

Lauder William P  
Form 4  
August 28, 2018

# FORM 4

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

OMB APPROVAL

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## 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

(Print or Type Responses)

1. Name and Address of Reporting Person \*  
Lauder William P

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)

3. Date of Earliest Transaction (Month/Day/Year)  
08/24/2018

Director  10% Owner  
 Officer (give title below)  Other (specify below)  
Executive Chairman

THE ESTEE LAUDER COMPANIES INC., 767 FIFTH AVE.

(Street)

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

6. Individual or Joint/Group Filing(Check Applicable Line)

Form filed by One Reporting Person  
 Form filed by More than One Reporting Person

NEW YORK, NY 10153

(City) (State) (Zip)

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

| 1. Title of Security (Instr. 3) | 2. Transaction Date (Month/Day/Year) | 2A. Deemed Execution Date, if any (Month/Day/Year) | 3. Transaction Code (Instr. 8) | 4. Securities Acquired (A) or Disposed of (D) (Instr. 3, 4 and 5) | 5. Amount of Securities Beneficially Owned Following Reported Transaction(s) (Instr. 3 and 4) | 6. Ownership Form: Direct (D) or Indirect (I) (Instr. 4) | 7. Nature of Indirect Beneficial Ownership (Instr. 4) |                  |
|---------------------------------|--------------------------------------|--|--------------------------------|---|---|--|---|------------------|
|                                 |                                      |  | Code                           | V   | Amount or Price   |  |   |                  |
| Class A Common Stock            | 08/24/2018                           |  | M                              |   | \$ 124,132  | A  | \$ 29.04 192,682                                      | D <sup>(1)</sup> |
| Class A Common Stock            | 08/24/2018                           |  | M                              |   | \$ 67,056   | A  | \$ 49.09 259,738                                      | D <sup>(1)</sup> |
| Class A Common Stock            | 08/24/2018                           |  | M                              |   | \$ 56,561   | A  | \$ 59.78 316,299                                      | D <sup>(1)</sup> |

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|                            |            |                  |         |   |                |         |                                 |                          |
|----------------------------|------------|------------------|---------|---|----------------|---------|---------------------------------|--------------------------|
| Class A<br>Common<br>Stock | 08/24/2018 | M                | 34,739  | A | \$<br>67.31    | 351,038 | D <sup>(1)</sup>                |                          |
| Class A<br>Common<br>Stock | 08/24/2018 | M                | 34,110  | A | \$<br>76.23    | 385,148 | D <sup>(1)</sup>                |                          |
| Class A<br>Common<br>Stock | 08/24/2018 | M                | 25,025  | A | \$<br>77.35    | 410,173 | D <sup>(1)</sup>                |                          |
| Class A<br>Common<br>Stock | 08/24/2018 | M                | 11,883  | A | \$<br>89.47    | 422,056 | D <sup>(1)</sup>                |                          |
| Class A<br>Common<br>Stock | 08/24/2018 | J <sup>(2)</sup> | 422,056 | D | <del>(2)</del> | 0       | D <sup>(1)</sup>                |                          |
| Class A<br>Common<br>Stock | 08/24/2018 | J <sup>(2)</sup> | 422,056 | A | <del>(2)</del> | 422,056 | D <sup>(3)</sup> <sup>(4)</sup> |                          |
| Class A<br>Common<br>Stock |            |                  |         |   |                | 10,468  | I <sup>(1)</sup>                | by<br>children<br>of WPL |

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

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(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. 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. Transaction<br>Code<br>(Instr. 8) | 5. Number of<br>Derivative Securities<br>Acquired (A) or<br>Disposed of (D)<br>(Instr. 3, 4, and 5) | 6. Date Exercisable and<br>Expiration Date<br>(Month/Day/Year) | 7. Title and Amount<br>Underlying Security<br>(Instr. 3 and 4) |                            |                            |
|---|--|---|---|--------------------------------------|---|--|--|----------------------------|----------------------------|
|   |  |   |   | Code                                 | V (A) (D)   | Date<br>Exercisable  | Expiration<br>Date   | Title                      | Amount<br>Number<br>Shares |
| Option<br>(right to<br>buy)                         | \$ 29.04   | 08/24/2018                              |   | M                                    | (A) 124,132   | <sup>(5)</sup>   | 09/01/2020   | Class A<br>Common<br>Stock | 12                         |
| Option<br>(right to<br>buy)                         | \$ 49.09   | 08/24/2018                              |   | M                                    | (A) 67,056  | <sup>(7)</sup>   | 09/01/2021   | Class A<br>Common<br>Stock | 6                          |
|   | \$ 59.78   | 08/24/2018                              |   | M                                    | (A) 56,561  | <sup>(8)</sup>   | 09/04/2022   |                            | 5                          |

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|                             |             |            |                  |         |             |             |  |                            |
|-----------------------------|-------------|------------|------------------|---------|-------------|-------------|--|----------------------------|
| Option<br>(right to<br>buy) |             |            |                  |         |             |             |  | Class A<br>Common<br>Stock |
| Option<br>(right to<br>buy) | \$ 67.31    | 08/24/2018 | M                | 34,739  | <u>(9)</u>  | 09/04/2023  |  | Class A<br>Common<br>Stock |
| Option<br>(right to<br>buy) | \$ 76.23    | 08/24/2018 | M                | 34,110  | <u>(10)</u> | 09/03/2024  |  | Class A<br>Common<br>Stock |
| Option<br>(right to<br>buy) | \$ 77.35    | 08/24/2018 | M                | 25,025  | <u>(11)</u> | 09/04/2025  |  | Class A<br>Common<br>Stock |
| Option<br>(right to<br>buy) | \$ 89.47    | 08/24/2018 | M                | 11,883  | <u>(12)</u> | 09/06/2026  |  | Class A<br>Common<br>Stock |
| Class B<br>Common<br>Stock  | <u>(13)</u> | 08/24/2018 | J <sup>(2)</sup> | 422,056 | <u>(13)</u> | <u>(13)</u> |  | Class A<br>Common<br>Stock |
| Class B<br>Common<br>Stock  | <u>(13)</u> | 08/24/2018 | J <sup>(2)</sup> | 422,056 | <u>(13)</u> | <u>(13)</u> |  | Class A<br>Common<br>Stock |
| Class B<br>Common<br>Stock  | <u>(13)</u> |            |                  |         | <u>(13)</u> | <u>(13)</u> |  | Class A<br>Common<br>Stock |

## Reporting Owners

| Reporting Owner Name / Address  | Relationships |           |                    |       |
|---|---------------|-----------|--------------------|-------|
|   | Director      | 10% Owner | Officer            | Other |
| Lauder William P<br>THE ESTEE LAUDER COMPANIES INC.<br>767 FIFTH AVE.<br>NEW YORK, NY 10153         | X             | X         | Executive Chairman |       |
| LAL FAMILY PARTNERS LP<br>THE ESTEE LAUDER COMPANIES INC.<br>767 FIFTH AVENUE<br>NEW YORK, NY 10153 |               | X         |                    |       |
| LAL FAMILY CORP<br>THE ESTEE LAUDER COMPANIES INC.<br>767 FIFTH AVENUE<br>NEW YORK, NY 10153        |               | X         |                    |       |

## Signatures

|   |            |
|---|------------|
| William P. Lauder, by Spencer G. Smul, Attorney-in-fact           | 08/28/2018 |
| __Signature of Reporting Person                                   | Date       |
| LAL Family Partners L.P., by Spencer G. Smul,<br>Attorney-in-fact | 08/28/2018 |
| __Signature of Reporting Person                                   | Date       |
| LAL Family Corporation, by Spencer G. Smul,<br>Attorney-in-fact   | 08/28/2018 |
| __Signature of Reporting Person                                   | Date       |

## Explanation of Responses:

- \* If the form is filed by more than one reporting person, *see* Instruction 4(b)(v).
- \*\* Intentional misstatements or omissions of facts constitute Federal Criminal Violations. *See* 18 U.S.C. 1001 and 15 U.S.C. 78ff(a).
- (1) Owned by William P. Lauder ("WPL").
- (2) LAL Family Partners L.P. ("LALFP") transferred 422,056 shares of Class B Common Stock to WPL in exchange for receiving 422,056 shares of Class A Common Stock from WPL.
- (3) Owned by LALFP.
- (4) The sole general partner of LALFP is LAL Family Corporation ("LALFC"). LALFC indirectly beneficially owns all shares of Class A and Class B Common Stock owned by LALFP.
- Stock Options granted pursuant to Fiscal 2002 Share Incentive Plan in respect of: 41,376 shares exercisable from and after January 1, 2012; 41,378 shares exercisable from and after January 1, 2013; and 41,378 shares exercisable from and after January 1, 2014. This option was previously reported as covering 20,688 shares exercisable from and after January 1, 2012; 20,689 shares exercisable from and after January 1, 2013; and 20,689 shares exercisable from and after January 1, 2013 at an exercise price of \$58.08, but has been adjusted in this report to reflect the stock split that occurred on January 20, 2012.
- (6) Not applicable.
- Stock Options granted pursuant to Fiscal 2002 Share Incentive Plan in respect of: 22,352 shares exercisable from and after January 1, 2013; 22,352 shares exercisable from and after January 1, 2014; and 22,352 shares exercisable from and after January 1, 2015. This option was previously reported as covering 11,176 shares exercisable from and after January 1, 2013; 11,176 shares exercisable from and after January 1, 2014; and 11,176 shares exercisable from and after January 1, 2015 at an exercise price of \$98.17, but has been adjusted in this report to reflect the stock split that occurred on January 20, 2012.
- (8) Stock Options granted pursuant to Fiscal 2002 Share Incentive Plan in respect of: 18,853 shares exercisable from and after January 1, 2014; 18,854 shares exercisable from and after January 1, 2015; and 18,854 shares exercisable from and after January 1, 2016.
- (9) Stock Options granted pursuant to Fiscal 2002 Share Incentive Plan in respect of: 11,579 shares exercisable from and after January 1, 2015; 11,580 shares exercisable from and after January 1, 2016; and 11,580 shares exercisable from and after January 1, 2017.
- (10) Stock Options granted pursuant to Fiscal 2002 Share Incentive Plan in respect of: 11,370 shares exercisable from and after January 1, 2016; 11,370 shares exercisable from and after January 1, 2017; and 11,370 shares exercisable from and after January 1, 2018.
- (11) Stock Options granted pursuant to Fiscal 2002 Share Incentive Plan in respect of: 12,512 shares exercisable from and after January 1, 2017; 12,513 shares exercisable from and after January 1, 2018; and 12,513 shares exercisable from and after January 1, 2019.
- (12) Stock Options granted pursuant to Fiscal 2002 Share Incentive Plan in respect of: 11,883 shares exercisable from and after January 1, 2018; 11,883 shares exercisable from and after January 1, 2019; and 11,883 shares exercisable from and after January 1, 2020.
- There is no exercise or conversion price for the Class B Common Stock. Shares of Class B Common Stock may be converted immediately on a one-for-one basis by the holder and are automatically converted into Class A Common Stock on a one-for-one basis upon transfer to a person or entity that is not a "Permitted Transferee" (as defined in the Issuer's Restated Certificate of Incorporation) or soon after a record date for a meeting of stockholders where the outstanding Class B Common Stock constitutes less than 10% of the outstanding shares of Common Stock of the Issuer.
- (13)

Note: File three copies of this Form, one of which must be manually signed. If space is insufficient, *see* Instruction 6 for procedure.

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