

Hertzmark Hudis Jane  
Form 4  
November 02, 2018

**FORM 4**

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

Check this box  
if no longer  
subject to  
Section 16.  
Form 4 or  
Form 5  
obligations  
may continue.  
See Instruction  
1(b).

**STATEMENT OF CHANGES IN BENEFICIAL OWNERSHIP OF  
SECURITIES**

Filed pursuant to Section 16(a) of the Securities Exchange Act of 1934,  
Section 17(a) of the Public Utility Holding Company Act of 1935 or Section  
30(h) of the Investment Company Act of 1940

## OMB APPROVAL

OMB  
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(Print or Type Responses)

1. Name and Address of Reporting Person \*  
Hertzmark Hudis Jane

2. Issuer Name **and** Ticker or Trading  
Symbol  
ESTEE LAUDER COMPANIES  
INC [EL]

5. Relationship of Reporting Person(s) to  
Issuer

(Check all applicable)

(Last) (First) (Middle)  
THE ESTEE LAUDER  
COMPANIES INC., 767 FIFTH  
AVENUE

3. Date of Earliest Transaction  
(Month/Day/Year)  
10/31/2018

\_\_\_\_ Director \_\_\_\_ 10% Owner  
\_X\_ Officer (give title below) \_\_\_\_ Other (specify below)  
Group President

(Street)  
NEW YORK, NY 10153

4. If Amendment, Date Original  
Filed(Month/Day/Year)

6. Individual or Joint/Group Filing(Check  
Applicable Line)  
\_X\_ Form filed by One Reporting Person  
\_\_\_\_ Form filed by More than One Reporting  
Person

(City) (State) (Zip)

**Table I - Non-Derivative Securities Acquired, Disposed of, or Beneficially Owned**

| 1. Title of<br>Security<br>(Instr. 3) | 2. Transaction Date<br>(Month/Day/Year) | 2A. Deemed<br>Execution Date, if<br>any<br>(Month/Day/Year) | 3. Transaction<br>Code<br>(Instr. 8) | 4. Securities Acquired (A) or<br>Disposed of (D)<br>(Instr. 3, 4 and 5) | 5. Amount of<br>Securities<br>Beneficially<br>Owned<br>Following<br>Reported<br>Transaction(s)<br>(Instr. 3 and 4) | 6. Ownership<br>Form:<br>Direct (D)<br>or Indirect<br>(I)<br>(Instr. 4) | 7. Nature of<br>Indirect<br>Beneficial<br>Ownership<br>(Instr. 4) |
|---------------------------------------|-----------------------------------------|-------------------------------------------------------------|--------------------------------------|-------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------|-------------------------------------------------------------------|
|                                       |                                         |                                                             | Code                                 | V                                                                       | Amount<br>(A)<br>or<br>(D)                                                                                         | Price                                                                   |                                                                   |
| Class A<br>Common<br>Stock            | 10/31/2018                              |                                                             | M <sup>(1)</sup>                     |                                                                         | 6,936 <sup>(1)</sup>                                                                                               | A \$ 0 <sup>(2)</sup>                                                   | 52,899 D                                                          |
| Class A<br>Common<br>Stock            | 10/31/2018                              |                                                             | J <sup>(3)</sup>                     |                                                                         | 148.585<br><sup>(3)</sup>                                                                                          | A \$ 0 <sup>(2)</sup>                                                   | 53,047.585 D                                                      |
| Class A<br>Common<br>Stock            | 10/31/2018                              |                                                             | F <sup>(4)</sup>                     |                                                                         | 3,771.585                                                                                                          | D \$ 140.8                                                              | 49,276 D                                                          |

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|                            |            |   |                       |   |                                               |        |   |
|----------------------------|------------|---|-----------------------|---|-----------------------------------------------|--------|---|
| Class A<br>Common<br>Stock | 11/02/2018 | M | 20,925 <sup>(5)</sup> | A | \$ 76.23                                      | 70,201 | D |
| Class A<br>Common<br>Stock | 11/02/2018 | S | 20,925 <sup>(6)</sup> | D | \$<br>143.08<br><sup>(6)</sup> <sup>(7)</sup> | 49,276 | D |

Reminder: Report on a separate line for each class of securities beneficially owned directly or indirectly.

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SEC 1474  
(9-02)

**Table II - Derivative Securities Acquired, Disposed of, or Beneficially Owned**  
(e.g., puts, calls, warrants, options, convertible securities)

| 1. Title of<br>Derivative<br>Security<br>(Instr. 3)              | 2.<br>Conversion<br>or Exercise<br>Price of<br>Derivative<br>Security | 3. Transaction Date<br>(Month/Day/Year) | 3A. Deemed<br>Execution Date, if<br>any<br>(Month/Day/Year) | 4.<br>Transaction<br>Code<br>(Instr. 8) | 5. Number of<br>Derivative<br>Securities<br>Acquired (A)<br>or Disposed of<br>(D)<br>(Instr. 3, 4,<br>and 5) | 6. Date Exercisable and Expiration<br>Date<br>(Month/Day/Year) |                    | 7. Title and Amount<br>Underlying Security<br>(Instr. 3 and 4) |                              |
|------------------------------------------------------------------|-----------------------------------------------------------------------|-----------------------------------------|-------------------------------------------------------------|-----------------------------------------|--------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------|--------------------|----------------------------------------------------------------|------------------------------|
|                                                                  |                                                                       |                                         |                                                             | Code                                    | V (A) (D)                                                                                                    | Date Exercisable                                               | Expiration<br>Date | Title                                                          | Amount<br>or<br>Number<br>of |
| Restricted<br>Stock<br>Units<br>(Share<br>Payout) <sup>(8)</sup> | \$ 0 <sup>(2)</sup>                                                   | 10/31/2018                              |                                                             | M                                       | 2,052<br><sup>(9)</sup>                                                                                      | 10/31/2018 <sup>(11)</sup>                                     | 10/31/2018         | Class A<br>Common<br>Stock                                     | 2                            |
| Restricted<br>Stock<br>Units<br>(Share<br>Payout) <sup>(8)</sup> | \$ 0 <sup>(2)</sup>                                                   | 10/31/2018                              |                                                             | M                                       | 2,235<br><sup>(10)</sup>                                                                                     | 10/31/2018 <sup>(10)</sup>                                     | 10/31/2019         | Class A<br>Common<br>Stock                                     | 2                            |
| Restricted<br>Stock<br>Units<br>(Share<br>Payout) <sup>(8)</sup> | \$ 0 <sup>(2)</sup>                                                   | 10/31/2018                              |                                                             | M                                       | 2,649<br><sup>(11)</sup>                                                                                     | 10/31/2018 <sup>(8)(11)</sup>                                  | 11/02/2020         | Class A<br>Common<br>Stock                                     | 2                            |
| Option<br>(Right to<br>Buy)                                      | \$ 76.23                                                              | 11/02/2018                              |                                                             | M                                       | 20,925                                                                                                       | <sup>(5)</sup>                                                 | 09/03/2024         | Class A<br>Common<br>Stock                                     | 2                            |

## Signatures

11/02/2018

Date \_\_\_\_\_

### Explanation of Responses:

- Note: File three copies of this Form, one of which must be manually signed. If space is insufficient, *see* Instruction 6 for procedure. Potential persons who are to respond to the collection of information contained in this form are not required to respond unless the form displays a currently valid OMB number.