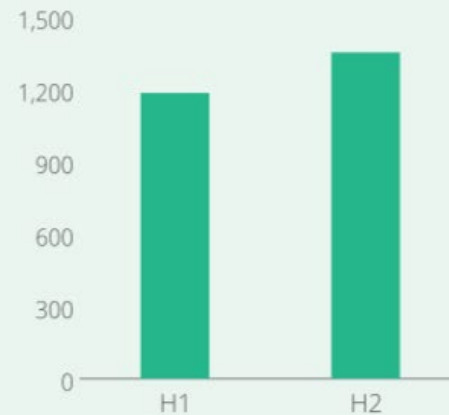
Continued Retail Growth



Broadening Revenue Mix



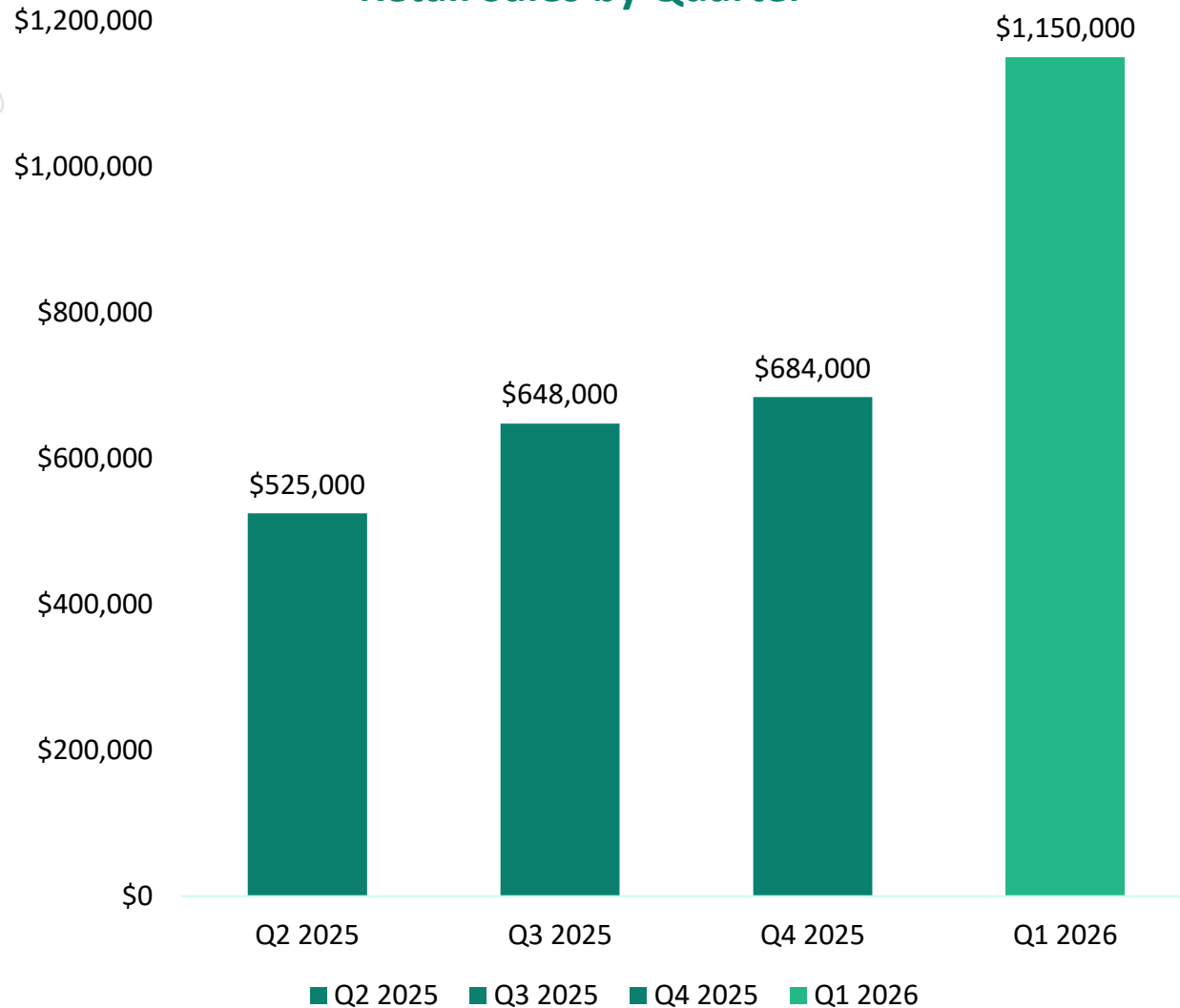
Total Revenue by Half Year



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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.

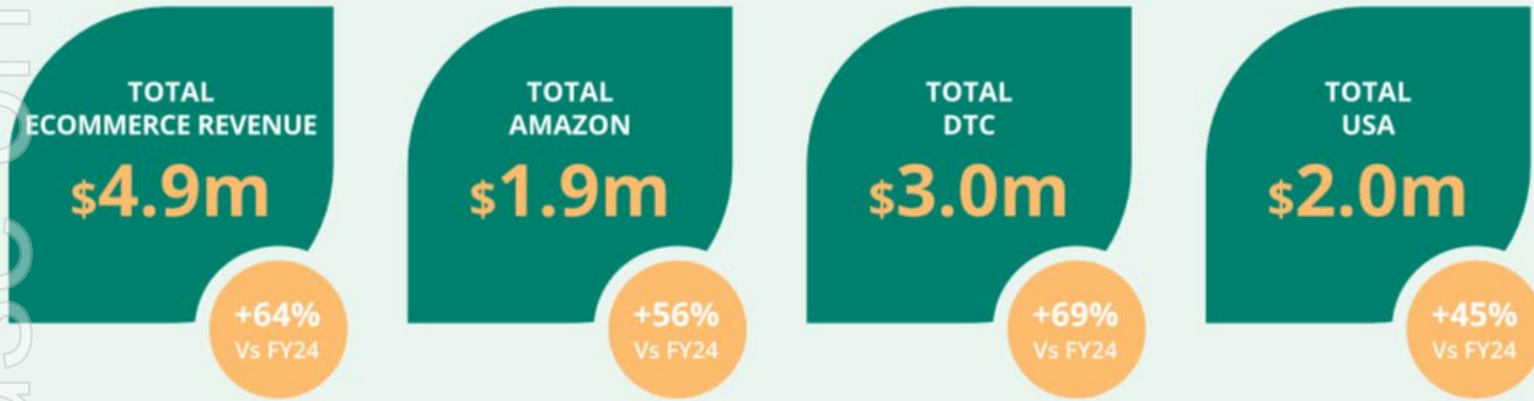


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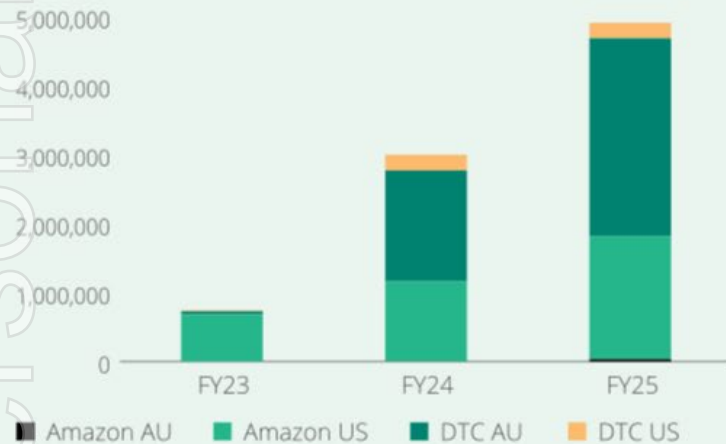
STRONG GROSS MARGINS IN E-COMMERCE



Rapid growth in e-commerce revenues is driving robust gross margins. Additionally, online sales in the USA have surged, fueled by the launch of new products such as flavoured kava shots



FY25 eCommerce Mix Evolution



DIFFERENT ROLES OF SUB-CHANNEL

The Australian market continues to prefer the direct from brand purchase as Amazon is yet to take the integrated day-to-day part of life status that it has in the US.

However, Amazon dominates the purchase preference in the United States, with a high population adoption and high-speed quality service.

Amazon Australia has responded quickly to increased management, and with further investment from Amazon to increase penetration and speed of service it is likely to continue to grow as the overall market adoption grows.

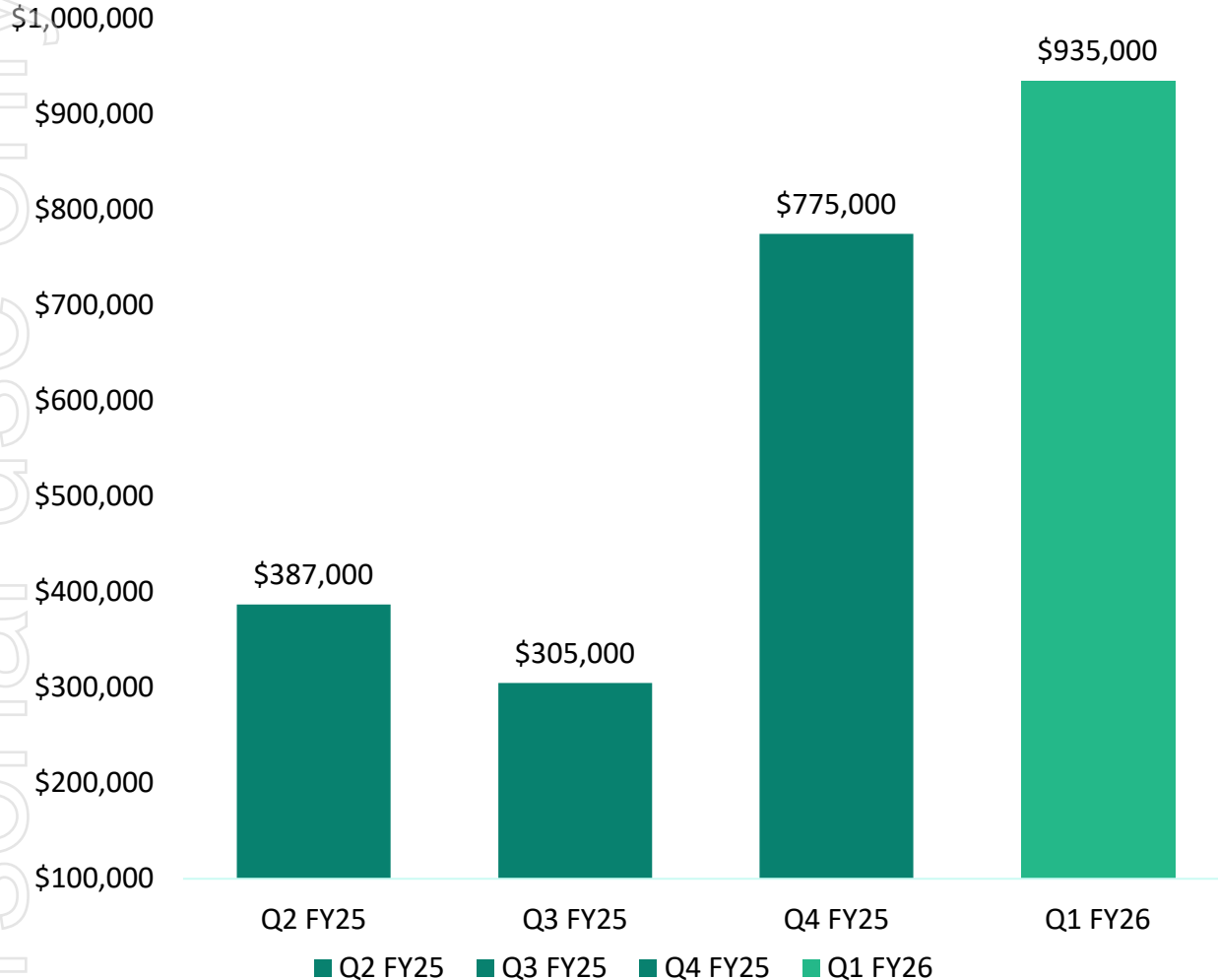


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USA SALES UP 21%



USA Sales



USA based sales were up 21% to \$935k on a quarterly basis.

This USA growth was driven by both online and wholesale channels.

The wholesale channel set a sales record in September as retail partners ordered kavaton and high concentration CO₂ Extract formats.

Broad consumer adoption of new product formats in the USA in both ecommerce and wholesale drives our US growth story.



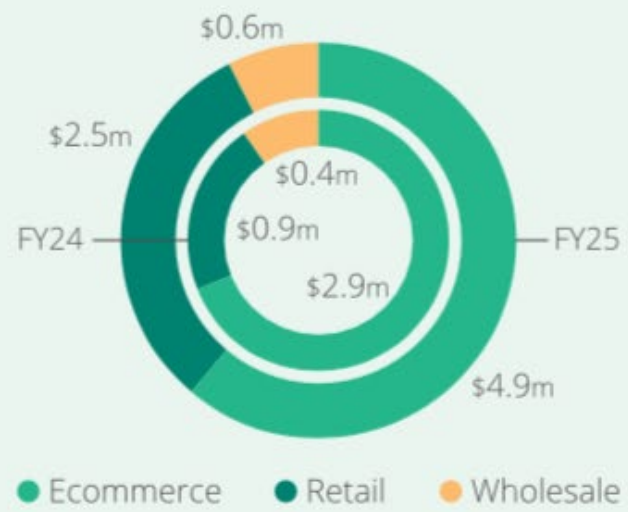
WHOLESALE CHANNEL EXPANDS

In September we set a new wholesale sales record of \$314k which represents 13% of total sales as it continues to expand its share of our overall product mix

The Calmer Co has invested 15 years in developing a vertically integrated supply chain that is difficult to replicate. We have also pioneered innovative wholesale product formats, including Kavaton and high-concentration CO₂ extracts. As the market leader supplying major distribution partner, we are well positioned to capitalise on the growing kava trend.



Wholesale Becomes Significant Third Channel in FY25



THE CALMER Co. IS A GLOBAL GROWTH STORY



Zane Yoshida
Founder & CEO
The Calmer Co

Kava is rapidly emerging as a highly sought after functional ingredient, gaining widespread global adoption.

The Calmer Co achieved \$8 million in revenue for FY25, marking an impressive 86% growth over FY24 and nearly a fivefold increase in just two years.

In Q1 2026, we set a new sales record with \$2.4 million in quarterly revenue and based on September's performance, our annualised sales run rate has surpassed \$10 million. Break even is now within our sights.

In July, we launched an exciting range of new products in the rapidly expanding US kava market, with early indicators showing strong consumer acceptance and promising growth ahead.

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CCO MANAGEMENT TEAM



Zane Yoshida, CEO	Zane is a seasoned entrepreneur with expertise spanning R&D, commercialization, and strategic expansion. As Founder & CEO, he pioneered the development of the world's highest-quality kava, successfully launching the FijiKava® and Taki Mai® brands globally. He previously co-founded and led sustainable packaging ventures Styrotex and Biofiba, securing patents and international partnerships across Asia. Beyond business, Zane serves as President of the Australia-Fiji Business Council and holds degrees in Mechanical Engineering, IT, and an MBA from QUT.
Pravinesh Lala, CFO	Prav has a comprehensive career across logistics, beverages (Red Bull) and agriculture (Nutrano) prior to joining CCO. Prav holds a degree in Accounting and Finance and is a CPA (Australia).
Mathew Kowal, CCO	Matt has extensive experience across FMCG over a 20+year career. He has previously worked with both Monster Energy and Red Bull in the UK before scale beverage brands in Australia across retail and online channels. He holds a degree in Physiology and Sports Science and a Masters in Commerce(Marketing) from UNSW.
Andy Burger, Head of E-commerce	Andy brings nearly two decades of experience at Amazon, along with vast expertise in digital strategies and automation to scale e-commerce businesses. 19+ years of e-commerce experience with Amazon, digital strategy, and marketplace growth. Successfully scaled multiple e-commerce companies through AI-driven marketplace strategies. Led successful business exits through acquisitions, including roles at OeP (sold to Acosta) and IdeoClick.
Ui Tavo, GM Fiji	A Fiji citizen, Ui comes with a strong background in beverage manufacturing in the South Pacific over 20+ years. He hold a degree in Science (Chemistry) and an MBA from the University of the South Pacific.



**Vinaka
(Thank you)**

<https://thecalmerco.com/link/r8K57e>