

THE ESTÉE LAUDER COMPANIES INC.

The Global House of Prestige Beauty



\$13.7

billion in net sales:
International 67%; U.S. 33%



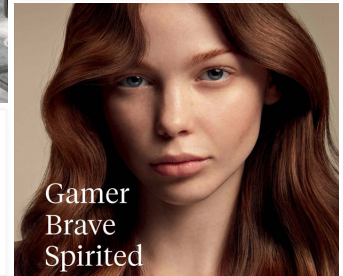
25+
Prestige Brands



150+
Countries & Territories

4 Product
Categories

Skin Care, Makeup,
Fragrance, Hair Care



Gamer
Brave
Spirited

Our
Multiple
Engines
of Growth

across brands,
categories, regions
and channels
allow us to invest
in fast-growing
areas globally

We have a
Rich Heritage
and strong core
values, with a
Culture of
Respect,
equality, inclusion
and diversity

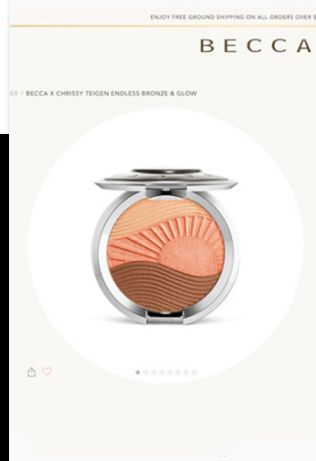


We are the
Global Leader
in prestige beauty,
driven by
creativity
and inspired by
our consumers

Our
Digital-First
mindset enhances
consumer engagement
through social media
and storytelling

Our
10-Year
Compass

informs our
winning strategy
and sustainable
business model



Our
Strong
Balance

sheet and cash flow has
enabled us to deliver
double-digit
dividend increases

People &
Creativity

are our greatest
assets, as showcased
by our accomplished,
experienced
management team

ESTÉE LAUDER

aramis

CLINIQUE
3 Steps to Skin Health

PRESCRIPTIVES

LAB
SERIES

ORIGINS

TOMMY HILFIGER

MAC

Kiton

LAMER

BOBBI BROWN

DONNA KARAN
NEW YORK

DKNY

AVEDA

JO MALONE
LONDON

Bumble and bumble.

MICHAEL KORS

DARPHIN

TOM FORD BEAUTY

smashbox

Ermenegildo Zegna
PARFUMS

AERIN
BEAUTY



RODIN
olio lusso

LE LABO
GRASSE - NEW YORK

EDITIONS DE PARFUMS
FREDERIC MALLE

GLAMGLOW

Kilian
PERFUME AS AN ART

BECCA


Too Faced

WE ARE POSITIONED FOR LONG-TERM SUSTAINABLE GROWTH

FISCAL 2018 SPOTLIGHT

- Net sales increased 16%, diluted EPS declined 12% or rose 30% as adjusted*
- In constant currency, net sales increased 13%, diluted EPS declined 18% or rose 24% as adjusted*
- Net sales increased in every region and major product category
- Gained share in global prestige beauty
- Emerging market sales climbed 24 percent
- China sales topped \$1 billion and became our second largest market
- La Mer became our fourth brand with sales over \$1 billion
- Estée Lauder became the number one brand in prestige skin care globally during fiscal year 2018
- Enhanced employee benefits; named a top-rated workplace by Indeed and Forbes

ENDURING STRENGTHS



New. Dramatically Different™ Hydrating Jelly Anti-Pollution

Portfolio of brands with distinct equities.

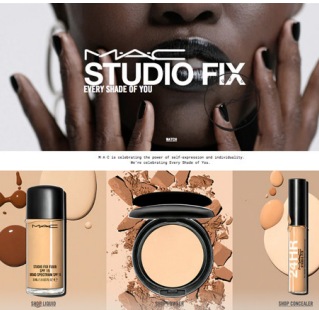
CREATIVITY and INNOVATION underpin our success.



HERO PRODUCTS and franchises generate trial and earn loyalty.

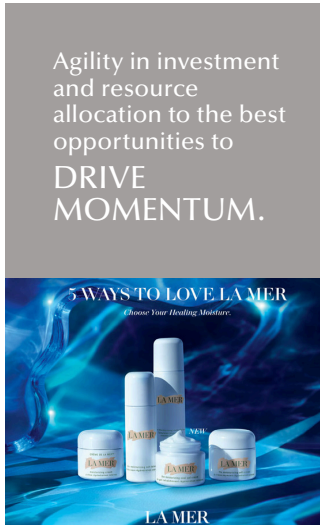
MAXIMIZE THE BEAUTY OF YOUR EYES. ADVANCED NIGHT REPAIR New Eye Concentrate Matrix

ESTÉE LAUDER



MAC STUDIO FIX EVERY SHADE OF YOU

GLOBAL LEADER in prestige makeup; robust skin care growth; diversified portfolio of artisanal and luxury fragrances.



Agility in investment and resource allocation to the best opportunities to DRIVE MOMENTUM.

5 WAYS TO LOVE LA MER

LA MER

OUR HISTORY AND VALUES

- Our Company was founded by Mrs. Estée Lauder, an entrepreneurial woman, who pushed the boundaries of possibility
- Today, we are still driven by our challenger spirit and are passionate about what we do
- Our high-touch approach is in everything we do. It's putting our consumer first. It's about quality and attention to detail. It's treating others as we want to be treated
- We are a family company focused on the long term, which gives us the courage and confidence to experiment, challenge and continuously learn
- We are committed to our employees and the communities in which we live and work

CORPORATE CITIZENSHIP AND SUSTAINABILITY

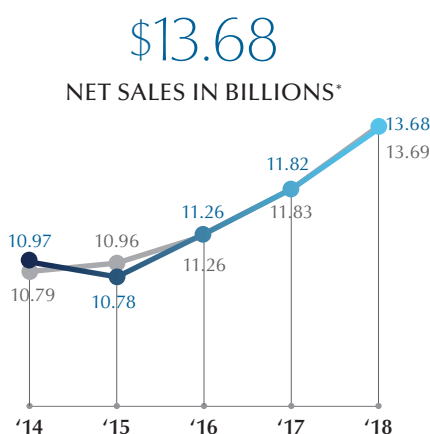
- Create enterprise and brand value through strong social and environmental commitments
- Contribute to climate resilience by committing to net-zero emissions by 2020
- Mitigate risks by building on commitments to responsible sourcing
- Invest in communities and causes that create positive social and environmental impacts across signature giving areas
- Celebrate, attract and develop an inclusive and diverse workforce of creative, agile and talented teams

* Excludes restructuring and other charges and adjustments

† This fact sheet contains forward-looking statements that involve risks and uncertainties. Please refer to the Company's recent SEC filings or website for further details regarding risk factors and other factors that could cause actual results to differ materially from expectations.

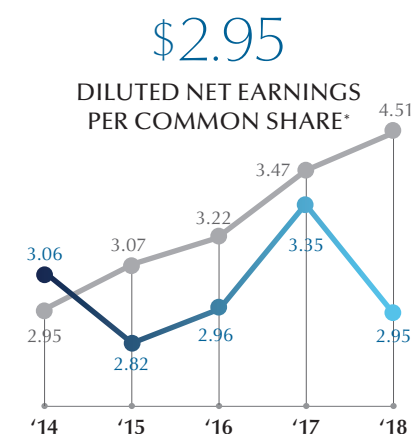
FINANCIAL HIGHLIGHTS

YEAR ENDED JUNE 30



NET SALES GROWTH

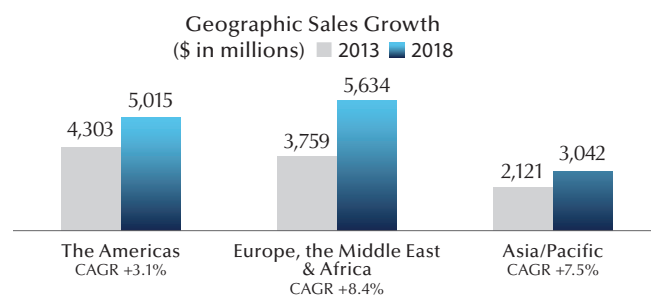
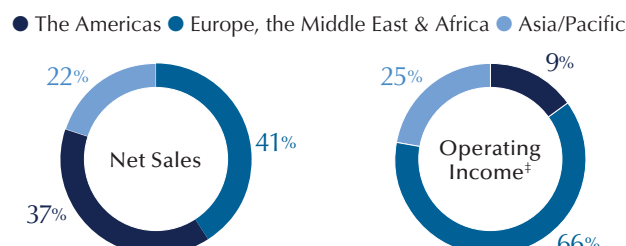
As reported	8%	-2%	4%	5%	16%
Adjusted as reported*	6%	2%	3%	5%	16%
Constant currency	8%	3%	9%	7%	13%
Adjusted constant currency*	7%	6%	7%	7%	13%
	'14	'15	'16	'17	'18



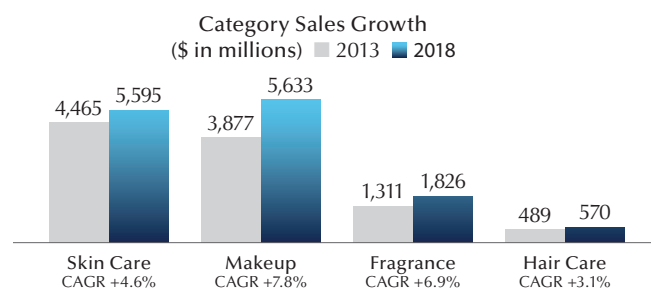
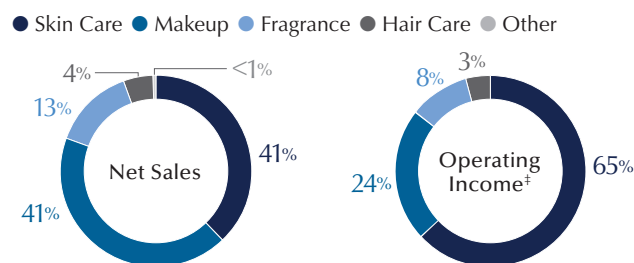
● As reported ● Adjusted for accelerated sales orders and/or restructuring and other charges and adjustments

*Fiscal 2018, 2017 and 2016 results included \$193 million after tax (\$.51 per diluted share), \$143 million after tax (\$.38 per diluted share) and \$90 million after tax (\$.24 per diluted share), respectively, related to charges associated with restructuring and other activities. Fiscal 2018, 2017, 2016 and 2015 results included gains (losses) associated with changes in fair value of contingent consideration related to certain of our acquisitions of \$33 million, \$44 million, \$(8) million and \$(6) million, after tax (\$.09, \$.12, \$(.02) and \$(.02) per diluted share), respectively. Fiscal 2018 results also included \$427 million (\$1.14 per diluted share) related to provisional charges as of the enactment date of the Tax Cuts and Jobs Act. Fiscal 2017 results also included \$23 million after tax (\$.06 per diluted share) related to goodwill and other intangible asset impairments, and a \$75 million benefit (\$.20 per diluted share) resulting from the reversal of a deferred tax asset valuation allowance related to previously non-deductible advertising and promotional expenses in China. As a result of the Company's July 2014 implementation of its Strategic Modernization Initiative, approximately \$178 million of accelerated sales orders were recorded as net sales and approximately \$82 million in net earnings, equal to approximately \$.21 per diluted share in fiscal 2014 that would have occurred in the Company's fiscal 2015 first quarter. Fiscal 2015 results were adversely impacted by the same amounts. Additionally, in fiscal 2015 and 2014, the Company recorded charges related to the remeasurement of net monetary assets in Venezuela of 0.01 and \$.10 per diluted share, respectively. Refer to the Company's website at www.elcompanies.com/investors for additional information about non-GAAP measures used herein.

FISCAL 2018 RESULTS BY GEOGRAPHIC REGION



FISCAL 2018 RESULTS BY PRODUCT CATEGORY



†Excludes restructuring and other charges.

FISCAL 2018 NET SALES BY DISTRIBUTION CHANNEL



CONTACT INFORMATION

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INVESTOR RELATIONS

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