LIFETIME HOAN CORP
Form 8-K
February 26, 2004

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, DC 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 the earliest event reported) February 26, 2004

Lifetime Hoan Corporation
(Exact name of registrant as specified in its charter)

Delaware
(State or other jurisdiction of incorporation)

1-19254	11-2682486
(Commission File Number)	(IRS Employer Identification No.)

One Merrick Avenue, Westbury, New York	11590
(Address of principal executive offices)	(Zip Code)

Registrant's telephone number, including area code: (516)683-6000

N/A
(Former name or former address, if changed since last report)

Item 7. Financial Statements and Exhibits

c) Exhibits

99 - Press Release, dated February 26, 2004

Item 12. Results of Operation and Financial Condition

On February 26, 2004, Lifetime Hoan Corporation ("the Company") issued a press release setting forth the Company's fourth-quarter and twelve-month 2003 earnings. A copy of the Company's press

release is attached hereto as Exhibit 99 and hereby incorporated by reference.

Signature

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 thereunto duly authorized.

Lifetime Hoan Corporation

By: /s/ Robert McNally
Robert McNally
Vice President of Finance and Chief Financial Officer

Date: February 26, 2004

EXHIBIT 99

LIFETIME HOAN REPORTS 31% INCREASE IN NET SALES AND 88% INCREASE IN EARNINGS PER SHARE

WESTBURY, N.Y., February 26, 2004 -- LIFETIME HOAN CORPORATION (NASDAQ NM: LCUT), a leading marketer of housewares, today announced results for the fourth quarter and full year ended December 31, 2003.

For the fourth quarter of 2003, net sales increased 31% to $62.1 million from $47.5 million in the same period of the prior year. Income from continuing operations increased 94% to $5.4 million from $2.8 million for the same period in 2002. Earnings per diluted share from continuing operations rose 88% to $0.49 per diluted share from $0.26 per diluted share in last year's fourth quarter.

For the twelve months ended December 31, 2003, net sales totaled $160.4 million compared to $131.2 million in 2002. Income from continuing operations totaled $8.4 million, or $0.78 per diluted share, compared to $3.6 million, or $0.34 per diluted share, in 2002.

Jeffrey Siegel, president and chief executive officer, commented, "Our fourth quarter performance capped a very successful year for Lifetime Hoan. Our KitchenAid(R) branded products, which include kitchen utensils, gadgets and bakeware, were an especially strong growth driver. As we expected, our S'mores Maker, introduced in mid-year, was an extremely popular gift item during the holiday season and, together with solid sales of our Cuisinart(R) cutlery, contributed to making this Lifetime's most successful fourth quarter ever.

"In 2004, we will continue our winning strategy of using

Lifetime's advanced design capabilities to develop exciting, high quality products for our portfolio of premium brands. Our KitchenAid line, which includes an exceptionally attractive and powerful assortment of utensils, gadgets and bakeware, will continue to be a key driver. In the second half of the year, we will begin rolling out kitchen cutlery, storage blocks, knife sharpeners and wood cutting boards under the KitchenAid brand name, which we expect to be just as well received as our original items.

"During 2004, we will also expand our CasaModa(R) line, focused on the growing market for casual home entertainment. This will include the introduction of a number of variations on our original S'mores Maker. Equally important, we will focus on expanding the placement of all of our products during the coming year. This was an important element of our strategy in 2003, and we expect it to help drive Lifetime's results in 2004."

In 2004, management estimates that Lifetime's net sales will total approximately $190 million to $200 million. Earnings per share are estimated to total approximately $0.95 to $1.10 for the year.

As announced in 2002, Lifetime sold its 51% interest in the businesses of each of Prestige Italiana, Spa. and Prestige Haushaltswaren GmbH (together, the "Prestige Companies"). The loss from the Prestige Companies' operations for the fourth quarter of 2002 and the full year is reflected as discontinued operations on the Company's income statements.

Lifetime Hoan has scheduled a conference call Thursday, February 26 at 11:00 a.m. Eastern time to discuss fourth-quarter-2003 results and additional matters. The dial-in number for the call is (706) 634-1218. A replay of the call will also be available through Tuesday, March 4, and can be accessed by dialing (706) 645-9291, conference ID #5325208. A live webcast of the call will be broadcast at the Company's web site, www.lifetime.hoan.com. For those who cannot listen to the live broadcast, an audio replay of the call will also be available on the site.

Lifetime Hoan Corporation is a leading designer, marketer and distributor of household cutlery, kitchenware, cutting boards, pantryware and bakeware, marketing its products under various trade names including Farberware(R) and Hoffritz(R). Lifetime Hoan's KitchenAid branded products are designed, manufactured and marketed under a license with Whirlpool Corporation. The Company's Cuisinart branded products are designed, manufactured and marketed under a license with Cuisinart. Through the use of various brand names, Lifetime Hoan's products are distributed through almost every major retailer in the U.S.

The information herein contains certain forward-looking statements including statements concerning the Company's future prospects. These statements involve risks and uncertainties, including risks relating to general economic conditions and risks relating to the Company's operations, such as the risk of loss of major customers and risks relating to changes in demand for the Company's products, as detailed from time to time in the Company's filings with the Securities and Exchange Commission.

Tables to follow

COMPANY CONTACT:
Robert McNally
Chief Financial Officer
(516) 683-6000

INVESTOR RELATIONS:
Harriet Fried
Lippert/Heilshorn & Associates,Inc.
(212) 838-3777 or
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LIFETIME HOAN CORPORATION
INCOME STATEMENT
(in 000's, except per share data)

	Three Months Ended December 31, (Unaudited)		
	2003	2002	%Increase (Decrease)
Net Sales	$62,053	$47,515	30.6%
Cost of Sales	36,936	27,945	32.2%
Distribution Expenses	6,012	5,820	3.3%
SG&A	9,935	8,728	13.8%
Income from Operations	9,170	5,022	82.6%
Interest Expense	243	316	(23.1%)
Other (Income)	(17)	(19)	(10.5%)
Income Before Taxes	8,944	4,725	89.3%
Tax Provision	3,536	1,936	82.6%
Income from Continuing Operations	5,408	2,789	93.9%
Loss from Discontinued Operations and Disposal	-	(277)	
Net Income	$5,408	$2,512	115.3%
Diluted Earnings Per Share from Continuing Operations	$0.49	$0.26	88.5%
Weighted Average Shares	11,036	10,561	
Diluted Earnings Per Share from Net Income	$0.49	$0.24	104.2%
Weighted Average Shares	11,036	10,561	

LIFETIME HOAN CORPORATION
INCOME STATEMENT
(in 000's, except per share data)

Twelve Months Ended

December 31,

	2003	2002	%Increase (Decrease)
Net Sales	$160,355	$131,219	22.2%
Cost of Sales	92,918	73,145	27.0%
Distribution Expenses	20,115	21,363	(5.8%)
SG&A	32,677	29,815	9.6%
Income from Operations	14,645	6,896	112.4%
Interest Expense	724	1,004	(27.9%)
Other (Income)	(68)	(66)	3.0%
Income Before Taxes	13,989	5,958	134.8%
Tax Provision	5,574	2,407	131.6%
Income from Continuing Operations	8,415	3,551	137.0%
Loss from Discontinued Operations and Disposal	-	(1,306)	
Net Income	$8,415	$2,245	274.8%
Diluted Income Per Share from Continuing Operations	$0.78	$0.34	129.4%
Weighted Average Shares	10,754	10,541	
Diluted Income (Loss) Per Share from Net Income	$0.78	$0.21	271.4%
Weighted Average Shares	10,754	10,541	

LIFETIME HOAN CORPORATION
CONDENSED CONSOLIDATED BALANCE SHEETS
(in thousands)

	December 31, 2003	December 31, 2002
ASSETS		
CURRENT ASSETS		
Cash and cash equivalents	$ 1,175	$ 62
Accounts receivable, net	31,977	19,143
Merchandise inventories	49,294	41,333
Prepaid expenses and other current assets	5,838	5,651
TOTAL CURRENT ASSETS	88,284	66,189
PROPERTY AND EQUIPMENT, net	20,563	20,850
INTANGIBLES, net	25,675	23,952
OTHER ASSETS	2,214	2,378
TOTAL ASSETS	$ 136,736	$ 113,369

LIABILITIES AND STOCKHOLDERS' EQUITY		
CURRENT LIABILITIES		
Short-term borrowings	$ 16,800	$ 14,200
Accounts payable and trade acceptances	8,405	2,720
Other current liabilities	21,769	15,889
TOTAL CURRENT LIABILITIES	46,974	32,809
DEFERRED RENT & OTHER LONG TERM LIABILITIES	1,593	468
DEFERRED INCOME TAX LIABILITIES	2,088	1,783
STOCKHOLDERS' EQUITY	86,081	78,309
TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY	$ 136,736	$ 113,369