

Demsey John  
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

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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)  
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)<br>or 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) |
|---------------------------------------|-----------------------------------------|-------------------------------------------------------------|--------------------------------------|-------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------|-------------------------------------------------------------------|
| Class A<br>Common<br>Stock            | 10/31/2018                              |                                                             | M                                    | 21,402<br>(1)                                                           | A \$ 0 (2) 21,402                                                                                                  | D                                                                       |                                                                   |
| Class A<br>Common<br>Stock            | 10/31/2018                              |                                                             | F(3)                                 | 11,392                                                                  | D \$ 140.8 10,010                                                                                                  | D                                                                       |                                                                   |
| Class A<br>Common<br>Stock            | 11/02/2018                              |                                                             | S(4)                                 | 4,036<br>(5)                                                            | D \$ 142.99 5,974<br>(5) (6)                                                                                       | D                                                                       |                                                                   |

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|                            |            |                  |                      |   |                                               |     |   |
|----------------------------|------------|------------------|----------------------|---|-----------------------------------------------|-----|---|
| Class A<br>Common<br>Stock | 11/02/2018 | S <sup>(4)</sup> | 5,474 <sup>(5)</sup> | D | \$<br>143.73<br><sup>(5)</sup> <sup>(7)</sup> | 500 | D |
| Class A<br>Common<br>Stock | 11/02/2018 | S <sup>(4)</sup> | 500 <sup>(5)</sup>   | D | \$<br>145.03<br><sup>(5)</sup> <sup>(8)</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<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<br>of Derivative<br>Securities<br>Acquired<br>(A) or<br>Disposed of<br>(D)<br>(Instr. 3, 4,<br>and 5) | 6. Date Exercisable and<br>Expiration Date<br>(Month/Day/Year) | 7. Title and Amount<br>Underlying Securities<br>(Instr. 3 and 4) |
|------------------------------------------------------------------|--------------------------------------------------------------------|-----------------------------------------|-------------------------------------------------------------|--------------------------------------|-----------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------|------------------------------------------------------------------|
|                                                                  |                                                                    |                                         |                                                             | Code                                 | V (A) (D)                                                                                                       | Date Exercisable<br>Expiration Date                            | Title<br>Amount<br>or<br>Number<br>of<br>Shares                  |
| Restricted<br>Stock<br>Units<br>(Share<br>Payout) <sup>(9)</sup> | \$ 0 <sup>(2)</sup>                                                | 10/31/2018                              |                                                             | M                                    | 8,217                                                                                                           | 10/31/2018 <sup>(10)</sup> 10/31/2018                          | Class A<br>Common<br>Stock 8,21                                  |
| Restricted<br>Stock<br>Units<br>(Share<br>Payout) <sup>(9)</sup> | \$ 0 <sup>(2)</sup>                                                | 10/31/2018                              |                                                             | M                                    | 7,276                                                                                                           | 10/31/2018 <sup>(11)</sup> 10/31/2019                          | Class A<br>Common<br>Stock 7,27                                  |
| Restricted<br>Stock<br>Units<br>(Share<br>Payout) <sup>(9)</sup> | \$ 0 <sup>(2)</sup>                                                | 10/31/2018                              |                                                             | M                                    | 5,909                                                                                                           | 10/31/2018 <sup>(12)</sup> 11/02/2020                          | Class A<br>Common<br>Stock 5,90                                  |

## Reporting Owners

Reporting Owner Name / Address

Relationships

Reporting Owners

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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 Spencer G. Smul,  
attorney-in-fact

11/02/2018

\_\_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) Payout of shares upon vesting of portions of Restricted Stock Units ("RSUs") granted September 4, 2015, September 6, 2016 and September 5, 2017.
- (2) Not applicable.
- (3) Represents the withholding of shares for tax purposes.
- (4) The sales of 7,246 of all shares of Class A Common Stock sold 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)
- (6) Sales prices range from \$142.48 to \$143.41, inclusive.
- (7) Sales prices range from \$143.48 to \$144.43, inclusive.
- (8) Sales prices range from \$144.67 to \$145.58, inclusive.
- (9) RSUs vest and are paid out in shares of Class A Common Stock on a one-to-one basis on the applicable vesting date. RSUs generally vest in three approximately equal annual installments. Upon payout, additional 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.
- (10) RSUs from grant dated September 4, 2015.
- (11) RSUs from grant dated September 6, 2016. Assuming continued employment, remaining RSUs will vest and be paid out as follows: 7,277 on October 31, 2019.
- (12) RSUs from grant dated September 5, 2017. Assuming continued employment, remaining RSUs will vest and be paid out as follows: 5,910 on October 31, 2019; and 5,910 on November 2, 2020.

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.