

HOCKADAY IRVINE O JR  
 Form 4  
 November 08, 2004

**FORM 4**

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

OMB APPROVAL

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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

(Print or Type Responses)

1. Name and Address of Reporting Person \*  
 HOCKADAY IRVINE O JR

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)  
 2600 GRAND AVENUE, SUITE 450

3. Date of Earliest Transaction (Month/Day/Year)  
 11/04/2004

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

(Street)  
 KANSAS CITY, MO 64108

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

**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 Reported Transaction(s) (Instr. 3 and 4) | 6. Ownership Form: Direct (D) or Indirect (I) (Instr. 4) | 7. Nature of Ownership (Instr. 4) |     |       |
|---------------------------------|--------------------------------------|--|--------------------------------|---|---|--|-----------------------------------|-----|-------|
|                                 |                                      |  |                                | (A) or (D)  | Code  | V  | Amount                            | (D) | Price |

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 Derivative | 2. Conversion | 3. Transaction Date (Month/Day/Year) | 3A. Deemed Execution Date, if | 4. Transaction | 5. Number of Derivative | 6. Date Exercisable and Expiration Date | 7. Title and Amount of Underlying Securities |
|------------------------|---------------|--------------------------------------|-------------------------------|----------------|-------------------------|---|--|
|------------------------|---------------|--------------------------------------|-------------------------------|----------------|-------------------------|---|--|

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| Security (Instr. 3)        | or Exercise Price of Derivative Security | any (Month/Day/Year) | Code (Instr. 8) | Securities Acquired (A) or Disposed of (D) (Instr. 3, 4, and 5) | (Month/Day/Year)    | (Instr. 3 and 4) |                  |                 |                      |                            |
|----------------------------|--|----------------------|-----------------|---|---------------------|------------------|------------------|-----------------|----------------------|----------------------------|
|                            |  |                      | Code            | V   | (A)                 | (D)              | Date Exercisable | Expiration Date | Title                | Amount or Number of Shares |
| Stock Units (cash payout)  | \$ 0 <sup>(1)</sup>                      | 11/04/2004           | A               |   | 34.4 <sup>(2)</sup> |                  | <sup>(3)</sup>   | <sup>(3)</sup>  | Class A Common Stock | 34.4                       |
| Stock Units (share payout) | \$ 0 <sup>(4)</sup>                      | 11/05/2004           | A               |   | 591.93              |                  | <sup>(5)</sup>   | <sup>(5)</sup>  | Class A Common Stock | 591.93                     |
| Stock Units (cash payout)  | \$ 0 <sup>(1)</sup>                      | 11/05/2004           | A               |   | 936.37              |                  | <sup>(3)</sup>   | <sup>(3)</sup>  | Class A Common Stock | 936.37                     |
| Option (Right to Buy)      | \$ 44.32                                 | 11/05/2004           | A               |   | 5,000               |                  | 11/05/2005       | 11/05/2014      | Class A Common Stock | 5,000                      |

## Reporting Owners

| Reporting Owner Name / Address  | Relationships |           |         |       |
|---|---------------|-----------|---------|-------|
|   | Director      | 10% Owner | Officer | Other |
| HOCKADAY IRVINE O JR<br>2600 GRAND AVENUE, SUITE 450<br>KANSAS CITY, MO 64108 |               |           | X       |       |

## Signatures

Irvine O. Hockaday, Jr., by Spencer G. Smul,  
Attorney-in-fact 11/08/2004

\*\*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) Each stock unit is convertible into cash equal to the value of one share of Class A Common Stock (i.e., 1:1).
- (2) Reflects grant of stock units in lieu of cash for meeting fees.
- (3) The stock units will be paid out the first January 1 after the last date of the Reporting Person's service as a director of the Company.
- (4) Each stock unit (share payout) is convertible into one share of Class A Common Stock (i.e. 1:1).

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- (5) The stock units (share payout) will be paid out the first business day of the calendar year after the last date of the Reporting Person's service as a director of the Company.
- (6) Granted pursuant to the Issuer's Non-employee Director Share Incentive Plan.

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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