

Company history

- 1960 Jul. • Yutaka Beauty Chemicals Co., Ltd. established in Higashi Yodogawa-ku, Osaka to manufacture and sell cosmetics (cold perming chemicals, shampoos, etc); factory also established at the same site
- 1963 Sep. • Head Office in Higashiyodogawa-ku, Osaka relocated to Higashisumiyoshi-ku, Osaka, old plant closed, and the Kire Plant newly established in Higashisumiyoshi-ku
- 1965 Jan. • Trade name changed to Milbon Co., Ltd. Head Office relocated to Asahi-ku, Osaka the following month
- 1969 Feb. • Ueno Dai-Ichi Plant opened as a full-scale factory in Ueno City, Mie Prefecture (currently Iga City, Mie Prefecture); Kire Factory closed
- 1970 May. • Tokyo Branch opened in Minato-ku, Tokyo
- 1975 Oct. • Ueno Dai-Ni Plant opened in Ueno City, Mie Prefecture (currently Iga City, Mie Prefecture)
- 1979 Jun. • Osaka Branch opened in Miyakojima-ku, Osaka; Osaka Studio opened in tandem
- 1980 Jul. • Tokyo Branch relocated to Shinjuku-ku, Tokyo; Tokyo Studio opened in tandem
- 1982 Jul. • Nagoya Branch opened in Naka-ku, Nagoya; Nagoya Studio opened in tandem
- 1984 Mar. • Training center opened in Miyakojima-ku, Osaka
- Apr. • Start of field person strategy (inaugural class entered company)
- 1988 Mar. • Start of Milbon's unique TAC product development system
- 1991 Mar. • Training center relocated to Joto-ku, Osaka
- 1992 Oct. • Aoyama Plant newly established in Aoyama-cho, Naga-gun, Mie Prefecture (currently Iga City, Mie Prefecture)
- 1993 Apr. • Launched the NIGELLE brand for natural design creation
- 1996 Jun. • Company stock registered with the Japan Securities Dealers Association for over-the-counter trading
- 1997 Apr. • Head Office relocated to Miyakojima-ku, Osaka; old Head Office renovated and Central Research Institute established
- 1998 Apr. • Tokyo Branch relocated from Shinjuku-ku to Shibuya-ku, Tokyo
- Oct. • LISCIO hair relaxing system, based on iron technology, launched
- 1999 Jun. • DEESSE'S hair care series for colored hair launched
- 2000 May. • Aoyama Plant expanded
- Jul. • Company listed on the second section of the Tokyo Stock Exchange
- Nov. • Training center and employee dormitory newly constructed in Joto-ku, Osaka
- 2001 Jun. • Company listed on the first section of the Tokyo Stock Exchange
- 2002 Sep. • Head Office and Central Research Institute relocated from Asahi-ku, Osaka to Miyakojima-ku, Osaka following the construction of a new building
- 2004 Mar. • MILBON USA, Inc. (consolidated subsidiary) newly established in New York City, United States of America
- Dec. • MILBON USA, Inc. Studio opened in New York City, United States of America
- 2005 Jul. • Yumegaoka Plant opened in Iga City, Mie Prefecture
- 2006 Dec. • Osaka Branch relocated from Miyakojima-ku, Osaka to Nishi-ku, Osaka
- Fukuoka Sales Office upgraded to become Fukuoka Branch
- 2007 Apr. • Launched the new hair color brand for foilwork, ORDEVE
- Nov. • Milbon Trading (Shanghai) Co., Ltd. (consolidated subsidiary) newly established in People's Republic of China
- 2008 Dec. • Milbon Trading (Shanghai) Co., Ltd. Studio opened
- 2009 Jun. • Ueno Dai-Ichi Plant in Iga City, Mie Prefecture closed
- Jul. • Production Technology Development Center established at Yumegaoka Plant
- Jul. • Milbon Korea Co., Ltd. (consolidated subsidiary) newly established in Republic of Korea; Korea Studio opened in tandem
- 2010 Apr. • Aujua, comprehensively segmented system hair care, launched
- Sep. • Tokyo Branch Extension and rebuilding; Marketing Department relocated to the Tokyo Office
- 2012 May. • MILBON (THAILAND) CO., LTD. (Consolidated Subsidiary) newly established in Kingdom of Thailand
- 2013 Dec. • MILBON (THAILAND) CO., LTD. Factory newly established in Kingdom of Thailand
- 2014 Jan. • Central Research Institute expanded
- 2015 Mar. • Tokyo Ginza Branch opened in Chuo-ku, Ginza; Tokyo Ginza Studio opened in tandem

Note: Studios are training centers for beauticians

Corporate Profile



Corporate outline

Establishment July 1960

Capital 2.0 billion yen

Directors	President and CEO	Ryuji Sato	Director	Yasuhumi Takeda
	Senior Managing Director	Katsumi Kaneyama	Director	Mitsuru Oshio
	Managing Director	Noboru Shigemune	Director	Kazunobu Konoike
	Managing Director	Masahiro Murai	Corporate Auditor	Koji Murata
	Director	Osamu Toyota	Outside Auditor	Keisuke Endo
	Director	Masayuki Fujii	Outside Auditor	Shoichiro Takahata
	Director	Teruo Murata		

Number of employees 571 (689, consolidated)

Average age 34.7

Business activities Manufacturing and sales (domestic/export) of hair coloring products, hair styling products, permanent wave products, shampoos, conditioners, hair treatments, medical hair growth promotion products, tools for permanets, etc.

Business facilities, plants

Head Office	2-3-35, Zengenji-cho, Miyakojima-ku, Osaka	TEL 06-6928-2331
Tokyo Aoyama Branch	2-6-9, Jingumae, Shibuya-ku, Tokyo	TEL 03-3470-9547
Tokyo Ginza Branch	3-9-7 Ginza, Chuo-ku, Tokyo	TEL 03-3524-2350
Nagoya Branch	3-19-8, Sakae, Naka-ku, Nagoya	TEL 052-243-5040
Osaka Branch	1-9-8, Kyomachibori, Nishi-ku, Osaka	TEL 06-6443-6116
Fukuoka Branch	1-3-38, Tenjin, Chuo-ku, Fukuoka	TEL 092-762-1120
Sapporo Sales Office	5-1-5, Minamiichijonishi, Chuo-ku, Sapporo	TEL 011-272-3801
Sendai Sales Office	2-8-13, Chuo, Aoba-ku, Sendai	TEL 022-722-2411
Saitama Sales Office	1-114-1, Miya-cho, Omiya-ku, Saitama	TEL 048-650-5821
Yokohama Sales Office	2-20-5, Minamisaiwai, Nishi-ku, Yokohama	TEL 045-317-0877
Kanazawa Sales Office	4-133, Kuratsuki, Kanazawa	TEL 076-268-6777
Kyoto Sales Office	12-1, Tachiuri Higashi-cho, Yanaginobanba Higashi-iru, Shijo-dori, Shimogyo-ku, Kyoto	TEL 075-253-6641
Kobe Sales Office	2-7-4, Sannomiya-cho, Chuo-ku, Kobe	TEL 078-391-0780
Hiroshima Sales Office	3-17, Fukuro-machi, Naka-ku, Hiroshima	TEL 082-247-4571
Yumegaoka Plant	7-7-5, Yumegaoka, Iga City, Mie Prefecture	TEL 0595-26-3838
Aoyama Plant	758-30, Iseji, Iga City, Mie Prefecture	TEL 0595-52-3321
Central Research Institute	2-3-35, Zengenji-cho, Miyakojima-ku, Osaka	TEL 06-6925-8010
Training Center	2-15-14, Chuo, Joto-ku, Osaka	TEL 06-6786-3030

Subsidiaries, Representative offices

MILBON USA, INC.	TEL +1-212-431-8438
Milbon Trading (Shanghai) Co., Ltd.	TEL +86-21-6391-7017
Milbon Korea Co., Ltd.	TEL +82-2-3448-7400
MILBON (THAILAND) CO., LTD.	TEL +66-38-027-371-5
Taiwan Representative Office	TEL +886-2-2313-1825
Hong Kong Representative Office	
Vietnam Representative Office	TEL +84-8-6288-4683
Malaysia Representative Office	TEL +60-3-7493-5145
Turkey Representative Office	TEL +90-212-705-6294
Indonesia Representative Office	TEL +62-2954-6851
Philippines Representative Office	TEL +632-621-2614

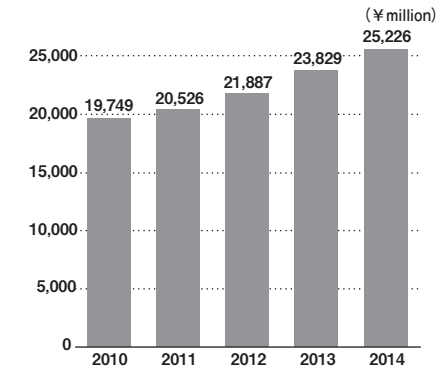
Financial High lights

	(¥ million)				
	2010.12.20	2011.12.20	2012.12.20	2013.12.20	2014.12.20
Net Sales	19,749	20,526	21,887	23,829	25,226
Operating Income	3,578	3,792	3,986	4,302	4,451
Ordinary Income	3,327	3,545	3,735	4,059	4,218
Net Income	1,831	2,304	2,128	2,516	2,621
Total Assets	20,843	22,592	23,662	26,321	28,138
Net Assets	17,699	19,059	20,367	22,149	24,104
Average Number of shares outstanding during the period (thousand shares)	12,532	13,782	16,536	16,462	16,374
Number of shares outstanding at the end of fiscal year (thousand shares)	12,532	13,781	16,536	16,378	16,373

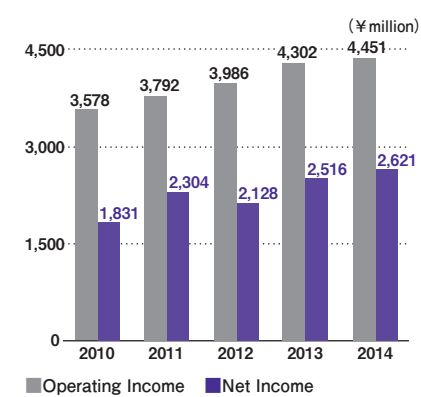
● Treasury stock is deducted from the number of outstanding shares at the end of the period.

● The Company conducted a 1.2 for 1 stock split effective December 21, 2013. The average number of shares outstanding during the period and the number of shares outstanding at the end of fiscal year were calculated assuming that stock split was conducted at the beginning of the fiscal year 2012.

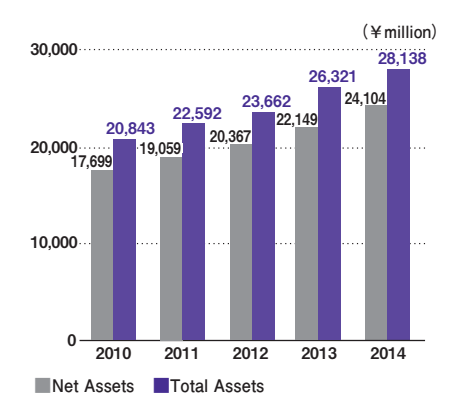
Net Sales



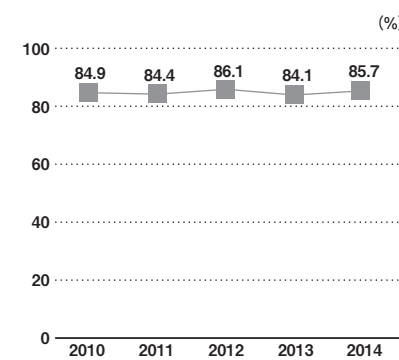
Operating Income / Net Income



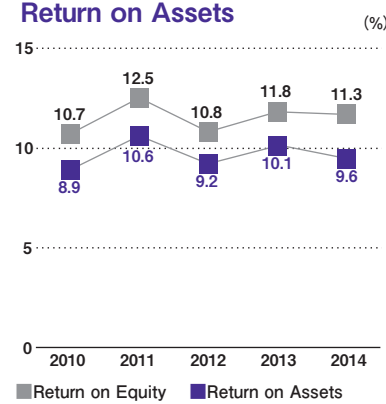
Net Assets / Total Assets



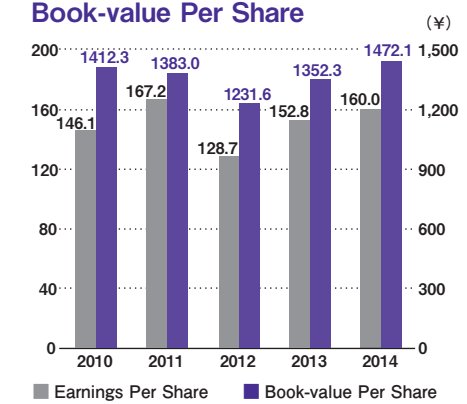
Equity Ratio



Return on Equity / Return on Assets



Earnings Per Share / Book-value Per Share



● In computing the earnings per share, the average number of outstanding shares (yearly average) was used.

● In computing the book-value per share, the number of outstanding shares (year-end) was used.

Sales by Product Category

	(¥ million)				
	2010.12.20	2011.12.20	2012.12.20	2013.12.20	2014.12.20
Hair Care Products	10,135	10,398	11,069	12,616	14,597
Hair Coloring Products	7,278	7,987	8,820	9,288	8,817
Permanent Wave Products	1,998	1,816	1,678	1,623	1,520
Others	337	323	318	301	291
Total	19,749	20,526	21,887	23,829	25,226

Composition of Sales by Product Category

