Hertzmark Hudis Jane
Form 4
September 06, 2018

(Print or Type Responses)


Reminder: Report on a separate line for each class of securities beneficially owned directly or indirectly.
displays a currently valid OMB control number.

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. <br> Conversion or Exercise Price of Derivative Security | 3. Transaction Date (Month/Day/Year) | 3A. Deemed Execution Date, if any (Month/Day/Year) | 4. <br> Transact Code (Instr. 8 | 5. Number of <br> Derivative <br> Securities <br> Acquired (A) <br> or Disposed of <br> (D) <br> (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 | (A) (D) | Date <br> Exercisable | Expiration <br> Date | Title | Amount or Number of Share |
| Option <br> (Right to <br> Buy) | \$ 138.15 | 09/04/2018 |  | A | $\begin{gathered} 23,176 \\ \underline{(3)} \end{gathered}$ | (3) | 09/04/2028 | Class A <br> Common Stock | 23,176 |
| Restricted <br> Stock <br> Units <br> (Share <br> Payout) | \$ $0 \underline{(4)}$ | 09/04/2018 |  | A | $\begin{gathered} 6,937 \\ \underline{(5)} \end{gathered}$ | (5) | (5) | Class A <br> Common Stock | 6,937 |
| Restricted <br> Stock <br> Units <br> (Share <br> Payout) | \$ 0 (4) | 09/04/2018 |  | A | $\begin{gathered} 14,478 \\ \underline{(6)} \end{gathered}$ | (6) | (6) | Class A <br> Common Stock | 14,478 |

## Reporting Owners

## Reporting Owner Name / Address

## Relationships

Director $10 \%$ Owner Officer Other

Hertzmark Hudis Jane
THE ESTEE LAUDER COMPANIES INC. 767 FIFTH AVENUE
NEW YORK, NY 10153

## Signatures

Jane Hertzmark Hudis, by Maureen Sladek, attorney-in-fact

09/06/2018

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. $78 \mathrm{ff}(\mathrm{a})$.
(1) Reflects payout of Performance Share Units ("PSUs") granted to Reporting Person on September 4, 2015.
(2) Represents the withholding of shares for tax purposes in connection with the payout of the PSUs.

Stock options granted pursuant to Fiscal 2002 Share Incentive Plan in respect of 7,725 shares exercisable from and after January 1, 2020; 7,725 shares exercisable from and after January 1, 2021; and 7,726 shares exercisable from and after January 1, 2022.
(4) Not applicable.

Assuming continued employment, these Restricted Stock Units ("RSUs") will vest and be paid out as follows: 2,312 on October 31, 2019;
(5) 2,312 on November 2, 2020; and 2,313 on November 1, 2021. RSUs vest and are paid out in shares of Class A Common Stock on a one-to-one basis on the applicable vesting date. Upon payout, shares will be withheld to cover statutory tax obligations. RSUs are accompanied by dividend equivalent rights that will be payable in cash at the time of payout of the related shares.

Assuming continued employment, these Restricted Stock Units ("RSUs") will vest and be paid out on November 1, 2021. RSUs vest and (6) are paid out in shares of Class A Common Stock on a one-to-one basis on the applicable vesting date. Upon payout, shares will be withheld to cover statutory tax obligations. RSUs are accompanied by dividend equivalent rights that will be payable in cash at the time of payout of the related shares.
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.

