ESTĒE LAUDER COMPANIES

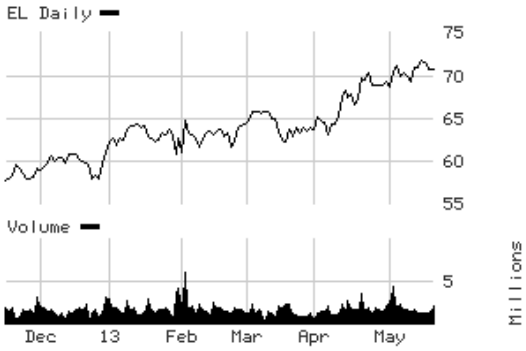
FINANCIAL TEAR SHEET

Corporate Profile

The Estée Lauder Companies Inc. is one of the world's leading manufacturers and marketers of quality skin care, makeup, fragrance and hair care products. The Company's products are sold in over 150 countries and territories under the following brand names: Estée Lauder, Aramis, Clinique, Prescriptives, Lab Series, Origins, M-A-C, Bobbi Brown, Tommy Hilfiger, Kiton, La Mer, Donna Karan, Aveda, Jo Malone, Bumble and bumble, Darphin, Michael Kors, American Beauty, Flirt!, GoodSkin™ Labs, Grassroots™ Research Labs, Tom Ford, Coach, Ojon, Smashbox, Ermenegildo Zegna, AERIN Beauty, Osiao, and Marni.
The Americas - Estée Lauder was founded in 1946 in New York City. In fiscal 2012, the Americas region represented 42% of net sales and 21% of operating income.
Europe, the Middle East & Africa - The Company established an international presence in 1960 in London. In fiscal 2012, the Europe/Middle East/Africa region represented 37% of net sales and 54% of operating income.
Asia/Pacific - The Company established a presence in Hong Kong in 1961. In fiscal 2012, the Asia/Pacific region represented 21% of net sales and 25% of operating income.

Stock Performance

EL (Class A Common)	
Exchange	NYSE (US Dollar)
Price	$70.85
Change (%)	▲ 0.07 (0.10%)
Volume	2,236,244
52 Week High	$72.08
52 Week Low	$49.81
Market Cap	$27,393,942,217
Rolling EPS	2.48
PE Ratio	28.5685
Shares Outstanding	386,647,032
Data as of 05/17/13 4:01 p.m. ET	



Recent Headlines & Upcoming Events

05/02/13 - 7:30 a.m.
The Estée Lauder Companies Reports Solid Fiscal 2013 Third-Quarter Results

05/02/13 - 7:00 a.m.
The Estée Lauder Companies Inc. Declares Quarterly Dividend of $.18 Per Share

04/25/13 - 5:57 p.m.
The Estée Lauder Companies to Webcast Discussion of Fiscal 2013 Third Quarter Financial Results on May 2, 2013

Date	Title
06/11/13 11:15 a.m. CET	Deutsche Bank 10th Annual Global Consumer Conference Location ParisFR
08/15/13 9:30 a.m. ET	Q4 Fiscal 2013 Earnings Conference Call
10/31/13 9:30 a.m. ET	Q1 Fiscal 2014 Earnings Conference Call

Quotes delayed at least 15 minutes. Market data provided by Interactive Data.

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