



**THE  
CALMER  
CO.**

## The Global Pioneer in the Kava Industry

Placement to Support Strategic Growth

26 February 2026



(ASX: CCO)

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

**Q1FY26 \$2.4m Record Quarter  
December 26, \$910k Record Month**

**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



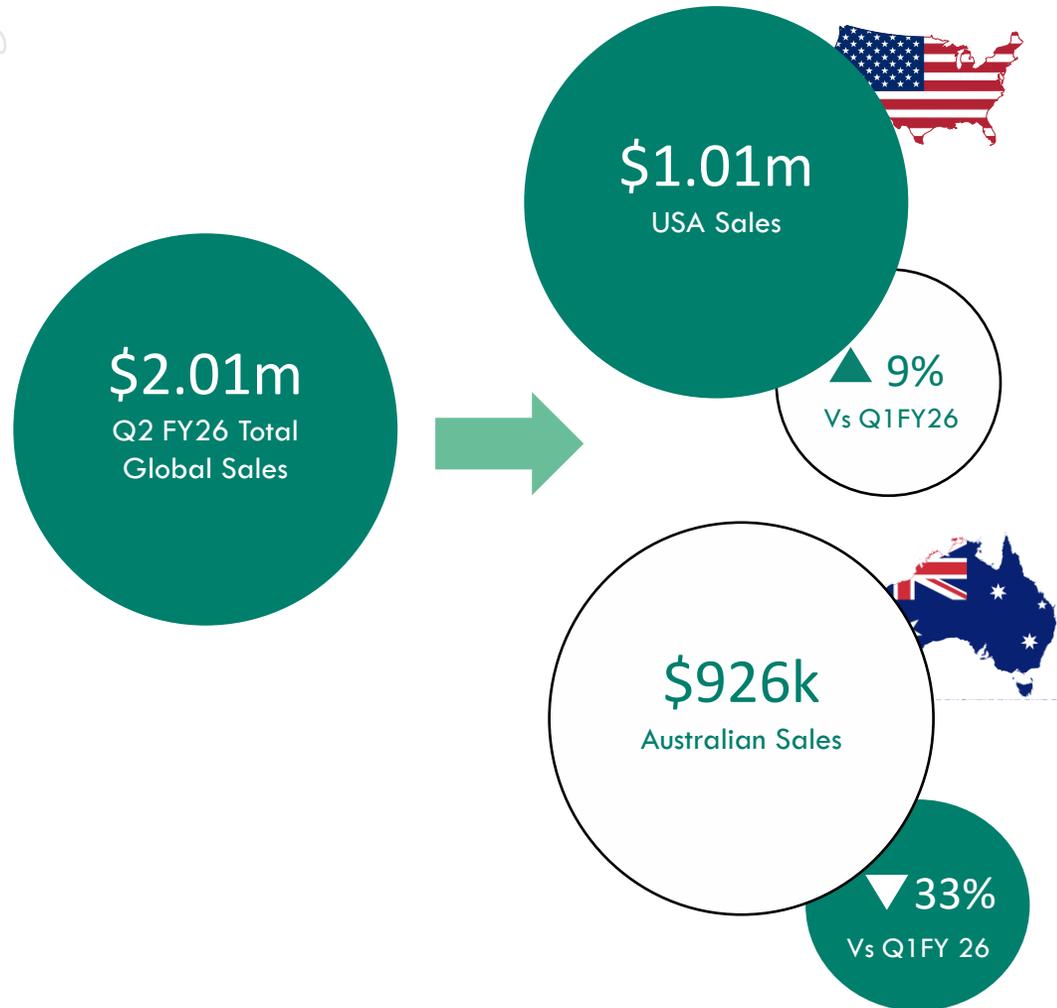
- BEVERAGE & KAVA SNACK BRANDS
- COMPLEMENTARY MEDICINES
- CO-MANUFACTURE & FLAVOUR HOUSES
- KAVA HOSPITALITY

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# Calmer Co Sets Sales Record in December - \$910k

## USA Finds Sales Traction Up 9%

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### 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.

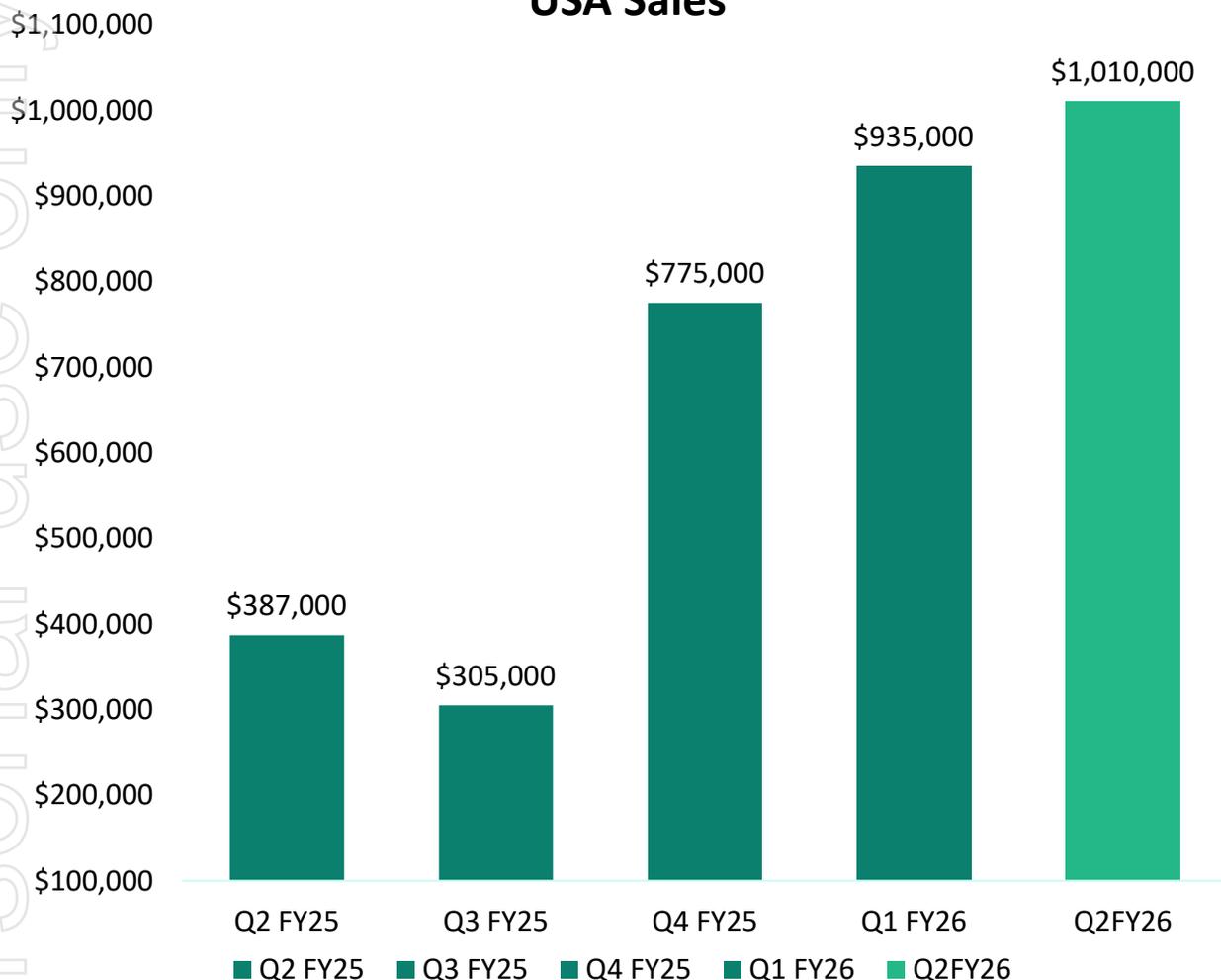
Growth was driven by continued momentum on Amazon alongside expansion of the wholesale channel



# USA SALES PASS \$1m AND 51% OF REVENUE



## USA Sales



**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).

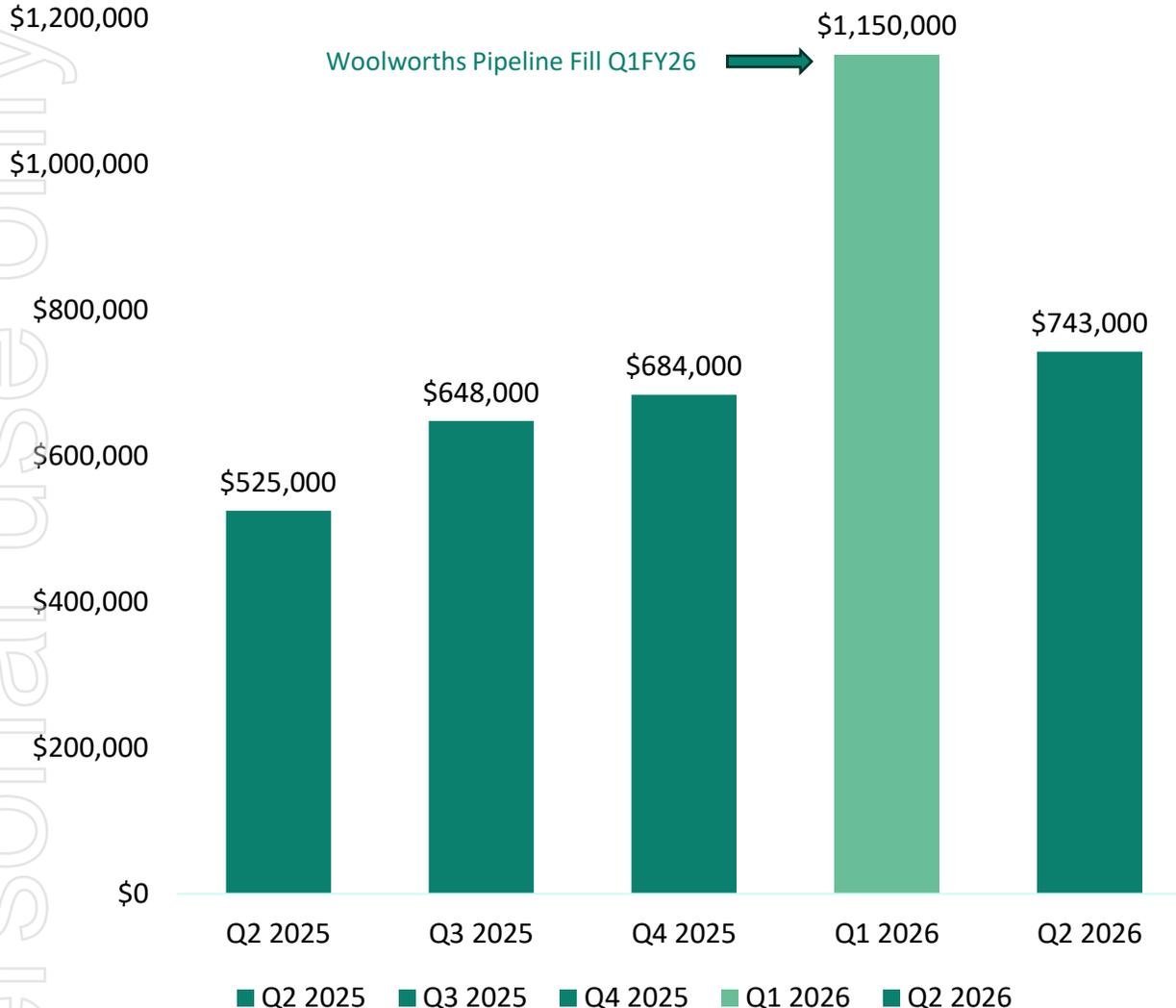
Approximately 94% of wholesale revenue was generated in the United States, reflecting the Company's strategic focus and execution in the world's largest kava market



# RETAIL SALES UP 42% ON PCP



## Retail Sales by Quarter

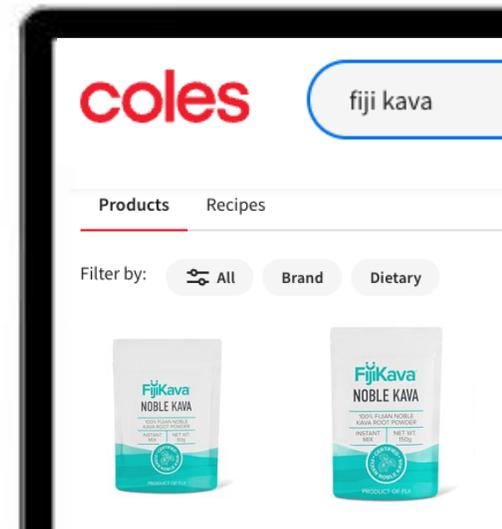


Total retail sales were up 42% to \$743k on prior corresponding period (PCP).

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.



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# 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.

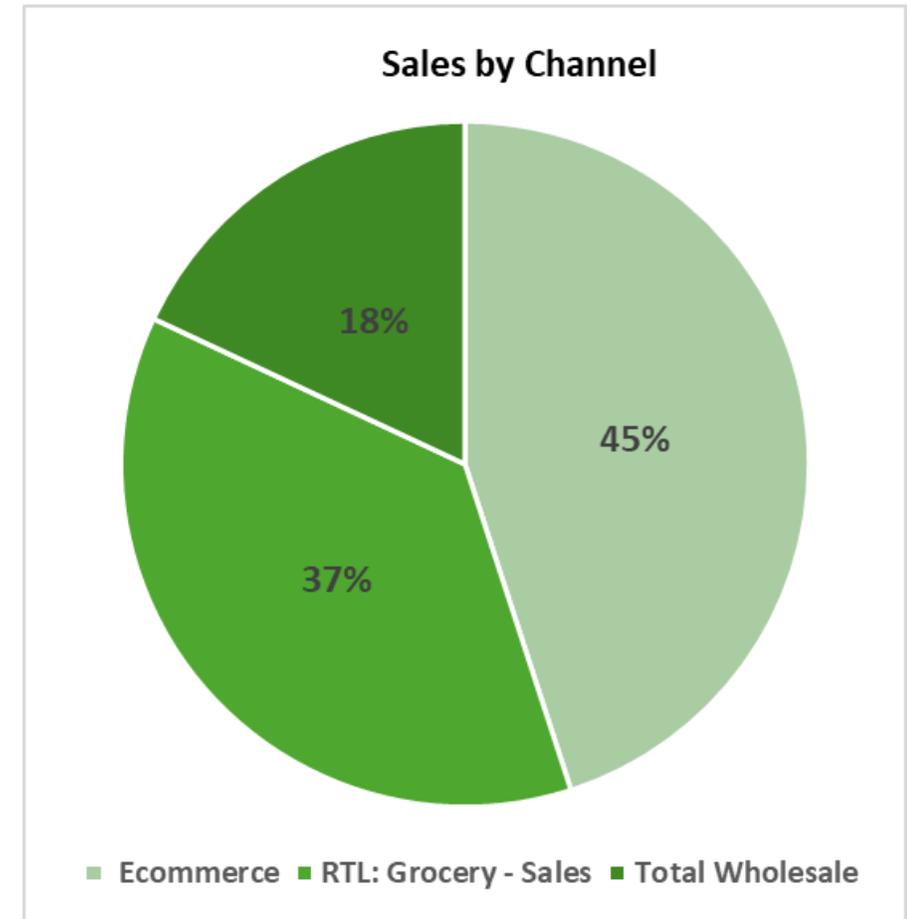
Quarter-on-quarter performance reflected normalisation following Q1 promotional activity, with underlying demand remaining strong and channel economics intact.

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.



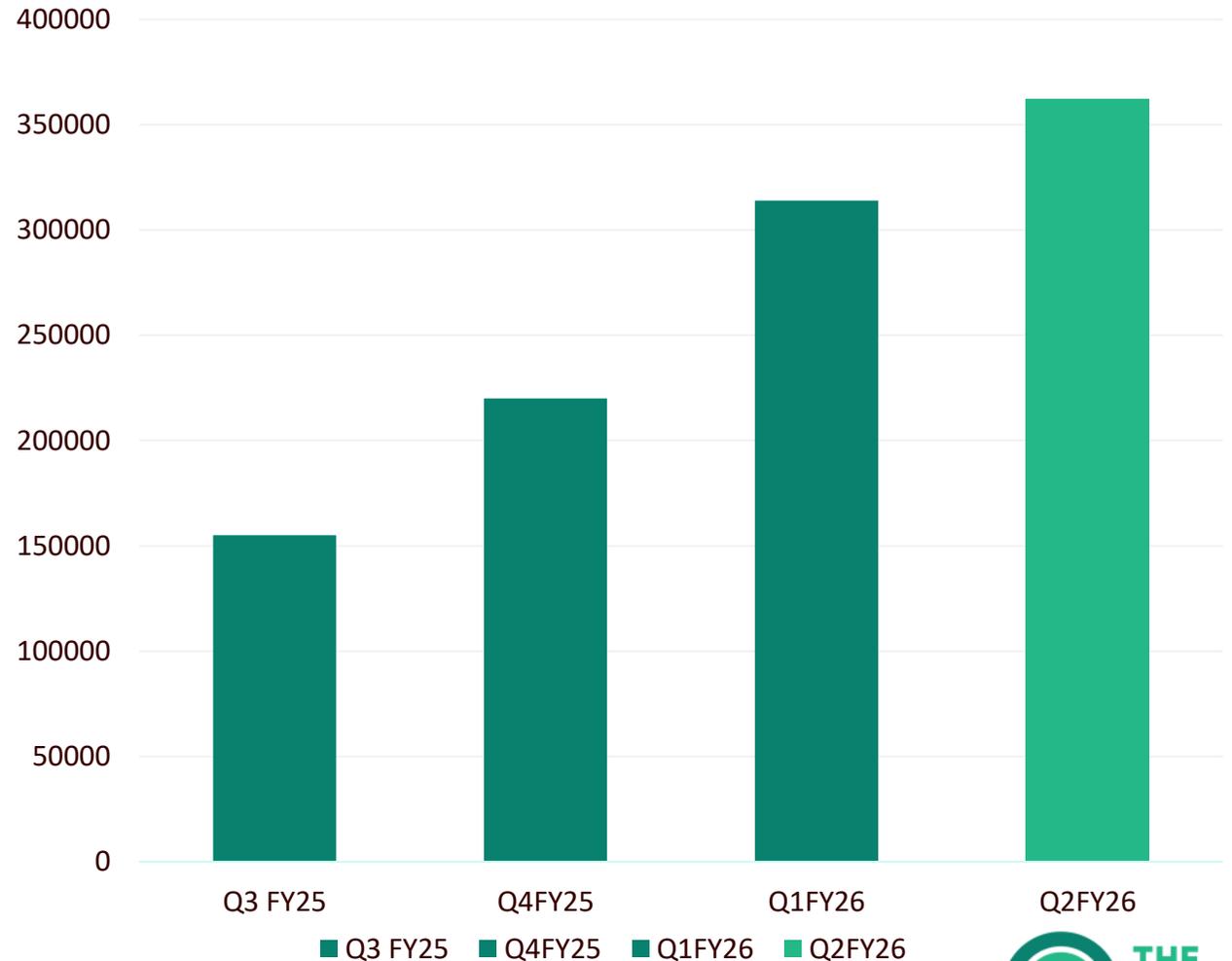
# WHOLESALE STRONG GROWTH, UP 15%.



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<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.

## Wholesale Revenue



Inventory build to support large-scale U.S. wholesale supply contracts

\$900k

Sales & distribution expansion and marketing across Amazon USA, DTC Australian Retail

\$300k

General working capital

\$300k

Costs associated with the offer.

## Growth Funding to support strategic expansion

Proceeds from the offer will be directed toward strategic growth initiatives designed to scale the Company's global footprint and support its next phase of expansion. Funds will primarily be used to build inventory capacity to enable large-scale U.S. wholesale supply, alongside targeted sales, distribution and marketing investment across Amazon USA, direct-to-consumer channels, and Australian retail. Additional proceeds will support general working capital requirements and costs associated with the offer, ensuring the business is appropriately capitalised to execute its growth strategy while maintaining operational flexibility and supply chain resilience.

# CCO CAPITAL STRUCTURE



CCO Current Capital Structure	
CCO Current Ordinary Shares Outstanding	3,058,353,260
Market Capitalisation @ Offer Price (\$0.0035)	\$10,704,236
Cash and Equivalents (31 December 2025)	\$1,000,000
Inventory	\$1,700,000
Debt	\$2,686,000
Current Enterprise Value @ Offer Price (\$0.0035)	\$12,390,236
CCOOA Listed Options on Issue	1,241,238,435
Proposed Issue	
Proposed Ordinary Shares	457,142,858
Proposed Broker Shares	5,000,000
Proposed Broker Options	5,000,000
Placement Options to be issued (1:1)	457,142,858
Pro-Forma Capital Structure	
Pro-Forma total Ordinary Shares	3,520,496,118
Pro-Forma Market Capitalisation @ Offer Price (\$0.0035)	\$12,321,736
Cash and Equivalents	\$2,600,000
Inventory	\$1,700,000
Debt	\$2,686,000
Current Enterprise Value @ Offer Price (\$0.0035)	\$12,407,736
CCOOA Listed Options on Issue	1,241,238,435
Broker Options to be issued	5,000,000
Placement Options to be issued (1:1)	457,142,858



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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.

# CCO BOARD



James S Tonkin	James is a 40 year veteran, is a private sector brand marketing and beverage development professional who has designed and implemented national infrastructure for his clients in the food and beverage industry. In the last 15 years, Tonkin has promoted brand and marketing programs for many clients in the bottled water and functional food/beverage industries. His expertise spans the gamut from domestic cheese to potato chips, fortified pet waters to nutraceutical functional and enhanced beverages.
Griffon Emose	A Fiji citizen, Griffon is the Managing Director of Kontiki Capital. He was previously the Manager Public Awareness & Investor Education at the Capital Markets Development Authority. He is licensed by the RBF as an Investment Adviser Representative and serves as a Director of the South Pacific Stock Exchange and on several other Boards. Griffon graduated with a Bachelor of Commerce from the University of Auckland. He is a member of the CFA Institute and earned the CFA Charter in 2005.
Zane Yoshida, Managing Director	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.

# THE CALMER Co. IS A GLOBAL GROWTH STORY



**Zane Yoshida**  
Founder & CEO  
The Calmer Co

The Company has established a scalable, vertically integrated platform across sourcing, manufacturing and multi-channel distribution, with proven demand across Amazon USA, direct-to-consumer and Australian retail. Recent periods have been characterised by disciplined operational execution, improved earnings quality and a deliberate focus on margin and cash efficiency while maintaining revenue momentum. With supply chain capacity in place, expanding inventory coverage and growing traction in higher-margin channels, the business is well positioned to scale U.S. wholesale distribution and accelerate brand-led growth. The next phase is focused on converting this foundation into sustained, profitable growth through expanded distribution, targeted marketing investment and continued cost discipline.

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**Investor Relation Contact:**

Zane Yoshida  
[investors@thecalmerco.com](mailto:investors@thecalmerco.com)

