Prestige Brands Holdings, Inc.
Form 10-Q
November 05, 2010

U. S. SECURITIES AND EXCHANGE COMMISSION
Washington, D. C. 20549

FORM 10-Q

[X] QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the quarterly period ended September 30, 2010

OR

[ ] TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the transition period from ____ to _____

Commission File Number: 001-32433

PRESTIGE BRANDS HOLDINGS, INC.
(Exact name of Registrant as specified in its charter)

Delaware	20-1297589
(State or other jurisdiction of incorporation or organization)	(I.R.S. 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)

Indicate by check mark whether the Registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the Registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes x No o

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§ 232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files).
Yes o No o

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 definitions of “large accelerated filer,” “accelerated filer” and “smaller reporting company” in Rule 12b-2 of the Exchange Act. (Check one):

Large accelerated filer o Accelerated filer x Non-accelerated filer o Smaller reporting company o

Indicate by check mark whether the Registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act).
Yes o No x

As of November 2, 2010, there were 50,044,891 shares of common stock outstanding.

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Trademarks and Trade Names

Trademarks and trade names used in this Quarterly Report on Form 10-Q are the property of Prestige Brands Holdings, Inc. or its subsidiaries, as the case may be. We have italicized our trademarks or trade names when they appear in this Quarterly Report on Form 10-Q.

PART I FINANCIAL INFORMATION

ITEM 1. CONSOLIDATED FINANCIAL STATEMENTS

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

	Three Months Ended September 30		Six Months Ended September 30	
(In thousands, except share data)	2010	2009	2010	2009
Revenues				
Net sales	$77,488	$80,308	$148,009	$147,805
Other revenues	815	421	1,529	1,037
Total revenues	78,303	80,729	149,538	148,842
Cost of Sales				
Cost of sales (exclusive of depreciation shown below)	35,713	37,936	68,977	69,526
Gross profit	42,590	42,793	80,561	79,316
Operating Expenses				
Advertising and promotion	8,240	9,675	15,726	18,343
General and administrative	8,101	10,481	15,514	18,675
Depreciation and amortization	2,413	2,703	4,823	4,911
Total operating expenses	18,754	22,859	36,063	41,929
Operating income	23,836	19,934	44,498	37,387
Other expense				
Interest expense, net	5,373	5,642	10,835	11,295
Loss on extinguishment of debt	—	—	300	—
Total other expense	5,373	5,642	11,135	11,295
Income from continuing operations before income taxes	18,463	14,292	33,363	26,092
Provision for income taxes	7,053	5,417	12,745	9,889
Income from continuing operations	11,410	8,875	20,618	16,203
Discontinued Operations				
Income from discontinued operations, net of income tax	162	1,048	560	2,045
Loss on sale of discontinued operations, net of income tax benefit	(550)	—	(550)	—
Net income	$11,022	$9,923	$20,628	$18,248
Basic earnings per share:				
Income from continuing operations	$0.23	$0.18	$0.41	$0.32
Net income	$0.22	$0.20	$0.41	$0.36
Diluted earnings per share:				
Income from continuing operations	$0.23	$0.18	$0.41	$0.32

Net income	$0.22	$0.20	$0.41	$0.36
Weighted average shares outstanding:				
Basic	50,053	50,012	50,045	49,997
Diluted	50,141	50,055	50,123	50,080

See accompanying notes.

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

(In thousands)	September 30,	March 31,
Assets	2010	2010
Current assets		
Cash and cash equivalents	$55,032	$41,097
Accounts receivable	32,256	30,621
Inventories	24,997	27,676
Deferred income tax assets	6,663	6,353
Prepaid expenses and other current assets	3,203	4,917
Current assets of discontinued operations	14	1,486
Total current assets	122,165	112,150
Property and equipment	1,207	1,396
Goodwill	111,489	111,489
Intangible assets	549,855	554,359
Other long-term assets	6,456	7,148
Long-term assets of discontinued operations	—	4,870
Total Assets	$791,172	$791,412
Liabilities and Stockholders' Equity		
Current liabilities		
Accounts payable	$13,980	$12,771
Accrued interest payable	6,428	1,561
Other accrued liabilities	9,912	11,733
Current portion of long-term debt	1,500	29,587
Total current liabilities	31,820	55,652
Long-term debt		
Principal amount	294,000	298,500
Less unamortized discount	(3,658)	(3,943)
Long-term debt, net of unamortized discount	290,342	294,557
Deferred income tax liabilities	117,630	112,144
Total Liabilities	439,792	462,353
Commitments and Contingencies — Note 17		
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		
Issued - 50,175 shares at September 30, 2010 and 50,154 shares at March 31, 2010	502	502

Additional paid-in capital	385,771	384,027
Treasury stock, at cost - 131 shares at September 30, 2010 and 124 shares at March 31, 2010	(114)	(63)
Retained earnings (accumulated deficit)	(34,779)	(55,407)
Total Stockholders' Equity	351,380	329,059
Total Liabilities and Stockholders' Equity	$791,172	$791,412

See accompanying notes.

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

	Six Months Ended September 30	
(In thousands)	2010	2009
Operating Activities		
Net income	$20,628	$18,248
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation and amortization	5,052	6,084
Loss on sale of discontinued operations	890	—
Deferred income taxes	5,176	3,687
Amortization of deferred financing costs	504	956
Stock-based compensation costs	1,744	848
Loss on extinguishment of debt	300	—
Amortization of debt discount	285	—
Loss on disposition of equipment	125	—
Changes in operating assets and liabilities		
Accounts receivable	(1,635)	(3,127)
Inventories	2,679	405
Inventories held for sale	1,100	82
Prepaid expenses and other current assets	1,714	(1,102)
Accounts payable	1,209	5,546
Accrued liabilities	3,046	8,253
Net cash provided by operating activities	42,817	39,880
Investing Activities		
Purchases of equipment	(254)	(232)
Proceeds from sale of discontinued operations	4,122	—
Net cash provided by (used for) investing activities	3,868	(232)
Financing Activities		
Payment of deferred financing costs	(112)	—
Repayment of long-term debt	(32,587)	(40,000)
Purchase of treasury stock	(51)	—
Net cash used for financing activities	(32,750)	(40,000)
Increase (decrease) in cash	13,935	(352)
Cash - beginning of period	41,097	35,181
Cash - end of period	$55,032	$34,829
Interest paid	$5,179	$10,350
Income taxes paid	$5,103	$6,307

See accompanying notes.

Prestige Brands Holdings, Inc.
Notes to Consolidated Financial Statements

1. Business and Basis of Presentation

Nature of Business
Prestige Brands Holdings, Inc. (referred to herein as the "Company" which reference shall, unless the context requires otherwise, be deemed to refer to Prestige Brands Holdings, Inc. and all of its direct or indirect wholly-owned subsidiaries on a consolidated basis) is engaged in the marketing, sales and distribution of over-the-counter healthcare and household cleaning brands to mass merchandisers, drug stores, supermarkets and dollar and club stores primarily in the United States, Canada and certain other international markets. Prestige Brands Holdings, Inc. is a holding company with no operations and is also the parent guarantor of the senior credit facility and the senior notes more fully described in Note 10 to the consolidated financial statements.

Basis of Presentation
The unaudited consolidated financial statements presented herein have been prepared in accordance with accounting principles generally accepted in the United States of America ("GAAP") for interim financial reporting and with the instructions to Form 10-Q and Article 10 of Regulation S-X. Accordingly, they do not include all of the information and footnotes required by GAAP for complete financial statements. All significant intercompany transactions and balances have been eliminated in the consolidated financial statements. In the opinion of management, the financial statements include all adjustments, consisting of normal recurring adjustments that are considered necessary for a fair presentation of the Company's consolidated financial position, results of operations and cash flows for the interim periods. Operating results for the three and six month periods ended September 30, 2010 are not necessarily indicative of results that may be expected for the fiscal year ending March 31, 2011. This financial information should be read in conjunction with the Company's financial statements and notes thereto included in the Company's Annual Report on Form 10-K for the fiscal year ended March 31, 2010.

Use of Estimates
The preparation of financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements, as well as the reported amounts of revenues and expenses during the reporting period. Although these estimates are based on the Company's knowledge of current events and the Company's expectations, actual results could differ from those estimates. As discussed below, the Company's most significant estimates include those made in connection with the valuation of goodwill and intangible assets, sales returns and allowances, trade promotional allowances and inventory obsolescence.

Cash and Cash Equivalents
The Company considers all short-term deposits and investments with original maturities of three months or less to be cash equivalents. Substantially all of the Company's cash is held by a large regional bank with headquarters in California. The Company does not believe that, as a result of this concentration, it is subject to any unusual financial risk beyond the normal risk associated with commercial banking relationships.

Accounts Receivable
The Company extends non-interest bearing trade credit to its customers in the ordinary course of business. The Company maintains an allowance for doubtful accounts receivable based upon historical collection experience and expected collectability of the accounts receivable. In an effort to reduce credit risk, the Company (i) has established credit limits for all of its customer relationships, (ii) performs ongoing credit evaluations of customers' financial condition, (iii) monitors the payment history and aging of customers' receivables, and (iv) monitors open orders against an individual customer's outstanding receivable balance.

Inventories

Inventories are stated at the lower of cost or fair value, with cost determined by using the first-in, first-out method. The Company provides an allowance for slow moving and obsolete inventory, whereby it reduces inventories for the diminution of value resulting from product obsolescence, damage or other issues affecting marketability, equal to the difference between the cost of the inventory and its estimated market value. Factors utilized in the determination of estimated market value include (i) current sales data and historical return rates, (ii) estimates of future demand, (iii) competitive pricing pressures, (iv) new product introductions, (v) product expiration dates, and (vi) component and packaging obsolescence.

Property and Equipment
Property and equipment are stated at cost and are depreciated using the straight-line method based on the following estimated useful lives:

	Years
Machinery	5
Computer equipment	3
Furniture and fixtures	7

Leasehold improvements are amortized over the lesser of the term of the lease or 5 years.

Expenditures for maintenance and repairs are charged to expense as incurred. When an asset is sold or otherwise disposed of, the cost and associated accumulated depreciation are removed from the accounts and the resulting gain or loss is recognized in the consolidated statement of operations.

Property and equipment are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount of such assets may not be recoverable. An impairment loss is recognized if the carrying amount of the asset exceeds its fair value.

Goodwill
The excess of the purchase price over the fair market value of assets acquired and liabilities assumed in purchase business combinations is classified as goodwill. The Company does not amortize goodwill, but performs impairment tests of the carrying value at least annually in the fourth fiscal quarter of each year, or more frequently if events or changes in circumstances indicate that the asset may be impaired. The Company tests goodwill for impairment at the reporting unit "brand" level which is one level below the operating segment level.

Intangible Assets
Intangible assets, which are composed primarily of trademarks, are stated at cost less accumulated amortization. For intangible assets with finite lives, amortization is computed on the straight-line method over estimated useful lives ranging from 3 to 30 years.

Indefinite-lived intangible assets are tested for impairment at least annually in the fourth fiscal quarter of each year; however, at each reporting period an evaluation is made to determine whether events and circumstances continue to support an indefinite useful life. Intangible assets with finite lives are reviewed for impairment whenever events or changes in circumstances indicate that their carrying amounts exceed their fair values and may not be recoverable. An impairment loss is recognized if the carrying amount of the asset exceeds its fair value.

Deferred Financing Costs
The Company has incurred debt origination costs in connection with the issuance of long-term debt. These costs are capitalized as deferred financing costs and amortized using the straight-line method, which approximates the effective interest method, over the term of the related debt.

Revenue Recognition
Revenues are recognized when the following criteria are met: (i) persuasive evidence of an arrangement exists; (ii) the selling price is fixed or determinable; (iii) the product has been shipped and the customer takes ownership and assumes the risk of loss; and (iv) collection of the resulting receivable is reasonably assured. The Company has determined that these criteria are met and the transfer of the risk of loss generally occurs when product is received by the customer and, accordingly, recognizes revenue at that time. Provision is made for estimated discounts related to customer payment terms and estimated product returns at the time of sale based on the Company's historical

experience.

As is customary in the consumer products industry, the Company participates in the promotional programs of its customers to enhance the sale of its products. The cost of these promotional programs varies based on the actual number of units sold during a finite period of time. These promotional programs consist of direct to consumer incentives such as coupons and temporary price reductions, as well as incentives to the Company's customers, such as allowances for new distribution, including slotting fees, and cooperative advertising. Estimates of the costs of these promotional programs are based on (i) historical sales experience, (ii) the current offering, (iii) forecasted data, (iv) current market conditions, and (v) communication with customer purchasing/marketing personnel. At the completion of a promotional program, the estimated amounts are adjusted to actual

results.

Due to the nature of the consumer products industry, the Company is required to estimate future product returns. Accordingly, the Company records an estimate of product returns concurrent with recording sales which is made after analyzing (i) historical return rates, (ii) current economic trends, (iii) changes in customer demand, (iv) product acceptance, (v) seasonality of the Company's product offerings, and (vi) the impact of changes in product formulation, packaging and advertising.

Cost of Sales
Cost of sales includes product costs, warehousing costs, inbound and outbound shipping costs, and handling and storage costs. Shipping, warehousing and handling costs were $5.7 million and $10.6 million, respectively, for the three and six month periods ended September 30, 2010. During the three and six month periods ended September 30, 2009, such costs were $5.3 million and $9.6 million, respectively.

Advertising and Promotion Costs
Advertising and promotion costs are expensed as incurred. Allowances for new distribution, including slotting fees, associated with products are recognized as a reduction of sales. Under allowances for new distribution arrangements, the retailers allow the Company's products to be placed on the stores' shelves in exchange for such fees.

Stock-based Compensation
The Company recognizes employee stock-based compensation by measuring the cost of services to be rendered based on the grant-date fair value of the equity award. Compensation expense is to be recognized over the period an employee is required to provide service in exchange for the award, generally referred to as the requisite service period.

Income Taxes
Deferred tax assets and liabilities are determined based on the differences between the financial reporting and tax bases of assets and liabilities using the enacted tax rates and laws that will be in effect when the differences are expected to reverse. A valuation allowance is established when necessary to reduce deferred tax assets to the amounts expected to be realized.

The Taxes Topic of the Financial Accounting Standards Board (“FASB”) Accounting Standards Codification (“ASC”) prescribes a recognition threshold and measurement attributes for the financial statement recognition and measurement of a tax position taken or expected to be taken in a tax return. As a result, and under the prescribed FASB guidance, the Company has applied a more-likely-than-not recognition threshold for all tax uncertainties. The guidance only allows the recognition of those tax benefits that have a greater than 50% likelihood of being sustained upon examination by the various taxing authorities.

The Company is subject to taxation in the United States and various state and foreign jurisdictions. The Company remains subject to examination by tax authorities for the year ended March 31, 2007.

The Company classifies penalties and interest related to unrecognized tax benefits as income tax expense in the Statements of Operations.

Derivative Instruments
Companies are required to recognize derivative instruments as either assets or liabilities in the consolidated Balance Sheets at fair value. The accounting for changes in the fair value of a derivative instrument depends on whether it has been designated and qualifies as part of a hedging relationship and, further, on the type of hedging relationship. For those derivative instruments that are designated and qualify as hedging instruments, a company must designate the hedging instrument, based upon the exposure being hedged, as a fair value hedge, a cash flow hedge or a hedge of a

net investment in a foreign operation.

The Company has designated its derivative financial instruments as cash flow hedges because they hedge exposure to variability in expected future cash flows that are attributable to interest rate risk. For these hedges, the effective portion of the gain or loss on the derivative instrument is reported as a component of other comprehensive income (loss) and reclassified into earnings in the same line item (principally interest expense) associated with the forecasted transaction in the same period or periods during which the hedged transaction affects earnings. Any ineffective portion of the gain or loss on the derivative instruments is recorded in results of operations immediately. Cash flows from these instruments are classified as operating activities.

Earnings Per Share
Basic earnings per share is calculated based on income available to common stockholders and the weighted-average number of shares outstanding during the reporting period. Diluted earnings per share is calculated based on income available to common stockholders and the weighted-average number of common and potential common shares outstanding during the reporting period. Potential common shares, composed of the incremental common shares issuable upon the exercise of stock options and unvested restricted shares, are included in the earnings per share calculation to the extent that they are dilutive.

Reclassifications
Certain prior period financial statement amounts have been reclassified to conform to the current period presentation.

Recently Issued Accounting Standards

In May 2009, the FASB issued guidance regarding subsequent events, which was subsequently updated in February 2010. This guidance established general standards of accounting for and disclosure of events that occur after the balance sheet date but before financial statements are issued or are available to be issued. In particular, this guidance set forth the period after the balance sheet date during which management of a reporting entity should evaluate events or transactions that may occur for potential recognition or disclosure in the financial statements, the circumstances under which an entity should recognize events or transactions occurring after the balance sheet date in its financial statements, and the disclosures that an entity should make about events or transactions that occurred after the balance sheet date. This guidance was effective for financial statements issued for fiscal years and interim periods ending after June 15, 2009, and was therefore adopted by the Company for the second quarter 2009 reporting. The adoption did not have a significant impact on the subsequent events that the Company reports, either through recognition or disclosure, in the consolidated financial statements. In February 2010, the FASB amended its guidance on subsequent events to remove the requirement to disclose the date through which an entity has evaluated subsequent events, alleviating conflicts with current SEC guidance. This amendment was effective immediately and accordingly, the Company has not presented that disclosure in this Quarterly Report.

In January 2010, the FASB issued authoritative guidance requiring new disclosures and clarifying some existing disclosure requirements about fair value measurement. Under the new guidance, a reporting entity should (a) disclose separately the amounts of significant transfers in and out of Level 1 and Level 2 fair value measurements and describe the reasons for the transfers, and (b) present separately information about purchases, sales, issuances, and settlements in the reconciliation for fair value measurements using significant unobservable inputs. This guidance is effective for interim and annual reporting periods beginning after December 15, 2009, except for the disclosures about purchases, sales, issuances, and settlements in the roll forward of activity in Level 3 fair value measurements. Those disclosures are effective for fiscal years beginning after December 15, 2010, and for interim periods within those fiscal years. The Company does not expect this guidance to have a material impact on its consolidated financial statements.

Management has reviewed and continues to monitor the actions of the various financial and regulatory reporting agencies and is currently not aware of any other pronouncement that could have a material impact on the Company's consolidated financial position, results of operations or cash flows.

2. Acquisition of Blacksmith Brands Holdings, Inc.

On November 1, 2010, the Company acquired 100% of the capital stock of Blacksmith Brands Holdings, Inc. (“Blacksmith”) for $190 million in cash, plus a working capital closing adjustment of $13.4 million. In connection with this acquisition, the Company acquired five Over-the-Counter brands: Efferdent®, Effergrip®, PediaCare®, Luden's®, and NasalCrom®. These brands are complementary to the Company's existing Over-the-Counter brands.

The purchase price was funded by cash provided by the issuance of long term debt and additional bank borrowings, which are discussed further in Note 10. As of the date of this Form 10-Q filing, the Company has not yet completed the initial accounting for the acquisition, and the acquisition-date fair values of the acquired assets and assumed liabilities have not yet been determined.

3. Discontinued Operations and Sale of Certain Assets

On September 1, 2010, the Company sold certain assets related to the nail polish remover brand previously included in its Personal Care products segment to an unrelated third party. In accordance with the Discontinued Operations Topic of the ASC, the Company reclassified the related assets as assets of discontinued operations in the consolidated balance sheets as of September 30, 2010 and March 31, 2010, and reclassified the related operating results as discontinued operations in the consolidated financial statements and related notes for all periods presented. The Company recognized a loss of $890,000 on a pre-tax basis and $550,000 net of tax effects on the sale in the quarter ended September 30, 2010. The total sales price for the assets was $4.1 million, the proceeds for which were received upon closing. As the sold assets comprised a substantial majority of the assets in the Personal Care segment, the Company reclassified the remaining assets to the Over-the-Counter Healthcare segment for all periods presented.

In October 2009, the Company sold certain assets related to the shampoo brands previously included in its Personal Care products segment to an unrelated third party. In accordance with the Discontinued Operations Topic of the ASC, the Company reclassified the related operating results as discontinued in the consolidated financial statements and related notes for all periods presented. The Company recognized a gain of $253,000 on a pre-tax basis and $157,000 net of tax effects on the sale in the quarter ended December 31, 2009. The total sales price for the assets was $9 million, subject to adjustments for inventory, as defined, with $8 million received upon closing. The remaining $1 million was received by the Company in October 2010.

The following table presents the assets related to the discontinued operations as of September 30, 2010 and March 31, 2010 (in thousands):

	September 30, 2010	March 31, 2010
Inventory	$14	$1,486
Intangible assets	—	4,870
Total assets of discontinued operations	$14	$6,356

The following table summarizes the results of discontinued operations (in thousands):

	Three Months Ended September 30		Six Months Ended September 30	
	2010	2009	2010	2009
Components of Income				
Revenues	$1,769	$5,587	$3,943	$10,698
Income before income taxes	263	1,687	906	3,293

4. Accounts Receivable

Accounts receivable consist of the following (in thousands):

	September 30, 2010	March 31, 2010
Trade accounts receivable	$36,568	$35,527
Other receivables	1,644	1,588
	38,212	37,115
Less allowances for discounts, returns and uncollectible accounts	(5,956)	(6,494)
	$32,256	$30,621

5. Inventories

Inventories consist of the following (in thousands):

	September 30, 2010	March 31, 2010
Packaging and raw materials	$1,090	$1,818
Finished goods	23,907	25,858
	$24,997	$27,676

Inventories are shown net of allowances for obsolete and slow moving inventory of $2.2 million and $2.0 million at September 30, 2010 and March 31, 2010, respectively.

6. Property and Equipment

Property and equipment consist of the following (in thousands):

	September 30, 2010	March 31, 2010
Machinery	$1,173	$1,620
Computer equipment	1,803	1,570
Furniture and fixtures	239	239
Leasehold improvements	418	418
	3,633	3,847
Less accumulated depreciation	(2,426)	(2,451)
	$1,207	$1,396

The Company recorded depreciation expense of $160,000 and $156,000 for the three months ended September 30, 2010 and 2009, respectively, and of $318,000 and $308,000 for the six months ended September 30, 2010 and 2009, respectively.

7. Goodwill

A reconciliation of the activity affecting goodwill by operating segment is as follows (in thousands):

	Over-the-Counter Healthcare	Household Cleaning	Consolidated
Balance — March 31, 2010			
Goodwill	$240,432	$72,549	$312,981
Accumulated purchase price adjustments	(6,162)	—	(6,162)
Accumulated impairment losses	(130,170)	(65,160)	(195,330)
	104,100	7,389	111,489
Net adjustments			
Goodwill	(4,643)	—	(4,643)
Accumulated impairment losses	4,643	—	4,643
	—	—	—
Balance — September 30, 2010			
Goodwill	235,789	72,549	308,338
Accumulated purchase price adjustments	(6,162)	—	(6,162)
Accumulated impairment losses	(125,527)	(65,160)	(190,687)
	$104,100	$7,389	$111,489

As fully described in Note 3, on September 1, 2010, the Company sold certain assets related to its nail polish remover brand previously included in its Personal Care segment to an unrelated third party. In connection with this divestiture, the Company reversed the gross goodwill asset balance of $4.6 million, which was fully impaired as of March 31, 2010, and the related accumulated impairment charges of $4.6 million, which had been recorded for the nail polish remover brand. As described in Note 19, the Company's operating and reportable segments now consist of Over-the-Counter Healthcare and Household Cleaning, and any assets remaining in the Personal Care segment after the divestiture have been reclassified to the Over-the-Counter Healthcare segment. As such, the reversal of goodwill for Personal Care is included in the Over-the-Counter Healthcare in the table above.

At March 31, 2010, in conjunction with the annual test for goodwill impairment, the Company recorded an impairment charge aggregating $2.8 million to adjust the carrying amounts of goodwill related to its nail polish remover brand to its fair value of $0, as determined by use of a discounted cash flow methodology. The impairment was a result of distribution losses and increased competition from private label store brands.

The discounted cash flow methodology is a widely-accepted valuation technique utilized by market participants in the transaction evaluation process and has been applied consistently. However, the Company considered its market capitalization at March 31, 2010, as compared to the aggregate fair values of the Company's reporting units to assess the reasonableness of our estimates pursuant to the discounted cash flow methodology. Although the impairment charges represent management’s best estimate, the estimates and assumptions made in assessing the fair value of the Company’s reporting units and the valuation of the underlying assets and liabilities are inherently subject to significant uncertainties. Consequently, changing rates of interest and inflation, declining sales or margins, increases in competition, changing consumer preferences, technical advances or reductions in advertising and promotion may require additional impairments in the future.

8. Intangible Assets

A reconciliation of the activity affecting intangible assets is as follows (in thousands):

	Indefinite Lived Trademarks	Finite Lived Trademarks	Non Compete Agreement	Totals
Carrying Amounts				
Balance — March 31, 2010	$454,571	$142,994	$158	$597,723
Additions	—	—	—	—
Balance — September 30, 2010	$454,571	$142,994	$158	$597,723
Accumulated Amortization				
Balance — March 31, 2010	$—	$43,206	$158	$43,364
Additions	—	4,504	—	4,504
Balance — September 30, 2010	$—	$47,710	$158	$47,868
Intangibles, net — September 30, 2010	$454,571	$95,284	$—	$549,855

The table above represents intangible assets related to continuing operations. As fully described in Note 3, on September 1, 2010, the Company sold certain assets related to its nail polish remover brand previously included in its Personal Care segment to an unrelated third party. In connection with this divestiture, the Company excluded gross intangible assets of $8.3 million and the related accumulated amortization of $3.4 million as of March 31, 2010 from the table above. The net intangible assets of $4.9 million as of March 31, 2010 are presented separately on the Consolidated Balance Sheets.

In a manner similar to goodwill, the Company completed a test for impairment of its intangible assets during the fourth quarter of 2010. The Company recorded no impairment charge as facts and circumstances indicated that the fair values of the intangible assets for such segments exceeded their carrying values. Additionally, for the indefinite-lived intangible assets, an evaluation of the facts and circumstances as of September 30, 2010 continues to support an indefinite useful life for these assets.

At September 30, 2010, intangible assets are expected to be amortized over a period of 3 to 30 years as follows (in thousands):

Year Ending September 30	
2011	$8,878
2012	8,466
2013	7,615
2014	6,256
2015	5,596
Thereafter	58,473
	$95,284

9. Other Accrued Liabilities

Other accrued liabilities consist of the following (in thousands) as of the dates indicated:

	September 30, 2010	March 31, 2010
Accrued marketing costs	$4,900	$3,823
Accrued payroll	3,051	5,233
Accrued commissions	362	285
Accrued income taxes	—	372
Accrued professional fees	1,193	1,089
Accrued severance	404	929
Other	2	2
	$9,912	$11,733

10. Long-Term Debt

Long-term debt consists of the following (in thousands), as of the dates indicated:

	September 30, 2010	March 31, 2010
Senior secured term loan facility ("2010 Senior Term Loan") that bears interest at the Company's option at either the prime rate plus a margin of 2.25% or LIBOR plus 3.25% with a LIBOR floor of 1.5%. At September 30, 2010, the average interest rate on the 2010 Senior Term Loan was 4.75%. Principal payments of $375,000 plus accrued interest are payable quarterly, with the remaining principal due on the 2010 Senior Term Loan maturity date. The 2010 Senior Term Loan matures on March 24, 2016 and is collateralized by substantially all of the Company's assets. The 2010 Senior Term Loan is unconditionally guaranteed by Prestige Brands Holdings, Inc. and its domestic wholly-owned subsidiaries, other than Prestige Brands, Inc., the borrower. Each of these guarantees is joint and several. There are no significant restrictions on the ability of any of the guarantors to obtain funds from their subsidiaries.	$145,500	$150,000
Senior unsecured notes ("2010 Senior Notes") that bear interest at 8.25% which are payable on April 1st and October 1st of each year. The 2010 Senior Notes mature on April 1, 2018; however, the Company may earlier redeem some or all of the 2010 Senior Notes at redemption prices set forth in the indenture governing the 2010 Senior Notes. The 2010 Senior Notes are unconditionally guaranteed by Prestige Brands Holdings, Inc. and its domestic wholly-owned subsidiaries other than Prestige Brands, Inc., the issuer. Each of these guarantees is joint and several. There are no significant restrictions on the ability of any of the guarantors to obtain funds from their subsidiaries.	150,000	150,000

Senior subordinated notes (“Senior Subordinated Notes”) that bore interest of 9.25% which was payable on April 15th and October 15th of each year. The balance outstanding on the Senior Subordinated Notes as of March 31, 2010 was repaid in full, on April 15, 2010. The Senior Subordinated Notes were unconditionally guaranteed by Prestige Brands Holdings, Inc., and its domestic wholly-owned subsidiaries other than Prestige Brands, Inc., the issuer.	—	28,087
	295,500	328,087
Current portion of long-term debt	(1,500)	(29,587)
	$294,000	$298,500
Less: unamortized discount on the 2010 Senior Term Loan and the 2010 Senior Notes	(3,658)	(3,943)
Long-term debt, net of unamortized discount	$290,342	$294,557

On March 24, 2010, Prestige Brands, Inc. issued the 2010 Senior Notes for $150.0 million, with an interest rate of 8.25% and a maturity date of April 1, 2018; and entered into a senior secured term loan facility for $150.0 million, with an interest rate at LIBOR plus 3.25% with a LIBOR floor of 1.5% and a maturity date of March 24, 2016; and entered into a non-amortizing senior secured revolving credit facility ("2010 Revolving Credit Facility") in an aggregate principal amount of up to $30.0 million. The Company's 2010 Revolving Credit Facility was available for maximum borrowings of $30.0 million at September 30, 2010.

The $150.0 million 2010 Senior Term Loan was entered into with a discount to lenders of $1.8 million and net proceeds to the Company of $148.2 million, yielding a 5.0% effective interest rate. The 2010 Senior Notes were issued at an aggregate face value of $150.0 million with a discount to the initial purchasers of $2.2 million and net proceeds to the Company of $147.8 million, yielding an 8.5% effective interest rate.

In connection with entering into the 2010 Senior Term Loan, the 2010 Revolving Credit Facility and the 2010 Senior Notes, the Company incurred $7.3 million in issuance costs, of which $6.6 million was capitalized as deferred financing costs and $0.7 million expensed. The deferred financing costs are being amortized over the terms of the related loan and notes.

In connection with the acquisition of Blacksmith, as discussed in Note 2, subsequent to September 30, 2010, the Company amended its existing debt agreements and increased the amount borrowed and the amount available thereunder as follows.
On October 22, 2010, Prestige Brands, Inc. (the "Issuer" or "Borrower") issued senior notes in an aggregate principal amount of $100.0 million (the "New 2010 Senior Notes"). The New 2010 Senior Notes have the same terms and are part of the same series as the 2010 Senior Notes, and will mature on April 1, 2018. Delivery of, and payment for, the New 2010 Senior Notes occurred on November 1, 2010.
On November 1, 2010, the Company, together with the Borrower and certain other subsidiaries of the Company, executed an Increase Joinder to the Company's Credit Agreement dated March 24, 2010 pursuant to which the Borrower borrowed an incremental term loan in the amount of $115.0 million. The incremental term loan will mature on March 24, 2016 and otherwise has the same terms as the 2010 Senior Term Loan.
On November 1, 2010, pursuant to the Increase Joinder, the amount of the Borrower's 2010 Revolving Credit Facility was increased by $10.0 million and the Borrower had borrowing capacity under the revolving credit facility in an aggregate principal amount of up to $40.0 million. Except for the increase in the amount of the revolving credit facility, no other changes were made to the 2010 Revolving Credit Facility.
In March and April 2010, the Company retired its Tranche B Term Loan facility with an original maturity date of April 6, 2011 and Senior Subordinated Notes that bore interest at 9.25% with a maturity date of April 15, 2012. The Company recognized a $0.3 million loss on the extinguishment of debt for the six months ended September 30, 2010.

The 2010 Senior Notes and the New 2010 Senior Notes are senior unsecured obligations of the Company and are guaranteed on a senior unsecured basis. The 2010 Senior Notes and the New 2010 Senior Notes are effectively junior in right of payment to all existing and future secured obligations of the Company, equal in right of payment with all existing and future senior unsecured indebtedness of the Company, and senior in right of payment to all future subordinated debt of the Company.

At any time prior to April 1, 2014, the Company may redeem the 2010 Senior Notes and the New 2010 Senior Notes in whole or in part at a redemption price equal to 100% of the principal amount of the notes redeemed, plus a "make-whole premium" calculated as set forth in the Indenture, together with accrued and unpaid interest, if any, to the date of redemption. The Company may redeem the 2010 Senior Notes and the New 2010 Senior Notes in whole or in part at any time on or after the 12-month period beginning April 1, 2014 at a redemption price of 104.125% of the principal amount thereof, at a redemption price of 102.063% of the principal amount thereof if the redemption occurs during the 12-month period beginning on April 1, 2015, and at a redemption price of 100% of the principal amount

thereof if the redemption occurs on and after April 1, 2016, in each case, plus accrued and unpaid interest, if any, to the redemption date. In addition, prior to April 1, 2013, with the net cash proceeds from certain equity offerings, the Company may redeem up to 35% in aggregate principal amount of the 2010 Senior Notes and the New 2010 Senior Notes at a redemption price of 108.250% of the principal amount of the 2010 Senior Notes and the New 2010 Senior Notes to be redeemed, plus accrued and unpaid interest to the redemption date.

The Company's Credit Agreement contains various financial covenants, including provisions that require the Company to maintain certain leverage and interest coverage ratios and not to exceed annual capital expenditures of $3.0 million. The Credit Agreement, together with the Indenture governing the 2010 Senior Notes and the New 2010 Senior Notes also contain provisions that restrict the Company from undertaking specified corporate actions, such as asset dispositions, acquisitions,

dividend payments, repurchases of common shares outstanding, changes of control, incurrences of indebtedness, creation of liens, making of loans and transactions with affiliates. Additionally, the Credit Agreement and the Indenture contain cross-default provisions whereby a default pursuant to the terms and conditions of certain indebtedness will cause a default on the remaining indebtedness under the Credit Agreement, the Indenture and the Indenture governing the Senior Subordinated Notes. At September 30, 2010, the Company was in compliance with the applicable financial covenants under its long-term indebtedness.

Future principal payments required in accordance with the terms of the Credit Agreement and the Indenture are as follows (in thousands):

Year Ending September 30	
2011	$1,500
2012	1,500
2013	1,500
2014	1,500
2015	1,500
Thereafter	288,000
	$295,500

11. Fair Value Measurements

As deemed appropriate, the Company uses derivative financial instruments to mitigate the impact of changing interest rates associated with its long-term debt obligations. At September 30, 2010, the Company had no open financial derivative financial obligations. While the Company has not historically entered into derivative financial instruments for trading purposes, all of the Company's derivatives were over-the-counter instruments with liquid markets. The notional, or contractual, amount of the Company's derivative financial instruments was used to measure the amount of interest to be paid or received and did not represent an actual liability. The Company accounted for the interest rate cap and swap agreements as cash flow hedges.

The Company entered into an interest rate swap agreement, effective March 26, 2008, in the notional amount of $175.0 million, decreasing to $125.0 million at March 26, 2009 to replace and supplement the interest rate cap agreement that expired on May 30, 2008. The Company agreed to pay a fixed rate of 2.88% while receiving a variable rate based on LIBOR. The agreement terminated on March 26, 2010, and was neither renewed nor replaced.

The Fair Value Measurements and Disclosures Topic of the FASB ASC requires fair value to be determined based on the exchange price that would be received for an asset or paid to transfer a liability in the principal or most advantageous market assuming an orderly transaction between market participants. The Fair Value Measurements and Disclosures Topic established market (observable inputs) as the preferred source of fair value to be followed by the Company's assumptions of fair value based on hypothetical transactions (unobservable inputs) in the absence of observable market inputs.

Based upon the above, the following fair value hierarchy was created:

Level 1 — Quoted market prices for identical instruments in active markets,

Level 2 — Quoted prices for similar instruments in active markets, as well as quoted prices for identical or similar instruments in markets that are not considered active, and

Level 3 — Unobservable inputs developed by the Company using estimates and assumptions reflective of those that would be utilized by a market participant.

A summary of the fair value of the Company's derivative instruments, their impact on the consolidated statements of operations and comprehensive income and the amounts reclassified from other comprehensive income is as follows (in thousands):

	September 30, 2010			For the Three Months Ended September 30, 2010		
				Income Statement Account	Amount Income	Amount Gains
Cash Flow Hedging Instruments	Balance Sheet Location	Notional Amount	Fair Value Asset/ (Liability)	Gains/ Losses Charged	(Expense) Recognized In Income	(Losses) Recognized In OCI
Interest Rate Swap	n/a	$—	$—	n/a	$—	$—

	September 30, 2010			For the Six Months Ended September 30, 2010		
				Income Statement Account	Amount Income	Amount Gains
Cash Flow Hedging Instruments	Balance Sheet Location	Notional Amount	Fair Value Asset/ (Liability)	Gains/ Losses Charged	(Expense) Recognized In Income	(Losses) Recognized In OCI
Interest Rate Swap	n/a	$—	$—	n/a	$—	$—

	September 30, 2009			For the Three Months Ended September 30, 2009		
				Income Statement Account	Amount Income	Amount Gains
Cash Flow Hedging Instruments	Balance Sheet Location	Notional Amount	Fair Value Asset/ (Liability)	Gains/ Losses Charged	(Expense) Recognized In Income	(Losses) Recognized In OCI
Interest Rate Swap	Other Accrued Liabilities	$125,000	$(1,572)	Interest Expense	$(729)	$444

	September 30, 2009			For the Six Months Ended September 30, 2009		
				Income Statement Account	Amount Income	Amount Gains
Cash Flow Hedging Instruments	Balance Sheet Location	Notional Amount	Fair Value Asset/ (Liability)	Gains/ Losses Charged	(Expense) Recognized In Income	(Losses) Recognized In OCI
Interest Rate Swap	Other Accrued Liabilities	$125,000	$(1,572)	Interest Expense	$(1,260)	$580

The determination of fair value is based on closing prices for similar instruments traded in liquid over-the-counter markets. The changes in the fair value of this interest rate swap were recorded in Accumulated Other Comprehensive Income in the balance sheet due to its designation as a cash flow hedge. As the interest swap agreement terminated on March 26, 2010, the ending balance in Accumulated Other Comprehensive Income on the Consolidated Balance Sheet as of March 31, 2010 is $0.

At September 30, 2010 and March 31, 2010, the Company was not a party to any outstanding interest rate swap agreements.

For certain of our financial instruments, including cash, accounts receivable, accounts payable and other current liabilities, the carrying amounts approximate their respective fair values due to the relatively short maturity of these amounts.

At September 30, 2010 and March 31, 2010, the carrying value of the 2010 Senior Term Loan was $145.5 million and $150.0 million, respectively. The terms of the facility provide that the interest rate is adjusted, at the Company's option, on either a

monthly or quarterly basis, to the prime rate plus a margin of 2.25% or LIBOR, with a floor of 1.50%, plus a margin of 3.25%. The market value of the Company's 2010 Senior Term Loan was approximately $145.7 million and $150.8 million at September 30, 2010 and March 31, 2010, respectively.

At September 30, 2010 and March 31, 2010, the carrying value of the Company's 2010 Senior Notes was $150.0 million. The market value of these notes was approximately $155.3 million and $152.3 million at September 30, 2010 and March 31, 2010, respectively. The market values have been determined from market transactions in the Company's debt securities. Also at March 31, 2010, the Company maintained a residual balance of $28.1 million relating to the Senior Subordinated Notes, all of which was redeemed on April 15, 2010 at par value.

12. Stockholders' Equity

The Company is authorized to issue 250.0 million shares of common stock, $0.01 par value per share, and 5.0 million shares of preferred stock, $0.01 par value per share. The Board of Directors may direct the issuance of the undesignated preferred stock in one or more series and determine preferences, privileges and restrictions thereof.

Each share of common stock has the right to one vote on all matters submitted to a vote of stockholders. The holders of common stock are also entitled to receive dividends whenever funds are legally available and when declared by the Board of Directors, subject to prior rights of holders of all classes of stock outstanding having priority rights as to dividends. No dividends have been declared or paid on the Company's common stock through September 30, 2010.

There were no share repurchases during the year ended March 31, 2010. During the three and six month periods ended September 30, 2010, the Company received 7,000 shares of common stock from employees in satisfaction of applicable withholding taxes payable upon vesting of restricted common stock on May 25, 2010. The average price of the shares used to satisfy these withholding obligations was $7.51 per share. All of such shares have been recorded as treasury stock.

13. Comprehensive Income

The following table describes the components of comprehensive income for the three and six month periods ended September 30, 2010 and 2009 (in thousands):

	Three Months Ended September 30	
	2010	2009
Components of Comprehensive Income		
Net income	$11,022	$9,923
Unrealized gain on interest rate swaps, net of income tax of $168 (2009)	—	276
Comprehensive Income	$11,022	$10,199

	Six Months Ended September 30	
	2010	2009
Components of Comprehensive Income		
Net income	$20,628	$18,248

Unrealized gain on interest rate swaps, net of income tax of $220 (2009)	—	360
Comprehensive Income	$20,628	$18,608

14. Earnings Per Share

The following table sets forth the computation of basic and diluted earnings per share (in thousands, except per share data):

	Three Months Ended September 30		Six Months Ended September 30	
	2010	2009	2010	2009
Numerator				
Income from continuing operations	$11,410	$8,875	$20,618	$16,203
Income from discontinued operations and loss on sale of discontinued operations	(388)	1,048	10	2,045
Net income	$11,022	$9,923	$20,628	$18,248
Denominator				
Denominator for basic earnings per share — weighted average shares	50,053	50,012	50,045	49,997
Dilutive effect of unvested restricted common stock (including restricted stock units) and options issued to employees and directors	88	43	78	83
Denominator for diluted earnings per share	50,141	50,055	50,123	50,080
Earnings per Common Share:				
Basic earnings per share from continuing operations	$0.23	$0.18	$0.41	$0.32
Basic earnings per share from discontinued operations	(0.01)	0.02	—	0.04
Basic net earnings per share	$0.22	$0.20	$0.41	$0.36
Diluted earnings per share from continuing operations	$0.23	$0.18	$0.41	$0.32
Diluted earnings per share from discontinued operations	(0.01)	0.02	—	0.04
Diluted net earnings per share	$0.22	$0.20	$0.41	$0.36

At September 30, 2010, 280,492 shares of restricted stock granted to employees and directors, including restricted stock units, subject only to time vesting, were unvested and excluded from the calculation of basic earnings per share; however, such shares were included in the calculation of diluted earnings per share. Additionally, 73,266 shares of restricted stock granted to employees have been excluded from the calculation of both basic and diluted earnings per share because vesting of such shares is subject to contingencies that were not met as of September 30, 2010. Lastly, at September 30, 2010, there were options to purchase 1,508,592 shares of common stock outstanding that were not included in the computation of diluted earnings per share because their exercise price was greater than the average market price of the common stock over the three month period ended September 30, 2010, and therefore, their inclusion would be antidilutive.

At September 30, 2009, 209,952 shares of restricted stock granted to employees and directors, subject only to time-vesting, were unvested and excluded from the calculation of basic earnings per share; however, such shares were included in the calculation of diluted earnings per share. Additionally, 101,802 shares of restricted stock granted to employees have been excluded from the calculation of both basic and diluted earnings per share because vesting of such shares is subject to contingencies that were not met as of September 30, 2009. Lastly, at September 30, 2009, there were options to purchase 1,391,172 shares of common stock outstanding that were not included in the

computation of diluted earnings because their exercise price was greater than the average market price of the common stock over the three month period ended September 30, 2009, and therefore, their inclusion would be antidilutive.

15. Share-Based Compensation

In connection with the Company's initial public offering, the Board of Directors adopted the 2005 Long-Term Equity Incentive Plan (the “Plan”) which provides for the grant, up to a maximum of 5.0 million shares, of restricted stock, stock options, restricted stock units, deferred stock units and other equity-based awards. Directors, officers and other employees of the Company and its subsidiaries, as well as others performing services for the Company, are eligible for grants under the Plan. The Company believes that such awards better align the interests of its employees with those of its stockholders.

During the six month period ended September 30, 2010, net compensation costs charged against income and the related income tax benefit recognized were $1.7 million and $666,000, respectively. During the six month period ended September 30, 2009, net compensation costs charged against income and the related income tax benefit recognized were $848,000 and $321,000, respectively.

Restricted Shares
Restricted shares granted to employees under the Plan generally vest in 3 to 5 years, contingent on attainment by the Company of revenue and earnings before income taxes, depreciation and amortization growth targets, or the attainment of certain time vesting thresholds. The restricted share awards provide for accelerated vesting if there is a change of control, as defined in the the Plan or agreement pursuant to which the awards were made. The fair value of nonvested restricted shares is determined as the closing price of the Company's common stock on the day preceding the grant date. The weighted-average fair value of restricted shares granted during the six month periods ended September 30, 2010 and 2009 were $8.85 and $7.16, respectively.

A summary of the Company's restricted shares (including restricted stock units) granted under the Plan is presented below:

Restricted Shares	Shares (in thousands)	Weighted-Average Grant-Date Fair Value
Nonvested at March 31, 2010	287.1	$8.86
Granted	130.2	8.85
Vested	(48.5)	9.23
Forfeited	(15.0)	10.45
Nonvested at September 30, 2010	353.8	8.74
Nonvested at March 31, 2009	342.4	11.31
Granted	171.6	7.16
Vested	(47.8)	10.97
Forfeited	(152.2)	11.54
Nonvested at September 30, 2009	314.0	8.94

Options
The Plan provides that the exercise price of the option granted shall be no less than the fair market value of the Company's common stock on the date the option is granted. Options granted have a term of no greater than 10 years from the date of grant and vest in accordance with a schedule determined at the time the option is granted, generally 3

to 5 years. The option awards provide for accelerated vesting if there is a change in control.

The fair value of each option award is estimated on the date of grant using the Black-Scholes Option Pricing Model that uses the assumptions noted in the following table. Expected volatilities are based on the historical volatility of the Company's common stock and other factors, including the historical volatilities of comparable companies. The Company uses appropriate historical, as well as current data, to estimate option exercise and employee termination behaviors. Employees that are expected to exhibit similar exercise or termination behaviors are grouped together for the purposes of valuation. The expected terms of the options granted are derived from management's estimates and consideration of information derived from the public filings of companies similar to the Company and represent the period of time that options granted are expected to be outstanding. The risk-free rate represents the yield on U.S. Treasury bonds with a maturity equal to the expected term of the

granted option. The weighted-average grant-date fair value of the options granted during the six month periods ended September 30, 2010 and 2009 were $4.81 and $3.64, respectively.

	Six Months Ended September 30	
	2010	2009
Expected volatility	52.7 %	45.6 %
Expected dividends	$—	$—
Expected term in years	6.5	7.0
Risk-free rate	3.4 %	2.8 %

A summary of option activity under the Plan is as follows:

Options	Shares (in thousands)	Weighted-Average Exercise Price	Weighted-Average Remaining Contractual Term	Aggregate Intrinsic Value (in thousands)
Outstanding at March 31, 2009	662.6	$11.65	8.8	$—
Granted	1,125.0	7.16	10.0	—
Exercised	—	—	—	—
Forfeited or expired	(142.6)	11.26	1.5	—
Outstanding at September 30, 2009	1,645.0	8.61	9.4	—
Outstanding at March 31, 2010	1,584.2	8.50	8.9	—
Granted	362.1	9.03	9.5	311.4
Exercised	—	—	—	—
Forfeited or expired	(26.8)	10.44	7.1	—
Outstanding at September 30, 2010	1,919.5	8.57	8.6	2,533.7
Exercisable at September 30, 2010	616.4	10.18	7.8	—

Since the Company's closing stock price of $9.89 at September 30, 2010 exceeded the weighted-average exercise price of the outstanding options, the aggregate intrinsic value of the outstanding options was $2.5 million at September 30, 2010. Since the weighted-average exercise price of the outstanding options exceeded the Company's closing stock price of $7.04 at September 30, 2009, the aggregate intrinsic value of outstanding options was $0 at September 30, 2009.

At September 30, 2010, there were $4.8 million of unrecognized compensation costs related to nonvested share-based compensation arrangements under the Plan based on management's estimate of the shares that will ultimately vest. The Company expects to recognize such costs over a weighted average period of 3.2 years. However, certain of the restricted shares vest upon the attainment of Company performance goals and if such goals are not met, no compensation costs would ultimately be recognized and any previously recognized compensation cost would be reversed. The total fair value of shares vested during the six months ended September 30, 2010 and 2009 was $448,000 and $525,000, respectively. There were no options exercised during either of the six month periods ended September 30, 2010 and 2009; hence, there were no tax benefits realized during these periods. At September 30, 2010, there were 2.6 million shares available for issuance under the Plan.

16. Income Taxes

Income taxes are recorded in the Company's quarterly financial statements based on the Company's estimated annual effective income tax rate subject to adjustments for discrete events should they occur. The effective tax rates used in the calculation of income taxes were 38.2% and 37.9%, respectively, for the three and six month periods ended September 30, 2010 and 2009.

At September 30, 2010, Medtech Products Inc., a wholly-owned subsidiary of the Company, had a net operating loss

carryforward of approximately $1.9 million which may be used to offset future taxable income of the consolidated group and which begins to expire in 2020. The net operating loss carryforward is subject to an annual limitation as to usage pursuant to Internal Revenue Code Section 382 of approximately $240,000.

Uncertain tax liability activity is as follows:

(In thousands)	2010	2009
Balance — March 31	$315	$225
Adjustments based on tax positions related to the current year	—	—
Balance — September 30	$315	$225

The Company recognizes interest and penalties related to uncertain tax positions as a component of income tax expense. The Company does not anticipate any significant events or circumstances that would cause a change to these uncertainties during the ensuing year. For the three and six months ended September 30, 2010 and 2009, the Company did not incur or recognize any material interest or penalties related to income taxes.

17. Commitments and Contingencies

San Francisco Technology Inc. Litigation

On April 5, 2010, Medtech Products Inc. ("Medtech"), a wholly-owned subsidiary of the Company, was served with a Complaint filed by San Francisco Technology Inc. (“SFT”) in the U.S. District Court for the Northern District of California, San Jose Division (the "California Court"). In the Complaint, SFT asserted a qui tam action against Medtech alleging false patent markings with the intent to deceive the public regarding Medtech's two Dermoplast® products. Medtech filed a Motion to Dismiss or Stay and a Motion to Sever and Transfer Venue to the U.S. District Court for the Southern District of New York (the "New York Court").

On July 19, 2010, the California Court issued an Order in which it severed the action as to each and every separate defendant (including Medtech). In addition, in the Order the California Court transferred the action against Medtech to the New York Court.

On October 25, 2010, Medtech filed with the New York Court a Motion to Dismiss, or in the Alternative, to Stay, the action brought by SFT which, on August 11, 2010, was transferred to the New York Court from the California Court. Medtech intends to vigorously defend against the action.

In addition to the matter described above, the Company is involved from time to time in other routine legal matters and other claims incidental to its business. The Company reviews outstanding claims and proceedings internally and with external counsel as necessary to assess probability and amount of potential loss. These assessments are re-evaluated at each reporting period and as new information becomes available to determine whether a reserve should be established or if any existing reserve should be adjusted. The actual cost of resolving a claim or proceeding ultimately may be substantially different than the amount of the recorded reserve. In addition, because it is not permissible under GAAP to establish a litigation reserve until the loss is both probable and estimable, in some cases there may be insufficient time to establish a reserve prior to the actual incurrence of the loss (upon verdict and judgment at trial, for example, or in the case of a quickly negotiated settlement). The Company believes the resolution of routine matters and other incidental claims, taking insurance into account, will not have a material adverse effect on its business, financial condition or results from operations.

Lease Commitments

The Company has operating leases for office facilities and equipment in New York and Wyoming, which expire at various dates through 2014.

The following summarizes future minimum lease payments for the Company's operating leases (in thousands) as of September 30, 2010:

	Facilities	Equipment	Total
Year Ending September 30			
2011	$715	$81	$796
2012	610	54	664
2013	587	37	624
2014	348	—	348
Thereafter	—	—	—
	$2,260	$172	$2,432

Rent expense for the three months ended September 30, 2010 and 2009 was $201,000 and $158,000, respectively, while rent expense for the six months ended September 30, 2010 and 2009 was $406,000 and $348,000, respectively.

Purchase Commitments

The Company has entered into a 10 year supply agreement for the exclusive manufacture of a portion of one of its household cleaning brands. Although the Company is committed under the supply agreement to pay the minimum amounts set forth in the table below, the total commitment is less than 10 percent of the estimated purchases that are expected to be made during the course of the agreement.

(In thousands)	
Year Ending September 30	
2011	$10,687
2012	1,971
2013	1,151
2014	1,120
2015	1,090
Thereafter	4,131
	$20,150

18. Concentrations of Risk

The Company's sales are concentrated in the areas of over-the-counter healthcare and household cleaning products. The Company sells its products to mass merchandisers, food and drug accounts, and dollar and club stores. During the three and six month periods ended September 30, 2010, approximately 65.3% and 66.7%, respectively, of the Company's total sales were derived from its four major brands, while during the three and six month periods ended September 30, 2009 approximately 65.9% and 65.8%, respectively, of the Company's total sales were derived from its four major brands. During the three and six month periods ended September 30, 2010, approximately 21.5% and 22.5%, respectively, of the Company's sales were made to one customer, while during the three and six month periods ended September 30, 2009, approximately 24.6% and 25.3%, respectively, of sales were to this customer. At September 30, 2010, approximately 17.9% of accounts receivable were owed by the same customer.

The Company manages product distribution in the continental United States through a main distribution center in St. Louis, Missouri. A serious disruption, such as a flood or fire, to the main distribution center could damage the Company's inventories and could materially impair the Company's ability to distribute its products to customers in a timely manner or at a reasonable cost. The Company could incur significantly higher costs and experience longer lead times associated with the distribution of its products to its customers during the time that it takes the Company to

reopen or replace its distribution center. As a result, any such disruption could have a material adverse effect on the Company's sales and profitability.

At September 30, 2010, the Company had relationships with over 37 third party manufacturers. Of those, the Company had long-term contracts with 18 manufacturers that produced items that accounted for approximately 58.9% of gross sales for the six months ended September 30, 2010. At September 30, 2009, the Company had relationships with over 38 third party manufacturers. Of those, the Company had long-term contracts with 19 manufacturers that produced items that accounted for

approximately 58.9% of gross sales for the six months ended September 30, 2009. The fact that the Company does not have long term contracts with certain manufacturers means they could cease producing these products at any time and for any reason, or initiate arbitrary and costly price increases which could have a material adverse effect on the Company's business, financial condition and results from operations.

19. Business Segments

Segment information has been prepared in accordance with the Segment Topic of the FASB ASC. As fully described in Note 3, on September 1, 2010, the Company sold certain assets related to its nail polish remover brand previously included in its Personal Care segment to an unrelated third party. The sold assets comprised a substantial majority of the assets in the Personal Care segment. The remaining assets and revenue generated do not constitute a reportable segment under the Segment Reporting topic of the FASB ASC. The Company reclassified the remaining assets and results to the Over-the-Counter Healthcare segment for all periods presented. The Company's operating and reportable segments now consist of (i) Over-the-Counter Healthcare and (ii) Household Cleaning.

There were no inter-segment sales or transfers during any of the periods presented. The Company evaluates the performance of its operating segments and allocates resources to them based primarily on contribution margin.

The tables below summarize information about the Company's operating and reportable segments.

	For the Three Months Ended September 30, 2010		
	Over-the-Counter Healthcare	Household Cleaning	Consolidated
(In thousands)			
Net sales	$50,658	$26,830	$77,488
Other revenues	181	634	815
Total revenues	50,839	27,464	78,303
Cost of sales	17,798	17,915	35,713
Gross profit	33,041	9,549	42,590
Advertising and promotion	6,912	1,328	8,240
Contribution margin	$26,129	$8,221	34,350
Other operating expenses			10,514
Operating income			23,836
Other expense			5,373
Provision for income taxes			7,053
Income from continuing operations			11,410
Income from discontinued operations, net of income tax			162
Loss on sale of discontinued operations, net of income tax benefit			(550)
Net income			$11,022

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	For the Six Months Ended September 30, 2010		
(In thousands)	Over-the-Counter Healthcare	Household Cleaning	Consolidated
Net sales	$95,364	$52,645	$148,009
Other revenues	195	1,334	1,529
Total revenues	95,559	53,979	149,538
Cost of sales	33,649	35,328	68,977
Gross profit	61,910	18,651	80,561
Advertising and promotion	12,075	3,651	15,726
Contribution margin	$49,835	$15,000	64,835
Other operating expenses			20,337
Operating income			44,498
Other expense			11,135
Provision for income taxes			12,745
Income from continuing operations			20,618
Income from discontinued operations, net of income tax			560
Loss on sale of discontinued operations, net of income tax benefit			(550)
Net income			$20,628

	For the Three Months Ended September 30, 2009		
(In thousands)	Over-the-Counter Healthcare	Household Cleaning	Consolidated
Net sales	$51,706	$28,602	$80,308
Other revenues	10	411	421
Total revenues	51,716	29,013	80,729
Cost of sales	19,453	18,483	37,936
Gross profit	32,263	10,530	42,793
Advertising and promotion	7,390	2,285	9,675
Contribution margin	$24,873	$8,245	33,118
Other operating expenses			13,184
Operating income			19,934
Other expense			5,642
Provision for income taxes			5,417
Income from continuing operations			8,875

Income from discontinued operations, net of income tax	1,048
Net income	$9,923

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	For the Six Months Ended September 30, 2009		
	Over-the-Counter Healthcare	Household Cleaning	Consolidated
(In thousands)			
Net sales	$92,362	$55,443	$147,805
Other revenues	20	1,017	1,037
Total revenues	92,382	56,460	148,842
Cost of sales	33,242	36,284	69,526
Gross profit	59,140	20,176	79,316
Advertising and promotion	14,139	4,204	18,343
Contribution margin	$45,001	$15,972	60,973
Other operating expenses			23,586
Operating income			37,387
Other expense			11,295
Provision for income taxes			9,889
Income from continuing operations			16,203
Income from discontinued operations, net of income tax			2,045
Net income			$18,248

During the three and six month periods ended September 30, 2010, approximately 95.6% and 95.8%, respectively, of the Company's sales were made to customers in the United States and Canada, while during the three and six month periods ended September 30, 2009, approximately 94.7% and 95.7%, respectively, of sales were made to customers in the United States and Canada. Other than the United States, no individual geographical area accounted for more than 10% of net sales in any of the periods presented.

At September 30, 2010, substantially all of the Company's long-term assets were located in the United States and have been allocated to the operating segments as follows:

(In thousands)	Over-the-Counter Healthcare	Household Cleaning	Consolidated
Goodwill	$104,100	$7,389	$111,489
Intangible assets			
Indefinite-lived	334,750	119,821	454,571
Finite-lived	63,013	32,271	95,284
	397,763	152,092	549,855
	$501,863	$159,481	$661,344

20. Condensed Consolidating Financial Statements

As described in Note 10, the Company, together with certain of its wholly-owned subsidiaries, have fully and unconditionally guaranteed, on a joint and several basis, the obligations of Prestige Brands, Inc. (a wholly-owned subsidiary of the Company) set forth in that certain Indenture dated March 24, 2010, including, without limitation, the obligation to pay principal and interest with respect to the 2010 Senior Notes . The wholly-owned subsidiaries of the Company which have guaranteed the 2010 Senior Notes are as follows: Prestige Personal Care Holdings, Inc., Prestige Personal Care, Inc., Prestige Services Corp., Prestige Brands Holdings, Inc. (a Virginia corporation), Prestige Brands International, Inc., Medtech Holdings, Inc., Medtech Products Inc., The Cutex Company, The Denorex Company and The Spic and Span Company (collectively, the "Subsidiary Guarantors"). A significant portion of the Company's operating income and cash flow is generated by its subsidiaries. As a result, funds necessary to meet Prestige Brands, Inc.'s debt service obligations are provided in part by distributions or advances from the Company's subsidiaries. Under certain circumstances, contractual and legal restrictions, as well as the financial condition and operating requirements of the Company's subsidiaries, could limit Prestige Brands, Inc.'s ability to obtain cash from the Company's subsidiaries for the purpose of meeting its debt service obligations, including the payment of principal and interest on the 2010 Senior Notes. Although holders of the 2010 Senior Notes will be direct creditors of the guarantors of the 2010 Senior Notes by virtue of the guarantees, the Company has indirect subsidiaries located primarily in the United Kingdom and in the Netherlands (collectively, the "Non-Guarantor Subsidiaries") that have not guaranteed the 2010 Senior Notes, and such subsidiaries will not be obligated with respect to the 2010 Senior Notes. As a result, the claims of creditors of the Non-Guarantor Subsidiaries will effectively have priority with respect to the assets and earnings of such companies over the claims of the holders of the 2010 Senior Notes.

Presented below are supplemental condensed consolidating balance sheets as of September 30, 2010 and March 31, 2010 and condensed consolidating statements of operations for the three and six month periods ended September 30, 2010 and 2009, and condensed consolidating statements of cash flows for the six month periods ended September 30, 2010 and 2009. Such consolidating information includes separate columns for:

a) Prestige Brands Holdings, Inc., the parent,
b) Prestige Brands, Inc., the issuer,
c) Combined Subsidiary Guarantors,
d) Combined Non-Guarantor Subsidiaries,
e) Elimination entries necessary to consolidate the Company and all of its subsidiaries.

The condensed consolidating financial statements are presented using the equity method of accounting for investments in wholly-owned subsidiaries. Under the equity method, the investments in subsidiaries are recorded at cost and adjusted for our share of the subsidiaries' cumulative results of operations, capital contributions, distributions and other equity changes. The elimination entries principally eliminate investments in subsidiaries and intercompany balances and transactions. The financial information in this footnote should be read in conjunction with the consolidated financial statements presented and other notes related thereto.

Condensed Consolidating Statement of Operations
Three Months Ended September 30, 2010

(In thousands)	Prestige Brands Holdings, Inc.	Prestige Brands, Inc., the issuer	Combined Subsidiary Guarantors	Combined Non-guarantor Subsidiaries	Eliminations	Consolidated
Revenues	$—	$49,713	$26,830	$945	$—	$ 77,488
Other Revenue	—	181	634	513	(513)	815
Total Revenue	—	49,894	27,464	1,458	(513)	78,303
Cost of Sales						
Cost of Sales (exclusive of depreciation)	—	17,980	17,915	331	(513)	35,713
Gross Profit	—	31,914	9,549	1,127	—	42,590
Advertising and promotion	—	6,651	1,328	261	—	8,240
General and administrative	(25)	5,677	2,811	(362)	—	8,101
Depreciation and amortization	115	1,819	463	16	—	2,413
Total operating expenses	90	14,147	4,602	(85)	—	18,754
Operating income (loss)	(90)	17,767	4,947	1,212	—	23,836
Other (income) expense						
Interest income	(13,095)	(2,322)	—	(25)	15,442	—
Interest expense	—	17,254	3,561	—	(15,442)	5,373
Equity in income of subsidiaries	(3,026)	—	—	—	3,026	—
Total other (income) expense	(16,121)	14,932	3,561	(25)	3,026	5,373
Income (loss) from continuing operations before income taxes	16,031	2,835	1,386	1,237	(3,026)	18,463
Provision for income taxes	5,009	1,302	529	213	—	7,053
Income (loss) from continuing operations	11,022	1,533	857	1,024	(3,026)	11,410
Discontinued operations						
Income from discontinued operations, net of income tax	—	161	1	—	—	162
Loss on sale of discontinued operations, net of income tax benefit	—	(550)	—	—	—	(550)
Net income (loss)	$11,022	$1,144	$858	$1,024	$ (3,026)	$ 11,022

Condensed Consolidating Statement of Operations
Three Months Ended September 30, 2009

(In thousands)	Prestige Brands Holdings, Inc.	Prestige Brands, Inc., the issuer	Combined Subsidiary Guarantors	Combined Non-guarantor Subsidiaries	Eliminations	Consolidated
Revenues	$—	$50,417	$28,601	$1,290	$—	$ 80,308
Other Revenue	—	9	412	491	(491)	421
Total Revenue	—	50,426	29,013	1,781	(491)	80,729
Cost of Sales						
Cost of Sales (exclusive of depreciation)	—	19,418	18,483	526	(491)	37,936
Gross Profit	—	31,008	10,530	1,255	—	42,793
Advertising and promotion	—	6,998	2,285	392	—	9,675
General and administrative	(86)	6,492	4,043	32	—	10,481
Depreciation and amortization	91	2,122	472	18	—	2,703
Total operating expenses	5	15,612	6,800	442	—	22,859
Operating income (loss)	(5)	15,396	3,730	813	—	19,934
Other (income) expense						
Interest income	(13,185)	(2,330)	—	(33)	15,548	—
Interest expense	—	17,604	3,586	—	(15,548)	5,642
Equity in income of subsidiaries	(1,742)	—	—	—	1,742	—
Total other (income) expense	(14,927)	15,274	3,586	(33)	1,742	5,642
Income (loss) from continuing operations before income taxes	14,922	122	144	846	(1,742)	14,292
Provision for income taxes	4,999	151	55	212	—	5,417
Income (loss) from continuing operations	9,923	(29)	89	634	(1,742)	8,875
Discontinued operations						
Income from discontinued operations, net of income tax	—	939	109	—	—	1,048
Net income (loss)	$9,923	$910	$198	$634	$ (1,742)	$ 9,923

Condensed Consolidating Statement of Operations
Six Months Ended September 30, 2010

(In thousands)	Prestige Brands Holdings, Inc.	Prestige Brands, Inc., the issuer	Combined Subsidiary Guarantors	Combined Non-guarantor Subsidiaries	Eliminations	Consolidated
Revenues	$—	$93,682	$52,645	$1,682	$—	$ 148,009
Other Revenue	—	195	1,334	990	(990)	1,529
Total Revenue	—	93,877	53,979	2,672	(990)	149,538
Cost of Sales						
Cost of Sales (exclusive of depreciation)	—	34,017	35,328	622	(990)	68,977
Gross Profit	—	59,860	18,651	2,050	—	80,561
Advertising and promotion	—	11,632	3,651	443	—	15,726
General and administrative	(151)	10,205	5,399	61	—	15,514
Depreciation and amortization	226	3,638	926	33	—	4,823
Total operating expenses	75	25,475	9,976	537	—	36,063
Operating income (loss)	(75)	34,385	8,675	1,513	—	44,498
Other (income) expense						
Interest income	(26,070)	(4,625)	—	(47)	30,742	—
Interest expense	—	34,487	7,090	—	(30,742)	10,835
Loss on extinguishment of debt	—	300	—	—	—	300
Equity in income of subsidiaries	(4,622)	—	—	—	4,622	—
Total other (income) expense	(30,692)	30,162	7,090	(47)	4,622	11,135
Income (loss) from continuing operations before income taxes	30,617	4,223	1,585	1,560	(4,622)	33,363
Provision for income taxes	9,989	1,771	605	380	—	12,745
Income (loss) from continuing operations	20,628	2,452	980	1,180	(4,622)	20,618
Discontinued operations						
Income (loss) from discontinued operations, net of income tax	—	563	(3)	—	—	560
Loss on sale of discontinued operations, net on income tax benefit	—	(550)	—	—	—	(550)
Net income (loss)	$20,628	$2,465	$977	$1,180	$(4,622)	$ 20,628

Condensed Consolidating Statement of Operations
Six Months Ended September 30, 2009

(In thousands)	Prestige Brands Holdings, Inc.	Prestige Brands, Inc., the issuer	Combined Subsidiary Guarantors	Combined Non-guarantor Subsidiaries	Eliminations	Consolidated
Revenues	$—	$90,606	$55,443	$1,756	$—	$ 147,805
Other Revenue	—	20	1,017	798	(798)	1,037
Total Revenue	—	90,626	56,460	2,554	(798)	148,842
Cost of Sales						
Cost of Sales (exclusive of depreciation)	—	33,340	36,284	700	(798)	69,526
Gross Profit	—	57,286	20,176	1,854	—	79,316
Advertising and promotion	—	13,597	4,204	542	—	18,343
General and administrative	(247)	11,770	7,330	(178)	—	18,675
Depreciation and amortization	178	3,754	945	34	—	4,911
Total operating expenses (income)	(69)	29,121	12,479	398	—	41,929
Operating income	69	28,165	7,697	1,456	—	37,387
Other (income) expense						
Interest income	(26,249)	(4,645)	—	(60)	30,954	—
Interest expense	—	35,110	7,139	—	(30,954)	11,295
Equity in income of subsidiaries	(1,971)	—	—	—	1,971	—
Total other (income) expense	(28,220)	30,465	7,139	(60)	1,971	11,295
Income (loss) from continuing operations before income taxes	28,289	(2,300)	558	1,516	(1,971)	26,092
Provision (benefit) for income taxes	10,041	(668)	212	304	—	9,889
Income (loss) from continuing operations	18,248	(1,632)	346	1,212	(1,971)	16,203
Discontinued operations						
Income from discontinued operations, net of income tax	—	1,823	222	—	—	2,045
Net income (loss)	$18,248	$191	$568	$1,212	$(1,971)	$ 18,248

Condensed Consolidating Balance Sheet
September 30, 2010

(In thousands)	Prestige Brands Holdings, Inc.	Prestige Brands, Inc., the issuer	Combined Subsidiary Guarantors	Combined Non-guarantor Subsidiaries	Eliminations	Consolidated
Assets						
Current assets						
Cash and cash equivalents	$54,323	$—	$—	$709	$—	$ 55,032
Accounts receivable	1,013	20,369	9,911	963	—	32,256
Inventories	—	16,397	7,746	854	—	24,997
Deferred income tax assets	2,658	3,577	427	1	—	6,663
Prepaid expenses and other current assets	2,190	854	157	2	—	3,203
Current assets of discontinued operations	—	14	—	—	—	14
Total current assets	60,184	41,211	18,241	2,529	—	122,165
Property and equipment	847	118	224	18	—	1,207
Goodwill	—	104,099	7,390	—	—	111,489
Intangible assets	—	397,296	152,092	467	—	549,855
Other long-term assets	—	6,456	—	—	—	6,456
Intercompany receivable	716,220	736,784	92,165	4,944	(1,550,113)	—
Investment in subsidiary	456,119	—	—	—	(456,119)	—
Total Assets	$1,233,370	$1,285,964	$270,112	$7,958	$(2,006,232)	$ 791,172
Liabilities and Stockholders' Equity						
Current liabilities						
Accounts payable	$1,694	$6,701	$4,730	$855	$—	$ 13,980
Accrued interest payable	—	6,428	—	—	—	6,428
Other accrued liabilities	(1,129)	15,957	(5,152)	236	—	9,912
Current portion of long-term debt	—	1,500	—	—	—	1,500
Total current liabilities	565	30,586	(422)	1,091	—	31,820
Long-term debt						
Principal amount	—	294,000	—	—	—	294,000
Less unamortized discount	—	(3,658)	—	—	—	(3,658)
Long-term debt, net of unamortized discount	—	290,342	—	—	—	290,342
Deferred income tax liabilities	(5)	95,411	22,129	95	—	117,630
Intercompany payable	713,618	661,864	173,906	725	(1,550,113)	—
Intercompany equity in subsidiaries	167,812	—	—	—	(167,812)	—
Total Liabilities	881,990	1,078,203	195,613	1,911	(1,717,925)	439,792
Stockholders' Equity						

Common Stock	502	—	—	—	—	502
Additional paid-in capital	385,771	337,458	118,637	24	(456,119)	385,771
Treasury stock	(114)	—	—	—	—	(114)
Retained earnings (accumulated deficit)	(34,779)	(135,424)	(44,138)	11,750	167,812	(34,779)
Intercompany dividends	—	5,727	—	(5,727)	—	—
Total Stockholders' Equity	351,380	207,761	74,499	6,047	(288,307)	351,380
Total Liabilities and Stockholders' Equity	$1,233,370	$1,285,964	$270,112	$7,958	$(2,006,232)	$ 791,172

Condensed Consolidating Balance Sheet
March 31, 2010

(In thousands)	Prestige Brands Holdings, Inc.	Prestige Brands, Inc., the issuer	Combined Subsidiary Guarantors	Combined Non-guarantor Subsidiaries	Eliminations	Consolidated
Assets						
Current assets						
Cash and cash equivalents	$40,644	$—	$—	$453	$—	$ 41,097
Accounts receivable	1,054	18,865	10,025	677	—	30,621
Inventories	—	19,798	7,257	621	—	27,676
Deferred income tax assets	2,315	3,639	398	1	—	6,353
Prepaid expenses and other current assets	4,442	226	248	1	—	4,917
Current assets of discontinued operations	—	1,486	—	—	—	1,486
Total current assets	48,455	44,014	17,928	1,753	—	112,150
Property and equipment	841	236	297	22	—	1,396
Goodwill	—	104,099	7,390	—	—	111,489
Intangible assets	—	400,900	152,964	495	—	554,359
Other long-term assets	—	7,148	—	—	—	7,148
Long-term assets of discontinued operations	—	4,870	—	—	—	4,870
Intercompany receivable	712,224	729,069	90,251	3,989	(1,535,533)	—
Investment in subsidiary	456,119	—	—	—	(456,119)	—
Total Assets	$1,217,639	$1,290,336	$268,830	$6,259	$(1,991,652)	$ 791,412
Liabilities and Stockholders' Equity						
Current liabilities						
Accounts payable	$2,526	$5,837	$4,060	$348	$—	$ 12,771
Accrued interest payable	—	1,561	—	—	—	1,561
Other accrued liabilities	10,234	4,960	(3,476)	15	—	11,733
Current portion of long-term debt	—	29,587	—	—	—	29,587
Total current liabilities	12,760	41,945	584	363	—	55,652
Long-term debt						
Principal amount	—	298,500	—	—	—	298,500
Less unamortized discount	—	(3,943)	—	—	—	(3,943)
Long-term debt, net of unamortized discount	—	294,557	—	—	—	294,557
Deferred income tax liabilities	(4)	91,828	20,224	96	—	112,144
Intercompany payable	703,389	656,711	174,500	933	(1,535,533)	—
Intercompany equity in subsidiaries	172,435	—	—	—	(172,435)	—
Total Liabilities	888,580	1,085,041	195,308	1,392	(1,707,968)	462,353

Stockholders' Equity						
Common Stock	502	—	—	—	—	502
Additional paid-in capital	384,027	337,458	118,637	24	(456,119)	384,027
Treasury stock	(63)	—	—	—	—	(63)
Retained earnings (accumulated deficit)	(55,407)	(137,890)	(45,115)	10,570	172,435	(55,407)
Intercompany dividends	—	5,727	—	(5,727)	—	—
Total Stockholders' Equity	329,059	205,295	73,522	4,867	(283,684)	329,059
Total Liabilities and Stockholders' Equity	$1,217,639	$1,290,336	$268,830	$6,259	$(1,991,652)	$ 791,412

Condensed Consolidating Statement of Cash Flows
Six Months Ended September 30, 2010

(In thousands)	Prestige Brands Holdings, Inc.	Prestige Brands, Inc., the issuer	Combined Subsidiary Guarantors	Combined Non-guarantor Subsidiaries	Eliminations	Consolidated
Operating Activities						
Net income (loss)	$20,628	$2,465	$977	$1,180	$(4,622)	$20,628
Adjustments to reconcile net income (loss) to net cash provided by operating activities:						
Depreciation and amortization	226	3,867	926	33	—	5,052
Loss on sale of discontinued operations	—	890	—	—	—	890
Deferred income taxes	(345)	3,645	1,877	(1)	—	5,176
Amortization of deferred financing costs	—	504	—	—	—	504
Stock-based compensation costs	1,744	—	—	—	—	1,744
Loss on extinguishment of debt	—	300	—	—	—	300
Amortization of debt discount	—	285	—	—	—	285
Loss on disposal of equipment	—	105	20	—	—	125
Changes in operating assets and liabilities						
Accounts receivable	41	(1,504)	114	(286)	—	(1,635)
Inventories	—	3,401	(489)	(233)	—	2,679
Inventories held for sale	—	1,100	—	—	—	1,100
Prepaid expenses and other current assets	2,252	(628)	91	(1)	—	1,714
Accounts payable	(832)	864	670	507	—	1,209
Accrued liabilities	(4,178)	8,679	(1,676)	221	—	3,046
Net cash provided by (used for) operating activities	19,536	23,973	2,510	1,420	(4,622)	42,817
Investing Activities						
Purchases of equipment	(230)	(22)	—	(2)	—	(254)
Proceeds from sale of discontined operations	—	4,122	—	—	—	4,122
Net cash (used for) provided by investing activities	(230)	4,100	—	(2)	—	3,868
Financing Activities						
Payment of deferred financing costs	—	(112)	—	—	—	(112)
Repayment of long-term debt	—	(32,587)	—	—	—	(32,587)
Purchase of treasury stock	(51)	—	—	—	—	(51)
Intercompany activity, net	(5,576)	4,626	(2,510)	(1,162)	4,622	—
Net cash (used for) provided by financing activities	(5,627)	(28,073)	(2,510)	(1,162)	4,622	(32,750)

Increase in cash	13,679	—	—	256	—	13,935
Cash - beginning of year	40,644	—	—	453	—	41,097
Cash - end of year	$54,323	$—	$—	$709	$—	$ 55,032

Condensed Consolidating Statement of Cash Flows
Six Months Ended September 30, 2009

(In thousands)	Prestige Brands Holdings, Inc.	Prestige Brands, Inc., the issuer	Combined Subsidiary Guarantors	Combined Non-guarantor Subsidiaries	Eliminations	Consolidated
Operating Activities						
Net income (loss)	$18,248	$191	$568	$1,212	$(1,971)	$18,248
Adjustments to reconcile net income (loss) to net cash provided by operating activities:						
Depreciation and amortization	179	4,328	1,543	34	—	6,084
Loss on sale of discontinued operations	—	—	—	—	—	—
Deferred income taxes	(552)	2,409	1,823	7	—	3,687
Amortization of deferred financing costs	—	956	—	—	—	956
Stock-based compensation costs	848	—	—	—	—	848
Loss on extinguishment of debt	—	—	—	—	—	—
Amortization of debt discount	—	—	—	—	—	—
Loss on disposal of equipment	—	—	—	—	—	—
Changes in operating assets and liabilities						
Accounts receivable	505	(3,734)	852	(750)	—	(3,127)
Inventories	—	713	122	(430)	—	405
Inventories held for sale	—	203	(121)	—	—	82
Prepaid expenses and other current assets	(780)	(236)	(85)	(1)	—	(1,102)
Accounts payable	525	2,199	2,197	625	—	5,546
Accrued liabilities	4,284	4,003	(306)	272	—	8,253
Net cash provided by (used for) operating activities	23,257	11,032	6,593	969	(1,971)	39,880
Investing Activities						
Purchases of equipment	(178)	(24)	—	(30)	—	(232)
Proceeds from sale of discontined operations	—	—	—	—	—	—
Net cash used for investing activities	(178)	(24)	—	(30)	—	(232)
Financing Activities						