

ESTEE LAUDER COMPANIES INC  
Form 4  
November 17, 2006

**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 \*  
LAUDER LEONARD A

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)  
11/15/2006

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

THE ESTEE LAUDER COMPANIES INC., 767 FIFTH AVENUE

(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) |
|---------------------------------|--------------------------------------|--|--------------------------------|---|---|--|---|
|                                 |                                      |  |                                | (A) or (D)  | Price   |  |   |
|                                 |                                      |  |                                | Code  | V   | Amount   |   |
| Class A Common Stock            | 11/15/2006                           |  | M <sup>(1)</sup>               | 33,300  | A   | \$ 24.75   | 4,652,469 D   |
| Class A Common Stock            | 11/15/2006                           |  | S <sup>(1)</sup>               | 33,300  | D   | \$ 40.2604   | 4,619,169 D   |
|                                 |                                      |  |                                |   |   | <sup>(2)</sup>   |   |
| Class A Common Stock            | 11/16/2006                           |  | M <sup>(1)</sup>               | 33,300  | A   | \$ 24.75   | 4,652,469 D   |

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|                            |            |                         |        |   |                             |           |   |   |
|----------------------------|------------|-------------------------|--------|---|-----------------------------|-----------|---|---|
| Class A<br>Common<br>Stock | 11/16/2006 | <u>S</u> <sup>(1)</sup> | 33,300 | D | \$ 40.593<br><u>(2)</u>     | 4,619,169 | D |   |
| Class A<br>Common<br>Stock | 11/17/2006 | <u>M</u> <sup>(1)</sup> | 33,300 | A | \$ 24.75                    | 4,652,469 | D |   |
| Class A<br>Common<br>Stock | 11/17/2006 | <u>S</u> <sup>(1)</sup> | 33,300 | D | \$<br>40.8409<br><u>(2)</u> | 4,619,169 | D |   |
| Class A<br>Common<br>Stock |            |                         |        |   |                             | 2,829,302 | I | by LAL<br>Family<br>Partners<br>L.P. <u>(2)</u> |
| Class A<br>Common<br>Stock |            |                         |        |   |                             | 390,000   | I | By<br>Evelyn H.<br>Lauder <u>(2)</u>            |

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<br>Securities<br>Acquired (A)<br>or 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) | Amount<br>Number<br>Shares |
|---|--|---|---|--------------------------------------|--|--|--|----------------------------|
| Option<br>(Right to<br>Buy)                         | \$ 24.75   | 11/15/2006                              |   | <u>M</u> <sup>(1)</sup>              | 33,300   | 01/01/2001 <sup>(3)</sup> 07/01/2007                           | Class A<br>Common<br>Stock                                       | 33,300                     |
| Option<br>(Right to<br>Buy)                         | \$ 24.75   | 11/16/2006                              |   | <u>M</u> <sup>(1)</sup>              | 33,300   | 01/01/2001 <sup>(3)</sup> 07/01/2007                           | Class A<br>Common<br>Stock                                       | 33,300                     |
| Option<br>(Right to<br>Buy)                         | \$ 24.75   | 11/17/2006                              |   | <u>M</u> <sup>(1)</sup>              | 33,300   | 01/01/2001 <sup>(3)</sup> 07/01/2007                           | Class A<br>Common<br>Stock                                       | 33,300                     |
| Class B<br>Common                                   | <u>(5)</u>   |   |   |                                      |  | <u>(5)</u> <u>(5)</u>  | Class A<br>Common  | 42,700                     |

Stock

Stock

Class B

Common

Stock

(5)

(5)

(5)

Class A

Common

Stock

40

## Reporting Owners

| Reporting Owner Name / Address  | Relationships |           |                              |       |
|---|---------------|-----------|------------------------------|-------|
|   | Director      | 10% Owner | Officer                      | Other |
| LAUDER LEONARD A<br>THE ESTEE LAUDER COMPANIES INC.<br>767 FIFTH AVENUE<br>NEW YORK, NY 10153 | X             | X         | Chairman                     |       |
| LAUDER EVELYN H<br>THE ESTEE LAUDER COMPANIES INC.<br>767 FIFTH AVENUE<br>NEW YORK, NY 10153  |               |           | Sr. Corporate Vice President |       |

## Signatures

Leonard A. Lauder, by Spencer G. Smul,  
Attorney-in-fact

11/17/2006

\*\*Signature of Reporting Person

Date

Evelyn H. Lauder, by Spencer G. Smul,  
Attorney-in-fact

11/17/2006

\*\*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) The exercise of stock options and the sale of the underlying shares of Class A Common Stock were made pursuant to a plan intended to comply with Rule 10b5-1(c), previously entered into on August 18, 2006.

(2) See Exhibit 99.1.

(3) The options that were exercised were part of a grant of options that became exercisable in three tranches in respect of 333,333 on January 1, 2001, 333,333 on January 1, 2002, and 333,334 on January 1, 2003.

(4) Not applicable.

(5) 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" 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.

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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