UNITED STATES SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549

FORM 8-K

CURRENT REPORT

Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): May 16, 2013

PRESTIGE BRANDS HOLDINGS, INC.

(Exact name of registrant as specified in its charter)

<u>Delaware</u> (State or other jurisdiction of incorporation) <u>001-32433</u> (Commission File Number) 20-1297589 (IRS Employer Identification No.)

660 White Plains Road, Tarrytown, New York 10591

(Address of principal executive offices, including Zip Code)

<u>(914) 524-6800</u>

(Registrant's telephone number, including area code)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

[] Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)

[] Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)

[] Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))

[] Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Item 2.02 Results of Operations and Financial Condition.

On May 16, 2013, Prestige Brands Holdings, Inc. (the "Company") announced financial results for the fiscal quarter and year ended March 31, 2013. A copy of the press release announcing the Company's earnings results for the fiscal quarter and year ended March 31, 2013 is attached hereto as Exhibit 99.1 and incorporated herein by reference.

Item 7.01. Regulation FD Disclosure.

The information set forth in Item 2.02 above is incorporated by reference as if fully set forth herein.

On May 16, 2013, representatives of the Company began making presentations to investors regarding the Company's financial results for the quarter and year ended March 31, 2013 using slides containing the information attached to this Current Report on Form 8-K as Exhibit 99.2 (the "Investor Presentation"). The Company expects to use the Investor Presentation, in whole or in part, and possibly with modifications, in connection with presentations to investors, analysts and others during the fiscal year ended March 31, 2014.

By filing this Current Report on Form 8-K and furnishing the information contained herein, the Company makes no admission as to the materiality of any information in this report that is required to be disclosed solely by reason of Regulation FD.

The information contained in the Investor Presentation is summary information that is intended to be considered in the context of the Company's Securities and Exchange Commission ("SEC") filings and other public announcements that the Company may make, by press release or otherwise, from time to time. The Company undertakes no duty or obligation to publicly update or revise the information contained in this report, although it may do so from time to time as its management believes is warranted. Any such updating may be made through the filing of other reports or documents with the SEC, through press releases or through other public disclosure.

The information presented in Items 2.02 and 7.01 of this Current Report on Form 8-K and Exhibits 99.1 and 99.2 shall not be deemed to be "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), or otherwise subject to the liabilities of that section, unless the Company specifically states that the information is to be considered "filed" under the Exchange Act or specifically incorporates it by reference into a filing under the Securities Act of 1933, as amended, or the Exchange Act.

Item 9.01 Financial Statements and Exhibits.

(d) Exhibits.

See Exhibit Index immediately following the signature page.

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

Dated: May 16, 2013

PRESTIGE BRANDS HOLDINGS, INC.

By: /s/ Ronald M. Lombardi

Name: Ronald M. Lombardi Title: Chief Financial Officer

Exhibit	Description
99.1	Press Release dated May 16, 2013 announcing the Company's financial results for the fiscal quarter and year ended March 31, 2013 (furnished only).
99.2	Investor Relations Slideshow in use beginning May 16, 2013 (furnished only).

Exhibit 99.1

Prestige Brands Holdings, Inc. Reports Record Fourth Quarter Revenues Up 15.3% and EPS of \$0.37

Fiscal 13 Revenues Increase 41%; Reported EPS Up 74% to \$1.27

Investor Day Slated for May 22nd

Tarrytown, NY-(Business Wire)-May 16, 2013-Prestige Brands Holdings, Inc. (NYSE-PBH) today announced record results for the fourth quarter and the fiscal year ended March 31, 2013, driven by strong growth in both the legacy and acquired core brands in the Company's Over-the-Counter Healthcare (OTC) segment.

Revenues for the fourth fiscal quarter were \$154.5 million, an increase of \$20.5 million, or 15.3%, above the prior year comparable quarter's revenues of \$134.0 million. The revenue increase was primarily due to the growth of the Company's 14 core OTC brands which increased 9.3% over the prior year comparable period. The prior year comparable period results include revenues from two months of ownership of 15 of the 17 brands acquired from GSK on January 31, 2012. The remaining two brands closed on March 30, 2012.

In addition to financial results reported in accordance with generally accepted accounting principles (GAAP), we have provided certain non-GAAP financial information in this release to aid investors in understanding the Company's performance. Each non-GAAP financial measure is defined and reconciled to its most closely related GAAP financial measure in the "About Non-GAAP Financial Measures" section at the end of this earnings release.

Operating income for the fourth fiscal quarter was \$50.2 million, an increase of \$27.6 million, or 122%, over the prior year comparable quarter's operating income of \$22.6 million. The prior year comparable period was impacted by \$15.3 million of costs associated primarily with the GSK brands acquisition and an unsolicited proposal. Excluding these charges, operating income for the fourth quarter of fiscal 2013 would have increased 33%.

In the fourth fiscal quarter, the Company's diluted earnings per share were \$0.37 compared to \$0.00 in the prior year comparable period. The fiscal fourth quarter includes a deferred tax benefit and other items of \$0.01 per share. Excluding this, fourth quarter earnings per share would have been \$0.36, an increase of

38.5% over the prior year adjusted fourth quarter earnings per share of \$0.26. The prior year fourth quarter was impacted by the costs noted above.

Reported gross profit for the fourth fiscal quarter was \$88.1 million, 29% higher than the comparable quarter's gross profit of \$68.5 million. The prior year's fourth quarter results included GSK brand acquisition and transition-related costs of \$1.8 million. Excluding these costs, gross profit would have increased 25%. Gross margin was 57.0% in the fourth quarter of fiscal 2013 compared to 51.1% in the prior year comparable period, or adjusted gross margin of 52.5% excluding the charges noted above. The year-over-year improvement in gross margin is primarily a result of the higher proportion of revenue derived from the higher margin OTC segment.

Revenues for the OTC Healthcare segment were \$133.8 million, 22% higher than the prior year's fourth quarter revenues of \$109.7 million. The increase in revenue in this segment continues to be driven by consumption gains in the Company's core OTC brands, resulting from increased investment in advertising and promotion ("A&P") support behind them. Revenues for the Household Cleaning segment, which represents less than 15% of overall Company revenues, were \$20.7 million, a decrease of 14.5% over the prior year's fourth quarter results of \$24.3 million

Fiscal Year 2013

Revenues for fiscal 2013 were \$623.6 million, an increase of \$182.5 million or 41.4% over the prior year's revenues of \$441.1 million. The increase is due primarily to the growth of revenues of the Company's core OTC brands, which grew 5.9% year-over-year, and a full year of ownership of the acquired GSK brands. In the prior year, the GSK brands contributed revenues for only the final two months of the fiscal year.

Reported diluted earnings per share for fiscal 2013 were \$1.27, or 74.0% higher than \$0.73 reported in the prior fiscal year. Adjusted earnings per share for the fiscal year were \$1.50, a 52% increase over adjusted earnings per share of \$0.99 in the prior year. Adjusted earnings per share for fiscal 2013 and fiscal 2012 exclude acquisition and transition-related costs, unsolicited proposal costs, and other adjustments, net of applicable taxes.

The Company continued its investment in Advertising and Promotion ("A&P") during fiscal 2013 in support of its core OTC brands. A&P for the fiscal year was \$90.6 million, 59% higher than the prior year spend of \$57.1 million. A&P as a percent of revenue was 14.5% for fiscal 2013 compared to 13.0% in the prior year.

Commentary

"We are very pleased with the excellent growth shown in revenue and earnings per share for both the fourth quarter and fiscal year ended March 31, 2013. These results reflect the successful integration of the acquired GSK brands and meaningful growth in our core OTC brands," said Matthew M. Mannelly, CEO. "Revenues for our core OTC brands grew 9.3% in the fourth quarter and approximately 6% for the fiscal year, significantly ahead of category growth for both periods. Our increased investment in brand-building A&P was a key stimulus for these record results," he said.

"Our industry-leading and consistent cash flow from operations combined with a strengthened balance sheet helped us de-lever substantially in both the fourth quarter and for the fiscal year," Mr. Mannelly continued. "Our net debt was reduced by approximately \$154 million in the fiscal year, and our leverage ratio fell by one full point since the acquisition of the GSK brands a year ago. Rapid pay-down of debt enables us to continue to be active and disciplined in M&A. This approach has resulted in our successful track record of integrating, innovating and growing acquired brands."

"Our strategies are in place and we are fully prepared to build on the success of fiscal 2013. As the largest independent OTC products company in the U.S., we are confident in our ability to continue to build brands, innovate within our portfolio, and invest appropriately for future value creation," he said.

Free Cash Flow and Debt Reduction

The Company's record free cash flow ("FCF") for the fourth fiscal quarter ended March 31, 2013 was \$35.4 million, an increase of \$16.2 million over the prior year comparable period's free cash flow of \$19.2 million. For the fiscal year ended March 31, 2013, free cash flow totaled \$127.3 million compared to \$66.8 million in the prior year. FCF for the prior year comparable period was impacted by \$15.1 million of working capital investments associated with the acquisition of the GSK brands, and other costs, net of related tax effects. On a per share basis, free cash flow for the fiscal fourth quarter and full fiscal year ended March 31, 2013 translates to \$0.68 per share and \$2.48 per share, respectively, compared to \$0.38 per share and \$1.32 per share for the fourth quarter and full fiscal year ended March 31, 2012, respectively.

The Company's net debt at March 31, 2013 was \$962.3 million, reflecting a reduction of a total of \$34.7 million during the fourth quarter. At March 31, 2013, the Company's covenant-defined leverage ratio was approximately 4.25x, down from approximately 5.25x at the time of the closing on the acquisition of the GSK brands on January 31, 2012.

Q4 Conference Call & Accompanying Slide Presentation

The Company will host a conference call to review its fourth quarter results on May 16, 2013 at 8:30 am EDT. The toll-free dial-in numbers are 866-318-8613 within North America and 617-399-5132 outside of North America. The conference pass code is "prestige". The Company will provide a live Internet webcast, a slide presentation to accompany the call, as well as an archived replay, all of which can be accessed from the Investor Relations page of the Company's website at http://prestigebrands.com. The slide presentation can be accessed just before the call from the Investor Relations page of the website by clicking on Webcasts and Presentations. Telephonic replays will be available for two weeks following the completion of the call and can be accessed at 888-286-8010 within North America and at 617-801-6888 from outside North America. The pass code is 69473606.

Investor Day is Wednesday, May 22nd

The Company will host its first Investor Day on Wednesday, May 22nd beginning at 10:30am EST. CEO Matthew Mannelly and other members of senior management will present an overview of the Company's operational and financial strategy and highlight new advertising and marketing initiatives. The Company will provide a live Internet webcast, which can be accessed from the Investor Relations page of the Company's website at http://prestigebrands.com. Choose the "Click here for webcast" hyperlink and register for access. A replay of the full event will be available via the same URL three hours after the event. Visit the "News and Events" section of the Company's website for details of the events.

About Prestige Brands Holdings, Inc.

The Company markets and distributes brand name over-the-counter and household cleaning products throughout the U.S. and Canada, and in certain international markets. Core brands include Chloraseptic® sore throat treatments, Clear Eyes® eye care products, Compound W® wart treatments, The Doctor's® NightGuard® dental protector, the Little Remedies® and PediaCare® lines of pediatric over-the-counter products, Efferdent® denture care products, Luden's® throat drops, Dramamine® motion sickness treatment, BC® and Goody's® pain relievers, Beano® gas prevention, Debrox® earwax remover, and Gaviscon® antacid in Canada. Visit the Company's website at <u>www.prestigebrands.com</u>.

Note Regarding Forward-Looking Statements

This news release contains "forward-looking statements" within the meaning of the federal securities laws that are intended to qualify for the Safe Harbor from liability established by the Private Securities Litigation Reform Act of 1995. "Forward-looking statements" generally can be identified by the use of forward-looking terminology such as "assumptions," "target," "guidance," "outlook," "plans," "projection," "may," "will," "would," "expect," "intend," "estimate," "anticipate," "believe", "potential," or "continue" (or the negative or other derivatives of each of these terms) or similar terminology. The "forward-looking statements" include, without limitation, statements regarding our ability to build brands, innovate our product portfolio, invest to create value, and our acquisition capacity. These statements are based on management's estimates and assumptions with respect to future events and financial performance and are believed to be reasonable, though are inherently uncertain and difficult to predict. Actual results could differ materially from those expected as a result of a variety of factors, including the impact of our advertising and promotional initiatives, competition in our industry, and the success of our new product introductions and integration of newly acquired products. A discussion of other factors that could cause results to vary is included in the Company's Annual Report on Form 10-K for the year ended March 31, 2012, Quarterly Report on Form 10-Q for the quarter ended December 31, 2012, and other periodic reports filed with the Securities and Exchange Commission.

Contact: Dean Siegal

914 524 6819

Prestige Brands Holdings, Inc. Consolidated Statements of Income and Comprehensive Income (Unaudited)

	Th	ree Months	Ende	Year Ended March 31,					
(In thousands, except per share data)		2013		2012		2013		2012	
Revenues									
Net sales	\$	153,659	\$	133,160	\$	620,394	\$	437,838	
Other revenues		854		836		3,203		3,247	
Total revenues		154,513		133,996		623,597		441,085	
Cost of Sales									
Cost of sales (exclusive of depreciation shown below)		66,443		65,508		276,381		213,701	
Gross profit		88,070		68,488		347,216		227,384	
Operating Expenses									
Advertising and promotion		23,259		18,547		90,630		57,127	
General and administrative		11,353		24,334		51,467		56,700	
Depreciation and amortization		3,285		3,051		13,235		10,734	
Total operating expenses		37,897		45,932		155,332		124,561	
Operating income		50,173		22,556		191,884		102,823	
Other (income) expense									
Interest income		(4)		(14)		(13)		(18)	
Interest expense		18,242		16,361		84,420		41,338	
Gain on settlement		_				_		(5,063)	
Loss on extinguishment of debt		1,443		5,409		1,443		5,409	
Total other expense		19,681		21,756		85,850		41,666	
Income before income taxes		30,492		800		106,034		61,157	
Provision for income taxes		11,143		815		40,529		23,945	
Net income (loss)	\$	19,349	\$	(15)	\$	65,505	\$	37,212	
Earnings per share:									
Basic	\$	0.38	\$	—	\$	1.29	\$	0.74	
Diluted	\$	0.37	\$	_	\$	1.27	\$	0.73	
Weighted average shares outstanding:									
Basic		51,147		50,314		50,633		50,270	
Diluted		51,913		50,992		51,440	_	50,748	
Difuted		51,915		30,992	_	51,440	_	30,740	
Comprehensive income, net of tax:									
Currency translation adjustments		(114)		57		(91)		(13)	
Total other comprehensive income (loss)		(114)		57		(91)		(13)	
Comprehensive income	\$	19,235	\$	42	\$	65,414	\$	37,199	

Prestige Brands Holdings, Inc. Consolidated Balance Sheets (Unaudited)

(In thousands) Assets	March 31, 2013	March 31, 2012
Current assets		
Cash and cash equivalents	\$ 15,670	\$ 19,015
Accounts receivable, net	73,053	60,228
Inventories	60,201	51,113
Deferred income tax assets	6,349	5,283
Prepaid expenses and other current assets	 8,900	 11,396
Total current assets	164,173	147,035
Property and equipment, net	9,896	1,304
Goodwill	167,546	173,702
Intangible assets, net	1,373,240	1,400,522
Other long-term assets	24,944	35,713
Total Assets	\$ 1,739,799	\$ 1,758,276
Liabilities and Stockholders' Equity		
Current liabilities		
Accounts payable	\$ 51,376	\$ 26,726
Accrued interest payable	13,894	13,889
Other accrued liabilities	31,398	23,308
Total current liabilities	 96,668	 63,923
Long-term debt		
Principal amount	978,000	1,135,000
Less unamortized discount	(7,100)	(11,092)
Long-term debt, net of unamortized discount	 970,900	1,123,908
Deferred income tax liabilities	194,288	167,717
Total Liabilities	 1,261,856	 1,355,548
Stockholders' Equity		
Preferred stock - \$0.01 par value		
Authorized - 5,000 shares		
Issued and outstanding - None	_	—
Preferred share rights	283	283
Common stock - \$0.01 par value		
Authorized - 250,000 shares		
Issued - 51,311 shares and 50,466 shares at March 31, 2013 and 2012, respectively	513	505
Additional paid-in capital	401,691	391,898
Treasury stock, at cost - 181 shares at March 31, 2013 and March 31, 2012	(687)	(687)
Accumulated other comprehensive loss, net of tax	(104)	(13)
Retained earnings	 76,247	 10,742
Total Stockholders' Equity	 477,943	 402,728
Total Liabilities and Stockholders' Equity	\$ 1,739,799	\$ 1,758,276

Prestige Brands Holdings, Inc. Consolidated Statements of Cash Flows (Unaudited)

	Year Ended March 31,								
(In thousands)	 2013								
Operating Activities									
Net income	\$ 65,505	\$	37,212						
Adjustments to reconcile net income to net cash provided by operating activities:									
Depreciation and amortization	13,235		10,734						
Deferred income taxes	25,505		13,793						
Amortization of deferred financing costs	9,832		1,630						
Stock-based compensation costs	3,772		3,078						
Loss on extinguishment of debt	1,443		5,409						
Amortization of debt discount	4,632		1,030						
Lease termination costs	975		—						
Loss on disposal of equipment	103		—						
Changes in operating assets and liabilities, net of effects of acquisitions									
Accounts receivable	(12,882)		(15,854)						
Inventories	(9,342)		3,710						
Prepaid expenses and other current assets	3,096		(3,009)						
Accounts payable	24,677		5,127						
Accrued liabilities	7,054		4,592						
Net cash provided by operating activities	137,605		67,452						
Investing Activities									
Purchases of property and equipment	(10,268)		(606)						
Proceeds from sale of property and equipment	15		_						
Proceeds from escrow of Blacksmith acquisition	_		1,200						
Proceeds from sale of Phazyme brand	21,700		_						
Acquisition of brands from GSK	_		(662,800)						
Acquisition of brands from GSK purchase price adjustments	(226)		_						
Net cash provided by (used in) investing activities	11,221		(662,206)						
Financing Activities									
Proceeds from issuance of Senior Notes	_		250,000						
Proceeds from issuance of 2012 Term Loan and 2010 Term Loan	_		650,100						
Repayment of 2010 Term Loan	_		(242,000)						
Payment of deferred financing costs	(1,146)		(33,284)						
Repayment of long-term debt	(190,000)		(25,000)						
Repayments under revolving credit agreement	(15,000)		_						
Borrowings under revolving credit agreement	48,000		_						
Proceeds from exercise of stock options	6,029		889						
Shares surrendered as payment of tax withholding	_		(271)						
Net cash (used in) provided by financing activities	 (152,117)		600,434						
Effects of exchange rate changes on cash and cash equivalents	(54)		1						
(Decrease) increase in cash and cash equivalents	(3,345)		5,681						
Cash and cash equivalents - beginning of year	19,015		13,334						
Cash and cash equivalents - end of year	\$ 15,670	\$	19,015						
Interest paid	\$ 69,641	\$	34,977						
Income taxes paid	\$ 10,624	\$	12,865						

Prestige Brands Holdings, Inc. Consolidated Statements of Income Business Segments (Unaudited)

		Three 1	Montl	hs Ended Mar	ch 31	l , 2013	Year Ended March 31, 2013									
	н	OTC ealthcare		Household Cleaning		Consolidated	ото	C Healthcare		Household Cleaning		Consolidated				
(In thousands)																
Net sales	\$	133,614	\$	20,045	\$	153,659	\$	536,247	\$	84,147	\$	620,394				
Other revenues		164		690		854		684		2,519		3,203				
Total revenues		133,778		20,735	_	154,513		536,931		86,666		623,597				
Cost of sales		51,405		15,038		66,443		211,654		64,727		276,381				
Gross profit		82,373		5,697		88,070		325,277		21,939		347,216				
Advertising and promotion		22,228		1,031		23,259		84,537		6,093		90,630				
Contribution margin	\$	60,145	\$	4,666		64,811	\$	240,740	\$	15,846		256,586				
Other operating expenses						14,638						64,702				
Operating income						50,173						191,884				
Other expense						19,681						85,850				
Income before income taxes						30,492						106,034				
Provision for income taxes						11,143						40,529				
Net income					\$	\$ 19,349					\$	65,505				

		Three	Mont	ths Ended Mar	ch 3	1, 2012	Year Ended March 31, 2012									
	H	OTC Healthcare						Household Cleaning		Consolidated		C Healthcare		Household Cleaning		Consolidated
(In thousands)																
Net sales	\$	109,570	\$	23,590	\$	133,160	\$	344,282	\$	93,556	\$	437,838				
Other revenues		167		669		836		719		2,528		3,247				
Total revenues	-	109,737		24,259		133,996		345,001		96,084		441,085				
Cost of sales		45,953		19,555		65,508		143,151		70,550		213,701				
Gross profit	-	63,784		4,704		68,488		201,850		25,534		227,384				
Advertising and promotion		17,149		1,398		18,547		51,895		5,232		57,127				
Contribution margin	\$	46,635	\$	3,306		49,941	\$	149,955	\$	20,302		170,257				
Other operating expenses						27,385						67,434				
Operating income						22,556						102,823				
Other expense						21,756						41,666				
Income before income taxes						800						61,157				
Provision for income taxes						815						23,945				
Net income					\$	(15)					\$	37,212				

About Non-GAAP Financial Measures

We define Non-GAAP EBITDA as earnings before interest expense (income), income taxes, depreciation and amortization, income or loss from discontinued operations or the sale thereof and Non-GAAP Adjusted EBITDA as earnings before interest expense (income), income taxes, depreciation and amortization, income or loss from discontinued operations and the sale thereof, gain on settlement, loss on extinguishment of debt, certain other legal and professional fees, and acquisition-related costs. We define Non-GAAP Adjusted Gross Margin as Gross Profit before certain acquisition and integration-related costs. We define Non-GAAP Adjusted Net Income as Net Income before gain on settlement, loss on extinguishment of debt, certain other legal and professional fees, acquisition and integration-related costs. We define Non-GAAP Adjusted Net Income as Net Income before gain on settlement, loss on extinguishment of debt, certain other legal and professional fees, acquisition and integration-related costs, income or loss from discontinued operations and sale thereof, the applicable tax impacts associated with these items and the tax impacts of state tax rate adjustments and other non-deductible items. Non-GAAP Adjusted EPS is calculated based on Non-GAAP Free Cash Flow as Net Cash provided by operating activities less cash paid for capital expenditures. Non-GAAP Free Cash Flow per Share is calculated based on Non-GAAP EBITDA, Non-GAAP Adjusted EBITDA, Non-GAAP Adjusted Operating Income, Non-GAAP Adjusted Derating Income, Non-GAAP Adjusted EPS, Non-GAAP Free Cash Flow and Non-GAAP Free Cash Flow per Share may not be comparable to similarly titled measures reported by other companies.

We are presenting Non-GAAP EBITDA, Non-GAAP Adjusted EBITDA, Non-GAAP Adjusted Gross Margin, Non-GAAP Adjusted Operating Income, Non-GAAP Adjusted Net Income, Non-GAAP Adjusted EPS, Non-GAAP Free Cash Flow and Non-GAAP Free Cash Flow per Share because they provide additional ways to view our operations, when considered with both our GAAP results and the reconciliation to net income and net cash provided by operating activities, respectively, which we believe provide a more complete understanding of our business than could be obtained absent this disclosure. Additionally, we believe that Free Cash Flow and Free Cash Flow per Share are commonly used measures of liquidity and are indicative of cash available for debt repayment and acquisitions. Each of Non-GAAP EBITDA, Non-GAAP Adjusted EBITDA, Non-GAAP Adjusted Gross Margin, Non-GAAP Adjusted Operating Income, Non-GAAP Adjusted Net Income, Non-GAAP Adjusted EPS, Non-GAAP Free Cash Flow and Non-GAAP Free Cash Flow per Share is presented solely as a supplemental disclosure because (i) we believe it is a useful tool for investors to assess the operating performance of the business without the effect of these items; (ii) we believe that investors will find this data useful in assessing our ability to pursue acquisitions or to service or incur indebtedness; and (iii) we use Non-GAAP EBITDA, Non-GAAP Adjusted EBITDA, Non-GAAP Adjusted Gross Margin, Non-GAAP Adjusted Operating Income, Non-GAAP Adjusted Net Income and Non-GAAP Adjusted EPS internally to evaluate the performance of our personnel and also as a benchmark to evaluate our operating performance or compare our performance to that of our competitors. The use of Non-GAAP EBITDA, Non-GAAP Adjusted EBITDA, Non-GAAP Adjusted Gross Margin, Non-GAAP Adjusted Operating Income, Non-GAAP Adjusted Net Income, Non-GAAP Adjusted EPS, Non-GAAP Free Cash Flow and Non-GAAP Free Cash Flow per Share has limitations, and you should not consider these measures in isolation from or as an alternative to GAAP measures such as Operating income, Net income, and Net cash flow provided by operating activities, or cash flow statement data prepared in accordance with GAAP, or as a measure of profitability or liquidity.

The following tables set forth the reconciliation of Non-GAAP EBITDA, Non-GAAP Adjusted EBITDA, Non-GAAP Adjusted Gross Margin, Non-GAAP Adjusted Operating Income, Non-GAAP Adjusted Net

Income, Non-GAAP Adjusted EPS, Non-GAAP Free Cash Flow and Non-GAAP Free Cash Flow per Share, all of which are non-GAAP financial measures, to GAAP Gross Profit, GAAP Operating Income, GAAP Net Income, GAAP Diluted EPS and GAAP Net cash provided by operating activities, our most directly comparable financial measures presented in accordance with GAAP.

Reconciliation of GAAP Gross Margin to Non-GAAP Adjusted Gross Margin:

	1	Three Months	Ended	March 31,	Year Ende	d March 31,			
		2013		2012	 2013		2012		
(In thousands)									
GAAP Total Revenues	\$	154,513	\$	133,996	\$ 623,597	\$	441,085		
Adjustments:									
Additional slotting costs associated with GSK		—		—	411				
Total adjustments		_		—	 411		_		
Non-GAAP Adjusted Total Revenues	\$	154,513	\$	133,996	\$ 624,008	\$	441,085		
GAAP Gross Profit	\$	88,070	\$	68,488	\$ 347,216	\$	227,384		
Adjustments:									
Additional slotting costs associated with GSK		—		—	411				
Inventory step-up charge associated with acquisitions		—		1,795	23		1,795		
Additional product testing costs associated with GSK		—		—	220				
Additional supplier transition costs associated with GSK		—		—	 5,426				
Total adjustments		—		1,795	 6,080		1,795		
Non-GAAP Adjusted Gross Margin	\$	88,070	\$	70,283	\$ 353,296	\$	229,179		
Non-GAAP Adjusted Gross Margin %		57.0%		52.5%	 56.6%		52.0%		

Reconciliation of GAAP Operating Income to Non-GAAP Adjusted Operating Income:

	Т	hree Months H	Endec	l March 31,	Year Ende	d March 31,			
		2013		2012	 2013		2012		
(In thousands)									
GAAP Operating Income	\$	50,173	\$	22,556	\$ 191,884	\$	102,823		
Adjustments:									
Additional slotting costs associated with GSK				—	411		—		
Inventory step-up charge associated with acquisitions				1,795	23		1,795		
Additional product testing costs associated with GSK				—	220		—		
Additional supplier transition costs associated with GSK		—		—	5,426		—		
Legal and professional fees associated with acquisitions		—		8,142	98		13,807		
Unsolicited proposal costs				1,737	534		1,737		
Transition and integration costs associated with GSK				3,588	5,811		3,588		
Total adjustments		_		15,262	12,523		20,927		
Non-GAAP Adjusted Operating Income	\$	50,173	\$	37,818	\$ 204,407	\$	123,750		

Reconciliation of GAAP Net Income to Non-GAAP Adjusted EBITDA:

	Th	ree Months I	Ended	March 31,		Year Ended March 31,					
		2013		2012		2013		2012			
(In thousands)											
GAAP Net Income	\$	19,349	\$	(15)	\$	65,505	\$	37,212			
Interest expense, net		18,238		16,347		84,407		41,320			
Income tax provision		11,143		815		40,529		23,945			
Depreciation and amortization		3,285		3,051		13,235		10,734			
Non-GAAP EBITDA:		52,015		20,198		203,676		113,211			
Adjustments:											
Gain on settlement		_						(5,063)			
Loss on extinguishment of debt		1,443		5,409		1,443		5,409			
Additional slotting costs associated with GSK		_				411		_			
Inventory step-up charge associated with acquisitions				1,795		23		1,795			
Additional product testing costs associated with GSK						220		—			
Additional supplier transition costs associated with GSK		_				5,426		_			
Legal and professional fees associated with acquisitions				8,142		98		13,807			
Unsolicited proposal costs				1,737		534		1,737			
Transition and integration costs associated with GSK		_		3,588		5,811		3,588			
Total adjustments		1,443		20,671		13,966		21,273			
Non-GAAP Adjusted EBITDA	\$	53,458		40,869	\$ 217,642		\$	134,484			

Reconciliation of GAAP Net Income to Non-GAAP Adjusted Net Income and related Adjusted Earnings Per Share:

			Three	Months I	Ende	d March 31,		Year Ended March 31,									
		2013 2012 Adjusted Adjusted 2013 EPS 2012 EPS 2013		2013 Adjusted EPS			2012	2012 Adjusted EPS									
(In thousands)											_						
GAAP Net Income	\$	19,349	\$	0.37	\$	(15) \$	—	\$	65,505	\$ 1.27		\$	37,212	\$ 0.73			
Adjustments:											_						
Gain on settlement		_		—		—	_		_	_			(5,063)	(0.10)			
Loss on extinguishment of debt		1,443		0.03		5,409	0.11		1,443	0.03			5,409	0.11			
Additional slotting costs associated with GSK		_		_		_	_		411	0.01			_	_			
Inventory step-up charge associated with acquisitions		_		_		1,795	0.04		23	_			1,795	0.04			
Additional product testing costs associated with GSK		_		_		_	_		220	_			_	_			
Additional supplier transition costs associated with GSK		_		_		_	_		5,426	0.11			_	_			
Legal and professional fees associated with acquisitions		_		_		8,142	0.16		98	_	13,907		13,807	0.27			
Unsolicited proposal costs		_		—		1,737	0.03		534	0.01			1,737	0.03			
Transition and integration costs associated with GSK		_		_		3,588	0.07		5,811	0.11			3,588	0.07			
Accelerated amortization of debt discount and issue costs		_		_		_	_		7,746	0.15			_	_			
Tax impact of adjustments		(409)		(0.01)		(7,816)	(0.15)		(8,329)	(0.16)			(8,091)	(0.16)			
Tax impact of state rate adjustments and other non-deductible items	1	(1,741)		(0.03)		_	_		(1,741)	(0.03)			(237)	_			
Total adjustments	-	(707)		(0.01)	_	12,855	0.26	_	11,642	0.23	_		12,945	0.26			
Non-GAAP Adjusted Net Income and Adjusted EPS	\$	18,642	\$	0.36	\$	12,840 \$	0.26	\$	77,147	\$ 1.50	_	\$	50,157	\$ 0.99			

Reconciliation of GAAP Net Cash Provided by Operating Activities to Non-GAAP Free Cash Flow:

	Thr	ee Months l	Year Ende	ch 31,			
	2013			2012	 2013		2012
(In thousands)						-	
GAAP Net cash provided by operating activities	\$	36,729	\$	19,459	\$ 137,605	\$	67,452
Additions to property and equipment for cash		(1,346)		(248)	(10,268)		(606)
Non-GAAP Free Cash Flow	\$	35,383	\$	19,211	\$ 127,337	\$	66,846
Non-GAAP Free Cash Flow per Share	\$	0.68	\$	0.38	\$ 2.48	\$	1.32

Reconciliation of GAAP Net Cash Provided by Operating Activities to Non-GAAP Free Cash Flow and Non-GAAP Free Cash Flow per Share:

		Th	ree Months E	Inde	d March 31,			Year Ended March 31,								
	 2013 Free Cash Flow per 2013 Share		2012		012 Free ash Flow er Share		2013	Ca	13 Free sh Flow r Share		2012	Ca	12 Free sh Flow r Share			
(In thousands)																
GAAP Net Income	\$ 19,349	\$	0.37	\$	(15)	\$		\$	65,505	\$	1.27	\$	37,212	\$	0.73	
Adjustments:																
Adjustments to reconcile net income to net cash provided by operating activities as shown in the Statement of Cash Flows	17,465		0.34		16,776		0.33		59,497		1.16		35,674		0.71	
Changes in operating assets and liabilities, net of effects from acquisitions as shown in the Statement of Cash Flows	(85)		_		2,698		0.05		12,603		0.25		(5,434)		(0.11)	
Total adjustments	17,380		0.34		19,474		0.38		72,100		1.41		30,240		0.60	
GAAP Net cash provided by operating activities	\$ 36,729	\$	0.71	\$	19,459	\$	0.38	\$	137,605	\$	2.68	\$	67,452	\$	1.33	
Additions to property and equipment for cash	\$ (1,346)	\$	(0.03)	\$	(248)	\$	_	\$	(10,268)	\$	(0.20)	\$	(606)	\$	(0.01)	
Non-GAAP Free Cash Flow per Share	\$ 35,383	\$	0.68	\$	19,211	\$	0.38	\$	127,337	\$	2.48	\$	66,846	\$	1.32	



Safe Harbor Disclosure

This presentation contains certain "forward-looking" statements within the meaning of the Private Securities Litigation Reform Act of 1995, such as statements about the Company's growth strategies, investments in advertising and promotion, competitive position and strategies, product development and acquisitions, leverage, capital expenditures, creation of shareholder value, successful integration of acquired brands, debt reduction, growth and future financial performance. Words such as "continue." "will," "believe," "intend," "expect," "anticipate," "plan," "potential," "estimate," "may," "should," "could," "would," and similar expressions identify forward-looking statements. Such forward-looking statements represent the Company's expectations and beliefs and involve a number of known and unknown risks, uncertainties and other factors that may cause actual results to differ materially from those expressed or implied by such forward-looking statements. These factors include, among others, the failure to successfully integrate the GSK brands or other future acquisitions, the failure to successfully commercialize new and enhanced products, the Company's inability to rapidly deleverage, the effectiveness of the Company's advertising and promotions investments, the severity of the cold/cough season, the effectiveness of the Company's marketing and distribution infrastructure, and other risks set forth in Part I, Item 1A. Risk Factors in the Company's Annual Report on Form 10-K for the year ended March 31, 2012 and Part II, Item 1A in the Company's Quarterly Report on Form 10-Q for the quarter ended December 31, 2012. You are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date of this presentation. Except to the extent required by applicable securities laws, the Company undertakes no obligation to update any forward-looking statement contained herein, whether as a result of new information, future events, or otherwise.



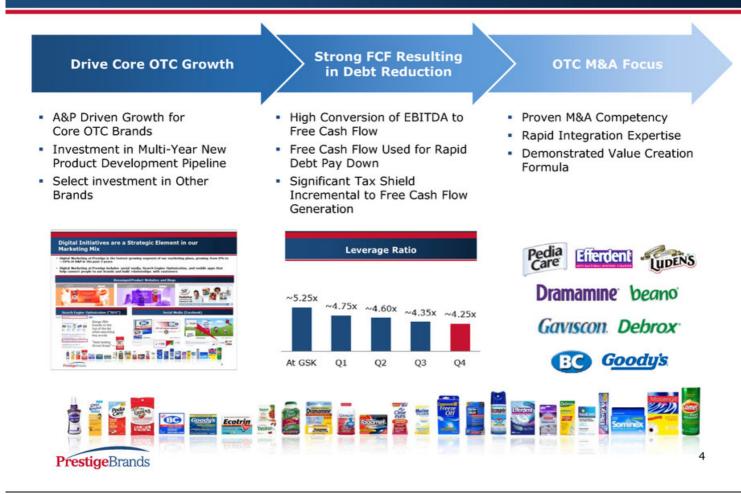


1 Q4 FY'13: Performance Highlights

- Q4 & Full Year FY'13: Financial Overview
- **3** Prestige's Strategy: Delivering Results; Poised for Continued Success



Prestige Brands: Delivering Value Now and Into the Future Through a Proven Shareholder Value Creation Framework



Fourth Quarter Highlights: Delivering Against Stated Strategy

Excellent financial performance for the quarter

- Q4 consolidated net revenue of \$154.5 million, up 15.3%
- Adjusted EPS⁽¹⁾ of \$0.36, up 38.5% versus prior year corresponding quarter
- Cash flow from Operations of \$36.7⁽⁵⁾ million
- Debt paydown of ~\$30 million in Q4
- Leverage ratio⁽²⁾ reduced to ~4.25x, down from ~5.25x at the time of the GSK acquisition

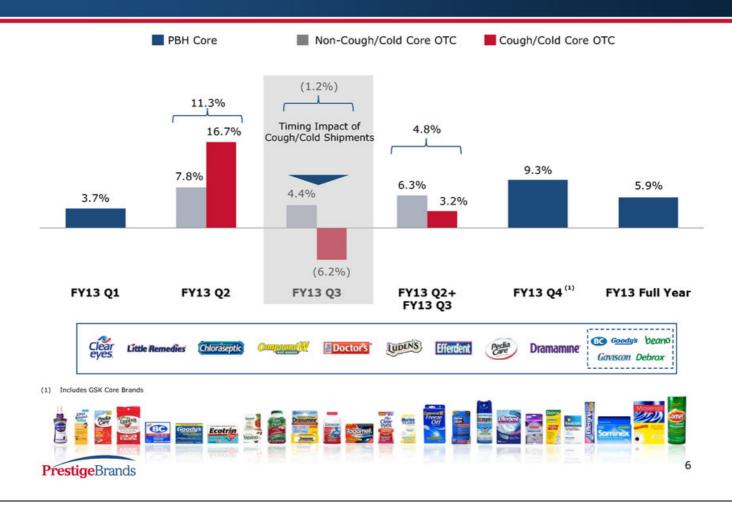
Brand building strategy continues to deliver organic growth for core OTC brands

- Core OTC organic net revenue growth of 9.3% for Q4
- Core OTC consumption growth continues to exceed category growth; Up 6.4% in L-12 weeks compared to category growth of 5.1%(3)(4)
- Solid financial performance oriented towards sustained value creation

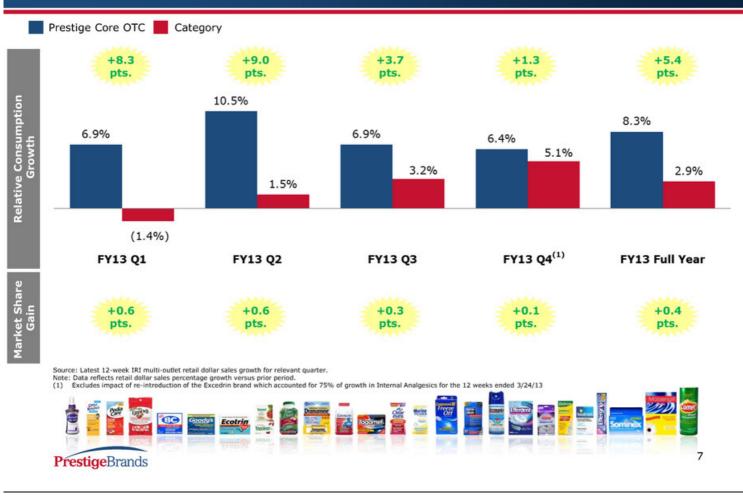
Notes: (1) Notes:
(1) This non-GAAP financial measure is reconciled to its most closely related GAAP financial measure in our earnings release in the "About Non-GAAP Financial Measures" section. Adjusted EPS is also reconciled to reported EPS on slide 15.
(2) Leverage ratio reflects net debt / covenant defined EBITDA.
(3) IRI multi-outlet retail dollar sales for the period ending 3/24/13
(4) Excludes impact of re-introduction of the Excedrin brand which accounted for 75% of growth in Internal Analgesics for the 12 weeks ended 3/24/13
(5) Cash flow from operations is reconciled to Reported Net Income on slide 16.



Strong Core OTC Organic Revenue Growth



Consistent Category Outperformance and Market Share Gains



Digital Initiatives Have Become a More Important Element in our Marketing Mix

- Digital Marketing at Prestige is the fastest-growing segment of our marketing plans, growing from 0% to > 10% of A&P in the past 3 years
- Digital Marketing at Prestige includes social media, Search Engine Optimization, and mobile apps that help connect people to our brands and build relationships with customers



11 Brands Have Digital Initiatives

Digital for Core Brands

A complementary tool to traditional marketing & advertising, and a key tactic to connect effectively with today's consumers

Digital for Non-Core Brands

An excellent vehicle for these types of brands, which enables us to convey messages to large numbers of consumers effectively and efficiently



FY'13 Objectives: Exceeded Expectations

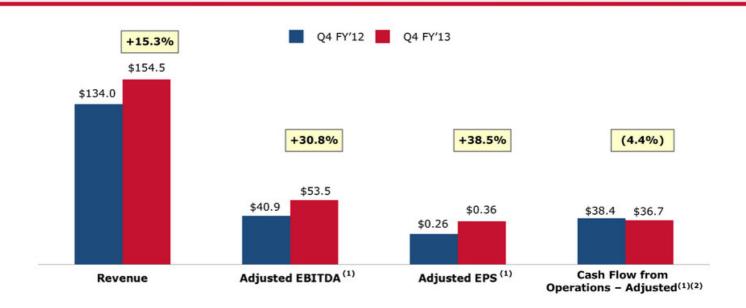
Successfully integrate and transition the acquired brands	Exceeded Expectations
 Develop long-term potential of acquired GSK brands through tested brand investment strategy 	Exceeded Expectations
 Continue to participate in OTC M&A activity as part of on-going portfolio optimization 	Active
 Deliver FY'13 Adjusted EPS of \$1.22 - \$1.32, up ~23% to ~33% versus FY'12 EPS, respectively 	Exceeded Expectations
 Maintain strong financial performance while investing for future value creation 	Exceeded Expectations
 Continue the strategic course in the transformation process"it's a marathon, not a sprint" 	Active
PrestigeBrands	10

PrestigeBrands

- 1 Q4 FY'13: Performance Highlights
- 2 Q4 and Full Year FY'13: Financial Overview
- **3** Prestige's Strategy: Delivering Results; Poised for Continued Success



Q4 Summary Financial Performance



Dollar values in millions, except per share data

Dollar Values in minimore, except per store own
 Notes:
 These non-GAAP financial measures are reconciled to their most closely related GAAP financial measures in our earnings release in the "About Non-GAAP Financial Measures" section. Adjusted EPS is also reconciled to reported EPS on slide 15.
 Adjusted cash flow from operations is reconciled to reported Net Income on slide 16.



Q4 Consolidated Financial Summary

Q4 FY'13						
	Q4 FY'13	Q4 FY'12	% Chg			
Revenue	\$ 154.5	\$134.0	15.3%			
Adj. Gross Margin	88.1	70.3	25.2%			
% Revenue	57.0%	52.5%				
A&P	23.3	18.5	25.4%			
% Revenue	15.1%	13.8%				
G&A	11.4	10.9	4.6%			
% Revenue	7.3%	8.1%				
Adjusted EBITDA	\$ 53.5	\$ 40.9	30.8%			
% Margin	34.6%	30.5%				
D&A	3.3	3.1	7.6%			
% Revenue	2.1%	2.3%				
Adj. Operating Income	50.2	37.8	32.7%			
% Revenue	32.5%	28.2%				
Adjusted Net Income	\$ 18.6	\$ 12.8	45.2%			
Adjusted Earnings Per Share	\$ 0.36	\$ 0.26	38.5%			
Earnings Per Share - As Reported	\$ 0.37	\$ 0.00	nmi			
Net Income - As Reported	\$ 19.3	\$ 0.0	nmf			

Comments

- Net Revenue grew by ~\$21 million, or 15.3%, over year ago, driven by the strong performance of our Core OTC brands
 - Core Organic OTC growth of 9.3%
 - Total Organic growth of 3.0%
- Adjusted gross margin expanded by 4.5 pts. due to higher proportion of Revenue from OTC, including impact of GSK brands
- A&P growth of 25.4% consistent with stated investment levels to drive core OTC growth
- G&A as a percentage of Revenue decreased by 0.8 pts., to 7.3% of Revenue
- Adjusted earnings per share growth of 38.5%

Dollar values in millions, except per share data Notes: Adjusted figures represent non-GAAP financial measures and are reconciled to their most closely related GAAP financial measures in our earnings release in the "About Non-GAAP Financial Measures" section. Adjusted Net Income and Adjusted EPS are also reconciled on slide 15.



Full Year FY'13 Consolidated Financial Summary

FY'13								
		FY'13		FY'12	% Chg			
Adjusted Net Revenue ⁽¹⁾	\$	624.0	\$	441.1	41.5%			
Adj. Gross Margin		353.3		229.2	54.2%			
% Revenue		56.6%		52.0%				
A&P		90.6		57.1	58.6%			
% Revenue		14.5%		13.0%				
G&A		45.1		37.6	19.8%			
% Revenue		7.2%		8.5%				
Adjusted EBITDA	\$	217.6	\$	134.5	61.8%			
% Margin	_	34.9%		30.5%				
D&A		13.2		10.7	23.3%			
% Revenue		2.1%		2.4%				
Adj. Operating Income	_	204.4	_	123.8	65.2%			
% Revenue		32.8%		28.1%				
Adjusted Net Income	\$	77.1	\$	50.2	53.8%			
Adjusted Earnings Per Share	\$	1.50	\$	0.99	51.5%			
Earnings Per Share - As Reported	\$	1.27	\$	0.73	74.0%			
Net Income - As Reported	\$	65.5	\$	37.2	76.1%			

Comments

- Adjusted Net Revenue grew by \$182.9 million, or 41.5%, over year ago, driven by core OTC growth and acquisition of GSK brands(1)
 - 5.9% growth in PBH and GSK Total core OTC brands
 - 1.4% total PBH and GSK organic growth
- Adjusted gross margin expanded by 4.6 pts. due to higher proportion of Revenue from OTC, including impact of GSK brands
- A&P growth of 58.6% consistent with stated investment levels to drive Revenue growth
- G&A as a percentage of Revenue decreased by 1.3 pts., to 7.2% of Revenue
- Adjusted earnings per share growth of 51.5%

Dollar values in millions, except per share data Notes: Adjusted figures represent non-GAAP financial measures and are reconciled to their most closely related GAAP financial measures in our earnings release in the "About Non-GAAP Financial Measures" section. Adjusted Net Income and Adjusted EPS are also reconciled on slide 15. (1) Reported net revenue for FY'13 was \$623.6 million. Adjusted net revenue for FY'13 was \$624.0 million and is a Non-GAAP financial measure which excludes transition related slotting costs of

~\$400k



Q4 FY'13 and Full Year FY'13 Net Income and EPS Reconciliation

		Q4	FY'13		FY'13				
	3 Months Ended Q4 FY'13		3 Months Ended Q4 FY'12		12 Months Ended Q4 FY'13		12 Month Q4 F		
	Net Income	EPS	Net Income	EPS	Net Income	EPS	Net Income	EPS	
As Reported	\$ 19.3	\$ 0.37	\$ (0.0)	\$ -	\$ 65.5	\$ 1.27	\$ 37.2	\$ 0.73	
Adjustments:									
Loss on Extinguishment of Debt	1.4	0.03	5.4	0.11	1.4	0.03	5.4	0.11	
Gain on Settlement	-	-	-	-	-	-	(5.1)	(0.10)	
Legal & Professional Fees	-	-	9.9	0.19	0.6	0.01	15.5	0.30	
Transition Costs Associated with GSK			5.4	0.11	11.9	0.23	5.4	0.11	
Increased Deferred Financing Amortization (2)	-	-	-	-	7.7	0.15	-	-	
Tax Impact of State Rate Adjustments	(1.7)	(0.03)	-	-	(1.7)	(0.03)	(0.2)	(0.00)	
Tax Impact of Adjustments	(0.4)	(0.01)	(7.9)	(0.15)	(8.3)	(0.16)	(8.0)	(0.16)	
Total Adjustments(1)	(0.7)	(0.01)	12.8	0.26	11.6	0.23	13.0	0.26	
Adjusted	\$ 18.6	\$ 0.36	\$ 12.8	\$ 0.26	\$ 77.1	\$ 1.50	\$ 50.2	\$ 0.99	

 Dollar values in millions, except per share data

 (1)
 These Non-GAAP financial measures are being reconciled to their reported GAAP amounts. For function with Non-GAAP Financial Measures' section.

 (2)
 \$7.7 million of incremental non-cash deferred financing amortization to reflect accelerated payde
 nts. For further information about non-GAAP financial measures, refer to our earnings release in the

vn of the term Ioan primarily in Q3.



YTD FY'13 Cash Flow from Operations

Cash Flow

	Q4 FY'13		Q4 FY'12		FY'13		F	Y'12
Net Income - As Reported	\$	19.3	\$	(0.0)	\$	65.5	\$	37.2
Depreciation & Amortization		3.3		3.1		13.2		10.7
Other Non-Cash Operating Items		14.2		13.7		46.3		24.9
Working Capital		(0.1)		2.7		12.6		(5.4)
Cash Flow from Operations - As Reported	\$	36.7	\$	19.5	\$	137.6	\$	67.5
GSK Acquisition Related Items		-		18.9		-		15.1
Cash Flow from Operations - Adjusted	\$	36.7	\$	38.4	\$	137.6	\$	82.6

Comments

Debt Profile & Financial Compliance:

- Total Net Debt at 3/31/13 of \$962 million comprised of:
 - Cash on hand of \$16 million
 - \$445 million of term loan
 - \$500 million of bonds
 - \$33 million of revolver
- Paid down ~\$30 million of debt in Q4
- Leverage ratio⁽¹⁾ of ~4.25x down from ~5.25x immediately following GSK acquisition
 - 3.25x cushion to covenant max of 7.50x
- Refinanced term loan and meaningfully reduced effective interest rate
- Full year cash flow from operations of ~\$138 million, up from prior estimate of \$120 million

PrestigeBrands

- 1 Q4 FY'13: Performance Highlights
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Solid Outlook for FY'2014 and Beyond

- Strong FY 13 Results: Continue to build a solid foundation
 - Proven strategy and management team in place for long-term value creation

FY 14 Focus

- Continue brand-building through new marketing campaigns (including Clear Eyes, BC, Goody's, Beano)
- Deeper engagement with consumer through Digital and Sports Marketing Assets
- Execute key new product launches as well as pipeline development
 - Fiber Choice Fruity Bites
 - BC Cherry

FY 14 Challenges

- Manage pediatrics in marketplace in light of returning brands and their investments
- Based on very strong FY 13 Q4 cough/cold season, manage FY 14 Q1 and Q4 accordingly
- It's a Marathon, not a Sprint
 - Current strategy has yielded strong results through FY13
 - FY 14:
 - Continue the course in transitional marketplace (returning brands, competitive spending, category dynamics)
 - Strong Core OTC growth combined with Phazyme sale and impact of returning brands will yield flat to 1% growth
 - Manage for Today, Lead for Tomorrow



Investor Day is May 22nd at 10:30 am ET

Webcast is accessible via the Investor Relations section of our website, <u>http://prestigebrands.com</u>. Choose the "Click Here for Access" hyperlink and register for access.





May 16, 2013