

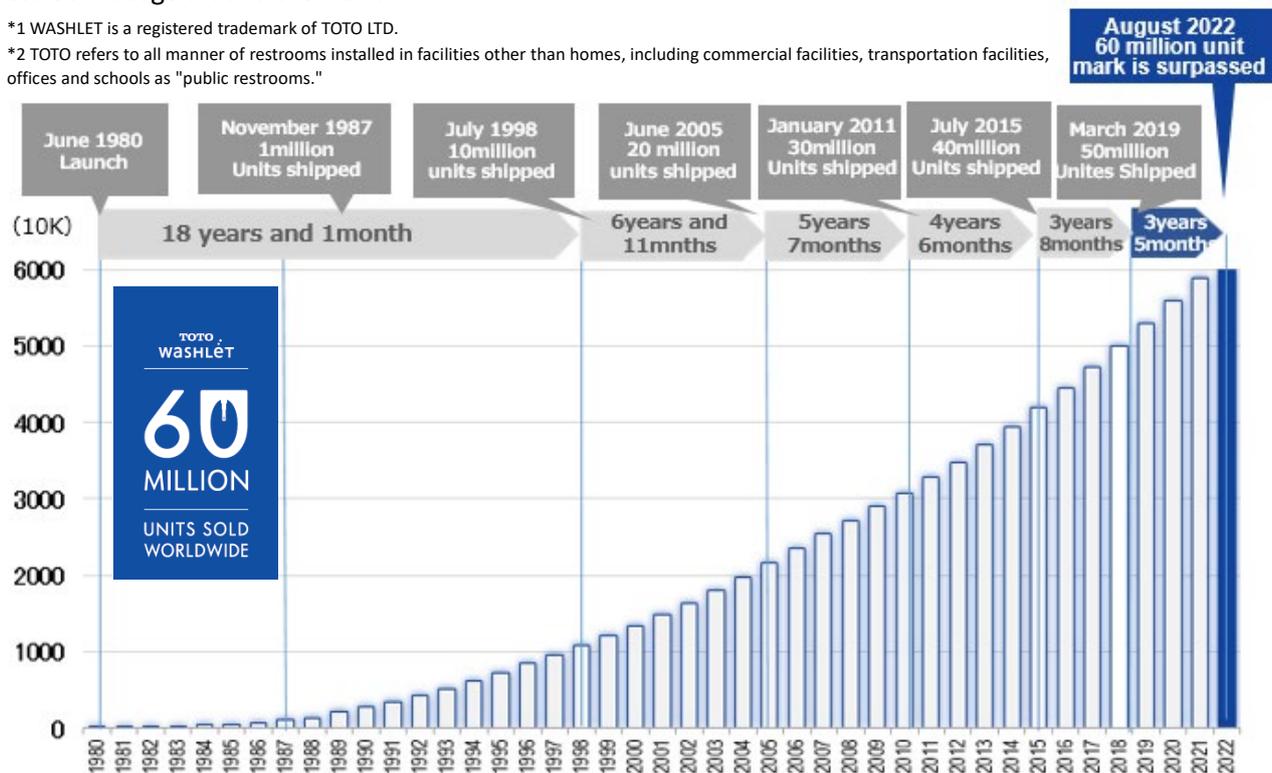
42 years and two months since its debut in June 1980 Cumulative WASHLET® shipments have now passed 60 million units

- The spread of WASHLET units around the world is picking up speed each year -

TOTO LTD. (Headquarters: Kitakyushu, Fukuoka Prefecture; President: Noriaki Kiyota) is pleased to announce that the electric toilet seat with bidet function, WASHLET **markets broke the 60 million unit mark in cumulative sales in August 2022.** (Total of domestic and international shipments of seat type WASHLET-integrated toilets) Since launching 42 years and two months ago in June 1980, WASHLET units have been used not only in homes but various public restroom*2 facilities in Japan. Meanwhile overseas, TOTO has continued with activities to promote the use of WASHLET units in ways tailored to each region, spreading a new culture of restroom usage around the world.

*1 WASHLET is a registered trademark of TOTO LTD.

*2 TOTO refers to all manner of restrooms installed in facilities other than homes, including commercial facilities, transportation facilities, offices and schools as "public restrooms."



Progression of Cumulative WASHLET Units Shipped

WASHLET has always provided new value to bathroom culture. With NEOREST WASHLET-integrated toilets and other sophisticated designs packed with hygienic and comfortable features, TOTO continues to propose new innovations to the world. In recent years, function and design have been combined at a higher level, and TOTO has enhanced its product lineup with standard global models that can be rolled out worldwide. Over the last decade, the number of units shipped overseas has achieved roughly fivefold growth.

Going forward, TOTO will continue to spread comfortable and hygienic restroom culture around the world.



A higher-resolution version of the above photo can be downloaded with the related news release from the URL on the right.
<https://jp.toto.com/company/press/>

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The Spread of the WASHLET® in Public Settings <Japan>

In Japan, the penetration of heated bidet toilets in regular households*³ reached 80.3% (2021), and there is broad uptake as housing equipment. In terms of public restrooms, since 2015, based on the concept of "making Japan a showroom for the world," the installation of WASHLET units in the public restrooms of commercial facilities, public transportation facilities, accommodation facilities and elsewhere was accelerated, in an effort to promote experiences using WASHLET units among foreign visitors to Japan. WASHLET units are also increasingly used in the various facilities, including the restrooms of offices, hospitals and schools, and over the last decade, the number of WASHLET units shipped in Japan has increased by 1.2 times.

*³ Based on Cabinet Office Consumer Behavior Survey (Regular household: regular households nationwide excluding those occupied by foreign nationals or students, institutionalized households, and single-person households)

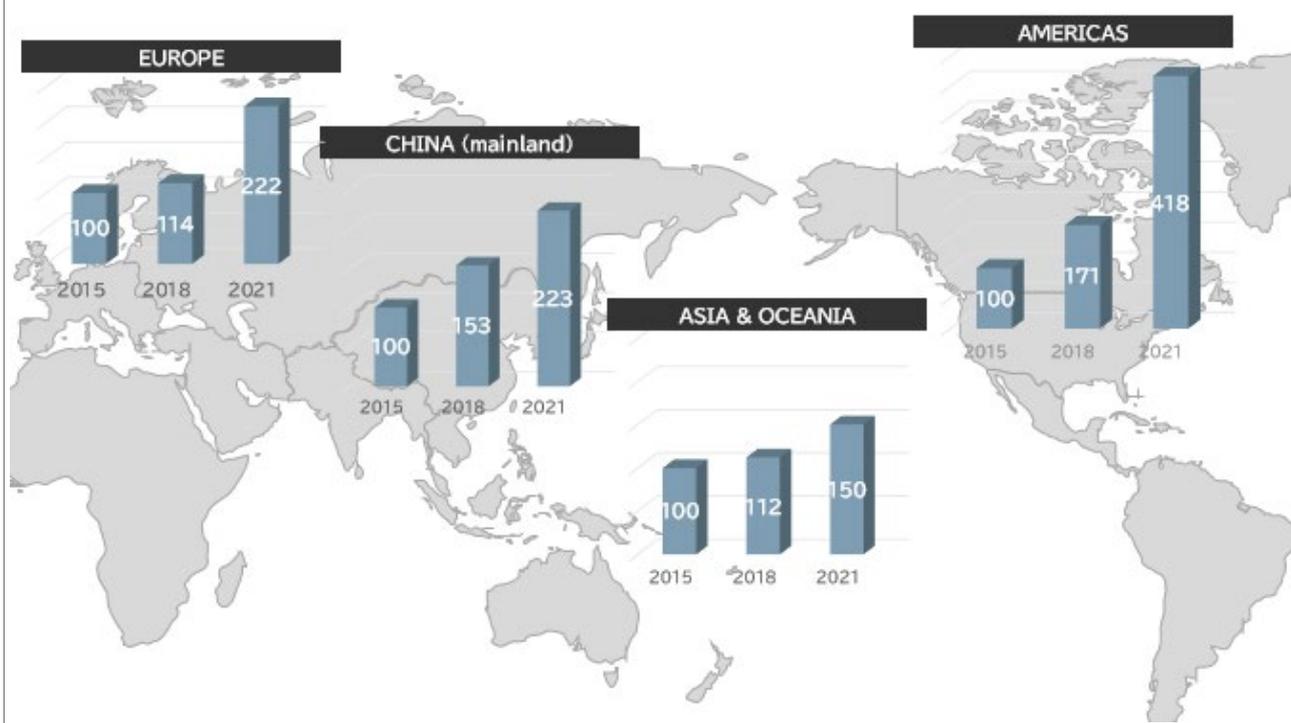
The Spread of WASHLET® Around the World

Sales by Overseas Region

Overseas sales of WASHLET began from the late 1980s in the United States. WASHLET units are now sold in 18 countries and regions, the result of pursuing each country's lifestyle, culture and design sensibilities.

■ Status of Sales in Each Region

Growth in sales by region with the 40 million shipped unit mark hit in 2015 indexed to 100



By expanding sustainable products like WASHLET that are typical of TOTO and achieve cleanliness, comfort, and environmental friendliness, going forward TOTO will contribute to the realization of an affluent and comfortable society that is conscious of the global environment.

Reducing the Size of Components to Help Improve Design Qualities

The first WASHLET in 1980 began with three functions: (1) Rear cleansing with warm water, (2) Rear drying with warm air, and (3) seat warming. In the years since, the number of components has increased each time various new functions to make toilets cleaner and more comfortable have been added, and today the units can use up to 400 individual components.

Meanwhile in overseas markets there has been a strong trend towards strong design qualities in plumbing equipment, and heated bidet toilets are no exception. Especially in the current European market which is the leader in worldwide design, there is a strong trend towards "thinner" products. TOTO, which has championed the sophisticated fusion of technology and design, searched for ways to make its product thinner without removing functionality.

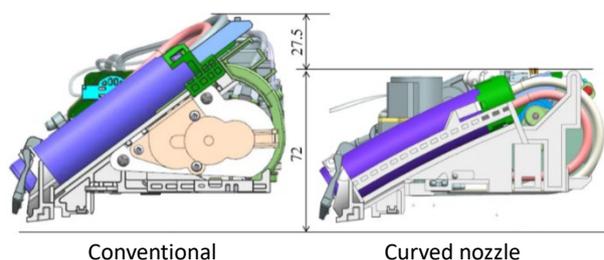
Making the product thinner meant reducing the "height" of WASHLET unit. WASHLET component which the greatest height is the nozzle when stowed.

Previously the height of the nozzle was controlled by extending and retracting it in two stages like a fishing rod, but it was the "curved nozzle" that was developed to make it even thinner.

The development of a nozzle that has a curved shape with no straight lines and which also extends and retracts in two stages required designers to fundamentally revisit the molds that formed the nozzle components and overcome a host of challenges, including miniaturizing the motor and innovating the cable rack that extends and retracts.

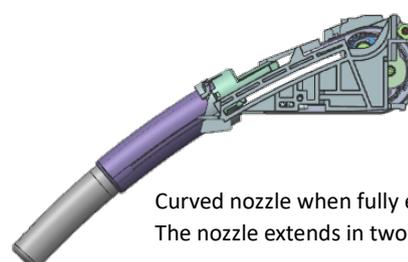


Curved nozzle



Conventional

Curved nozzle



Curved nozzle when fully extended
The nozzle extends in two stages

The curved nozzle, which reduced unit height by about 30% compared with previous models, was first equipped in WASHLET RW ("RW," hereafter), which was not released in Japan. The product was launched in the European market starting November 2019. The RW was very well received in the European market and has become the bestselling model despite being the highest grade product offered.

NEOREST LS standard global model that went on sale in August 2022 is also equipped with the curved nozzle, which has contributed to its elegant design. In addition, by revising other components as a whole in the unit, such as reducing the size of the ceramic heater that produces warm water by around 20%, WASHLET continues to evolve into something thinner and more compact.



WASHLET RW in which the curved nozzle was first equipped



The curved nozzle is also equipped in NEOREST LS WASHLET-integrated toilet, a standard global model.

History of innovation in "WASHLET®" Technology

* "" for product names, *italics* for functions/technologies

1980 — **Launched First "WASHLET"** ●

launched two models equipped with "WASHLET Basic Functions" which was developed based on taking samples physical data from approximately 300 employees

Nozzle angle: 43° Warm water: 38°C Toilet seat: 36°C Warm air: 50°C

Warm water, warm air and toilet seat maintained at stable temperatures via IC controls



1980: First generation WASHLET

1983 — **Self-cleaning nozzle**



1986 — **Commenced overseas sales of "WASHLET" products (outside Japan)**

Launched "Washlet S III" in the US

1987 — **Launched "WASHLET QUEEN" washlet integrated toilet** ●

First TOTO product to integrate toilet and WASHLET together

Featuring "remote controller", "soft close seat and lid" and "nozzle position adjustment"

Exceeded overall shipments of 1 million units



1987: "WASHLET QUEEN"

1991 — **Ozone deodorizer**

Deodorizing system using ozone to break down the sources of odors

*From ZG WASHLET integrated toilet onwards

->Switched to catalytic deodorizing system that no longer required an ozone generator from 1996 onwards



1993: "NEOREST EX"

1993 — **Launched "NEOREST" tank-less toilet** ●

Tankless WASHLET integrated toilet, made possible by a new computer-controlled washing system, the first of its kind in the industry

1995 — **One-touch detachable toilet seat and lid**

Function designed to significantly improve cleanliness, based on research into the ease of cleaning locations susceptible to odors or dirt, to enable prolonged hygienic use

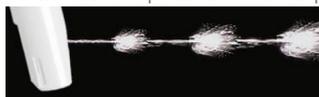
1998 — **Exceeded overall shipments of 10 million units**

1999 — **Launched "WASHLET N Series"** ●

Compact high-end series with no water tank, thanks to *Wonder-Wave cleansing*

Wonder-Wave cleansing

Emits water in a pulse formation to provide a feeling of thorough cleanliness with less water



1999: "WASHLET N"

2000 — **Automatic lid opening/closing, automatic toilet washing**

Automatic lid opening/closing and toilet washing, activated by a sensor when someone approaches or moves away *From ZG WASHLET integrated toilet onwards

2005 — **Exceeded overall shipments of 20 million units**



2007: "WASHLET F"

2007 — **Launched "WASHLET F Series"** ●

2011 — **Exceeded overall shipments of 30 million units**

EWATER+, Pre-mist

EWATER+ = Water containing antibacterial particles (hypochlorite), produced through electrolysis of mains water

Pre-mist = Misted tap water sprayed onto the toilet bowl to clean before use

2013 — **Launched "NEW NEOREST"** ●

Actilight *Sold in regions outside Japan

Uses photocatalytic technology to break down invisible organic dirt and prevent bacteria from multiplying



2013: "NEW NEOREST"

2015 — **Exceeded overall shipments of 40 million units**

2017— **Launched “NEOREST NX” standard global model** ●

Flagship model designed to achieve true integration of the **WASHLET** and toilet

<AIR-IN WONDER WAVE Washing> ●

Water droplets are aerated to increase their size and deliver a more generous feel during rear cleansing



2017: “NEOREST NX”

2019— **Exceeded overall shipments of 50 million units**



2017: AIR-IN WONDER WAVE

2021— **First announcement of the Wellness Toilet concept**

Aims to produce a toilet equipped with functions that can check various health conditions

2022— **Launched “NEOREST LS” standard global model** ●

Developed with the aim of creating a new world-leading NEOREST
It features a seamless, full skirt toilet with metallic accent colors



2022: “NEOREST LS”

2022— **<EWATER+ for Under Seat>**

Grime is bleached and sanitized by spraying the edge of the underside of the seat with EWATER+ after use.

2022— **Exceeded overall shipments of 60 million units**

Major awards and recognition * “WASHLET” and “WASHLET integrated toilet”

*Overseas product

Year	Award	Awarding body	Product/technology (year launched)
1993	Good Design award	Japan Institute of Design Promotion	NEOREST EX (1993)
2002	Good Design award	Japan Institute of Design Promotion	NEOREST EX1 (2002)
2005	Monodzukuri Nippon Grand Award (Outstanding Performance Award)	Prime ministerial award scheme	Development of NEOREST
2006	Good Design award	Japan Institute of Design Promotion	NEOREST A (2006)
2009	iF Award	International Forum Design	NEOREST AH (2007)
	Reddot Design award	Design Zentrum Nordrhein Westfalen	NEOREST AH (2007) NEOREST SERIES/LE*
	Good Design Long Life Design award	Japan Institute of Design Promotion	NEOREST
2012	Granted “Mechanical Engineering Heritage” status	Japan Society of Mechanical Engineers	WASHLET G (1980)
2013	Reddot Design award	Design Zentrum Nordrhein Westfalen	WASHLET D Shape *
2014	iF Award	International Forum Design	NEOREST GH* NEOREST XHII* NEOREST 750H*
	Included in “100 Innovations of Postwar Japan”	Japan Institute of Invention and Innovation	WASHLET
2015	iF Award	International Forum Design	NEOREST AC* WASHLET SG* Standalone WC and WASHLET*
	reddot Design award	Design Zentrum Nordrhein Westfalen	WASHLET RH (2015)
2016	iF Design Award	International Forum Design	NEOREST DH (2015)
	Red Dot Design Awards	Design Center North Rhine-Westphalia	NEOREST DH (2015)
2017	iF Design Award	International Forum Design	NEOREST NX (2017)
	Red Dot Design Awards	Design Center North Rhine-Westphalia	NEOREST NX (2017)
	Radio Achievement Award: ARIB Chairman's Award	Association of Radio Industries and Businesses (ARIB)	Practical implementation of microwave sensors for toilet seats (2017)
	GREEN GOOD DESIGN AWARDS	Chicago Athenaeum: Museum of Architecture and Design, etc.	WASHLET's equipped with EWATER+ functions
2018	Gold Selection Award	Japan Industrial Design Association (JIDA)	NEOREST NX (2017)
	iF Design Award	International Forum Design	NEOREST NX (2017)
	Red Dot Design Awards	Design Center North Rhine-Westphalia	NEOREST NX (2017)
	Radio Achievement Award: ARIB Chairman's Award	Association of Radio Industries and Businesses (ARIB)	Practical implementation of microwave sensors for toilet seats (2017)
	GREEN GOOD DESIGN AWARDS	Chicago Athenaeum: Museum of Architecture and Design, etc.	WASHLET's equipped with EWATER+ functions

	Gold Selection Award	Japan Industrial Design Association (JIDA)	NEOREST NX (2017)
2019	iF Design Award	International Forum Design	NEOREST AH/RH (2017)
2020	iF Design Award	International Forum Design	WASHLET RW/SW*
	Red Dot Design Awards	Design Center North Rhine-Westphalia	NEOREST DH (2017)
2021	iF Design Award	International Forum Design	WASHLET G5*
	Red Dot Design Awards	Design Center North Rhine-Westphalia	WASHLET G5*
2022	iF Design Award	International Forum Design	NEOREST LS/AS
	Red Dot Design Awards	Design Center North Rhine-Westphalia	NEOREST LS/RS

Reference: The Spread of WASHLET® Around the World

Overseas Hotels Using WASHLET

With the desire to provide comfortable and hygienic restroom spaces to customers around the world, TOTO's overseas offices are promoting the delivery of WASHLET units to sales outlets and other prominent sites, particularly accommodation facilities, where they can be used by many different people as an opportunity to experience WASHLET. Examples of WASHLET installations are also highlighted on the TOTO global website*4.

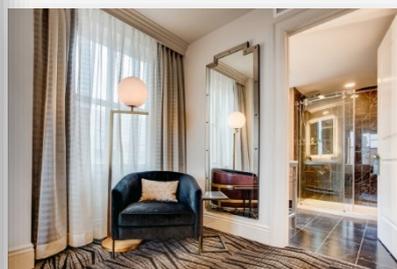
■ Mainland China: Shangri-La Qiantan Shanghai

Shangri-La Qiantan, located in the Pudong district of Shanghai, is situated in a large-scale international business area that combines various functions including offices and commercial facilities. The 28 story hotel has 585 guest rooms. With a design concept incorporating Shanghai culture and "green nature," guest rooms are not only fitted with NEOREST and WASHLET units, but also TOTO's series of high-grade wash basins and faucet fittings.



■ United States: The Warrior Hotel

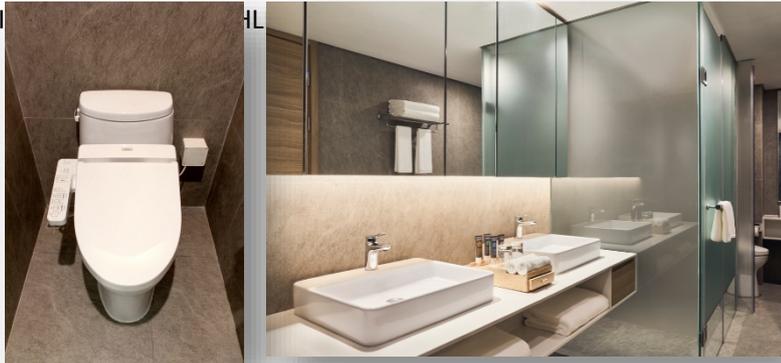
The Warrior Hotel is a long-standing hotel in the US state of Iowa that has been operating for more than 90 years. The hotel underwent renovations in 2020, and WASHLET units were installed in all 148 guest rooms, including 11 suites. The hotel is close to tourist attractions in the US Midwest, and features stately interiors that give a sense of history, including a grand staircase and elegant furnishings that create a sophisticated space.



■ Asia / Oceania: Novotel Hanoi Thai Ha

Located in central Hanoi in Vietnam, Novotel Hanoi Thai Ha enables guests to enjoy a relaxing atmosphere that is modern and exuberant.

Situated near major tourist areas such as Hoan Kiem Lake, the Temple of Literature and the Old Quarter, the hotel offers convenient access for business and sightseeing alike.



■ Europe: The Biltmore Mayfair, London

The Biltmore Mayfair is located at 44 Grosvenor Square, one of the most elegant addresses in London, England. The location offers convenient access to major tourist spots in London, as well as the fashionable shopping district. The Biltmore Mayfair is a 5-star hotel known around the world for as a stunning piece of architecture and cultural facility.



*4 Sites using WASHLET, from past to the latest installations, are showcased on the "Global Reference" page of the TOTO global website: <https://www.toto.com/project/>