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): February 5, 2010

## PRESTIGE BRANDS HOLDINGS, INC.

(Exact name of registrant as specified in its charter)

## Delaware

(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)
(914) 524-6810
(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))

## Results of Operations and Financial Condition.

On February 5, 2010, the Registrant announced financial results for the fiscal quarter and nine months ended December 31, 2009. A copy of the press release announcing the Registrant's earnings results for the fiscal quarter and nine months ended December 31, 2009 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, as amended, or the Securities Exchange Act of 1934.

## Item 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.

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.

PRESTIGE BRANDS HOLDINGS, INC.

By: /s/ Peter J. Anderson
Name: Peter J. Anderson
Title: Chief Financial Officer

## EXHIBIT INDEX

99.1 Press Release dated February 5, 2010 announcing the Registrant's financial results for the fiscal quarter and nine months ended December 31, 2009 (furnished only).

## Prestige Brands Holdings, Inc. Reports Fiscal 2010 Third Quarter \& Nine Month Results

## Q3 Earnings per Share From Continuing Operations \$0.21 vs. \$0.15 Last Year; Revenues Slightly Down

Irvington, NY, February 5, 2010—Prestige Brands Holdings, Inc. (NYSE-PBH) today announced results for the third fiscal quarter and nine months ending December 31, 2009.

## Third Quarter

Net revenues from continuing operations for the third fiscal quarter ended December 31, 2009 were $\$ 75.4$ million, $\$ 2.6$ million or 3\% below last year's results of $\$ 78.0$ million. Revenues of the divested Denorex $\mathbb{\circledR}$, Prell $®$ and Zincon $®$ shampoo brands in October, 2009, are reflected in discontinued operations for both the current year and the prior year comparable period.

Operating income for the third fiscal quarter was $\$ 23.7$ million, $\$ 4.2$ million or $22 \%$ greater than last year's operating income of $\$ 19.5$ million. The increase in operating income resulted from decreases in advertising and promotional (A\&P) expenditures when compared to the higher levels during the prior year comparable period that were related to last year's introductory spending levels to support Allergen Block products, and general and administrative (G\&A) expenses. The reduction in G\&A expense when compared to the prior year comparable period was primarily due to decreased legal, salary expenses and currency valuation expenses.

Net income from continuing operations for the third quarter ended December 31, 2009 was $\$ 10.3$ million, $\$ 2.6$ million or $34 \%$ greater than last year's net income from continuing operations of $\$ 7.7$ million. Earnings per share from continuing operations were $\$ 0.21$ compared to $\$ 0.15$ in the prior year comparable period.

Commenting on the results of the quarter, Matthew Mannelly, President and CEO said, "We are pleased with our improved profitability and continue to work to drive revenue in this challenging economy. We are increasing our focus on supporting our core brands.

This quarter, we are particularly pleased with the performance on our core brands, Chloraseptic $®$, Little Remedies $\circledR$, Clear Eyes $\circledR$ and New-Skin $®$, ," he said.

## Results by Segment

Over-The-Counter (OTC) Healthcare Products
Net revenues for the OTC segment in the fiscal third quarter were $\$ 46.2$ million, $\$ 1.4$ million or $3 \%$ below the prior year comparable period. Increases in sales of the Chloraseptic®, Clear Eyes $®$ and Little Remedies $®$ brands were offset by declines in the two Allergen Block products and the Murine $®$ Ear line.

## Household Products

Net revenues for the household products segment in the third fiscal quarter were $\$ 27.3$ million, $\$ 900$ thousand, or $3 \%$ less than last year. Sales increases on the Spic and Span® and Chore Boy ${ }^{\circledR}$ lines were offset by a decline for Comet ${ }^{\circledR}$.

## Personal Care Products

From this quarter forward, the results of this segment will exclude sales from the three shampoo brands divested in October, 2009, which are now reflected in discontinued operations. Net revenues from continuing operations for this segment were $\$ 2.0$ million, $\$ 200$ thousand or $10 \%$ below the prior year comparable period. The decline was primarily due to decreased sales of Cutex ${ }^{\circledR}$.

## Year-To-Date Results

For the nine month period ending December 31, 2009, total revenues from continuing operations were $\$ 230.6$ million, $2 \%$ lower than the prior period results of $\$ 234.5$ million. Operating income from continuing operations of $\$ 63.5$ million was $6 \%$ greater than the prior year comparable results of $\$ 60.0$ million, largely as a result of reduced advertising and promotion expenses when compared with the prior year period. Net income from continuing operations for the nine month period was $\$ 28.0$ million, an increase of $\$ 4.7$ million over the prior year comparable period's results of $\$ 23.3$ million.

## 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. We view "free cash flow" as an important measure because it is an indicator of cash available for debt repayment and to fund acquisitions. We define "free cash flow" as operating cash flow less capital expenditures.

The Company's free cash flow for the third quarter was $\$ 10.4$ million, compared to $\$ 16.4$ million in the prior year comparable quarter. The decrease in free cash flow is primarily a result of an increase in working capital partially offset by an increase in deferred income taxes. Free cash flow is comprised of operating cash flow of $\$ 10.6$ million less capital expenditures of $\$ 170,000$. This compares to the prior year comparable quarter's operating cash flow of $\$ 16.7$ million, less capital expenditures of $\$ 288,000$. The free cash flow generated during the quarter ended December 31, 2009 combined with the funds generated from the divestiture of the three shampoo brands during the quarter allowed us to pay down $\$ 19.0$ million on our term loan during the quarter. At December 31,2009 , total debt was reduced to $\$ 319.3$ million.

## Conference Call

The Company will host a conference call to review its third quarter fiscal 2010 results on Friday, February 5, 2010 at 8:30am (EST). The toll free dial-in number is $866-277-1181$. International callers may dial $617-597-5358$. The conference pass code is "prestige". We will have a live internet webcast of the call, as well as an archived replay which can be accessed from the Investor Relations page of www.prestigebrandsinc.com. The archived replay will be available for two weeks following completion of the call. The dial-in numbers are 888-286-8010 (domestic) and 617-801-6888 (international). The pass code for the replay only is 65721192 .

## About Prestige Brands Holdings, Inc.

Located in Irvington, NY, Prestige Brands Holdings, Inc. is a marketer and distributor of brand name over-the-counter healthcare products, household products and personal care products sold throughout the U.S., Canada, and certain international markets. Key brands include Chloraseptic $\mathbb{\circledR}$ sore throat treatment, Compound W® wart remover, New-Skin $®$ liquid bandage, Clear Eyes $®$ and Murine $®$ eye and ear care products, Little Remedies ${ }^{\circledR}$ pediatric over-the-counter products, Cutex ${ }^{\circledR}$ nail polish remover, Comet ${ }^{\circledR}$ and Spic and Span ${ }^{\circledR}$ household cleaners, and other well-known 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 economic outlook for the Company and the demand for its products and future cash flows from operations. 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 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 reports filed with the Securities and Exchange Commission.
Contact: Dean Siegal
914-524-6819

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

| (In thousands, except share data) | Three Months Ended December 31 |  |  |  | Nine Months Ended December 31 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2009 |  | 2008 |  | 2009 |  | 2008 |  |
| Revenues |  |  |  |  |  |  |  |  |
| Net sales | \$ | 74,997 | \$ | 77,345 | \$ | 229,130 | \$ | 232,582 |
| Other revenues |  | 451 |  | 621 |  | 1,511 |  | 1,921 |
| Total revenues |  | 75,448 |  | 77,966 |  | 230,641 |  | 234,503 |
|  |  |  |  |  |  |  |  |  |
| Cost of Sales |  |  |  |  |  |  |  |  |
| Cost of sales |  | 35,641 |  | 36,480 |  | 108,670 |  | 109,789 |
| Gross profit |  | 39,807 |  | 41,486 |  | 121,971 |  | 124,714 |
|  |  |  |  |  |  |  |  |  |
| Operating Expenses |  |  |  |  |  |  |  |  |
| Advertising and promotion |  | 6,099 |  | 11,349 |  | 24,645 |  | 32,129 |
| General and administrative |  | 7,411 |  | 8,311 |  | 26,088 |  | 25,647 |
| Depreciation and amortization |  | 2,596 |  | 2,311 |  | 7,781 |  | 6,926 |
| Total operating expenses |  | 16,106 |  | 21,971 |  | 58,514 |  | 64,702 |
|  |  |  |  |  |  |  |  |  |
| Operating income |  | 23,701 |  | 19,515 |  | 63,457 |  | 60,012 |
|  |  |  |  |  |  |  |  |  |
| Other (income) expense |  |  |  |  |  |  |  |  |
| Interest income |  | - |  | (14) |  | - |  | (143) |
| Interest expense |  | 5,558 |  | 7,065 |  | 16,853 |  | 22,656 |
| Total other expense |  | 5,558 |  | 7,051 |  | 16,853 |  | 22,513 |
|  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |
| Income from continuing operations before income taxes |  | 18,143 |  | 12,464 |  | 46,604 |  | 37,499 |
| Provision for income taxes |  | 7,807 |  | 4,724 |  | 18,594 |  | 14,212 |
| Income from continuing operations |  | 10,336 |  | 7,740 |  | 28,010 |  | 23,287 |
|  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |
| Discontinued Operations |  |  |  |  |  |  |  |  |
| Income from discontinued operations, net of income tax |  | 87 |  | 278 |  | 661 |  | 1,034 |
|  |  |  |  |  |  |  |  |  |
| Gain on sale of discontinued operations, net of income tax |  | 157 |  | - |  | 157 |  |  |
| Net income | \$ | 10,580 | \$ | 8,018 | \$ | 28,828 | \$ | 24,321 |
|  |  |  |  |  |  |  |  |  |
| Basic earnings per share: |  |  |  |  |  |  |  |  |
| Income from continuing operations | \$ | 0.21 | \$ | 0.15 | \$ | 0.56 | \$ | 0.47 |
| Net income | \$ | 0.21 | \$ | 0.16 | \$ | 0.58 | \$ | 0.49 |
|  |  |  |  |  |  |  |  |  |
| Diluted earnings per share: |  |  |  |  |  |  |  |  |
| Income from continuing operations | \$ | 0.21 | S | 0.15 | \$ | 0.56 | \$ | 0.47 |
| Net income | \$ | 0.21 | \$ | 0.16 | \$ | 0.58 | \$ | 0.49 |
|  |  |  |  |  |  |  |  |  |
| Weighted average shares outstanding: |  |  |  |  |  |  |  |  |
| Basic |  | 50,030 |  | 49,960 |  | 50,008 |  | 49,921 |
| Diluted |  | 50,074 |  | 50,040 |  | 50,078 |  | 50,038 |

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

$\left.\begin{array}{l|rrr}\hline \text { (In thousands) } & \begin{array}{c}\text { December 31, } \\ \text { Assets }\end{array} & \mathbf{2 0 0 9} & \text { March 31, } \\ \hline \text { 2009 }\end{array}\right]$

Prestige Brands Holdings, Inc.

## Consolidated Statements of Cash Flows

 (Unaudited)|  | Nine Months Ended December 31 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| (In thousands) | 2009 |  | 2008 |  |
| Operating Activities |  |  |  |  |
| Net income | \$ | 28,828 | \$ | 24,321 |
| Adjustments to reconcile net income to net cash provided by operating activities: |  |  |  |  |
| Depreciation and amortization |  | 8,679 |  | 8,273 |
| Gain on sale of discontinued operations |  | (253) |  | - |
| Deferred income taxes |  | 10,254 |  | 7,393 |
| Amortization of deferred financing costs |  | 1,432 |  | 1,696 |
| Stock-based compensation |  | 1,658 |  | 2,248 |
| Changes in operating assets and liabilities |  |  |  |  |
| Accounts receivable |  | 6,407 |  | 9,588 |
| Inventories |  | $(8,281)$ |  | 945 |
| Inventories held for sale |  | - |  | - |
| Prepaid expenses and other current assets |  | (664) |  | (527) |
| Accounts payable |  | 1,006 |  | $(2,450)$ |
| Accrued liabilities |  | 1,424 |  | 1,860 |
| Net cash provided by operating activities |  | 50,490 |  | 53,347 |
|  |  |  |  |  |
| Investing Activities |  |  |  |  |
| Purchases of equipment |  | (402) |  | (397) |
| Proceeds from sale of discontinued operations |  | 7,993 |  | - |
| Business acquisition purchase price adjustments |  | - |  | $(4,191)$ |
| Net cash provided by (used for) investing activities |  | 7,591 |  | $(4,588)$ |
|  |  |  |  |  |
| Financing Activities |  |  |  |  |
| Repayment of long-term debt |  | $(59,000)$ |  | $(26,887)$ |
| Purchase of common stock for treasury |  | - |  | (16) |
| Net cash used for financing activities |  | $(59,000)$ |  | $(26,903)$ |
|  |  |  |  |  |
| Increase (Decrease) in cash |  | (919) |  | 21,856 |
| Cash - beginning of period |  | 35,181 |  | 6,078 |
|  |  |  |  |  |
| Cash - end of period | \$ | 34,262 | \$ | 27,934 |
|  |  |  |  |  |
| Interest paid | \$ | 18,345 | \$ | 24,276 |
| Income taxes paid | \$ | 9,820 | \$ | 7,251 |

Prestige Brands Holdings, Inc.
Notes to Consolidated Financial Statements

## Business Segments




Three Months Ended December 31, 2008



