

TBS Canada

Overview

- Founded in 1976 by Anita Roddick, The Body Shop is an iconic beauty brand with a mission to provide ethically-sourced and cruelty-free beauty products.
- The Body Shop has evolved from being a “body”-only brand to a multi-category portfolio offering skincare, haircare, colour cosmetics, and fragrance products. It has cultivated a diverse and loyal customer base, appealing to a wide range of customer demographics and end users.
- The Body Shop Canada Limited (“**TBS Canada**” or the “**Company**”) historically operated as a subsidiary of The Body Shop International Limited (“**TBSI**”), its UK based parent company.
- Headquartered in Toronto, Ontario, TBS Canada currently operates 71 stores in seven provinces, primarily located in major shopping malls.
- On February 13, 2024, TBSI commenced Administration proceedings in the United Kingdom and representatives from FRP Advisory (“**FRP**”) were appointed as the Joint Administrators.
- On March 1, 2024, TBS Canada filed a Notice of Intention to Make a Proposal (“**NOI**”) pursuant to Section 50.4(1) of the Bankruptcy and Insolvency Act (“**BIA**”) and Alvarez & Marsal Canada Inc. (“**A&M**”) was appointed as Proposal Trustee. The NOI proceeding was commenced to obtain a stay of proceedings and stabilize TBS Canada’s operations following the commencement of the UK Administration.
- On July 5, 2024, TBS Canada obtained an order, among other things, authorizing the continuation of the NOI under the *Companies’ Creditors Arrangement Act*, and approving a Court-supervised sale process.
- For additional information regarding TBS Canada’s restructuring proceeding, please see A&M’s Case Website:

<https://www.alvarezandmarsal.com/thebodyshop>

Investment Highlights

- **Iconic brand & loyal customer base**
- **Coast-to-coast retail footprint in Canada**
- **Track record of substantial 4-Wall EBITDA**
- **Attractive growth & profitability opportunities, including relaunching online and wholesale**
- **Dedicated & highly experienced management team**

Financial Snapshot

\$72M

FY25F REVENUE

70%

FY25F GROSS
MARGIN

\$12M

FY25F 4-WALL
EBITDA

71

STORES¹

16%

ONLINE REVENUE

1. Upon filing the NOI, the Company commenced liquidation sales at 33 of its retail stores, shrinking its store footprint from 105 to 72. In June 2024, the lease the Company’s store in the CF Chinook Centre expired and was not renewed.