CITIGROUP INC Form 424B2 October 30, 2018

The information in this preliminary pricing supplement is not complete and may be changed. A registration statement relating to these securities has been filed with the Securities and Exchange Commission. This preliminary pricing supplement and the accompanying product supplement, underlying supplement, prospectus supplement and prospectus are not an offer to sell these securities, nor are they soliciting an offer to buy these securities, in any state where the offer or sale is not permitted.

SUBJECT TO COMPLETION, DATED OCTOBER 30, 2018

November, 2018

Medium-Term Senior Notes, Series N

Citigroup Global Markets Holdings Inc. Pricing Supplement No. 2018—USNCH[]

Filed Pursuant to Rule 424(b)(2)

Registration Statement Nos. 333-216372 and 333-216372-01 Callable Fixed to Float CMS Spread Range Accrual Securities Contingent on the Worst Performing of the S&P 500® Index and the Russell 2000® Index Due November 21, 2038

Variable coupon. The securities will pay interest at a fixed rate of 12.00% per annum for the first year following issuance. After the first year, contingent interest will accrue on the securities during each accrual period at a rate based on the CMS spread described below, but only for each elapsed day during that accrual period on which the accrual condition is satisfied. The accrual condition will be satisfied on an elapsed day only if the closing level of § each underlying index on that day is greater than or equal to its accrual barrier level. Accordingly, contingent interest during each accrual period, if any, will depend on the CMS spread and the level of each underlying index. The amount of interest payable on the securities may be adversely affected by adverse movements in any one of these variables, regardless of the performance of the others. The securities may pay low or no interest for extended periods of time or even throughout the entire term after the first year.

§ Call right. We have the right to call the securities for mandatory redemption on any coupon payment date beginning approximately one year after the issue date.

Contingent repayment of principal at maturity. If we do not redeem the securities prior to maturity, your payment at maturity will depend on the closing level of the worst performing underlying index on the final valuation date. If the closing level of the worst performing underlying index on the final valuation date is greater than or equal to its § final barrier level, you will be repaid the stated principal amount of your securities at maturity. However, if the closing level of the worst performing underlying index on the final valuation date is less than its final barrier level, you will lose 1% of the stated principal amount of your securities for every 1% by which the worst performing underlying index has depreciated from its initial index level. There is no minimum payment at maturity.

The securities offered by this pricing supplement are unsecured debt securities issued by Citigroup Global Markets Holdings Inc. and guaranteed by Citigroup Inc. Investors must be willing to accept (i) an investment that may have \$limited or no liquidity and (ii) the risk of not receiving any amount due under the securities if we and Citigroup Inc. default on our obligations. All payments on the securities are subject to the credit risk of Citigroup Global Markets Holdings Inc. and Citigroup Inc.

**KEY TERMS** 

Guarantee:

**Issuer:** Citigroup Global Markets Holdings Inc., a wholly owned subsidiary of Citigroup Inc.

All payments due on the securities are fully and unconditionally guaranteed by Citigroup

Inc.

**Stated principal** 

amount:

\$1,000 per security

Underlying indices: Underlying indices Initial index level\* Accrual barrier level\*\*

Final barrier level\*\*

S&P 500® Index Russell 2000® Index

\* For each underlying index, its closing level on the pricing date

\*\* For each underlying index, 60% of its initial index level

On any CMS spread determination date, the 30-year constant maturity swap rate ("CMS30") *minus* the 2-year constant maturity swap rate ("CMS2") on that day. See

"Information About the CMS Spread" in this pricing supplement.

**CMS** spread determination

date:

CMS spread:

**Maturity date:** 

For any accrual period commencing on or after November 21, 2019, the second U.S.

government securities business day prior to the first day of that accrual period

Pricing date: November 19, 2018 Issue date: November 21, 2018

Final valuation date:

November 17, 2038, subject to postponement if such date is not a scheduled trading

day or certain market disruption events occur Unless earlier redeemed, November 21, 2038

Unless earlier redeemed, at maturity you will receive, for each security you then hold

(in addition to the final coupon payment, if any):

• If the final index level of the worst performing underlying index is **greater than or** equal to its final barrier level: \$1,000

· If the final index level of the worst performing underlying index is **less than** its final barrier level:

#### Payment at maturity:

 $$1,000 + ($1,000 \times \text{ the index return of the worst performing underlying index})$ 

If the final index level of the worst performing underlying index is less than its final barrier level, you will have full downside exposure to the negative index return of the worst performing underlying index and will receive significantly less than the stated principal amount of your securities at maturity. You may lose a significant portion, and up to all, of your investment.

On each coupon payment date occurring <u>during the first year</u> following issuance of the securities, the securities will pay a fixed coupon of 12.00% per annum, regardless of the CMS spread or the levels of the underlying indices.

## **Coupon payments:**

On each coupon payment date <u>after the first year</u> (beginning in February 2020), you will receive a coupon payment at an annual rate equal to the variable coupon rate for that coupon payment date. The variable coupon rate for any coupon payment date after the first year will be determined as follows:

number of accrual days during the related accrual

relevant contingent rate per perio

annum × number of elapsed days during the related accrual

period

Each coupon payment per security will be equal to (i) \$1,000 multiplied by the applicable variable coupon rate per annum divided by (ii) 4.

If the number of accrual days in a given accrual period is less than the number of elapsed days in that accrual period, the variable coupon rate for the related coupon payment date will be less than the full relevant contingent rate, and if there are no accrual days in a given accrual period, the variable coupon rate for the related coupon payment date will be 0%.

The relevant contingent rate for any coupon payment date after the first year following issuance of the securities means:

 $50.00 \times$  the CMS spread (as of the CMS spread determination date for the related accrual period), subject to a minimum relevant contingent rate of 0.00% per annum and a maximum relevant contingent rate of 11.50% per annum.

#### **Relevant contingent rate:**

If the CMS spread for any CMS spread determination date is less than or equal to 0.00%, the relevant contingent rate for that accrual period will be 0.00% and you will not receive any coupon payment on the related coupon payment date. The relevant contingent rate will in no event exceed 11.50% per annum.

**Listing:** The securities will not be listed on any securities exchange

**Underwriter:** Citigroup Global Markets Inc. ("CGMI"), an affiliate of the issuer, acting as principal

Underwriting fee and issue price: Issue price<sup>(1)(2)</sup> Underwriting fee<sup>(3)</sup> Proceeds to issuer<sup>(4)</sup>

Per security: \$1,000 \$50 \$950 Total: \$ \$

(Key Terms continued on next page)

- (1) Citigroup Global Markets Holdings Inc. currently expects that the estimated value of the securities on the pricing date will be at least \$850 per security, which will be less than the issue price. The estimated value of the securities is based on CGMI's proprietary pricing models and our internal funding rate. It is not an indication of actual profit to CGMI or other of our affiliates, nor is it an indication of the price, if any, at which CGMI or any other person may be willing to buy the securities from you at any time after issuance. See "Valuation of the Securities" in this pricing supplement.
- (2) The issue price for investors purchasing the securities in fee-based advisory accounts will be \$970 per security.
- (3) CGMI will receive an underwriting fee of up to \$50 for each security sold in this offering. The total underwriting fee and proceeds to issuer in the table above give effect to the actual total underwriting fee. For more information on the distribution of the securities, see "Supplemental Plan of Distribution" in this pricing supplement. In addition to the underwriting fee, CGMI and its affiliates may profit from expected hedging activity related to this offering, even if the value of the securities declines. See "Use of Proceeds and Hedging" in the accompanying prospectus.
- (4) The per security proceeds to issuer indicated above represent the minimum per security proceeds to issuer for any security, assuming the maximum per security underwriting fee. As noted above, the underwriting fee is variable.

Investing in the securities involves risks not associated with an investment in conventional debt securities. See "Summary Risk Factors" beginning on page PS-6.

Neither the Securities and Exchange Commission (the "SEC") nor any state securities commission has approved or disapproved of the securities or determined that this pricing supplement and the accompanying product supplement, underlying supplement, prospectus supplement and prospectus is truthful or complete. Any representation to the contrary is a criminal offense. You should read this pricing supplement together with the

accompanying product supplement, underlying supplement, prospectus supplement and prospectus, each of which can be accessed via the following hyperlinks:

Product Supplement No. IE-05-05 dated April 7, 2017 Underlying Supplement No. 7 dated July 16, 2018

Prospectus Supplement and Prospectus each dated April 7, 2017

The securities are not bank deposits and are not insured or guaranteed by the Federal Deposit Insurance Corporation or any other governmental agency, nor are they obligations of, or guaranteed by, a bank.

Citigroup Global Markets Holdings Inc.

# **KEY TERMS** (CONTINUED)

dates:

Coupon payment The 21st day of each February, May, August and November beginning on February 21, 2019, except that the final coupon payment date will be the maturity date (or the earlier date on which we

redeem the securities, if applicable)

For each coupon payment date after the first year following issuance of the securities, the period

from and including the immediately preceding coupon payment date to but excluding such coupon Accrual period:

payment date

An elapsed day on which the accrual condition is satisfied Accrual day:

Elapsed day: Calendar day

> The accrual condition will be satisfied on an elapsed day if, and only if, the closing level of each underlying index is greater than or equal to its accrual barrier level on that elapsed day. For purposes of determining whether the accrual condition is satisfied on any elapsed day, if the closing level of any underlying index is not available for any reason on that day (including

weekends and holidays), the closing level of such underlying index will be assumed to be the same as on the immediately preceding elapsed day (subject to the discussion in the section "Description

of the Securities—Terms Related to the Underlying Index—Discontinuance or Material Modification of the Underlying Index" in the accompanying product supplement). In addition, for all elapsed days from and including the fourth-to-last day that is a scheduled trading day for each underlying index in an accrual period to and including the last elapsed day of that accrual period, the closing levels of the underlying indices will not be observed and will be assumed to be the same as on the elapsed

day immediately preceding such unobserved days.

Worst

**Early** 

redemption:

Accrual condition:

performing The underlying index with the lowest index return

underlying index:

Final index level: For each underlying index, its closing level on the final valuation date

For each underlying index, (i) its final index level minus its initial index level, divided by (ii) its **Index return:** 

initial index level.

We have the right to redeem the securities, in whole and not in part, on any coupon payment date

on or after November 21, 2019 upon not less than five business days' notice for an amount in cash equal to 100% of the stated principal amount of your securities plus the coupon payment due on

the date of redemption, if any.

**CUSIP/ISIN:** 17326YRN8 / US17326YRN84

Additional Information

**General.** The terms of the securities are set forth in the accompanying product supplement, prospectus supplement and prospectus, as supplemented by this pricing supplement. The accompanying product supplement, prospectus supplement and prospectus contain important disclosures that are not repeated in this pricing supplement. For example, certain events may occur that could affect the amount of any variable coupon payment you receive and your payment at maturity. These events and their consequences are described in the accompanying product supplement in

the sections "Description of the Securities—Terms Related to the Underlying Index—Discontinuance or Material Modification of the Underlying Index" and "Description of the Securities—Terms Related to the Underlying Index—Consequences of a Market Disruption Event; Postponement of the Final Valuation Date," and not in this pricing supplement. In addition, the accompanying underlying supplement contains important disclosures regarding the underlying indices that are not repeated in this pricing supplement. It is important that you read the accompanying product supplement, underlying supplement, prospectus supplement and prospectus together with this pricing supplement before deciding whether to invest in the securities. Certain terms used but not defined in this pricing supplement are defined in the accompanying product supplement.

Although the accompanying product supplement contemplates only a single underlying index, the securities are linked to two underlying indices. Each of the provisions in the accompanying product supplement referring to the underlying index shall apply separately to each of the underlying indices to which the securities are linked.

Postponement of the final valuation date. If the scheduled final valuation date is not a scheduled trading day for any underlying index or if a market disruption event occurs with respect to any underlying index on the scheduled final valuation date, the final valuation date will be subject to postponement as described in the accompanying product supplement in the section "Description of the Securities—Terms Related to the Underlying Index—Consequences of a Market Disruption Event; Postponement of the Final Valuation Date." If the scheduled final valuation date is postponed, the closing level of each underlying index in respect of the final valuation date will be determined based on (i) for any underlying index for which the originally scheduled final valuation date is a scheduled trading day and as to which a market disruption event does not occur on the originally scheduled final valuation date, the closing level of such underlying index on the final valuation date and (ii) for any other underlying index, the closing level of such underlying index on the final valuation date as postponed (or, if earlier, the first scheduled trading day for such underlying index following the originally scheduled final valuation date on which a market disruption event did not occur with respect to such underlying index).

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Hypothetical Examples

Variable Coupon Payments

The sections below provide examples of how the variable coupon payments on the securities will be determined. The first section, "—Determining the Hypothetical Relevant Contingent Rate," provides a limited number of hypothetical examples of how the relevant contingent rate for any accrual period will be determined based on hypothetical CMS spread values, as determined on the second U.S. government securities business day prior to the beginning of the applicable accrual period. The second section, "—Determining the Hypothetical Variable Coupon Rates and Coupon Payment Amounts," provides a limited number of hypothetical examples of how the coupon payments on the securities will be determined based on a limited number of hypothetical relevant contingent interest rates and a limited number of hypothetical accrual days during a hypothetical accrual period. The figures below have been rounded for ease of analysis.

Determining the Hypothetical Relevant Contingent Rate

The table below presents examples of hypothetical relevant contingent rates based on various hypothetical CMS spread values.

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Example	e HVna	ornerica	I CIVIS	Spread*	HVnorn	etical F	Kelevant (	Contingent	Kate ner /	\nniim**

- manipi	crippointerear crip spread	113 Pour
1	-1.00%	0.00%
2	-0.80%	0.00%
3	-0.60%	0.00%
4	-0.40%	0.00%
5	-0.20%	0.00%
6	0.00%	0.00%
7	0.10%	5.00%
8	0.20%	10.00%
9	0.23%	11.50%
10	0.30%	11.50%
11	0.40%	11.50%
12	0.50%	11.50%
13	0.60%	11.50%
14	0.80%	11.50%
15	1.00%	11.50%
16	1.20%	11.50%
17	1.40%	11.50%
18	1.60%	11.50%

19	1.80%	11.50%
20	2.00%	11.50%
21	2.20%	11.50%
22	2.40%	11.50%

<sup>\*</sup> Hypothetical CMS spread = (CMS30 - CMS2), where CMS30 and CMS2 are determined on the second U.S. government securities business day prior to the beginning of the applicable accrual period.

Determining the Hypothetical Variable Coupon Rates and Variable Coupon Payments

The tables below present examples of the hypothetical variable coupon rate and hypothetical variable coupon payments after the first year following issuance of the securities based on the number of accrual days in a particular accrual period and different assumptions about the CMS spread. For illustrative purposes only, the tables assume an accrual period that contains 90 elapsed days and that the securities have not previously been redeemed. The actual coupon payment for any coupon payment date after the first year will depend on the actual number of accrual days and elapsed days during the related accrual period and the actual CMS spread on the CMS spread determination date for that accrual period. The variable coupon rate for each accrual period will apply only to that accrual period.

<sup>\*\*</sup> Hypothetical relevant contingent rate per annum for the accrual period =  $50.00 \times$  hypothetical CMS spread, subject to a minimum of 0.00% and a maximum of 11.50% per annum.

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# Assuming the CMS spread is 0.10% on the applicable CMS spread determination date:

Hypothetical Number of Accrual Days in Accrual	Hypothetical Relevant Contingent Rate per	Hypothetical Variable Coupon Rate per	Hypothetical Variable Coupon Payment per
Period*	Annum**	Annum***	Security****
0	5.000%	0.000%	\$0.00
15	5.000%	0.833%	\$2.08
30	5.000%	1.667%	\$4.17
45	5.000%	2.500%	\$6.25
60	5.000%	3.333%	\$8.33
75	5.000%	4.167%	\$10.42
90	5.000%	5.000%	\$12.50

# Assuming the CMS spread is 2.00% on the applicable CMS spread determination date:

Hypothetical Number of Accrual Days in Accrual Period*	Hypothetical Relevant Contingent Rate per Annum**	Hypothetical Variable Coupon Rate per Annum***	Hypothetical Variable Coupon Payment per Security****
0	11.50%	0.000%	\$0.00
15	11.50%	1.917%	\$4.79
30	11.50%	3.833%	\$9.58
45	11.50%	5.750%	\$14.38
60	11.50%	7.667%	\$19.17
75	11.50%	9.583%	\$23.96
90	11.50%	11.500%	\$28.75

# Assuming the CMS spread is 0.00% on the applicable CMS spread determination date:

Hypothetical Number of Accrual Days in Accrual	Hypothetical Relevant Contingent Rate per	Hypothetical Variable Coupon Rate per	Hypothetical Variable Coupon Payment per
Period*	Annum**	Annum***	Security****
0	0.00%	0.000%	\$0.00
15	0.00%	0.000%	\$0.00
30	0.00%	0.000%	\$0.00
45	0.00%	0.000%	\$0.00
60	0.00%	0.000%	\$0.00
75	0.00%	0.000%	\$0.00
90	0.00%	0.000%	\$0.00

- \* An accrual day is an elapsed day on which the accrual condition is satisfied (i.e., on which the closing level of each underlying index is greater than or equal to its accrual barrier level)
- \*\* The hypothetical relevant contingent rate is equal to  $50.00 \times CMS$  spread (as of the CMS spread determination date for the related accrual period), subject to a minimum of 0.00% and a maximum of 11.50% per annum
- \*\*\* The hypothetical variable coupon rate per annum is equal to (i) the hypothetical relevant contingent rate per annum *multiplied by* (ii) (a) the hypothetical number of accrual days in the related accrual period divided by (b) 90
- \*\*\*\* The hypothetical variable coupon payment per security is equal to (i) \$1,000 multiplied by the hypothetical variable coupon rate per annum divided by (ii) 4

Citigroup Global Markets Holdings Inc.

Payment at Maturity

The diagram below illustrates your payment at maturity for a range of hypothetical index returns of the worst performing underlying index (excluding the final coupon payment, if any, and assuming we do not redeem the securities prior to maturity).

Callable Fixed to Float Range Accrual Securities

Payment at Maturity Diagram

Your actual payment at maturity per security, excluding the final coupon payment, if any, will depend on the actual initial index level, the actual final barrier level and the actual final index level of the worst performing underlying index. The examples below are intended to illustrate how your payment at maturity will depend on whether the final index level of the worst performing underlying index is greater than or less than its final barrier level and, if less, how much less. The examples are solely for illustrative purposes, do not show all possible outcomes and are not a prediction of what the actual payment at maturity on the securities will be.

The examples below are based on hypothetical initial index levels of 100 and hypothetical final barrier levels of 60 and do not reflect the actual initial index levels or final barrier levels. For the actual initial index levels and final barrier levels, see the cover page of this pricing supplement. We have used these hypothetical levels, rather than the actual levels, to simplify the calculations and aid understanding of how the securities work. However, you should understand that the actual payment at maturity on the securities will be calculated based on the actual initial index levels and final barrier levels, and not these hypothetical levels.

#### Example 1—Par Scenario A.

Underlying	<b>Hypothetical Initial</b>	<b>Hypothetical Final</b>	<b>Hypothetical Final</b>	<b>Hypothetical Index</b>
Index	Index Level	Barrier Level	<b>Index Level</b>	Return
S&P 500® Inde	x 100	60	150	50%
Russell 2000® Index	100	60	110	10%

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In this example, the Russell 2000<sup>®</sup> Index is the worst performing underlying index. Its hypothetical final index level is 110 (a 10% increase from its hypothetical initial index level), which is greater than its hypothetical final barrier level.

Payment at maturity per security = \$1,000 (excluding the final coupon payment, if any)

Because the final index level of the worst performing underlying index is greater than its final barrier level, you would be repaid the stated principal amount of your securities in this example. Even though both underlying indices have appreciated from their respective initial index levels in this example, you would not participate in the appreciation of either underlying index.

#### Example 2—Par Scenario B.

Underlying	<b>Hypothetical Initial</b>	<b>Hypothetical Final</b>	<b>Hypothetical Final</b>	<b>Hypothetical Index</b>
Index	<b>Index Level</b>	<b>Barrier Level</b>	<b>Index Level</b>	Return
S&P 500 <sup>®</sup> Ind	ex 100	60	90	-10%
Russell 2000® Index	100	60	120	20%

In this example, the S&P 500<sup>®</sup> Index is the worst performing underlying index. Its hypothetical final index level is 90 (a 10% decrease from its hypothetical initial index level), which is greater than its hypothetical final barrier level.

Payment at maturity per security = \$1,000 (excluding the final coupon payment, if any)

Because the worst performing underlying index did not depreciate from its hypothetical initial index level to its hypothetical final index level by more than 40% (that is, it did not depreciate below its hypothetical final barrier level), your payment at maturity in this scenario would be equal to the \$1,000 stated principal amount per security (excluding the final coupon payment, if any).

# **Example 3—Downside Scenario.**

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Underlying	<b>Hypothetical Initial</b>	<b>Hypothetical Final</b>	<b>Hypothetical Final</b>	<b>Hypothetical Index</b>
Index	<b>Index Level</b>	<b>Barrier Level</b>	<b>Index Level</b>	Return
S&P 500® Inde	x 100	60	70	-30%
Russell 2000® Index	100	60	30	-70%

In this example, the Russell 2000<sup>®</sup> Index is the worst performing underlying index. Its hypothetical final index level is 30 (an approximately 70% decrease from its hypothetical initial index level), which is less than its hypothetical final barrier level. As a result, your payment at maturity (excluding the final coupon payment, if any) would be calculated as follows:

Payment at maturity per security =  $\$1,000 + (\$1,000 \times \text{the index return of the worst performing underlying index})$ 

$$= \$1,000 + (\$1,000 \times -70\%)$$

$$= $1,000 + -$700$$

= \$300

Because the worst performing underlying index depreciated from its hypothetical initial index level to its hypothetical final index level by more than 40% (that is, it depreciated below its hypothetical final barrier level), your payment at maturity in this scenario would reflect 1-to-1 exposure to the negative performance of the worst performing underlying index from its initial index level to its final index level.

Citigroup Global Markets Holdings Inc.

**Summary Risk Factors** 

An investment in the securities is significantly riskier than an investment in conventional debt securities. The securities are subject to all of the risks associated with an investment in our conventional debt securities (guaranteed by Citigroup Inc.), including the risk that we and Citigroup Inc. may default on our obligations under the securities, and are also subject to risks associated with CMS30, CMS2 and each of the underlying indices. Accordingly, the securities are suitable only for investors who are capable of understanding the complexities and risks of the securities. You should consult your own financial, tax and legal advisors as to the risks of an investment in the securities and the suitability of the securities in light of your particular circumstances.

The following is a summary of certain key risk factors for investors in the securities. You should read this summary together with the more detailed description of risks relating to an investment in the securities contained in the section "Risk Factors Relating to the Securities" beginning on page IE-6 in the accompanying product supplement. You should also carefully read the risk factors included in the accompanying prospectus supplement and in the documents incorporated by reference in the accompanying prospectus, including Citigroup Inc.'s most recent Annual Report on Form 10-K and any subsequent Quarterly Reports on Form 10-Q, which describe risks relating to the business of Citigroup Inc. more generally.

You may lose some or all of your investment. Unlike conventional debt securities, the securities do not repay a fixed amount of principal at maturity. Instead, your payment at maturity will depend on the performance of the worst performing underlying index. If we do not redeem the securities prior to maturity, you may receive significantly less than the stated principal amount of the securities at maturity, but in no circumstance will you receive more than the \$stated principal amount of the securities (excluding the final coupon payment, if any). If the final index level of the worst performing underlying index is less than its final barrier level, you will lose 1% of the stated principal amount of the securities for every 1% by which the final index level of the worst performing underlying index is less than its initial index level. There is no minimum payment at maturity on the securities, and you may lose up to all of your investment.

The barrier feature of the securities exposes you to particular risks. If the final index level of the worst performing underlying index is less than its final barrier level, you will not be repaid the stated principal amount of your securities at maturity and instead will lose 1% of the stated principal amount of the securities for every 1% by which the final index level of the worst performing underlying index is less than its initial index level. Therefore, the securities offer no protection at all if the worst performing underlying index depreciates by more than 40% from its initial index level to its final index level. As a result, you may lose your entire investment in the securities.

§ The securities offer a variable coupon rate after the first year following issuance, and you may not receive any coupon payment on one or more coupon payment dates. Any variable coupon payment you receive will be paid at a per annum rate equal to the relevant contingent rate for the applicable coupon payment date only if the accrual condition is satisfied on each elapsed day during the related accrual period. The

accrual condition will be satisfied on any elapsed day only if the closing level of each underlying index on that elapsed day is greater than or equal to its respective accrual barrier level. If, on any elapsed day during an accrual period, the accrual condition is not satisfied, the applicable variable coupon payment will be paid at a rate that is less, and possibly significantly less, t4%">

For the Nine Months Ended February 28 2007

Unaudited Unaudited **RMB** USD RMB

2006

Cost of			
revenues	622	80	65
Selling and			
marketing	319	41	793
General and			
administrative	18,330	2,368	26,321
Note 2: Each ADS represents four common shares			

Note 2: Each ADS represents four common shares

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#### NEW ORIENTAL EDUCATION & TECHNOLOGY GROUP INC.

#### RECONCILIATION OF NON-GAAP MEASURES TO THE MOST COMPARABLE GAAP MEASURES

(In thousands except share and per ADS amounts)

	For the Three Months Ended 2007		2006
	(Unaudited)		(Unaudited)
	RMB	USD	RMB
GAAP net income	65,345	8,441	10,154
Dividend in kind			
GAAP Income attributable to holders of common shares	65,345	8,441	10,154
Share-based compensation expense	5,557	718	954
Non-GAAP income attributable to holders of common shares	70,902	9,159	11,108
GAAP net income per ADS basic (note 1)	1.79	0.23	0.41
GAAP net income per ADS diluted (note 1)	1.72	0.22	0.37
Non-GAAP net income per ADS basic (note 1)	1.94	0.25	0.44
Non-GAAP net income per ADS diluted (note 1)	1.86	0.24	0.40
Shares used in calculated basic net income per ADS (note 1) Shares used in calculated diluted net income per ADS (note 1)	146,143,021 152,238,305	146,143,021 152,238,305	100,000,000 111,111,111

Note 1: Each ADS represents four common shares

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#### NEW ORIENTAL EDUCATION & TECHNOLOGY GROUP INC.

#### RECONCILIATION OF NON-GAAP MEASURES TO THE MOST COMPARABLE GAAP MEASURES CONTINUED

(In thousands except share and per ADS amounts)

	For the Nine Months Ended Fo		2006
	(Unau	dited)	(Unaudited)
	RMB	USD	RMB
GAAP net income	238,621	30,824	83,674
Dividend in kind			(25,526)
GAAP Income attributable to holders of common shares	238,621	30,824	58,148
Share-based compensation expense	19,271	2,489	27,179
Non-GAAP income attributable to holders of common shares	257,892	33,313	85,327
GAAP net income per ADS basic (note 1)	7.38	0.95	2.33
GAAP net income per ADS diluted (note 1)	6.93	0.90	2.09
Non-GAAP net income per ADS basic (note 1)	7.97	1.03	3.41
Non-GAAP net income per ADS diluted (note 1)	7.49	0.97	3.07
Shares used in calculated basic net income per ADS (note 1)	129,413,247	129,413,247	100,000,000
Shares used in calculated diluted net income per ADS (note 1)  Note 1: Each ADS represents four common shares	137,720,319	137,720,319	111,111,111

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