

TOTO USA List Price Announcement

Dear TOTO Partner,

Thank you for your business and continued loyalty to TOTO. We are appreciative of your trust in TOTO and our innovative products. It is our ongoing goal to continue to offer you best in class customer service and support in the market for your efforts to help us grow the business. However, the supply chain impacts, cost increases and availability ranging from labor, fuel, international and domestic transportation and the ongoing COVID disruptions have placed an incredible burden on the business. As a result, TOTO will implement a price increase on select product categories effective July 1, 2022.

Price Increase by Product Blended %

Toilet, Lavatory, Faucet	5.8%
Neorest	5.8%

TOTO will provide an excel file as a separate attachment updated with each respective new 2022 price and applicable % change.

1. To receive current pricing, all purchase orders received from May 1st, 2022 must be requested for shipment no later than June 30th, 2022.
2. All purchase orders currently on order as of April 30th, 2022 will receive current 2022 pricing regardless of date shipped/invoiced.
3. Purchase orders received from May 1, 2022 to June 30, 2022 with requested shipment dates on or after July 1st, 2022, will be invoiced at the new effective July 1, 2022 prices.
4. TOTO reserves the right to restrict purchase orders received from May 1st, 2022 to June 30th, 2022, to not exceed 120% of historical/current three months' average quantity by SKU.
5. TOTO reserves the right to change job quotes with a 30 day notice.
6. Requests to extend current job quote pricing that expires June 30, 2022 or later will be reviewed by TOTO Regional Sales Leader to determine their eligibility for current pricing.
7. All Standard TOTO USA Freight and Discount Programs apply.

TOTO continues to be committed to provide products to the market that are competitive and deliver the TOTO value promise. Thank you for your partnership and support during these trying times. We know that with strong partners such as you, that together will be successful in working through these challenges.

Best Regards,



Katz Nojima
President of Sales Strategy



William Strang
President of Corporate Strategy