



Lush Cosmetics New Country Application

As a Licensee

- You will have exclusive rights to develop the territory by opening standalone Lush shops and an ecommerce business. You can not offer Lush products to other retailers on a wholesale basis.
- The minimum number of shops to be opened over a specific time scale will be agreed and form part of your development license.

We only consider top quality applicants who have senior management and preferably retail experience with sufficient funds to develop a strong and resilient business

Your business plan should include:

- The total number of shops that can be opened in your territory and suggested timescale for these openings - Please also include the names of the locations you feel would be the best fit for Lush. Please note our average store size is 100sqm.
- A comprehensive study of pricing for your chosen market and how you would position Lush against local and international competitors

Other information we would like to know:

- Are you currently living in the country you are applying for? If not, are you intending to relocate?
- Please give us a brief summary about yourself, your interests and your personal philosophy, along with your professional experience.
- Explain why you are the right person to open a Lush in this market.

Lush Commercial

- What role do you intend to take?
- Who will manage the business on a day-to-day basis?

Investors and Finance

- Names of all shareholders (including any silent backers):
- Please list any other business interests that all proposed shareholders are involved with.



We look forward to hearing from you.