TILE SHOP HOLDINGS, INC. Form POS AM October 29, 2012

As filed with the Securities and Exchange Commission on October 26, 2012

File No. 333-182482

UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

POST-EFFECT AMENDMENT NO. 2

ON

FORM S-1

ТО

REGISTRATION STATEMENT on FORM S-4 (FILE NO. 333-182482)

Under

The Securities Act of 1933

TILE SHOP HOLDINGS, INC.

(Exact name of Registrant as specified in its charter)

Delaware571345-5538095(State or other jurisdiction of
incorporation or organization)(Primary Standard Industrial
(I.R.S. Employer)Identification Number)

14000 Carlson Parkway

Plymouth, Minnesota 55441

(763) 852-2901

(Address, including zip code, and telephone number, including area code, of Registrant's principal executive offices)

Robert A. Rucker Chief Executive Officer 14000 Carlson Parkway Plymouth, Minnesota 55441 (763) 852-2901 with a copy to: Susan E. Pravda, Esq. Paul D. Broude, Esq. Foley & Lardner LLP 111 Huntington Avenue Boston, Massachusetts 02199 (617) 342-4000

(Name, address, including zip code, and telephone number, including area code, of agent for service)

Approximate date of commencement of the proposed sale to the public: From time to time after this Registration Statement becomes effective.

If any of the securities being registered on this Form are to be offered on a delayed or continuous basis pursuant to Rule 415 under the Securities Act, check the following box "

If this Form is filed to register additional securities for an offering pursuant to Rule 462(b) under the Securities Act, please check the following box and list the Securities Act registration statement number of the earlier effective registration statement for the same offering."

If this Form is a post-effective amendment filed pursuant to Rule 462(c) under the Securities Act, check the following box and list the Securities Act registration statement number of the earlier effective registration statement for the same offering. "

If this Form is a post-effective amendment filed pursuant to Rule 462(d) under the Securities Act, check the following box and list the Securities Act registration statement number of the earlier effective registration statement for the same offering.

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See the definitions of "large accelerated filer," "accelerated filer," and "smaller reporting company" in Rule 12b-2 of the Exchange Act. (Check one):

Non-accelerated filer " (Do not check if a smaller reporting company " Smaller reporting company "

EXPLANATORY NOTE

This Post-Effective Amendment No. 2 on Form S-1 to the Registration Statement on Form S-4 (File No. 333-182482) relates to the public offering of common stock of the registrant upon exercise of certain warrants, as contemplated by the Registration Statement on Form S-4 (File No. 333-182482) (the "Prior Registration Statement"), and is being filed in order to maintain the effectiveness of the Prior Registration Statement to the extent that such Prior Registration Statement pertains to the shares of the registrant's common stock issuable upon exercise of such warrants.

The information in this prospectus is not complete and may be changed. We may not sell these securities until the registration statement filed with the Securities and Exchange Commission is effective. This prospectus is not an offer to sell these securities and it is not soliciting an offer to buy these securities in any jurisdiction where the offer or sale is not permitted.

SUBJECT TO COMPLETION, DATED OCTOBER 26, 2012

PROSPECTUS

12,500,000 Shares

TILE SHOP HOLDINGS, INC.

Common Stock

This prospectus relates to the issuance by us of up to 12,500,000 shares of our common stock, par value \$0.0001 per share, upon the exercise of warrants that were originally issued by JWC Acquisition Corp., a Delaware corporation ("JWCAC"), in connection with its initial public offering and that became exercisable for shares of our common stock upon the consummation of the transactions contemplated by that certain Contribution and Merger Agreement (the "Business Combination"), dated as of June 27, 2012, by and among JWCAC, on the one hand, and The Tile Shop, LLC, a Delaware limited liability company ("The Tile Shop"), the members of The Tile Shop (the "Members"), Nabron International Inc., a Bahamas corporation ("Nabron" and, together with the Members other than ILTS, LLC the "Sellers"), Tile Shop Holdings, Inc., a Delaware corporation (the "Company"), Tile Shop Merger Sub, Inc., Delaware corporation and wholly owned subsidiary of TS Holdings, and Peter Jacullo, in his capacity as Sellers' Representative, on the other hand, at an exercise price of \$11.50 per share (each, a "Public Warrant" and collectively, the "Public Warrants").

Each Warrant entitles the holder thereof to purchase one share of our common stock upon payment of the exercise price of \$11.50 per share. We will receive the proceeds from the exercise of the Public Warrants, but not from the sale of the underlying shares of common stock.

Our common stock is listed on The Nasdaq Stock Market under the symbol "TTS." The Public Warrants are quoted on the Over-the-Counter Bulletin Board under the symbol "TTSAW." On October 23, 2012, the closing sale prices of our common stock and Public Warrants were \$14.38 and \$3.59, respectively.

Investing in our common stock involves risks that are described in the "Risk Factors" section beginning on page 11 of this prospectus.

Neither the Securities and Exchange Commission nor any state securities commission has approved or disapproved of the securities to be issued under this prospectus or determined if this prospectus is truthful or complete. Any representation to the contrary is a criminal offense.

The date of this prospectus is , 2012.

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You should rely only on the information contained or incorporated by reference in this prospectus. No one has been authorized to provide you with information that is different from that contained or incorporated by reference in this prospectus. This prospectus is dated as of the date set forth on the cover hereof. You should not assume that the information contained in this prospectus is accurate as of any date other than that date. You should not assume that the information incorporated by reference in this prospectus is accurate as of any date other than that date other than the date of such incorporated document.

INFORMATION CONCERNING FORWARD-LOOKING STATEMENTS

This prospectus, including the documents incorporated by reference herein, contains forward-looking statements within the meaning of the "safe harbor" provisions of the Private Securities Litigation Reform Act of 1995. In some cases you can identify these statements by forward-looking words such as "may," "might," "will," "will likely result," "should, "anticipates," "expects," "intends," "plans," "seeks," "estimates," "potential," "continue," "believes" and similar expressions, a some forward-looking statements are expressed differently.

These forward-looking statements are based on current expectations and assumptions that are subject to risks and uncertainties that may cause our actual results, performance, or achievements to differ materially from any expected future results, performance, or achievements expressed or implied by such forward-looking statements. All statements other than statements of historical fact are statements that could be deemed forward-looking statements. These risks and uncertainties include, but are not limited to:

• the level of demand for our products;

•our ability to grow and remain profitable in the highly competitive retail tile industry;

•our ability to access additional capital;

•our ability to attract and retain qualified personnel;

·changes in general economic, business and industry conditions;

·our ability to introduce new products that satisfy market demand; and

legal, regulatory, and tax developments, including additional requirements imposed by changes in domestic and foreign laws and regulations.

There is no assurance that our expectations will be realized. If one or more of these risks or uncertainties materialize, or if our underlying assumptions prove incorrect, actual results may vary materially from those expected, estimated, or projected. Such risks and uncertainties also include those set forth under "Risk Factors" herein and in the documents incorporated by reference herein. Our forward-looking statements speak only as of the time that they are made and do not necessarily reflect our outlook at any other point in time. Except as required by law or regulation, we undertake no obligation to update publicly any forward-looking statements, whether as a result of new information, future events, or

for any other reason.

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PROSPECTUS SUMMARY

This summary highlights information contained elsewhere in this prospectus and does not contain all of the information that you should consider in making your investment decision. Before investing in our securities, you should carefully read this entire prospectus, including our consolidated financial statements and the related notes included in this prospectus and the information set forth under the headings "Risk Factors" and "Management's Discussion and Analysis of Financial Condition and Results of Operations." Unless the context requires otherwise, the words "Tile Shop Holdings," "we," "company," "us," and "our" refer to Tile Shop Holdings, Inc. and our consolidated subsidiaries.

Overview

We are a specialty retailer of manufactured and natural stone tiles, setting and maintenance materials, and related accessories in the United States. We offer a wide selection of products, attractive prices, and exceptional customer service in an extensive showroom setting. We sell over 4,000 products from around the world, including ceramic, porcelain, glass, and stainless steel manufactured tiles and, marble, granite, quartz, sandstone, travertine, slate, and onyx natural tiles, primarily under our proprietary Rush River, Fired Earth, and Superior brand names. We purchase our tile products and accessories directly from producers and manufacture our own setting and maintenance materials, such as thinset, grout, and sealers. We operate 62 stores in 20 states, with an average size of 23,000 square feet. We also sell our products on our website.

We believe that our long-term producer relationships, together with our design, manufacturing and distribution capabilities, enable us to offer a broad assortment of high-quality products to our customers, who are primarily homeowners, at competitive prices. We have invested significant resources to develop our proprietary brands and product sources and believes that we are a leading retailer of stone tiles, accessories, and related materials in the United States.

In 2011, we reported net sales and income from operations of \$152.7 million and \$32.6 million, respectively. From December 31, 2007 to December 31, 2011, our net sales and income from operations increased at compounded annual growth rates of 8.2% and 14.0%, respectively. During that period, our growth has been driven by a combination of opening 14 new retail locations and an increase in same store sales. We have opened nine new stores in 2012 and intend to open an additional three stores during the remainder of 2012 and no fewer than 15 stores in 2013.

Competitive Strengths

We believe that the following factors differentiate us from our competitors and position us to continue to grow our specialty tile business.

Inspiring Customer Experience. Our showrooms bring our products to life. Each showroom features up to 60 different mockups, or vignettes, of bathrooms, kitchens, fireplaces, foyers, and other settings that showcase our broad array of products. Each store also features over 1,400 hand-crafted display boards showing tile that we offer for sale. Our stores are spacious, well-lit, and organized by product type to make our customers' shopping experience easy.

Broad Product Assortment at Attractive Prices. We offer over 4,000 manufactured and natural tile products, setting and maintenance materials, and accessories. We are able to maintain every-day low prices by purchasing tile and accessories directly from producers and manufacturing our own setting and maintenance materials.

Customer Service and Satisfaction. Our sales personnel are highly-trained and knowledgeable about the technical and design aspects of our products. We offer weekly do-it-yourself classes in all of our showrooms. In addition, we provide one-on-one installation training as required to meet customer needs. We offer a liberal return policy, with no restocking fees.

Worldwide Sourcing Capabilities. We have long-standing relationships with producers of our tiles throughout the world and work with them to design products exclusively for us. We believe that these direct relationships differentiate us from our competitors, who generally purchase commodity products through distributors. We are often the largest or exclusive customer for many of our producers.

Proprietary Branding. We sell the majority of our products under our proprietary brand names, which helps us to differentiate our products from those of our competitors. We offer products across a range of price points and quality levels that allow us to target discrete market segments and to appeal to diverse groups of customers.

Centralized Distribution System. We service our retail locations from three distribution centers. Our distribution centers can cost-effectively service stores within a 700-mile radius, providing us with the ability to open new locations in markets where we believe that we have a competitive advantage or see attractive demographics.

Experienced Team. Our management team has substantial experience in the specialty tile industry and retail sales operations. Robert Rucker, our founder and chief executive officer, has over 25 years of experience in the tile industry. Both Carl Randazzo, senior vice president—retail, and Joseph Kinder, senior vice president—operations, have been with us for over 20 years. William Watts, who serves as our the chairman of our board of directors, is the former chief executive officer of General Nutrition Corporation, the chairman of Mattress Firm, Inc. and a director of Brookstone, Inc.

Historically Attractive Returns on New Store Investment. Our new stores have historically begun generating operating profit within the first year of operations and we generally recoup our initial net capital investment from a new store's four-wall profitability within the first 36 months of operations. We measure four-wall profitability as store level operating profit before pre-opening costs and depreciation and amortization.

Growth Strategy

We intend to increase our net sales and profitability through a combination of new store openings and same store sales growth. In the five years ended December 31, 2011, we grew through a combination of opening 20 new retail locations and increases in same store sales. We expect to continue to gain market share. Specific elements of our strategy for continued growth include the following:

Open New Stores. We believe that the highly-fragmented U.S. retail tile market provides us with a significant opportunity to expand our store base. Since January 1, 2012, we have opened nine new stores and plan to open an

additional three stores during the remainder of 2012. We intend to open no fewer than 15 new stores in 2013, primarily in our existing markets and the mid-Atlantic, south eastern, and southern New England regions of the United States. We believe that there will continue to be additional expansion opportunities in the United States and Canada. We expect our store base growth to increase operational efficiencies.

Increase Sales and Profitability of Existing Stores. We believe that our ongoing investment in new products and our enhanced training program for our sales associates, together with our associate incentive compensation structure, will result in continued same store sales growth.

Risk Factors

Our business is subject to numerous risks and uncertainties, including those highlighted in the section entitled "Risk Factors" immediately following this prospectus summary, that represent challenges that we face in connection with the successful implementation of our strategy and the growth of our business.

Corporate Information

We were incorporated in the State of Delaware in June 2012 in order to become the parent company of The Tile Shop, LLC ("The Tile Shop") following the consummation of a business combination (the "Business Combination") with JWC Acquisition Corp. ("JWCAC"), a blank check company incorporated in the State of Delaware in July 2010. On August 21, 2012, we consummated the Business Combination and, in connection therewith, became a successor issuer to JWCAC by operation of Rule 12g-3(a) promulgated under the Securities Exchange Act of 1934, as amended (the "Exchange Act").

Our principal executive offices are located 14000 Carlson Parkway, Plymouth, Minnesota, 55441, and our telephone number is (763) 852-2901. Our website address is www.tileshop.com. We had approximately 744 employees as of September 30, 2012. Information contained on our website is not a part of this prospectus and the inclusion of our website address in this prospectus is an inactive textual reference only.

SUMMARY CONSOLIDATED FINANCIAL AND OTHER DATA

The following table sets forth selected historical financial information derived from (i) our unaudited financial statements included elsewhere in this prospectus as of and for the six months ended June 30, 2012 and 2011, (ii) The Tile Shop's audited financial statements included elsewhere in this prospectus as of December 31, 2011 and 2010 and for the years ended December 31, 2011, 2010 and 2009 and (iii) The Tile Shop's audited financial statements not included in this report as of December 31, 2009, 2008 and 2007 and for the years ended December 31, 2008 and 2007. You should read the following selected financial data in conjunction with the section entitled "Management's Discussion and Analysis of Financial Condition and Results of Operations" and the financial statements and the related notes appearing elsewhere in this prospectus.

| | As of June 30, or for the six months ended June 30, | | | | As of December 31, or for the year ended December 31, | | | | | | |
|---|---|---|----------|---|---|--|-----------|-----------|-----------|-----------|--|
| | 2012 | | 2011 | | 2011 | | 2010 | 2009 | 2008 | 2007 | |
| Statement of Income | | | | | | | | | | | |
| Data | | | | | | | | | | | |
| Net sales | \$92,175 | | \$77,931 | | \$152,717 | | \$135,340 | \$116,247 | \$118,960 | \$111,607 | |
| Cost of sales | 24,828 | | 20,425 | | 40,321 | | 36,124 | 31,706 | 34,001 | 33,588 | |
| Gross profit | 67,347 | | 57,506 | | 112,396 | | 99,216 | 84,541 | 84,959 | 78,019 | |
| Selling, general and | | | | | | | | | | | |
| administrative | 45,980 | | 38,825 | | 79,783 | | 68,555 | 60,171 | 61,582 | 58,689 | |
| expenses | | | | | | | | | | | |
| Income from | 21,367 | | 18,681 | | 32,613 | | 30,661 | 24,370 | 23,377 | 19,330 | |
| operations | 21,507 | | 10,001 | | 52,015 | | 50,001 | 24,570 | 25,577 | 19,550 | |
| Other income | (154 | ` | (171 | ` | (520) | | (343) | (472) | 83 | (409) | |
| (expense) | (134 |) | (1/1 |) | (520) | | (343) | (472) | 83 | (409) | |
| Provision for income | 424 | | 425 | | 733 | | 609 | 675 | 724 | 461 | |
| taxes | 424 | | 423 | | 155 | | 009 | 075 | 124 | 401 | |
| Net income | \$20,789 | | \$18,085 | | \$31,360 | | \$29,709 | \$23,223 | \$22,736 | \$18,460 | |
| Earnings per unit | \$0.54 | | \$0.46 | | \$0.80 | | \$0.76 | \$0.59 | \$0.58 | \$0.47 | |
| Weighted average units outstanding | 38,800 | | 39,200 | | 39,113 | | 39,200 | 39,200 | 39,200 | 39,200 | |
| Balance Sheet Data | | | | | | | | | | | |
| Cash and cash | ¢ 16 010 | | ¢ 16 220 | | ¢ < 292 | | ¢14117 | ¢ 17 950 | ¢ 2 6 2 1 | \$638 | |
| equivalents | \$ 16,918 | | \$16,329 | | \$6,283 | | \$14,117 | \$17,850 | \$3,631 | \$038 | |
| Inventories | 41,787 | | 42,883 | | 43,744 | | 35,358 | 26,342 | 28,046 | 22,891 | |
| Total assets | 137,683 | | 123,363 | | 119,005 | | 108,890 | 93,954 | 80,225 | 78,873 | |
| Total debt and capital | | | | | | | | | | | |
| lease obligations, including current maturities | 4,307 | | 5,057 | | 4,853 | | 5,582 | 4,574 | 5,035 | 5,562 | |
| Total members' equity | 86,416 | | 77,319 | | 75,147 | | 69,437 | 62,000 | 49,586 | 39,084 | |
| Working capital Cash Flow Data | 40,572 | | 39,464 | | 34,852 | | 34,895 | 31,851 | 18,949 | 9,980 | |

| Net cash provided by operating activities | \$ 32,687 | | \$ 20,259 | | \$34,723 | | \$32,461 | | \$34,729 | | \$25,156 | | \$27,885 | |
|---|-----------|---|-----------|---|----------|---|----------|----|----------|----|----------|----|----------|----|
| Net cash used in investing activities | (12,138 |) | (8,022 |) | (18,561 |) | (14,376 | 5) | (8,267 |) | (9,435 |) | (12,928 | 8) |
| Net cash used in financing activities | (9,915 |) | (10,025 |) | (23,994 |) | (21,819 |)) | (12,243 | 3) | (12,728 | 8) | (14,330 |)) |
| Other Selected | | | | | | | | | | | | | | |
| Financial Data | | | | | | | | | | | | | | |
| (unaudited) | | | | | | | | | | | | | | |
| Adjusted EBITDA (1) | \$27,455 | | \$23,339 | | \$42,602 | | \$38,472 | | \$31,576 | | \$30,818 | | \$25,832 | |
| Adjusted EBITDA margin ⁽¹⁾ | 29.8 | % | 29.9 | % | 27.9 | % | 28.4 | % | 27.2 | % | 25.9 | % | 23.1 | % |
| Gross margin ⁽²⁾ | 73.1 | % | 73.8 | % | 73.6 | % | 73.3 | % | 72.7 | % | 71.4 | % | 69.9 | % |
| Operating income margin ⁽³⁾ | 23.2 | % | 24.0 | % | 21.4 | % | 22.7 | % | 21.0 | % | 19.7 | % | 17.3 | % |
| Same stores sales growth ⁽⁴⁾ | 6.3 | % | 6.7 | % | 6.4 | % | 11.4 | % | (4.6 |)% | (3.4 |)% | 3.4 | % |
| Average ticket sales (5) | \$ 260 | | \$242 | | \$249 | | \$234 | | \$227 | | \$239 | | \$233 | |

(1) We calculate Adjusted EBITDA by taking net income calculated in accordance with accounting principles generally accepted in the United States, or GAAP, and adding interest expense, income taxes, depreciation and amortization, and stock-based compensation. Adjusted EBITDA margin is equal to Adjusted EBITDA divided by net sales. We believe that these non-GAAP measures of financial results provide useful information to management and investors regarding certain financial and business trends relating to our financial condition and results of operations. Our management uses these non-GAAP measures to compare our performance to that of prior periods for trend analyses, for purposes of determining management incentive compensation, and for budgeting and planning purposes. These measures are used in monthly financial reports prepared for management and our board of directors. We believe that the use of these non-GAAP financial measures provides an additional tool for investors to use in evaluating ongoing operating results and trends and in comparing our financial measures with other specialty retailers, many of which present similar non-GAAP financial measures to investors.

Our management does not consider these non-GAAP measures in isolation or as an alternative to financial measures determined in accordance with GAAP. The principal limitation of these non-GAAP financial measures is that they exclude significant expenses and income that are required by GAAP to be recorded in our consolidated financial statements. In addition, they are subject to inherent limitations as they reflect the exercise of judgments by management about which expenses and income are excluded or included in determining these non-GAAP financial measures in connection with GAAP results. We urge investors to review the reconciliation of its non-GAAP financial measures to the comparable GAAP financial measures and not to rely on any single financial measure to evaluate our business.

| | Six Months Ended | | | | | | | | | | |
|------------|------------------|----------|-----------|----------|------|------|------|--|--|--|--|
| | June 30, | | Years End | | | | | | | | |
| | 2012 | 2011 | 2011 | 2010 | 2009 | 2008 | 2007 | | | | |
| Net Income | \$20,789 | \$18,085 | \$31,360 | \$29,709 | \$ | | | | | | |