

Demsey John  
Form 4  
January 03, 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 \*  
Demsey John

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)  
01/02/2018

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

(Street)

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

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 (A) or (D)	Price	
Class A Common Stock	01/02/2018		M		23,305	A \$ 76.23 (1)	23,305 D
Class A Common Stock	01/02/2018		M		27,525	A \$ 77.35 (2)	50,830 D
Class A Common Stock	01/02/2018		M		26,778	A \$ 89.47 (3)	77,608 D

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Class A Common Stock	01/02/2018	S <sup>(4)</sup>	75,834 <sup>(5)</sup>	D	\$ 127.51 <sup>(5)</sup> <sup>(6)</sup>	1,774	D
Class A Common Stock	01/02/2018	S <sup>(4)</sup>	1,774 <sup>(5)</sup>	D	\$ 127.9 <sup>(5)</sup> <sup>(7)</sup>	0	D

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 Derivative Security (Instr. 3)	2. Conversion or Exercise Price of Derivative Security	3. Transaction Date (Month/Day/Year)	3A. Deemed Execution Date, if any (Month/Day/Year)	4. Transaction Code (Instr. 8)	5. Number of Derivative Securities Acquired (A) or Disposed of (D) (Instr. 3, 4, and 5)	6. Date Exercisable and Expiration Date (Month/Day/Year)		7. Title and Amount of Underlying Securities (Instr. 3 and 4)			
				Code	V	(A)	(D)	Date Exercisable	Expiration Date	Title	Amount or Number of Shares
Option (right to buy)	\$ 76.23	01/02/2018		M		23,305		01/01/2016 <sup>(1)</sup>	09/03/2024	Class A Common Stock	23,305
Option (right to buy)	\$ 77.35	01/02/2018		M		27,525		01/01/2017 <sup>(2)</sup>	09/04/2025	Class A Common Stock	27,525
Option (right to buy)	\$ 89.47	01/02/2018		M		26,778		01/01/2018 <sup>(3)</sup>	09/06/2026	Class A Common Stock	26,778

## Reporting Owners

Reporting Owner Name / Address	Relationships
	Director 10% Owner Officer Other
Demsey John THE ESTEE LAUDER COMPANIES INC. 767 FIFTH AVENUE NEW YORK, NY 10153	Group President

## Signatures

John Demsey, by Maureen Sladek,  
attorney-in-fact

01/03/2018

\_\_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) Stock Options granted pursuant to Fiscal 2002 Share Incentive Plan in respect of 23,304 shares exercisable from and after January 1, 2016; 23,304 shares exercisable from and after January 1, 2017; 23,305 shares exercisable from and after January 1, 2018.
- (2) Stock Options granted pursuant to Fiscal 2002 Share Incentive Plan in respect of 27,524 shares exercisable from and after January 1, 2017; 27,525 shares exercisable from and after January 1, 2018; 27,525 shares exercisable from and after January 1, 2019.
- (3) Stock Options granted pursuant to Fiscal 2002 Share Incentive Plan in respect of 26,778 shares exercisable from and after January 1, 2018; 26,778 shares exercisable from and after January 1, 2019; 26,778 shares exercisable from and after January 1, 2020.
- (4) The sales of the shares of Class A Common Stock were made pursuant to a Rule 10b5-1(c) plan entered into on February 27, 2017.  
The number of securities reported represents an aggregated number of shares sold in multiple open market transactions over a range of sales prices. The price reported represents the weighted average price. The Reporting Person undertakes to provide to the staff of the SEC, the Issuer, or a stockholder of the Issuer, upon request, the number of shares sold by the Reporting Person at each separate price within the range.
- (5) Sales prices range from \$126.85 to \$127.84.
- (6) Sales prices range from \$127.85 to \$128.00.
- (7) Not Applicable
- (8)

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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