

INVESTOR SERVICES PROGRAM FEES

Annual account fee	No Charge
Enrollment fee	No Charge
Reinvestment of quarterly dividend	No Charge
Purchase of shares with initial investment	\$10.00 plus \$.12 per share
Purchase of shares with additional investment	\$5.00 plus \$.12 per share
Purchase of shares with additional investments via automatic debit of bank account	\$3.00 plus \$.12 per share
Transfer shares as gift	No charge
Custody services/certificate safekeeping	No charge
Withdrawal or certificate issuance	No charge
Sale of shares	\$15.00 plus \$.12 per share
Termination fee – issue certificate	No Charge
Termination fee – sell shares	\$15.00 plus \$.12 per share
Original or current year duplicate statement	No charge
Duplicate statement – prior year	\$20.00
Bounced checks or rejected automatic debit of bank account.	\$50.00

The Estee Lauder Companies Inc.
Effective July 3, 2000
Mellon Bank, N.A.
Program Administrator