



14th January 2026

ASX RELEASE

Record Monthly Sales Result of \$910k for December -Highest in Company History

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 it has achieved the highest **monthly revenue** in the Company's history, delivering **unaudited December 2025 sales of \$910,767**, marking the strongest single-month performance since listing.

Highlights

- Record monthly revenue of \$910,767, the strongest result in Company history.
- Wholesale channel recorded its strongest monthly revenue of \$340,131, with YTD wholesale sales already exceeding total FY25 annual wholesale revenue in the first half of FY26.
- The record monthly performance reflects continued improvement in channel mix and margin profile, supporting the Company's path toward sustainable profitability.
- Continued momentum across all sales channels including Australian grocery, USA Amazon and B2B ingredient sales.
- Australian retail performance remained robust, led by Fiji Kava® distribution through Coles and Woolworths.
- USA sales growth driven by expanding Amazon product range including tinctures, capsules and flavoured kava shots.
- B2B ingredient sales supported by increasing demand for high-kavalactone kava extracts from global partners.
- The result underpins the Company's trajectory toward breakeven and validates its vertically-integrated "farm-to-shelf" strategy.
- Engage directly with us on Investor Hub via this [link](#).

Founder and CEO, Zane Yoshida, commented:

"Achieving our highest ever monthly revenue of \$910,767 is a defining milestone for The Calmer Co. The wholesale channel's record performance of \$340,131 in a single month, with year-to-date sales already exceeding FY25 annual results, clearly demonstrates the accelerating global demand for high-quality, traceable kava ingredients."



“This momentum is further supported by recent regulatory advancements in the United States, where the U.S. Food and Drug Administration has confirmed that traditionally prepared kava beverages qualify as food under federal law. This landmark clarification provides regulatory certainty and a clearer compliance pathway for kava products in the world’s largest consumer market, de-risking broader retail distribution and digitally-led growth. Traditionally brewed kava beverages are now recognised under conventional food law, while other product formats, including tinctures, capsules and flavoured kava shots, continue to sit within the dietary supplement framework. This dual-category clarity aligns with our multi-format portfolio strategy and strengthens our ability to scale in the U.S. market.

With over 21 million Americans now consuming kava, our expanding USA portfolio of dietary supplement formats, combined with the strength of our Australian grocery footprint and accelerating wholesale demand, positions the Company for sustained, profitable growth in FY26.”

This announcement has been approved by the Board of Directors.

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For further information

Investor & Media Relations

Zane Yoshida

investors@thecalmerco.com

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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