



30 January 2026

ASX RELEASE

## Appendix 4C Cashflow Statement and Quarterly Activities Report

30<sup>th</sup> January 2026, Brisbane, Australia: The Calmer Co. International Limited (ASX: CCO) submits the following Activities Report and Appendix 4C Cash Flow Statement for the three-month period ended 31<sup>st</sup> December 2025.

### Highlights

- Second consecutive quarter exceeding \$2.0 million in revenue, demonstrating sustained demand across the Company's diversified omni-channel platform.
- Total quarterly revenue of \$2.01 million, reflecting a normalisation following Q1 FY26 retail pipeline fill and launch-related promotional activity.
- Record monthly sales achieved in December of \$910,000, the strongest month in the Company's history, providing positive momentum entering H2 FY26.
- United States revenue increased 9% quarter-on-quarter to \$1.01 million, now contributing 51% of total Group revenue, highlighting the continued success of the Company's U.S. expansion strategy.
- Wholesale and B2B extract sales increased 15% QoQ to \$362,000, supporting long-term margin expansion.
- \$700,000 secured under Tranche Two of the convertible note facility subsequent to quarter end, strengthening liquidity and supporting wholesale inventory build and growth initiatives.

CEO & Founder Zane Yoshida, said,

"This quarter marks another important step in the evolution of The Calmer Co., with the Group delivering its second consecutive quarter of more than \$2 million in revenue and achieving a record monthly sales result of \$910,000 in December. While reported quarterly revenue moderated from Q1 FY26, this reflected the expected normalisation following



retail pipeline fill and launch-related promotional activity, rather than a softening in underlying demand.

Encouragingly, the United States continues to accelerate, with revenue growing 9% quarter-on-quarter and now accounting for over half of Group sales. Growth in the U.S. wholesale channel and early traction in our B2B extract business are particularly pleasing, as these channels are strategically important for scaling volumes, improving margins, and strengthening long-term earnings quality.

During the quarter, the Company continued to invest deliberately in inventory and working capital to support expanding wholesale and B2B demand. This investment, together with the \$700,000 secured under Tranche Two of our convertible note facility, ensures we are well positioned to capitalise on growth opportunities in the second half while maintaining disciplined cost management.

With diversified revenue streams across retail, e-commerce, wholesale, and B2B, and a clear focus on operational execution, we remain confident in our FY26 growth plan and pathway to breakeven."

## Financial Overview

In Q2 FY26, The Calmer Co. reported revenue of \$2.01 million, representing a 16% quarter-on-quarter decrease, reflecting a normalisation following Q1 FY26 retail pipeline fill and promotional activity. Net operating cash outflows for the quarter were \$757,000, an increase of 27% QoQ, primarily attributable to targeted R&D investment associated with trialling the Company's new CO<sub>2</sub> extract format for the wholesale and B2B channel.

Cash receipts from customers totalled \$1.7 million for the quarter. Inventory was actively managed and deliberately increased to support forward demand, closing at \$1.77 million, positioning the business to support stronger sales momentum in Q3 FY26 as volumes scale across all channels.

Advertising and marketing expenditure increased 16% QoQ, reflecting focused investment to support the U.S. launch of new flavoured kava shots and to strengthen performance across direct-to-consumer channels. Importantly, staff costs reduced by a further 4% to \$330,000, following a 14% reduction in the prior quarter, demonstrating continued discipline in operating cost management and efficiency initiatives.

Revenue performance during the quarter was underpinned by solid retail and wholesale demand, with wholesale benefiting from the second commercial order of CO<sub>2</sub> extract alongside continued strong sales of traditional water-extracted bulk formats.



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.

### **Convertible Note Funding**

During the quarter, the Company completed Tranche Two of its \$1.4 million convertible note program, raising \$700,000 to support inventory expansion and strategic growth initiatives, further strengthening liquidity and balance sheet flexibility.

In accordance with ASX Listing Rule 4.7C.3, the Company advises that \$22,000 was paid in directors' fees during Q2 FY26.

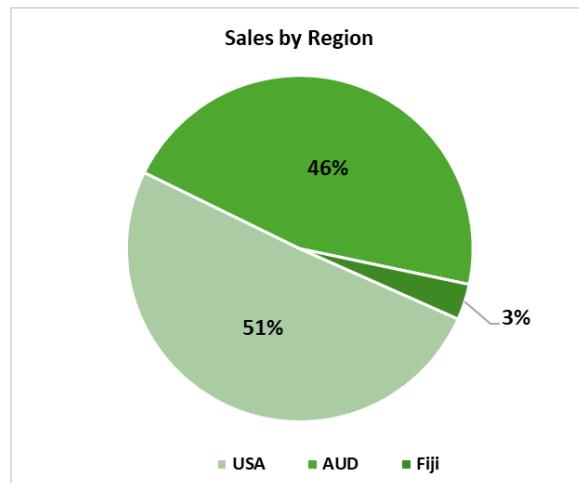
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## Sales Analysis

### Total Group Sales

Group sales for Q2 FY26 totalled \$2.01 million, reflecting a moderation from the prior quarter following retail pipeline fills in Q1 FY26 associated with successful range expansion at Woolworths. The result also reflects later-than-anticipated availability of new wholesale ingredient formats, which shifted some revenue into the subsequent quarter. Importantly, December delivered record monthly sales, reinforcing the underlying strength of consumer demand.



### Australia & New Zealand

Sales in Australia and New Zealand reached \$926,000 for the quarter, underpinned primarily by retail performance and the continued establishment of kava within the vitamins and stress-relief category.

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.

### United States

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.

B2B wholesale activity across CO<sub>2</sub> extract and powdered formats was a key contributor, 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.



## Fiji

Sales in Fiji contributed approximately 3% of total quarterly revenue, primarily through tourism-related retail channels. While modest in absolute terms, this channel continues to play an important role in brand visibility, provenance storytelling, and domestic market awareness.

## By Channel

### E-Commerce

E-commerce revenue for Q2 FY26 totalled \$905,000, representing 45% of total Group revenue and a modest 4% quarter-on-quarter decrease, reflecting normalisation following Q1 promotional activity.

The Amazon USA marketplace remained the dominant contributor, delivering \$652,000 in sales, up 2% QoQ, and continuing to demonstrate resilience and scale within the U.S. market.

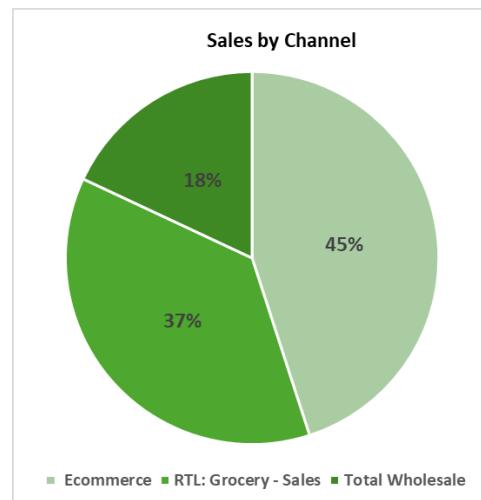
Importantly, the Pacific-sourced Taki Mai® brand now accounts for up to 43% of Amazon revenue, compared with 7% in January 2025, highlighting the success of the Company's strategy to leverage strengthened Pacific supply chains, differentiated product formats, and premium provenance-led positioning.

Direct-to-Consumer (DTC) revenue totalled \$252,000 for the quarter. Continued investment in advertising creative, content development, and conversion rate optimisation is expected to support increased volumes in Q3 FY26, alongside planned expansion of product ranges across powdered formats and TGA-submitted products.

### Retail

Retail revenue totalled \$743,000, declining 35% QoQ, reflecting the anticipated post-pipeline fill adjustment following new ranging and promotional activity in Q1 FY26.

Despite this normalisation, retail fundamentals remain strong. Coles continued to deliver solid volumes across instant kava powder formats, while Woolworths recorded increasing order volumes for newly ranged products, supporting confidence in retail momentum into H2 FY26.





During the quarter, the U.S. Food and Drug Administration confirmed that traditionally prepared kava beverages qualify as "food" under U.S. federal law. While retail represented 37% of Group revenue in Q2 FY26, the Company has not yet commenced formal U.S. retail distribution, highlighting a meaningful medium-term growth opportunity.

## Wholesale

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 the second commercial sale of The Calmer Co.'s CO<sub>2</sub> 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.

## By Format

### Kava Powder

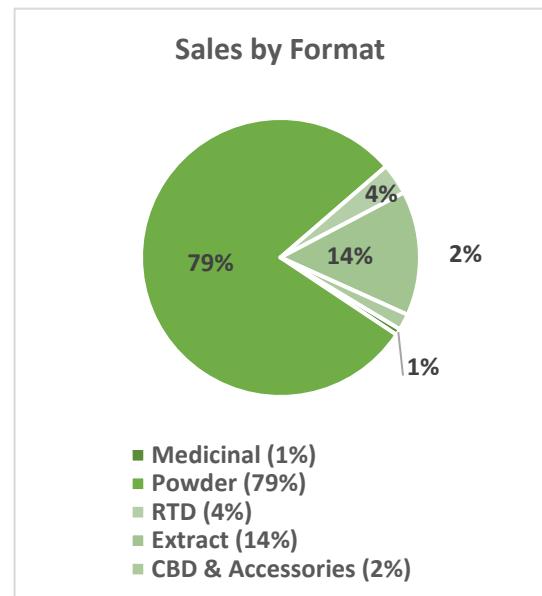
Kava powder remained the core revenue driver across all channels in Q2 FY26, contributing approximately 79% of total Group sales (unchanged from the prior quarter). This performance reflects continued consumer preference for an authentic, traditionally prepared kava experience, supported by broad availability across retail, e-commerce, and wholesale channels.

### Kava Extracts

The Company's increased focus on the B2B ingredients channel has continued to drive growth in kava extracts, which now represent approximately 14% of total quarterly revenue. As The Calmer Co. expands and refines its extract portfolio to meet industry demand, this segment is establishing a high-value, scalable ingredient platform with limited direct selling costs and attractive long-term margin potential.

### Medicinal Products

Medicinal-format products, including tablets and capsules, are sold exclusively in the United States and contributed approximately 1% of total quarterly revenue. These





products provide regulatory diversification and optionality within the U.S. market, with potential to scale as consumer awareness and channel penetration increase.

## Ready-to-Drink (RTD)

Ready-to-drink products, including Taki Mai® Kava Shots, were distributed through Amazon USA, Direct-to-Consumer channels, and Coles Australia during the quarter. RTD products contributed approximately 4% of total Group revenue, supporting brand visibility, consumer trial, and incremental channel expansion.

## Outlook

The Calmer Co. enters Q3 FY26 with solid operating momentum, supported by record monthly sales achieved in December, expanding demand across retail and wholesale channels, and secured funding to support inventory and growth initiatives.

The Company is well positioned to benefit from continued strength in the United States, increasing traction in higher-value B2B extract channels, and the normalisation of retail ordering patterns following earlier pipeline fills. With disciplined cost management, focused working capital deployment, and a diversified revenue base, the Board remains confident in the Company's trajectory toward sustainable cash flow breakeven.

## 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 6<sup>th</sup>, 2026

**Time:** 9am (AEST)

[Register here for Quarterly Investor Webinar](#)

This release has been approved by the Board of Directors



for further information

**Investor and Media Relations**

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**about The Calmer Co.**

The Calmer Co. International Limited (ASX:CCO), provides natural solutions to calm nerves, support mind and muscle relaxation and induce sleep. The product range includes drinking powders, teas, shots, concentrates and capsules. Sold under our house of brands: Fiji Kava, Taki Mai and Danodan Hempworks in markets including USA, Australia, China New Zealand and Fiji. The company is also the distributor of Leilo kava drinks in the Fiji 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 Fiji Kava. These factors may cause actual results to differ materially from those expressed in the statements contained in this announcement.



## Appendix 4C

### Quarterly cash flow report for entities subject to Listing Rule 4.7B

#### Name of entity

THE CALMER CO. INTERNATIONAL LIMITED (ASX:CCO)

ABN

Quarter ended ("current  
quarter")

40 169 441 874

31 December 2025

Consolidated statement of cash flows	Current quarter \$A'000	Year to date \$A'000
<b>1. Cash flows from operating activities</b>		
1.1 Receipts from customers	1,662	3,801
1.2 Payments for		
(a) research and development	(255)	(270)
(b) product manufacturing and operating costs	(1,104)	(2,872)
(c) advertising and marketing	(181)	(311)
(d) leased assets	-	-
(e) staff costs	(330)	(675)
(f) administration and corporate costs	(549)	(1,028)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	1	2
1.5 Interest and other costs of finance paid	-	-
1.6 Income taxes paid	-	-
1.7 Government grants and tax incentives	-	-
1.8 Other (B.A.S. Refunds)	-	-
<b>1.9 Net cash from / (used in) operating activities</b>	<b>(757)</b>	<b>(1,354)</b>

<b>2. Cash flows from investing activities</b>		
2.1 Payments to acquire:		
(a) entities	-	-
(b) businesses	-	-
(c) property, plant and equipment	(5)	(33)



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<b>Consolidated statement of cash flows</b>		<b>Current quarter \$A'000</b>	<b>Year to date \$A'000</b>
	(d) investments	-	-
	(e) intellectual property	-	-
	(f) other non-current assets	-	-
2.2	Proceeds from disposal of:	-	-
	(g) entities	-	-
	(h) businesses	-	-
	(i) property, plant and equipment	-	-
	(j) investments	-	-
	(k) intellectual property	-	-
	(l) other non-current assets	-	-
2.3	Cash flows from loans to other entities	-	-
2.4	Dividends received (see note 3)	-	-
2.5	Other (provide details if material)	-	-
<b>2.6</b>	<b>Net cash from / (used in) investing activities</b>	<b>(5)</b>	<b>(33)</b>
<b>3. Cash flows from financing activities</b>			
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)	667	1,335
3.2	Proceeds from issue of convertible debt securities	-	-
3.3	Proceeds from exercise of options	-	7
3.4	Transaction costs related to issues of equity securities or convertible debt securities	-	-
3.5	Proceeds from borrowings	-	-
3.6	Repayment of borrowings	(239)	(354)
3.7	Transaction costs related to loans and borrowings	-	-
3.8	Dividends paid	-	-
3.9	Other (provide details if material)	-	-
<b>3.10</b>	<b>Net cash from / (used in) financing activities</b>	<b>429</b>	<b>988</b>



Consolidated statement of cash flows		Current quarter \$A'000	Year to date \$A'000
<b>4.</b>	<b>Net increase / (decrease) in cash and cash equivalents for the period</b>		
4.1	Cash and cash equivalents at beginning of period	1,368	1,439
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(757)	(1354)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(5)	(33)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	429	988
4.5	Effect of movement in exchange rates on cash held	(7)	(13)
<b>4.6</b>	<b>Cash and cash equivalents at end of period</b>	<b>1,027</b>	<b>1,027</b>
<b>5.</b>	<b>Reconciliation of cash and cash equivalents at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts</b>	<b>Current quarter \$A'000</b>	<b>Year to Date \$A'000</b>
5.1	Bank balances	1,027	1,027
5.2	Call deposits	-	-
5.3	Bank overdrafts	-	-
5.4	Other (provide details)	-	-
<b>5.5</b>	<b>Cash and cash equivalents at end of quarter (should equal item 4.6 above)</b>	<b>1,027</b>	<b>1,027</b>
.	<b>Payments to related parties of the entity and their associates</b>	<b>Current quarter \$A'000</b>	
6.1	Aggregate amount of payments to related parties and their associates included in item 1	22	
6.2	Aggregate amount of payments to related parties and their associates included in item 2	-	

Note: if any amounts are shown in items 6.1 or 6.2, your quarterly activity report must include a description of, and an explanation for, such payments

Payments to related parties \$22k paid as Directors fees for The Calmer Co International.



7. Financing facilities	Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
7.1 Loan facilities	-	-
7.2 Credit standby arrangements	-	-
7.3 Other (Convertible Notes)	2,686	2,686
<b>7.4 Total financing facilities</b>	<b>2,686</b>	<b>2,686</b>

7.5 <b>Unused financing facilities available at quarter end</b>	-
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7.6 Include in the box below a description of each facility above, including the lender, interest rate, maturity date and whether it is secured or unsecured. If any additional financing facilities have been entered into or are proposed to be entered into after quarter end, include a note providing details of those facilities as well.

7.3 refers to the convertible note instrument form BSP-Life (Fiji) for 2million FJD with a term of 5 years and a 5% interest rate, converting to equity at 15c.

8. Estimated cash available for future operating activities	\$A'000
8.1 Net cash from / (used in) operating activities (Item 1.9)	(757)
8.2 Cash and cash equivalents at quarter end (Item 4.6)	1,027
8.3 Unused finance facilities available at quarter end (Item 7.5)	-
<b>8.4 Total available funding (Item 8.2 + Item 8.3)</b>	<b>1,027</b>
<b>8.5 Estimated quarters of funding available (Item 8.4 divided by Item 8.1)</b>	<b>1.36</b>

If Item 8.5 is less than 2 quarters, please provide answers to the following questions:

1. Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not?

Answer: No, the current level of net operating cash outflows reflects temporary working-capital investment and targeted R&D activity, and is not expected to continue as these initiatives convert into revenue and operating cash flows improve.

2. Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful?



Answer: Yes, the entity has recently secured additional funding through Tranche Two of its convertible note facility and continues to assess further funding options as required; based on recent successful capital raising and ongoing investor support, the Company believes it has appropriate access to funding to support its operations.

3. Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?

Answer: Yes, the entity expects to be able to continue its operations and meet its business objectives, supported by existing cash reserves, secured funding facilities, disciplined cost management, and continued demand across its diversified sales channels.

## Compliance statement

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

Date: 30 January 2026

Authorised by: By the board  
(Name of body or officer authorising release – see note 4)

### 2.4 Notes

1. This quarterly cash flow report and the accompanying activity report provide a basis for informing the market about the entity's activities for the past quarter, how they have been financed and the effect this has had on its cash position. An entity that wishes to disclose additional information over and above the minimum required under the Listing Rules is encouraged to do so.
2. If this quarterly cash flow report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly cash flow report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.
4. If this report has been authorised for release to the market by your board of directors, you can insert here: "By the board". If it has been authorised for release to the market by a committee of your board of directors, you can insert here: "By the [name of board committee – eg Audit and Risk Committee]". If it has been authorised for release to the market by a disclosure committee, you can insert here: "By the Disclosure Committee".
5. If this report has been authorised for release to the market by your board of directors and you wish to hold yourself out as complying with recommendation 4.2 of the ASX Corporate Governance Council's *Corporate Governance Principles and Recommendations*, the board should have received a declaration from its CEO and CFO that, in their opinion, the financial records of the entity have been properly maintained, that this report complies with the appropriate accounting standards and gives a true and fair view of the cash flows of the entity, and that their opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.