

WILLIAM P. LAUDER

**Executive Chairman
The Estée Lauder Companies Inc.**

William P. Lauder is Executive Chairman and Chairman of The Estée Lauder Companies' Board of Directors. The Company is one of the world's leading manufacturers and marketers of quality skin care, makeup, fragrance and hair care products, with annual sales of nearly \$8 billion in fiscal 2008. Its products are sold in more than 140 countries and territories under 29 well-recognized brand names.

Mr. Lauder held the position of Chief Executive Officer from July 2004 until July 2009. Under his leadership, he expanded the Company's international presence and distribution channels and greatly strengthened the brand's portfolio.

Previously, he served as Chief Operating Officer, responsible for the oversight of all of the Company's Global Operations, including Manufacturing, Research & Development and Human Resources. In that role, he also oversaw nine of the Company's specialty brands, including Prescriptives, Aveda and Bobbi Brown, as well as Retail Store Operations and all activities for the Company's international business. Earlier, Mr. Lauder held several other senior executive positions, led the global businesses for Clinique and Origins and oversaw the Company's freestanding stores and Internet businesses.

Mr. Lauder has earned many brand and industry distinctions. Under his leadership, Clinique's Dramatically Different Moisturizing Lotion became the best-selling prestige skin care product in U.S. department stores and Clinique launched its first anti-aging product, Stop Signs Visible Anti-Aging Serum, which won the Cosmetic Executive Women Award for "Best Skin Care Product in Limited Distribution" in 2000. Mr. Lauder led the development of the Origins brand and helped create its innovative store-within-a-store concept.

He joined The Estée Lauder Companies in 1986 as Regional Marketing Director of Clinique U.S.A. in the New York Metro area. Prior to joining The Estée Lauder Companies, he completed Macy's executive training program in New York

City and became Associate Merchandising Manager of the New York Division/Dallas store at the time of its opening in September 1985.

Mr. Lauder is on the Boards of Directors of The University of Pennsylvania, The Fresh Air Fund and The 92nd Street Y. He is on the Board of Trustees of The Trinity School in New York City. A graduate of the Wharton School of the University of Pennsylvania, he studied at the University of Grenoble in France. An avid golfer, skier, tennis player and hiker, he resides in New York City with his family. He is a grandson of Mrs. Estée Lauder, the Company's founder.