# 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): November 8, 2007

#### PRESTIGE BRANDS HOLDINGS, INC.

(Exact name of registrant as specified in its charter)

<u>Delaware</u> (State or other jurisdiction of incorporation) 001-32433 (Commission File Number)

20-1297589 (IRS Employer Identification No.)

90 North Broadway, Irvington, New York 10533 (Address of principal executive offices, including Zip Code)

<u>(914) 524-6810</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 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

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

#### Item 2.02 Results of Operations and Financial Condition.

On November 8, 2007, Prestige Brands Holdings, Inc. (the "Registrant") announced financial results for the fiscal quarter and six months ended September 30, 2007. A copy of the press release announcing the Registrant's earnings results for the fiscal quarter and six months ended September 30, 2007 is attached hereto as Exhibit 99.1 and incorporated herein by reference.

The information in this Form 8-K and Exhibit 99.1 attached hereto shall not be deemed to be "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended, or otherwise subject to the liabilities of that section, unless the Registrant specifically states that the information is to be considered "filed" under the Securities Exchange Act of 1934 or incorporates it by reference into a filing under the Securities Act of 1933 or the Securities Exchange Act of 1934.

## 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.

#### Item 9.01 Financial Statements and Exhibits.

(d) Exhibits.

Exhibit Description

Press Release dated November 8, 2007 announcing the Registrant's financial results for the fiscal quarter and six months ended September 30,

2007 (furnished only).

# **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: November 8, 2007 PRESTIGE BRANDS HOLDINGS,

INC.

By: /s/ Peter J. Anderson

Name: Peter J. Anderson
Title: Chief Financial Officer

# EXHIBIT INDEX

# Exhibit Description 99.1 Press Release dated November 8, 2007 announcing the Registrant's financial results for the fiscal quarter and six months ended September 30, 2007 (furnished only).

#### Prestige Brands Holdings, Inc. Reports Second Quarter & Six Months Fiscal 2008 Results

Irvington, NY, November 8, 2007—Prestige Brands Holdings, Inc. (NYSE-PBH) today announced results for the second quarter and first half of fiscal year 2008, which ended on September 30, 2007.

Net revenues for the second fiscal quarter ended September 30, 2007 were \$87.3 million, 3% higher than net revenues of \$84.6 million in the prior year comparable period. Net revenues for the quarter would have been 4% higher, and organic sales for the quarter would have been 2% higher than the prior year quarter were it not for the industry-wide voluntary withdrawal of infant cough/cold products in which the Company participated that affected two Little Remedies® products. During the quarter, the Company increased its allowance for estimated returns by \$1.1 million and its allowance for obsolescence by \$0.8 million to reflect the two withdrawn items.

Operating income of \$20.6 million was 15% lower than the prior year quarter operating income of \$24.1 million. The reduction in operating income is primarily due to the impact of the Little Remedies withdrawal, as well as increased legal expenditures related to arbitration with OraSure Technologies, Inc., a supplier of Compound W Freeze Off®, and four separate legal actions initiated by the Company involving infringements of its intellectual property relative to its The Doctor's® Night Guard™ products.

Net income for the second fiscal quarter of \$6.8 million, or \$0.14 per share, was below last fiscal year's second quarter net income of \$8.8 million, or \$0.18 per share. Excluding the effects of the voluntary Little Remedies withdrawal, net income would have been \$8.1 million, or \$0.16 per share.

#### First Six Months of Fiscal 2008

Net revenues for the first six months of fiscal 2008 were \$165.9 million, an increase of 3% over the prior year comparable period results of \$160.5 million. Operating income of \$43.7 million was 8% below the comparable period's results of \$47.5 million. Net income of \$15.1 million, or \$0.30 per share, was 11% below the comparable period's net income of \$17.0 million, or \$0.34 per share.

#### Q2 and Six Month Results by Segment

#### **Over-the-Counter (OTC) Healthcare Products**

Net revenues of OTC healthcare products increased 8% to \$50.0 million over the comparable period's results of \$46.3 million. Excluding the impact of the acquisition of Wartner® wart remover products in the second quarter of fiscal 2007 and the effects of the increased allowance for returns for the two Little Remedies® products, OTC organic sales increased by 5%. Increases in the segment were led by the successful introduction of new Murine<sup>TM</sup> Earigate<sup>TM</sup> and Clear Eyes® eye care products.

For the six month period ended September 30, 2007, OTC net revenues were \$92.4 million compared to \$85.9 million in the prior year comparable period, an increase of 8%.

#### **Household Products**

Net revenues for the household products segment were \$31.4 million, even with the prior year comparable quarter. An increase in the Chore Boy® line of household scrubbers offset a decline in sales of Spic and Span® household cleaners. Revenues for Comet®, the segment's largest brand, were even with the prior year comparable period. The sales increase generated from the successful introduction of Comet® SprayGel Mildew Stain Remover was offset by inventory reductions at one of our key mass merchandisers.

For the six month period ended September 30, 2007, net revenues for the household products segment were \$61.3 million, even with the prior year comparable period.

## **Personal Care Products**

Net revenues for the personal care products segment were \$5.9 million, 16% lower than the prior year comparable period results of \$7.0 million. Cutex® nail polish remover and Denorex® shampoo experienced sales decreases versus the prior year period in line with expectations. Revenues of Prell® shampoo were up slightly for the quarter.

For the first six months of fiscal 2008, net revenues were \$12.2 million compared to \$13.3 million in the prior year comparable period.

#### Free Cash Flow and Debt Repayment

Free cash flow is a "non-GAAP" financial measure as that term is defined by the Securities and Exchange Commission in Regulation G. Free cash flow is presented in this news release because management believes that it is a commonly used measure of liquidity, and indicative of cash available for debt repayment and acquisitions. The Company defines "free cash flow" as operating cash flow less capital expenditures.

The Company's free cash flow for the quarter ended September 30, 2007 was \$13.0 million, composed of operating cash flow of \$13.1 million less capital expenditures of \$0.1 million. This compares to free cash flow of \$21.3 million generated in the prior year quarter. The decline in free cash flow was driven by the year on year reduction in net income combined with an increase in working capital versus the prior year comparable period.

Our continued strong absolute cash flow resulted in a debt pay down of \$10.4 million on our term loan during the second fiscal quarter. Total debt has been reduced to \$437.1 million at September 30, 2007.

#### **Commentary**

"Our second quarter saw continued progress on the path to sustainable organic growth," said Mark Pettie, Chairman and CEO. "Were it not for the industry-wide voluntary withdrawal affecting two of our Little Remedies® products, our organic sales would have been 2% above the year ago comparable period, aided by new product innovation in both our OTC and household businesses. In addition, efforts toward cost of goods savings are beginning to take effect and have already helped to shelter us from raw material increases," he said.

#### **Conference Call**

The Company will host a conference call to review its second quarter and six month results on Thursday, November 8, 2007 at 8:30 am (ET). The toll free number is 1-800-299-7635 within North America and 1-617-786-2901 outside North America. The conference pass code is "prestige". Telephonic replays will be available for two weeks following the completion of the call and can be accessed at 1-888-286-8010 within North America, and at 1-617-801-6888 outside of North America. The pass code is 72463596.

**About Prestige Brands Holdings, Inc.** 

Prestige Brands markets and distributes brand name over-the-counter healthcare, personal care and household products sold throughout the United States, Canada and certain international markets. Key brands include Compound W(R) wart treatment, Chloraseptic(R) sore throat relief products, New Skin(R) liquid bandage, Clear Eyes(R) and Murine(R) eye care products, Little Remedies(R) pediatric over-the-counter healthcare products, The Doctor's(R)NightGuard(TM), Cutex(R) nail polish remover, Comet(R) and Spic and Span(R) household cleaners, and other well-recognized brands.

## **Forward Looking Statements**

Note: This news release contains "forward-looking statements" within the meaning of the federal securities laws and is 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 the outlook for Prestige Brands Holdings' market and the demand for its products, earnings per share, future cash flows from operations, future revenues and margin requirement and expansion, the success of new product introductions, growth in costs and expenses, and the impact of acquisitions, divestitures, restructurings and other unusual items, including Prestige Brands Holdings' ability to integrate and obtain the anticipated results and synergies from its acquisitions. These projections and 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 projected as a result of certain factors. A discussion of factors that could cause results to vary is included in the Company's Annual Report on Form 10-K and other periodic and other reports filed with the Securities and Exchange Commission.

Contact: Dean Siegal

914-524-6819

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

	Three I		_	Six M Ended Sep	Ionths ptember 30		
(In thousands, except per share data)		2007			2007		2006
Revenues							
Net sales	\$	86,840	\$	84,033	\$ 164,881	\$	159,600
Other revenues		497		518	1,067		874
Total revenues		87,337		84,551	165,948		160,474
Cost of Sales							
Costs of sales		42,770		41,259	80,092		77,584
Gross profit		44,567		43,292	85,856		82,890
Operating Expenses							
Advertising and promotion		11,017		9,455	18,803		16,857
General and administrative		10,184		7,259	17,830		13,693
Depreciation		129		219	253		439
Amortization of intangible assets		2,627		2,193	5,254		4,386
Total operating expenses		23,957		19,126	42,140		35,375
Operating income		20,610		24,166	43,716		47,515
Other income (expense)							
Interest income		173		403	360		588
Interest expense		(9,768)		(10,146)	(19,642)		(20,123)
Total other income (expense)	_	(9,595)		(9,743)	(19,282)		(19,535)
Income before provision for							
income taxes		11,015		14,423	24,434		27,980
Provision for income taxes		4,186		5,639	9,285		10,940
Net income	<u>\$</u>	6,829	\$	8,784	\$ 15,149	\$	17,040
Basic earnings per share	\$	0.14	\$	0.18	\$ 0.30	\$	0.35
Diluted earnings per share	\$	0.14	\$	0.18	\$ 0.30	\$	0.34
				<u> </u>			
Weighted average shares outstanding: Basic		49,710		49,451	49,686		49,389
Diluted		50,046		49,994	50,042		49,991

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

# (In thousands)

Assets	September 30, 2007	March 31, 2007		
Current assets				
Cash and cash equivalents	\$ 8,799	\$ 13,758		
Accounts receivable	46,512	35,167		
Inventories	27,783	30,173		
Deferred income tax assets	3,337	2,735		
Prepaid expenses and other current assets	3,628	1,935		
Total current assets	90,059	83,768		
Property and equipment	1,391	1,449		
Goodwill	308,915	310,947		
Intangible assets	651,903	657,157		
Other long-term assets	8,310	10,095		
Total Assets	<u>\$ 1,060,578</u>	\$ 1,063,416		
Liabilities and Stockholders' Equity				
Current liabilities				
Accounts payable	\$ 21,318	\$ 19,303		
Accrued interest payable	7,556	7,552		
Other accrued liabilities	12,771	10,505		
Current portion of long-term debt	3,550	3,550		
Total current liabilities	45,195	40,910		
Long-term debt	433,563	459,800		
Other long-term liabilities	2,801	2,801		
Deferred income tax liabilities	117,609	114,571		
Total Liabilities	599,168	618,082		
Stockholders' Equity				
Preferred stock - \$0.01 par value				
Authorized – 5,000 shares				
Issued and outstanding – None				
Common stock - \$0.01 par value				
Authorized – 250,000 shares	=0.4	=0.4		
Issued – 50,060 shares	501	501		
Additional paid-in capital	380,371	379,225		
Treasury stock, at cost – 57 shares at September 30, 2007 and 55 shares at March 31, 2007	(44)	(40)		
Accumulated other comprehensive income	98	313		
Retained earnings	80,484	65,335		
Total stockholders' equity	461,410	445,334		
Total Linkilities and Stockholders' Equity	e 1.000.570	¢ 1.062.416		
Total Liabilities and Stockholders' Equity	\$ 1,060,578	\$ 1,063,416		

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

		Six Months Endo September 30					
(In thousands)		2007		2006			
Operating Activities							
Net income	\$	15,149	\$	17,040			
Adjustments to reconcile net income to net cash provided by operating activities:							
Depreciation and amortization		5,507		4,825			
Deferred income taxes		4,622		6,197			
Amortization of deferred financing costs		1,561		1,609			
Stock-based compensation		1,146		224			
Changes in operating assets and liabilities							
Accounts receivable		(11,345)		2,595			
Inventories		2,390		5,202			
Prepaid expenses and other current assets		(1,692)		(1,047)			
Accounts payable		1,884		4,494			
Income taxes payable				(1,731)			
Accrued liabilities		2,270		3,326			
Net cash provided by operating activities	_	21,492		42,734			
Investing Activities							
Purchases of equipment		(194)		(313)			
Purchase of business		(16)		(31,242)			
Net cash used for investing activities		(210)		(31,555)			
Financing Activities							
Repayment of long-term debt		(26,237)		(8,865)			
Purchase of common stock for treasury		(4)		(6)			
Net cash used for financing activities	_	(26,241)		(8,871)			
Increase (decrease) in cash		(4,959)		2,308			
Cash - beginning of period		13,758		8,200			
Cash - end of period	<u>\$</u>	8,799	\$	10,508			
Interest paid	\$	18,078	\$	18,306			
Income taxes paid	\$	5,664	\$	6,287			

Prestige Brands Holdings, Inc.
Consolidated Segment Operations
(Unaudited)

	Three Months Ended September 30, 2007								
	Over-the- Counter		Household	Personal					
	He	althcare	Cleaning	(	Care	Consolidated			
N 1	ф	E0 000	20.025	ф	E 012	Ф 06.040			
Net sales	\$	50,003	30,925	\$	5,912	\$ 86,840			
Other revenues	_		497			497			
Total revenues		50,003	31,422		5,912	87,337			
Cost of sales		19,688	19,587		3,495	42,770			
					0,100	12,110			
Gross profit		30,315	11,835		2,417	44,567			
Advertising and promotion		8,154	2,575		288	11,017			
Contribution margin	\$	22,161	\$ 9,260	\$	2,129	33,550			
Other operating expenses						12,940			
Operating income						20,610			
Other (income) expense						9,595			
Provision for income taxes						4,186			
Net income						\$ 6,829			
riet income						ψ 0,029			

	Six Months Ended September 30, 2007									
		ver-the-								
		Counter		Household				ersonal		
	He	Healthcare		Cleaning		Care		Care		ısolidated
Net sales	\$	92,429	\$	60,270	\$	12,182	\$	164,881		
Other revenues				1,039		28		1,067		
Total revenues		92,429		61,309		12,210		165,948		
Cost of sales		35,074		37,980		7,038		80,092		
Gross profit		57,355		23,329		5,172		85,856		
Advertising and promotion		14,035		4,203		565		18,803		
Contribution margin	\$	43,320	\$	19,126	\$	4,607		67,053		
Other operating expenses			<u> </u>					23,337		
Operating income								43,716		
Other (income) expense								19,282		
Provision for income taxes								9,285		
							_			
Net income							\$	15,149		
							Ė			

Prestige Brands Holdings, Inc.
Consolidated Segment Operations
(Unaudited)

		Three Months Ended September 30, 2006							
	Over-the- Counter Healthcare		Household Cleaning		Personal Care		Con	solidated	
Net sales	\$	46,255	\$	30,732	\$	7,046	\$	84,033	
Other revenues				518				518	
Total and a second		46.255		24.250		7.046		04.551	
Total revenues		46,255		31,250		7,046		84,551	
Cost of sales	_	18,001	_	18,941	_	4,317		41,259	
Gross profit		28,254		12,309		2,729		43,292	
Advertising and promotion		7,058		2,020		377		9,455	
Contribution margin	\$	21,196	\$	10,289	\$	2,352		33,837	
Other operating expenses								9,671	
Operating income								24,166	
Other (income) expense								9,743	
Provision for income taxes								5,639	
Net income							\$	8,784	

	Six Months Ended September 30, 2006									
	Over-the- Counter Healthcare		Household Cleaning				Cor	nsolidated		
Net sales	\$ 85,853		\$	60,470	\$	13,277	\$	159,600		
Other revenues	Ψ		Ψ	874	Ψ		Ψ	874		
Total revenues		85,853		61,344		13,277		160,474		
Cost of sales		32,398	_	37,095		8,091		77,584		
Gross profit		53,455		24,249		5,186		82,890		
Advertising and promotion		12,483		3,710		664		16,857		
Contribution margin	\$	40,972	\$	20,539	\$	4,522		66,033		
Other operating expenses								18,518		
Operating income								47,515		
Other (income) expense								19,535		
Provision for income taxes								10,940		
Net income							\$	17,040		