

## 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. Due to continued supply chain impacts and inflationary cost increases affecting labor, fuel, transportation and product materials/components, TOTO will implement the following price increase effective January 1, 2023.

### All Products -- 5.0% Price Increase

Purchase Order Received:	Shipment Request Date:	Pricing Received on Invoice:
Through Oct 31 <sup>st</sup> , 2022	No Date Limit	Current 2022 Pricing
Nov 1 <sup>st</sup> , 2022 to Dec. 16 <sup>th</sup> , 2022	Through December 27 <sup>th</sup>	Current 2022 Pricing
Nov 1 <sup>st</sup> , 2022 and beyond	Jan 1 <sup>st</sup> , 2023 and beyond	Increased Jan 1 <sup>st</sup> , 2023 Pricing

TOTO will provide an excel file as a separate attachment which reflects the new 2023 list price for each product.

1. All purchase orders currently on order through Oct 31<sup>st</sup>, 2022 will receive current 2022 pricing regardless of date shipped/invoiced.
2. All purchase orders received beginning Nov 1<sup>st</sup> through Dec 16<sup>th</sup>, 2022 with a shipment request date through Dec 27<sup>th</sup>, 2022 will receive current 2022 pricing.
3. Purchase orders received beginning Nov 1<sup>st</sup>, 2022 with a shipment request date on or after Jan 1<sup>st</sup>, 2023, will be invoiced at the new effective January 1, 2023 increased prices.
4. TOTO reserves the right to restrict purchase orders received from Nov 1<sup>st</sup> to Dec 16<sup>th</sup>, 2022, to 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 Dec 31<sup>st</sup>, 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