



*Focused on Memory | Engineered for Innovation*

# Safe Harbor

**During the course of this meeting, we may make projections or other forward-looking statements regarding future events or the future financial performance of the Company and the industry. We wish to caution you that such statements are predictions and that actual events or results may differ materially. We refer you to the documents the Company files on a consolidated basis from time to time with Securities and Exchange Commission, specifically the Company's most recent Form 10-K and Form 10-Q. These documents contain and identify important factors that could cause the actual results for the Company on a consolidated basis to differ materially from those contained in our projections or forward-looking statements. These certain factors can be found at <http://www.micron.com/certainfactors>. Although we believe that the expectations reflected in the forward-looking statements are reasonable, we cannot guarantee future results, levels of activity, performance or achievements. We are under no duty to update any of the forward-looking statements after the date of the presentation to conform these statements to actual results.**



# 2011 Micron Winter Analyst Conference

## **Steve Appleton**

Chairman and CEO



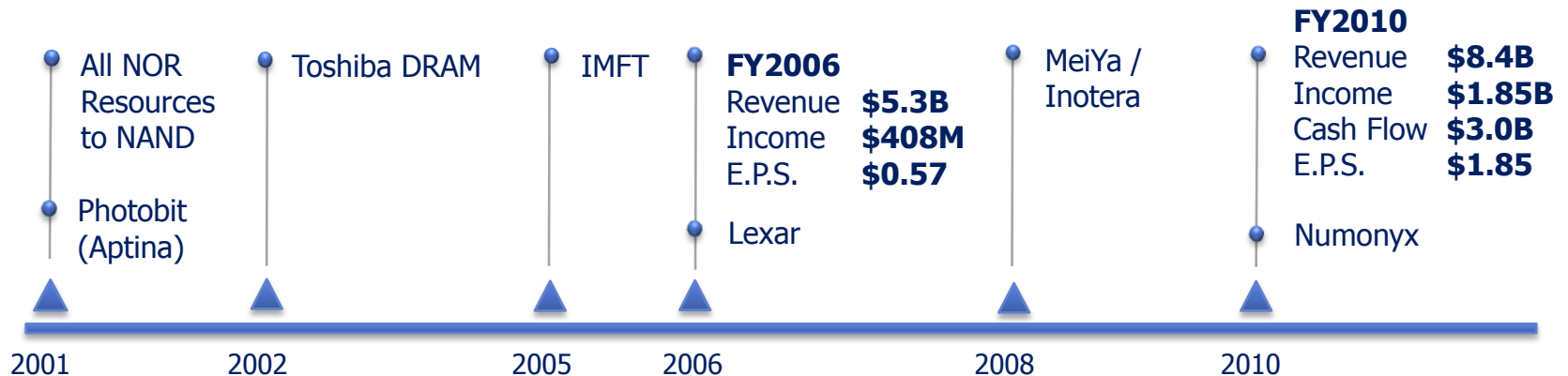
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February 21, 2011

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# Micron Evolution

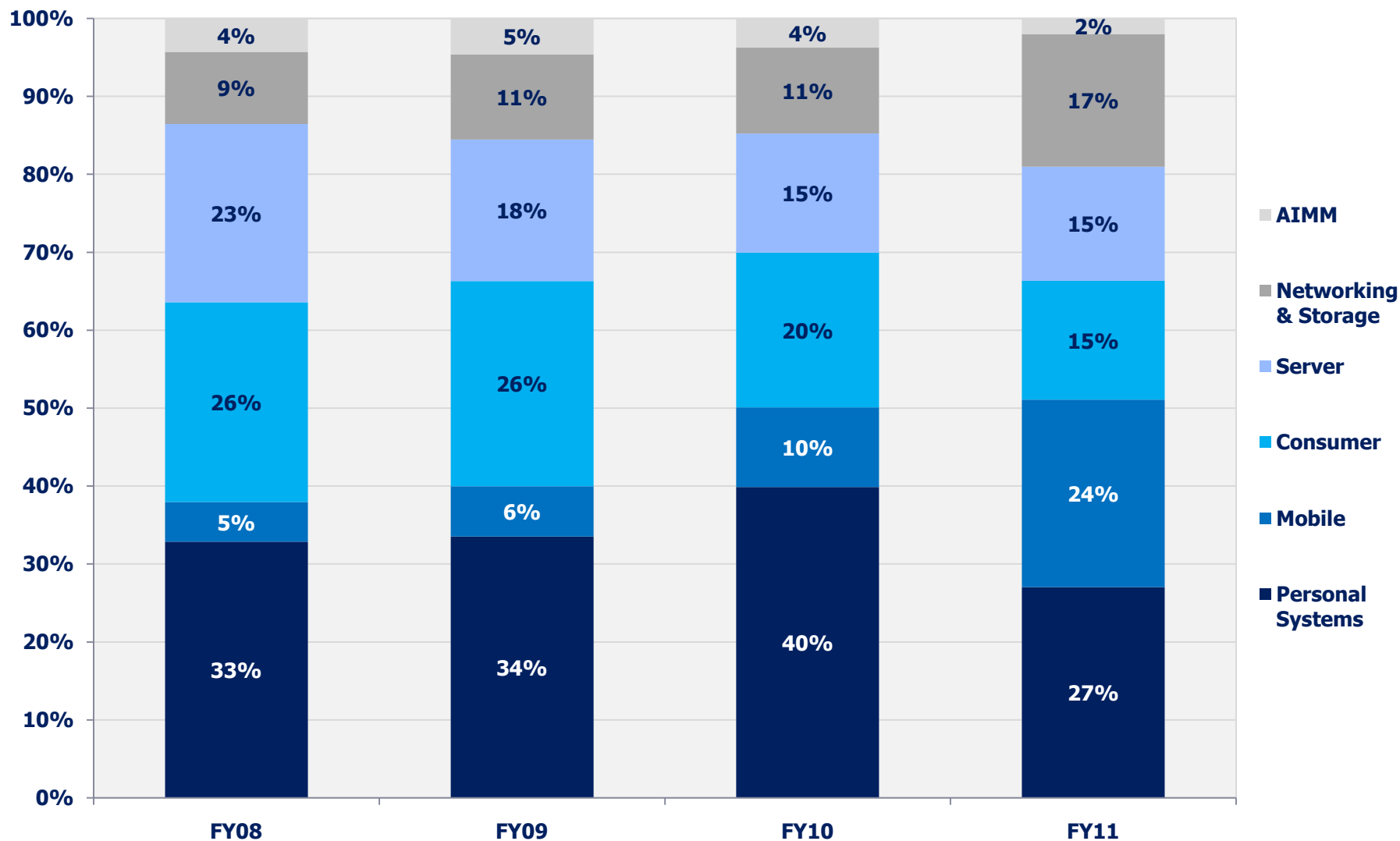
- ▶ Recognized Need for Strategic Shift
- ▶ Leverage Technology Expertise
- ▶ Pursue Efficient Capital Deployment (cheap assets with scale & partnerships)
- ▶ Product Portfolio Expansion



- ▶ Decrease in Long Term DRAM Annual Bit Growth to < 50% year
- ▶ First Bankruptcy and Liquidation of a DRAM Company in History
- ▶ Customer Consolidation in Computing
- ▶ Government Subsidized Companies

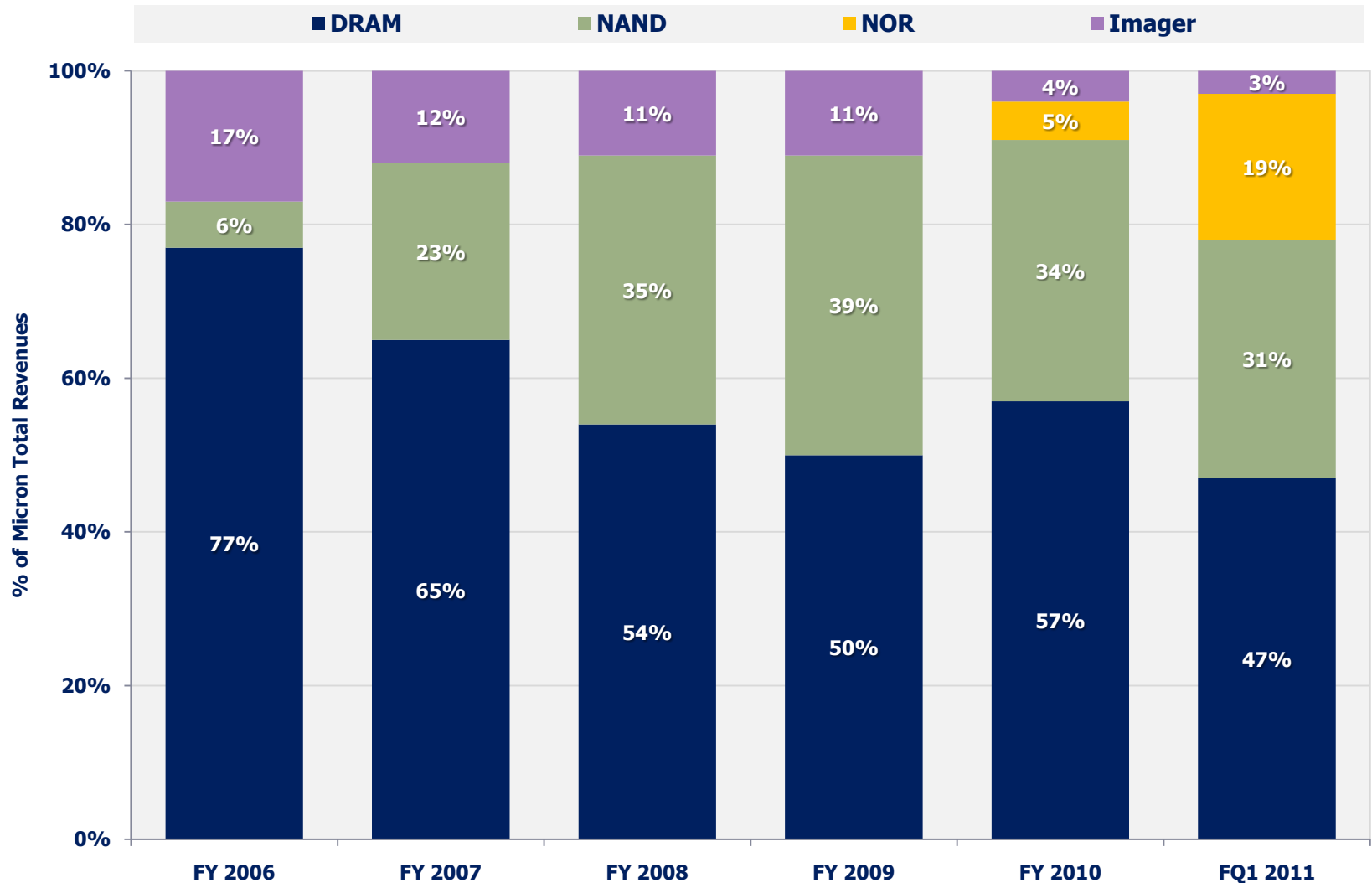


# Application Revenue Diversification

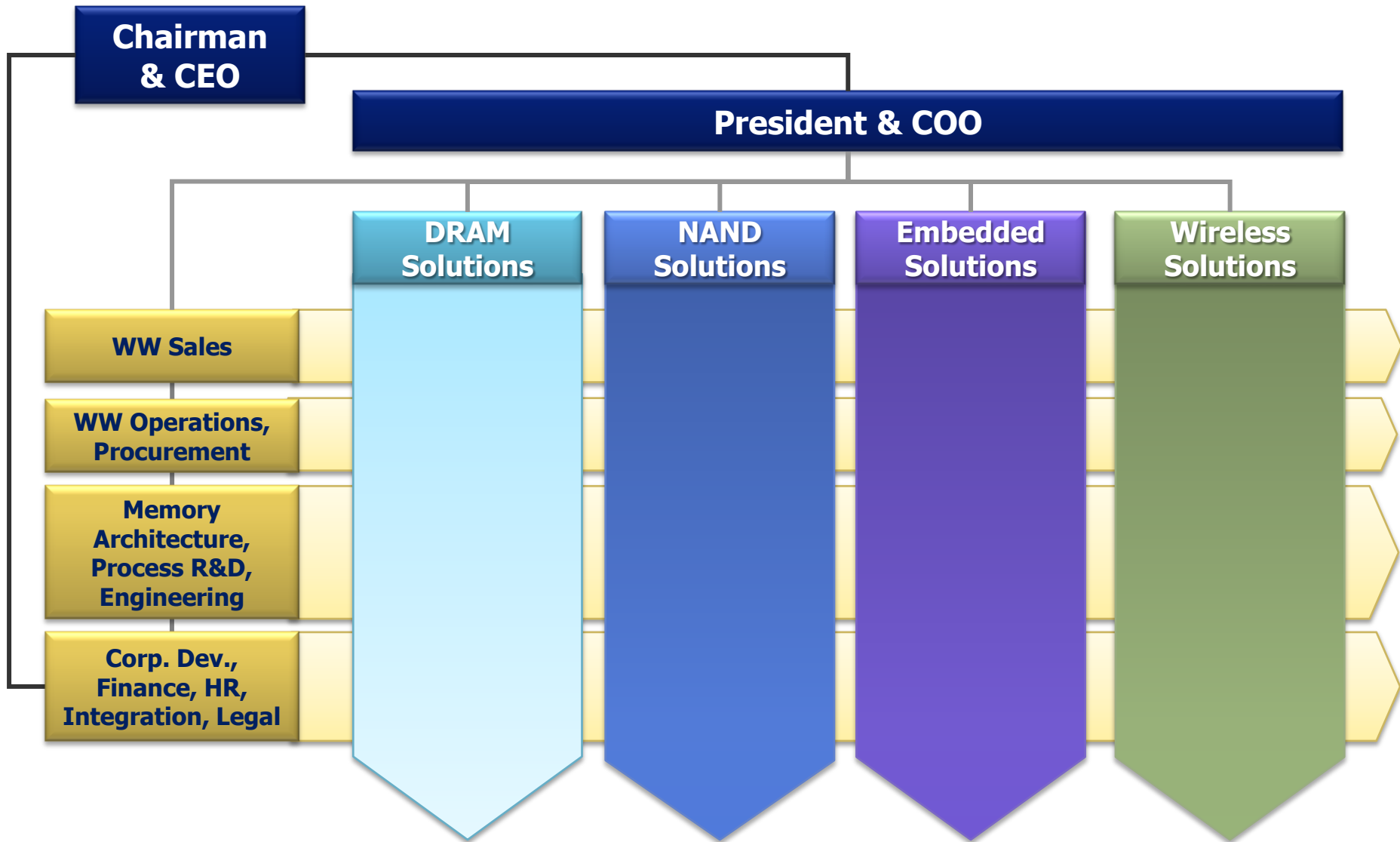


Includes DRAM, NAND, and NOR; NOR does not include purchase accounting adjustments

# Segment Revenue Diversification



# Organization Structure





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# DRAM Solutions Group

**Brian Shirley**

Vice President

# DRAM Solutions Group - DSG



## Server

- ▶ Cloud computing and virtualization driving need for more cores
- ▶ Further drives DRAM density, performance needs, and power concerns
- ▶ Intel's Romley launch in 2H'11



## Networking & Storage

- ▶ High-end routers running past traditional DRAM limits
- ▶ Customer premise equipment market exploding (CPE)
- ▶ Exploding demand from Storage market



## Graphics

- ▶ Visual enhancements are driving increased DRAM needs
- ▶ New game console planning underway with unparalleled speed needs
- ▶ Speed requirements increasing to 2Gbps +...



## Personal Computing

- ▶ PC's converted to DDR3 and up to 4GB
- ▶ Tablets using DDR2 today, soon DDR3 and early DDR4 due to power
- ▶ Sandy Bridge integrates GPU on to CPU, pushing up main memory needs

# DRAM Solutions Group - DSG



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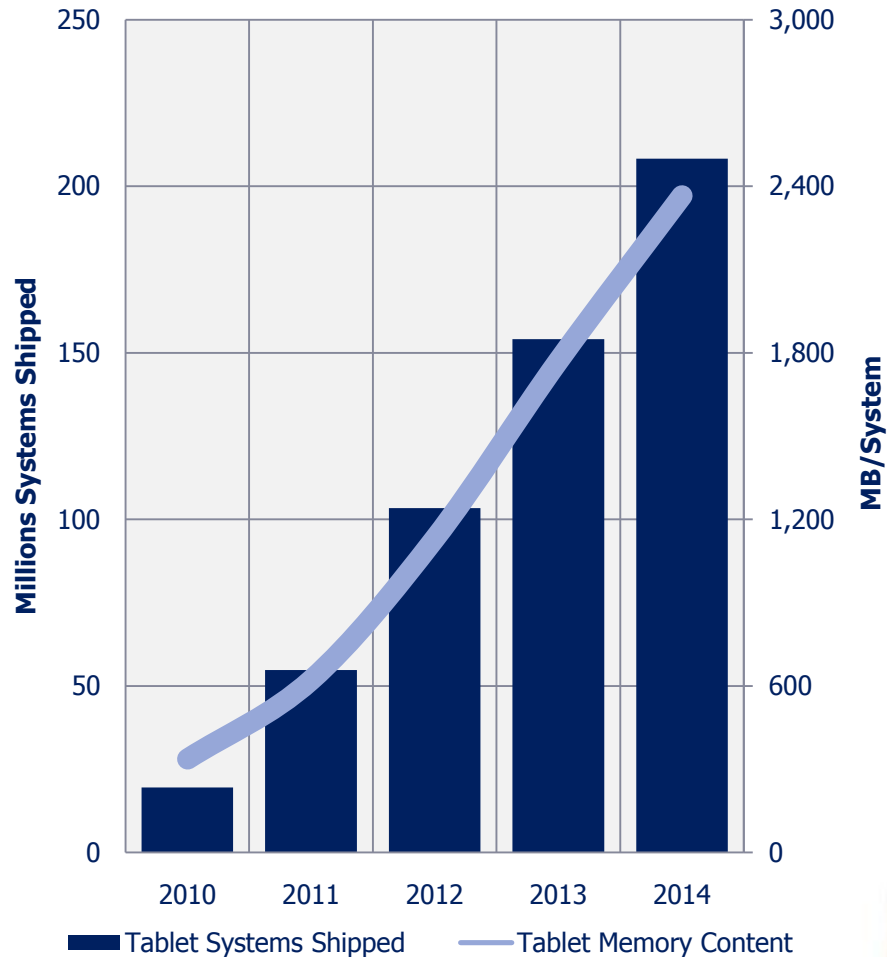
## Personal Computing

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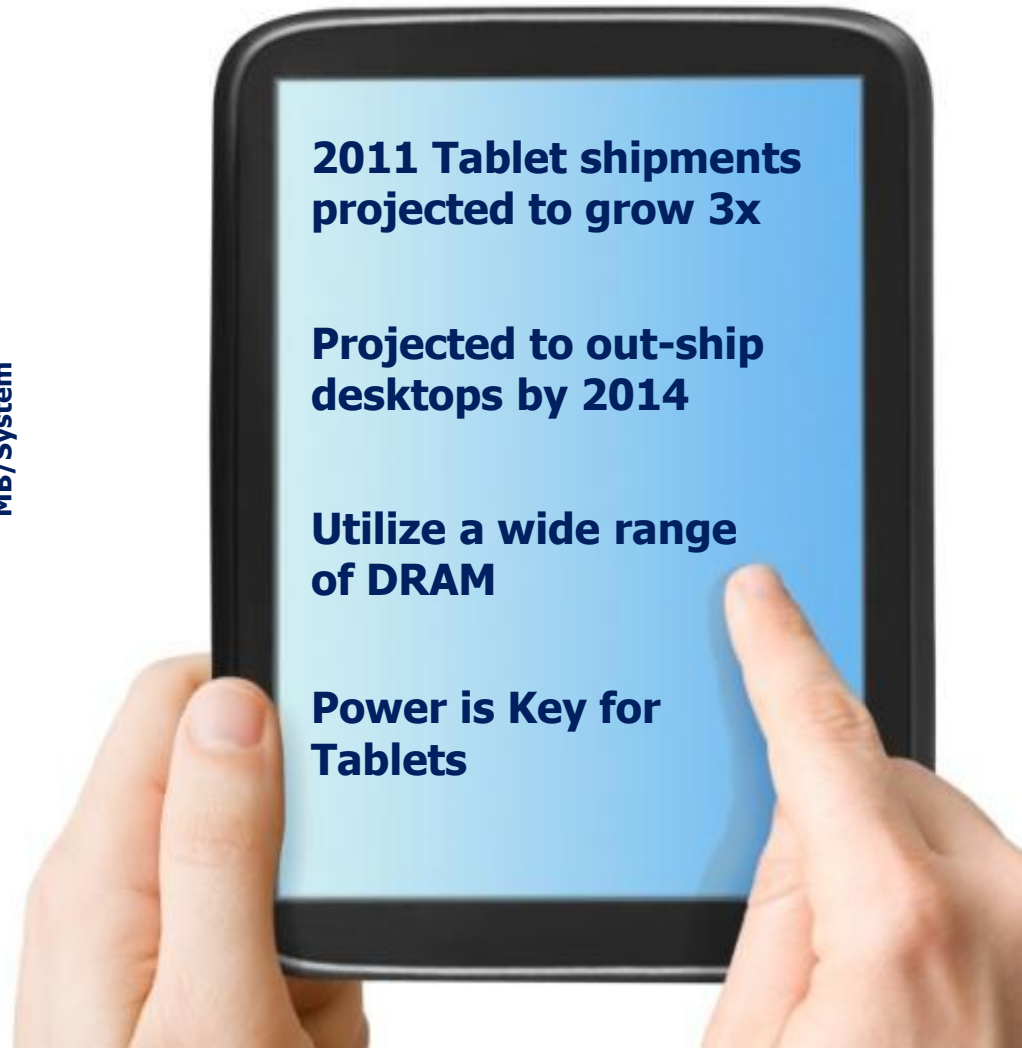
Increasing need for high density, high speed, low power DRAM solutions:  
**Micron's DRAM portfolio drives the world's infrastructure**

# Leading in New Applications: **Tablets**

## Tablet Shipment Growth



## One of the Hottest Items at CES 2011



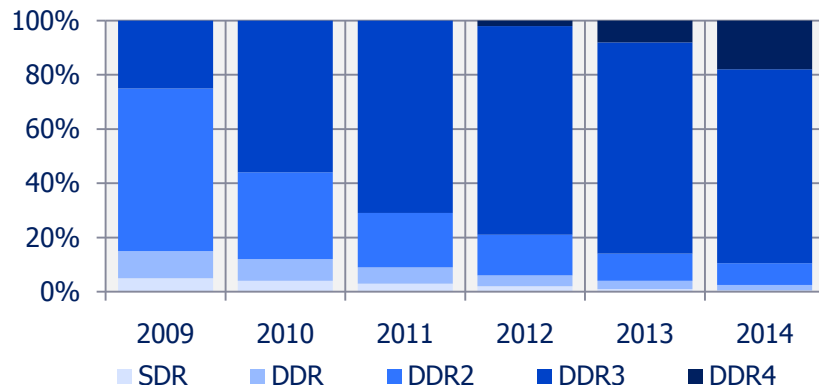
Source: Gartner 4Q'10; Micron Market Research



# Leading with New Interfaces: **DDR4**

...optimized for power and performance

## DDR4 Market Introduction



## Potential DDR4 Lead Applications



### Servers

- › Best solution for high density DIMMs
- › Significant power reduction



### Notebooks

- › Further power saving due to 1.2V
- › Performance increase to address future applications



### Tablet PCs

- › Ideal application to use low power features
- › Fast adoption due to variety of controller vendors

## The next major standard

### DDR4 introduction expected in 2012

- › Main interest in power sensitive applications

### Key improvements over DDR3

- › Higher Bandwidth: Up to 3.2 Gbps
- › Power Consumption: 1.2V drives big improvement
- › High Density: 128Gb in single-stack, single-load

### Ideal Memory for variety of applications

- › Server ideal due to power & performance benefits
- › Tablet PC benefit from low voltage
- › Fast introduction in Notebooks expected

### Micron fully committed to DDR4 introduction

- › Driving JEDEC standardization
- › Early development of DDR4 with introduction in 1H'2012

Source: Gartner 4Q'10

# Leading with New Technology: **3x nm**



## Improved Performance, Power-efficiency and Cost

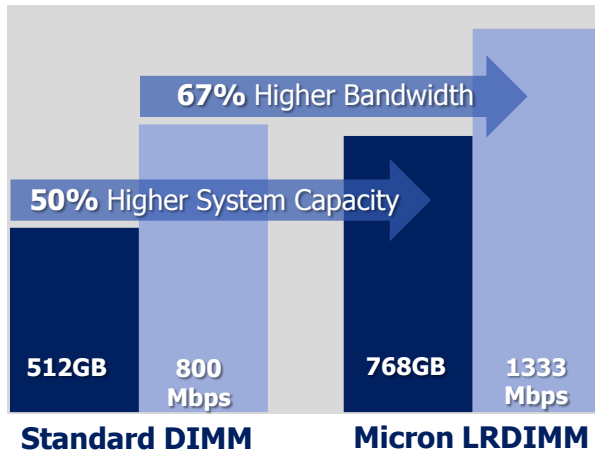
- High-performance 1Gb, 2Gb and 4Gb DDR3 products for broad range of applications across all market segments
- Further power reductions and functionality down to 1.2V
- ~50% more 4Gb chips per wafer versus 42nm
- Enabling standard module densities of up to 64GB
- Lead Technology for DDR4 Introduction

## Key Features and Portfolio Roll-out

- Key features:
  - High speed operation up to 1866 Gbps DDR3 and 2400 Gbps DDR4
  - Fully 1.50V and 1.35V compatible DDR3 and 1.20V on DDR4
  - Technology and circuit design related power improvements for best-in-class power
- First samples available now

# Leading with New Form Factors: **LRDIMM**

## Fully Populated System



## Higher-density modules at improved performance

- ▶ IT, virtualization, and datacenters need for higher density
- ▶ Standard DIMMS limit scaling of capacity and performance
- ▶ Micron's new LRDIMM technology delivers a high performance, cost effective solution to address today's IT system challenges

Happening Now

## Roll-out of Portfolio

- ▶ Broad Standard and VLP Portfolio
- ▶ Module Densities up to 64GB
- ▶ Samples available now



# Leading with New Products: **RLDRAM3**

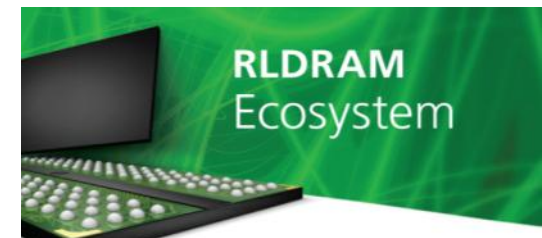


## The best low-latency DRAM gets better

- Unprecedented performance for high-end networking
- Comparable to SRAM access time at superior cost and density
- Easy transition path from RL2 platforms
- High interest of customers and key enablers

## Extended success of RLDRAM2 with RLDRAM3

- Improved performance:
  - random access time down to 10ns write and 2.5ns read
  - doubled sustainable bandwidth of 2133 Gbps
  - power-efficiency and high memory density
- Memory densities of 576Mb and 1.1Gb
- Samples available mid 2011, production in 2H 2011
- 2<sup>nd</sup> source partner identified



*Micron is reinforcing and expanding current relationships with Preferred Partners and key enablers in the networking industry.*

Achronix  
Altera  
Broadcom  
Cavium  
Dolphin  
LSI Logic

Open Silicon  
Northwest Logic  
T-Pack  
Tilera  
Xelerated  
Xilinx

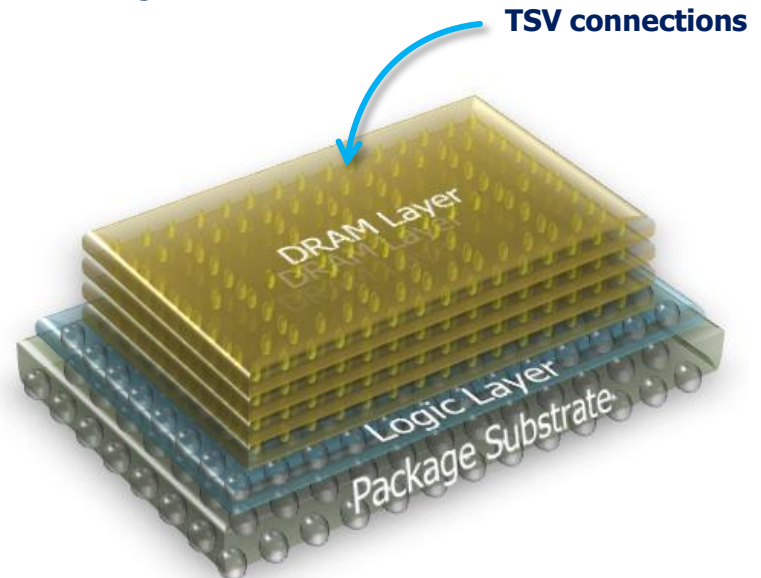
# Leading with New Innovations

## Revolutionary Approach to Break Through the “Memory Wall”

- Evolutionary DRAM roadmaps hit limitations of bandwidth and power efficiency
- Micron introduces a new class of memory: **Hybrid Memory Cube**
- Unique combination of DRAMs on Logic smashes through the wall

## Key Features and Roll-Out

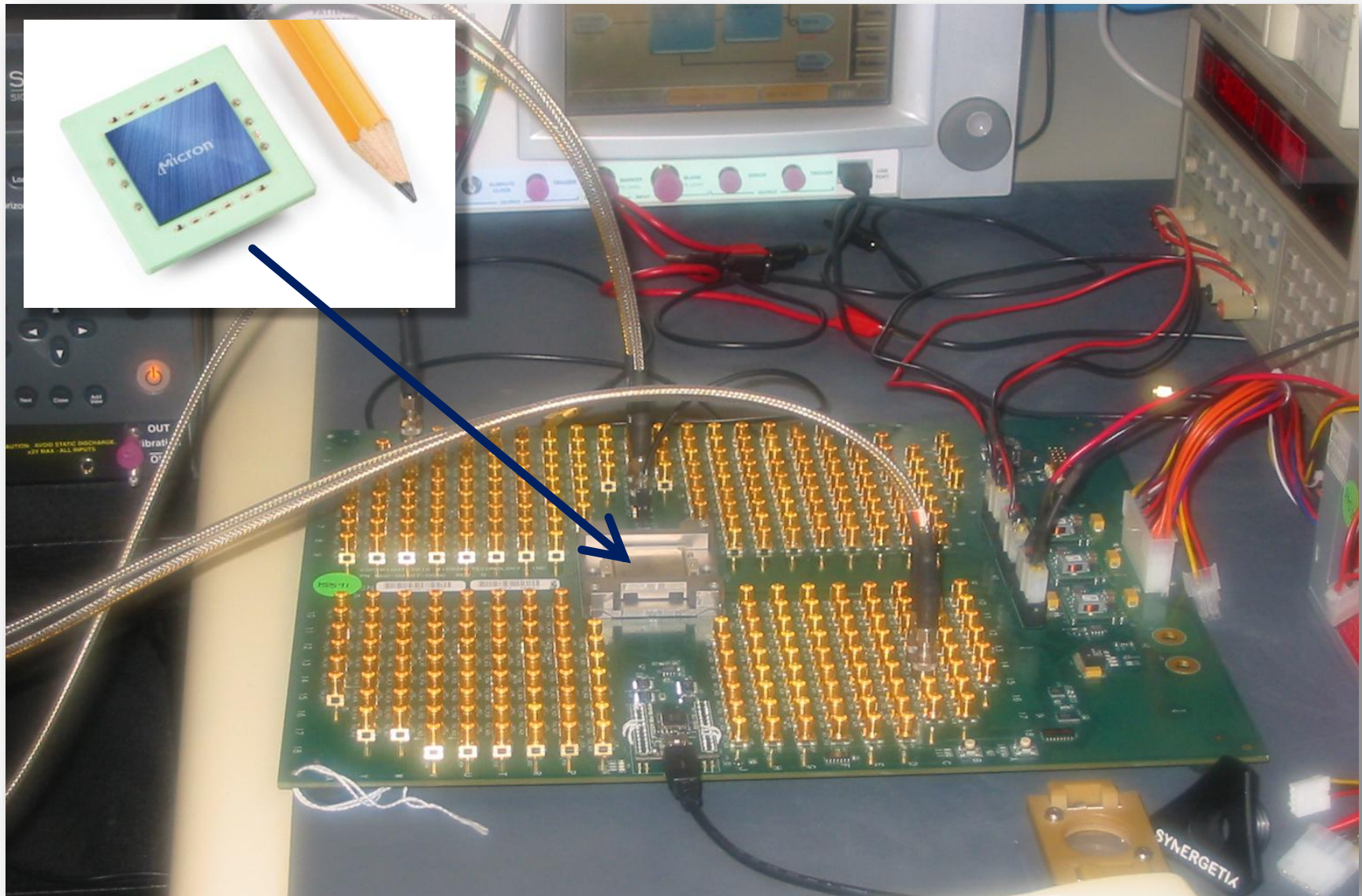
- How did we do it?
  - ▶ Micron-designed logic controller
  - ▶ High speed link to CPU
  - ▶ Massively parallel “Through Silicon Via” connection to DRAM
- Unparalleled performance:
  - ▶ Up to 20X the bandwidth of a full DDR3 DIMM
  - ▶ Using a 10th of the power per bit
  - ▶ Occupying an 8th of the space of an RDIMM
- Targeting high performance computing and networking, eventually migrating into computing and consumer



Full silicon prototypes in silicon  
**TODAY**



# Hybrid Memory Cube Prototype



# DRAM Solutions Group

- ▶ Focus on segments driven by exploding bandwidth and computing needs
- ▶ Broad product portfolio focused on optimal solutions across performance, power, and density
- ▶ Leadership in next generation solutions, driving enhanced margin opportunities



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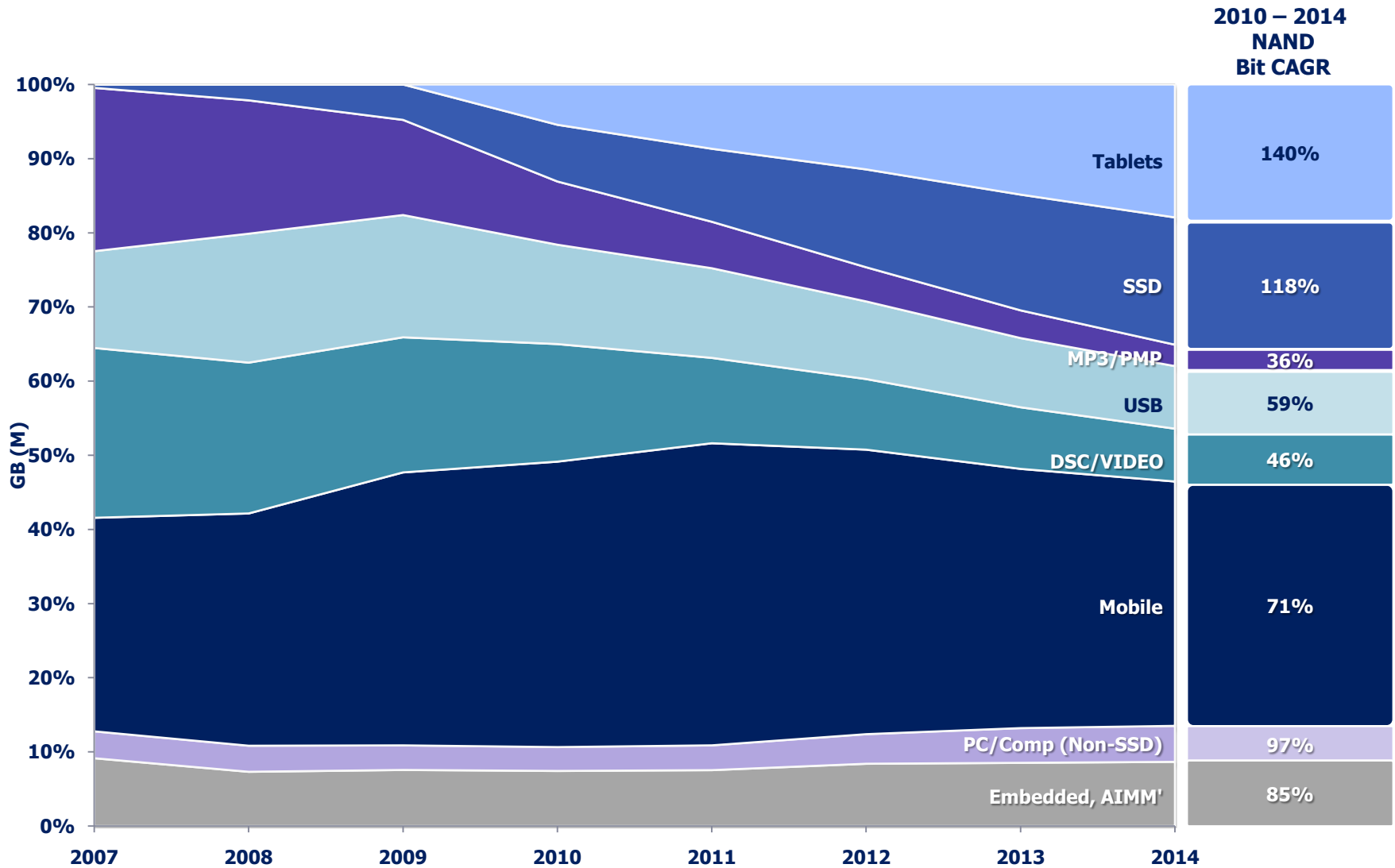


# NAND Solutions Group

**Glen Hawk**

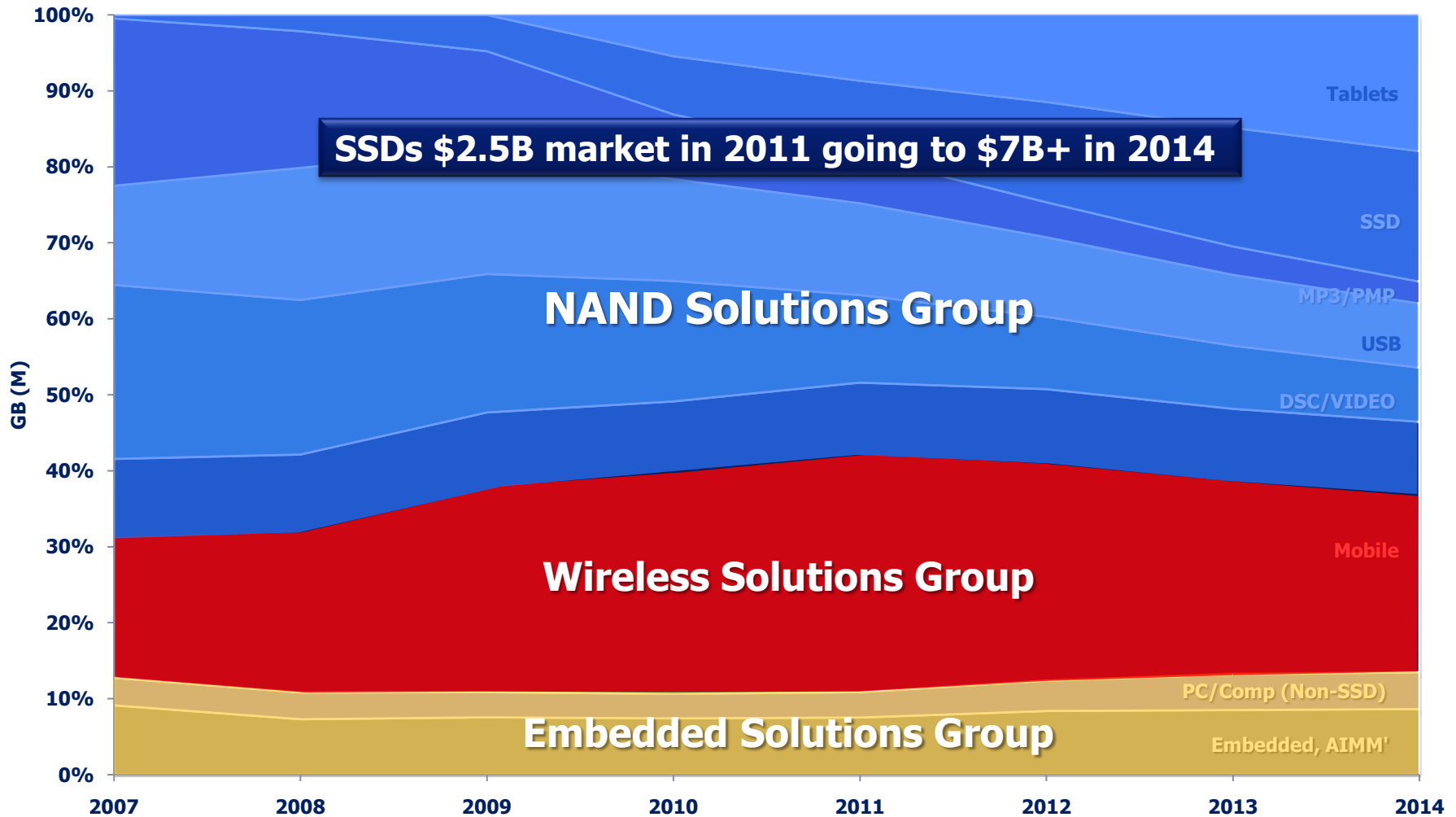
Vice President

# NAND Market Diversity



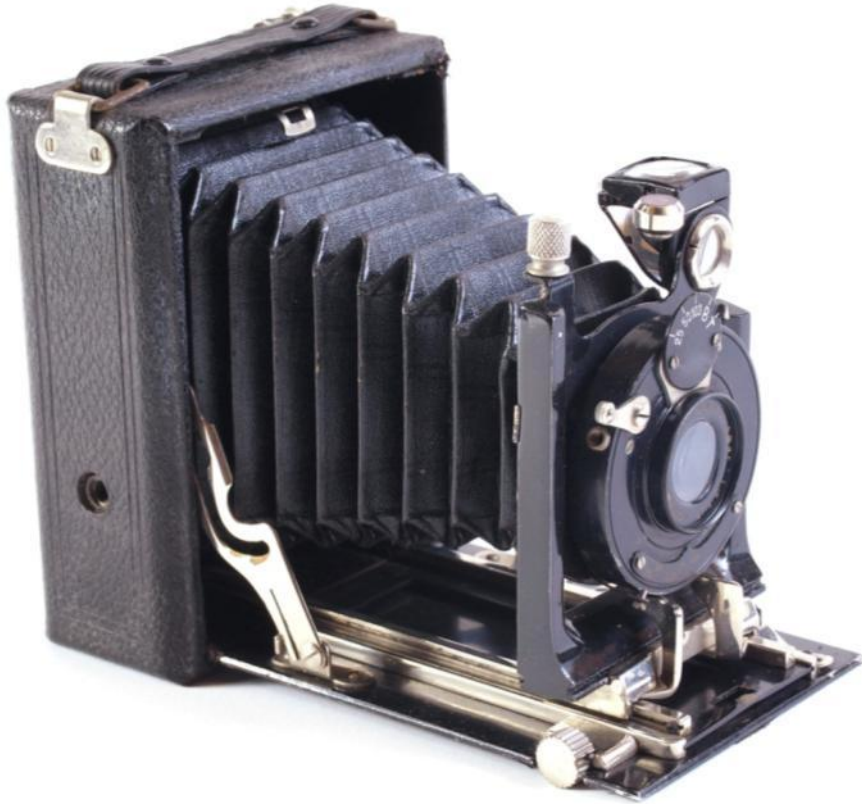
Source: Gartner 4Q10; Cards included in Mobile and DSC

# Micron's Business Units focused on NAND

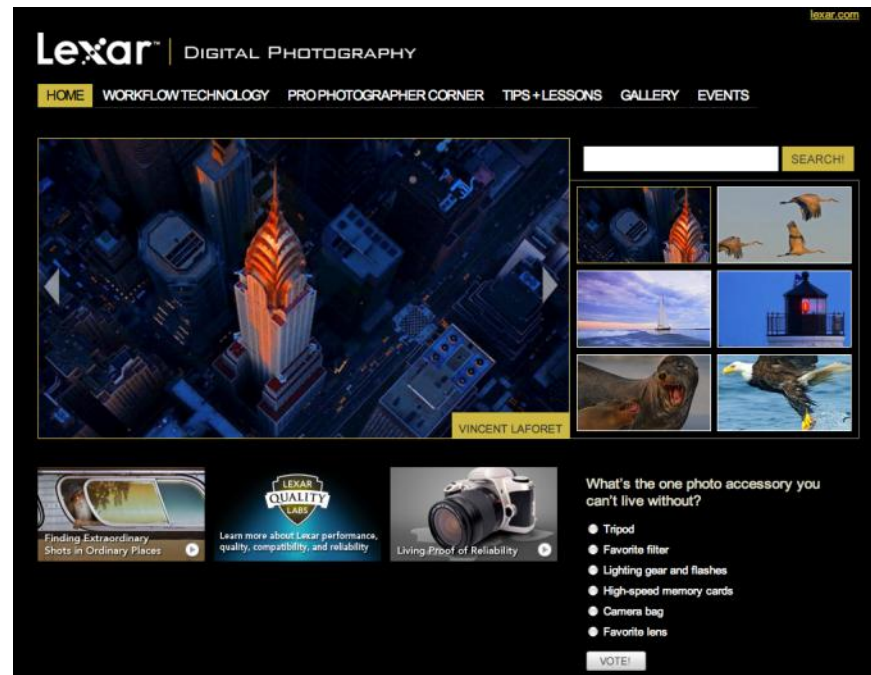
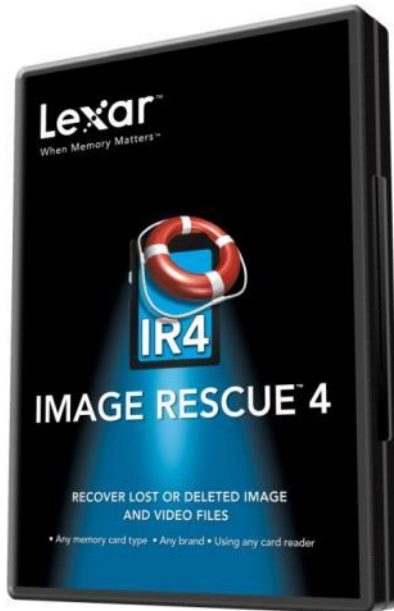


Source: Gartner 4Q10; Cards included in Mobile and DSC

# Digitization of Photography



# Digitization of Photography



# Transformation of File Storage





# Transformation of File Storage



# Revolution of Music





# Revolution of Music



# The Next Revolution: Computing



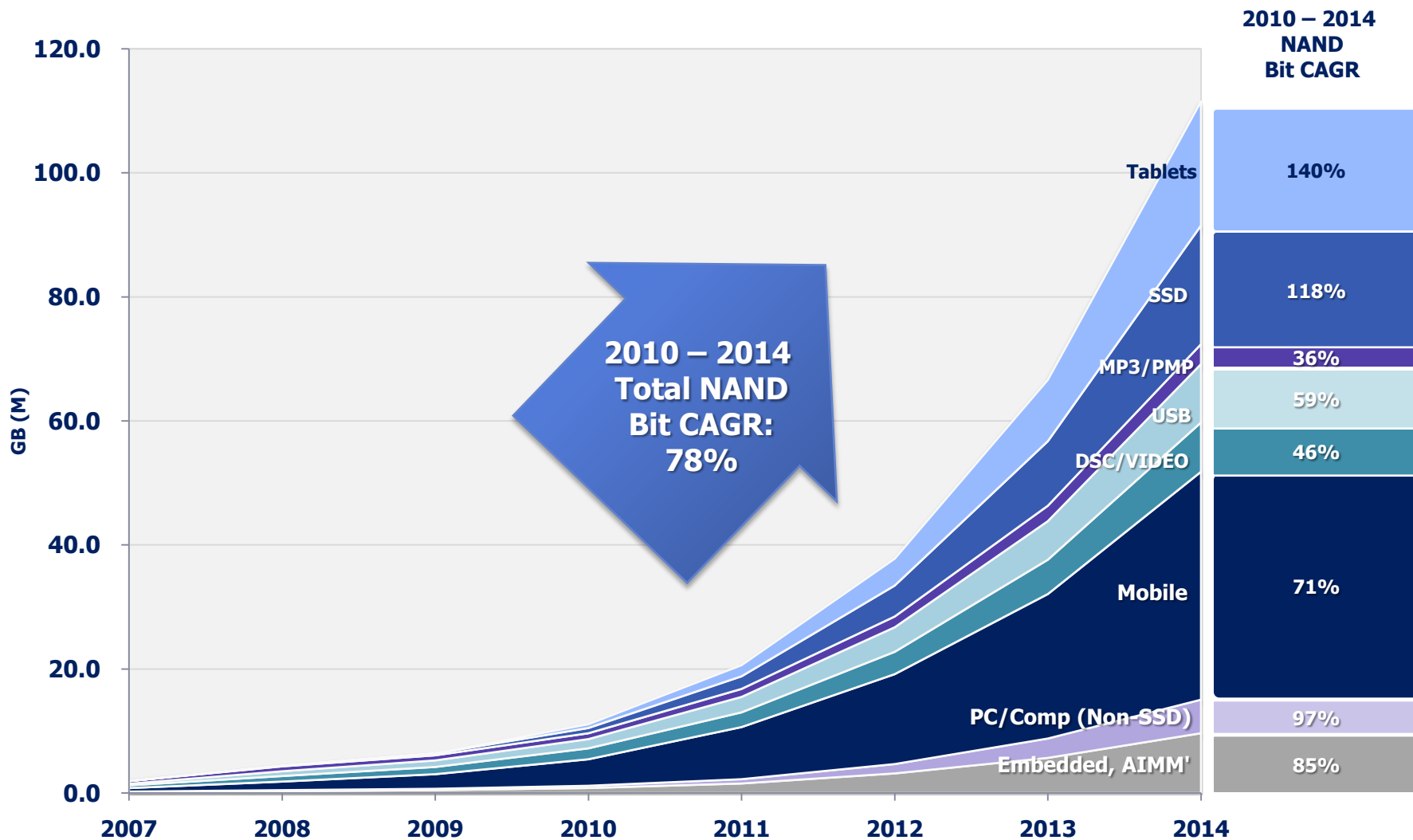
# The Next Revolution: Computing



**Micron ReadISSD™**  
**C400 for Client**  
**P300 for Enterprise**

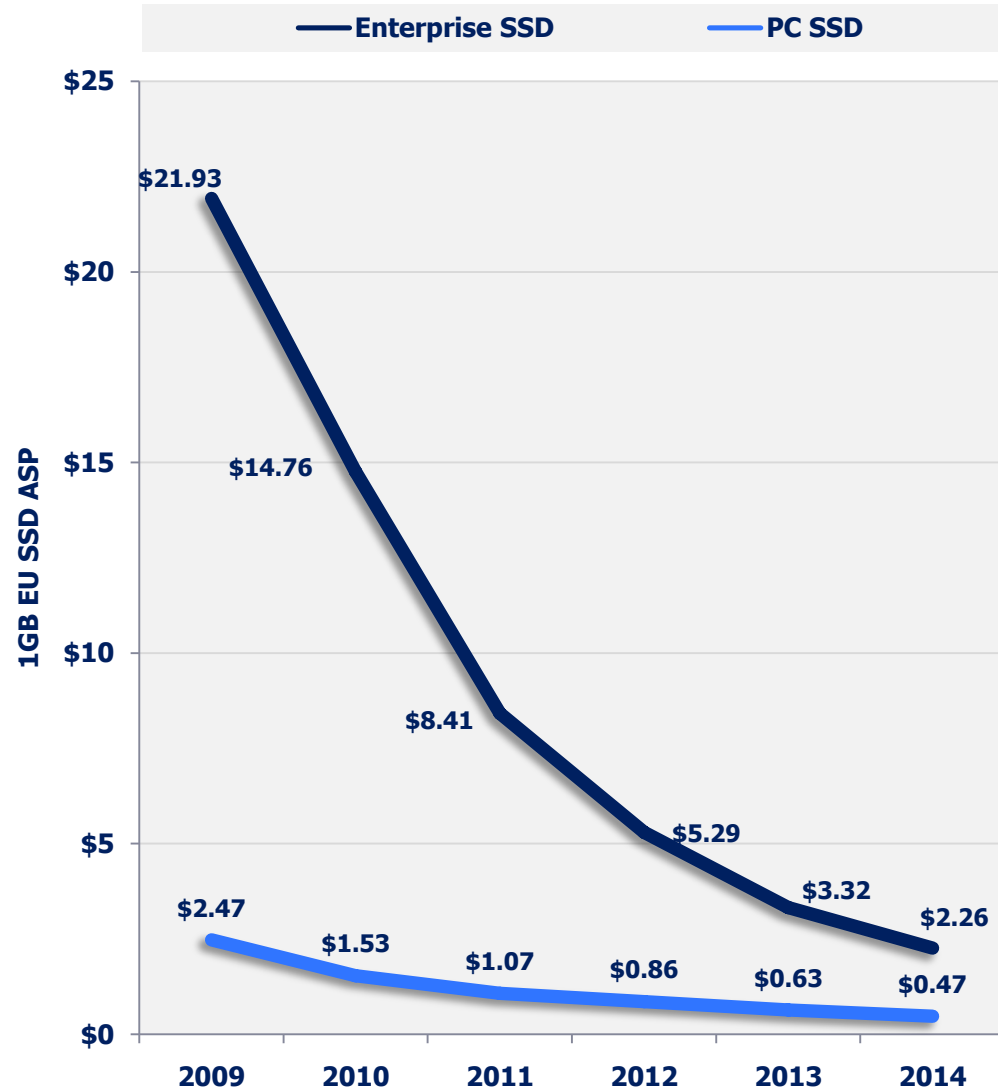
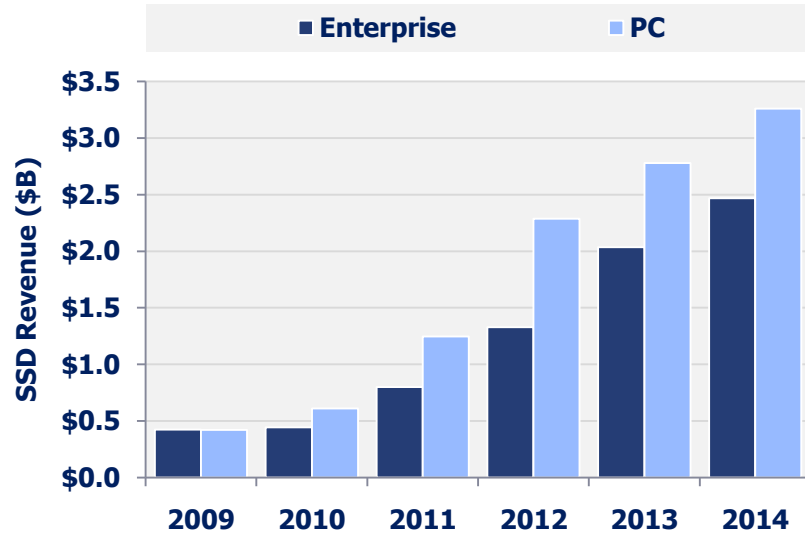
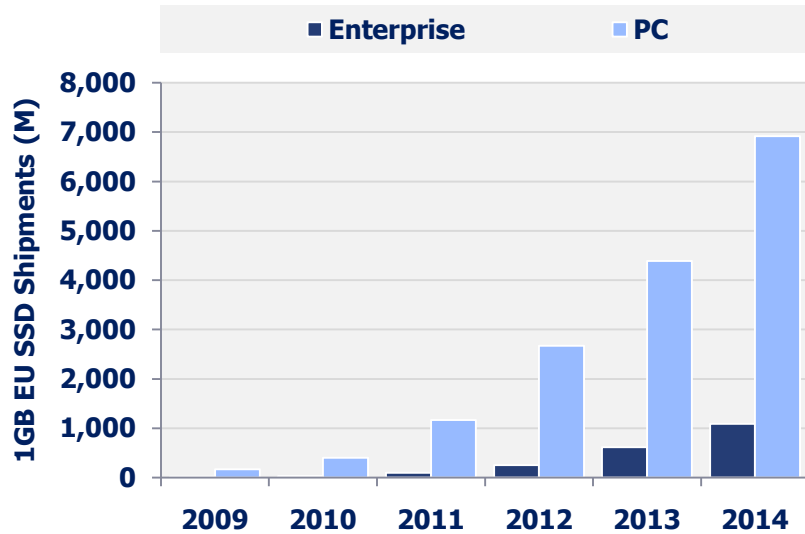


# NAND in New Applications



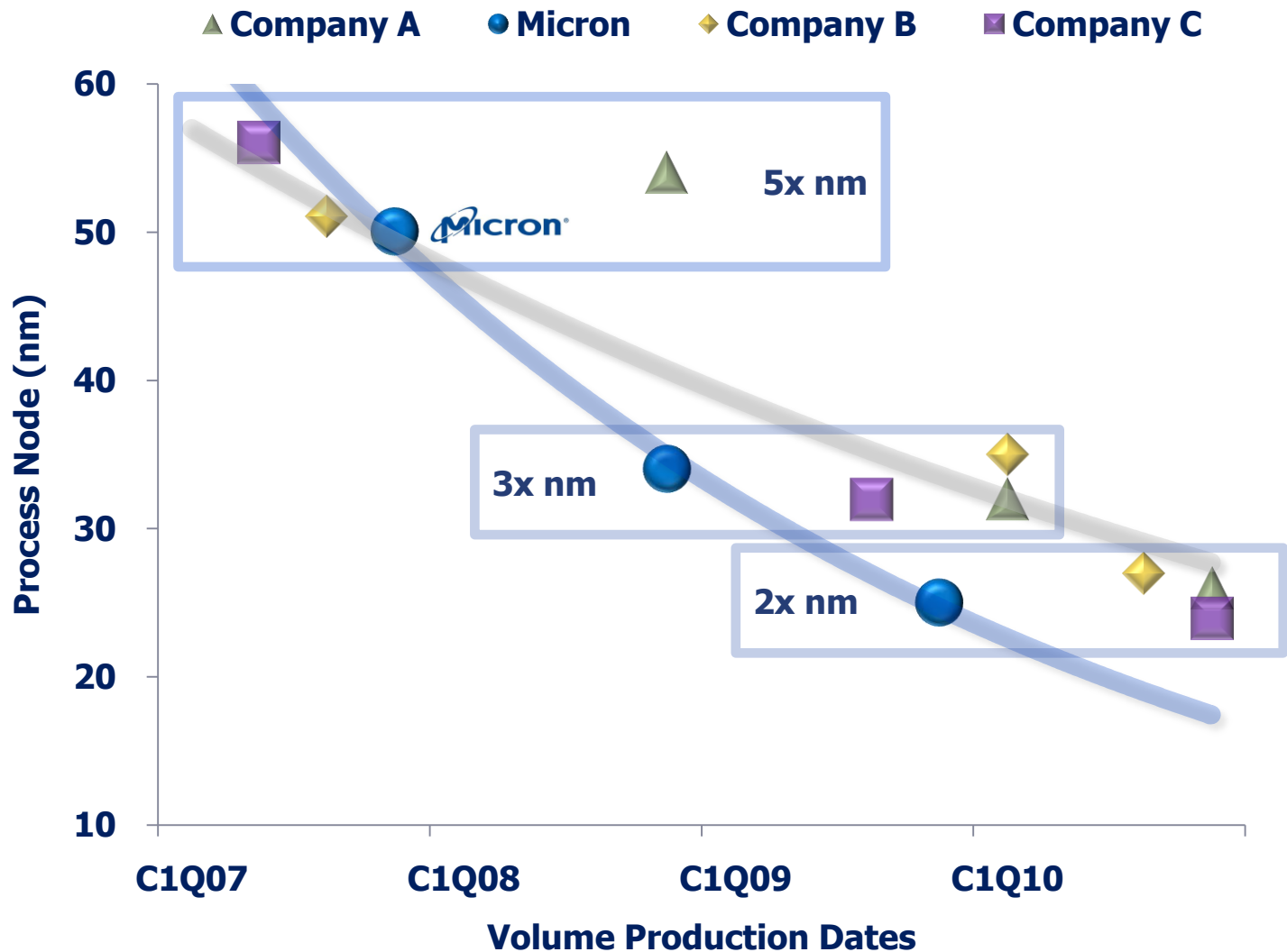
Source: Gartner 4Q10; Cards included in Mobile and DSC

# Enterprise Commands Significant ASP Upside



Source: IDC 3Q10

# NAND Silicon Leadership

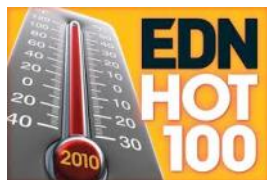


Data based on publicly available information



# NAND System Solution Leadership

## Client SSD Accolades – C300/C400



## Enterprise SSD Accolades – P300



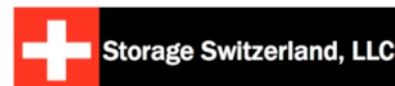
"Dubbed RealSSD P300, this new series comes out of the gates with SATA 6Gbps support -- a first ever for the enterprise market..."



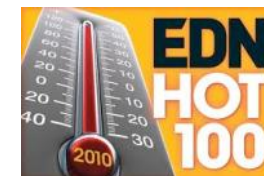
"...delivering 44,000 IOPS for random reads and 16,000 IOPS for random writes to target demanding enterprise applications."



"...enterprise SSD suppliers lacking a fab partnership, who buy flash chips on the general market, may be at a disadvantage..."

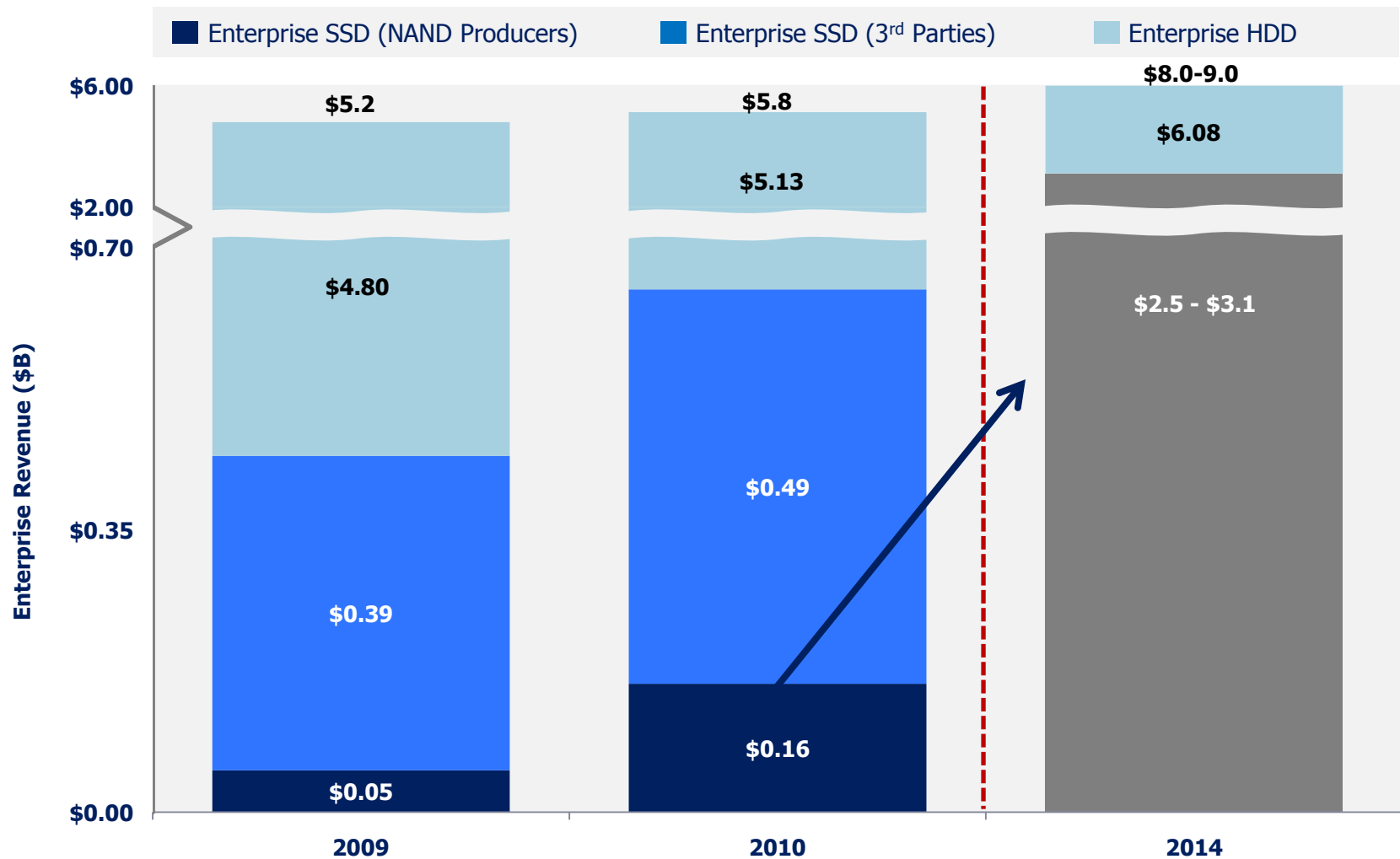


"All in all, the P300 deserves a strong look when trying to improve server performance."



"Memory & Storage: Micron Technology C300 and P300 solid-state drives."

# Enterprise HDD and SSD Revenue



Sources: iSuppli 4Q10; IDC 3Q10; Micron Market Research



# NAND Solutions Group

- ▶ Business unit dedicated to the rapidly growing NAND data storage market
- ▶ Exploiting technology leadership, from Silicon to Systems
- ▶ Targeting incremental margin opportunities in premium segments, as a complete storage system provider



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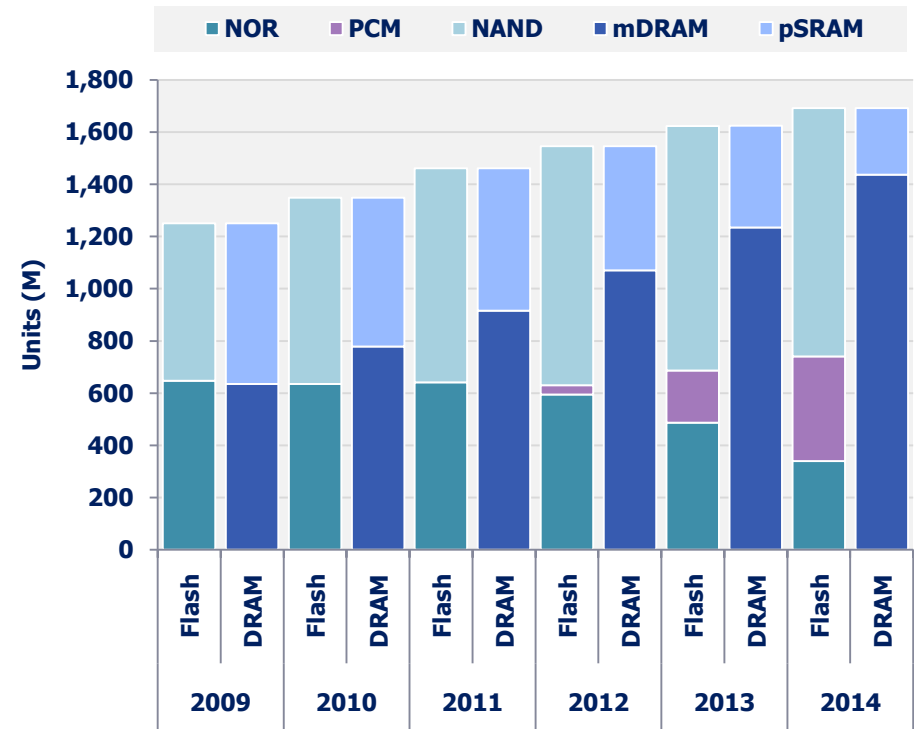
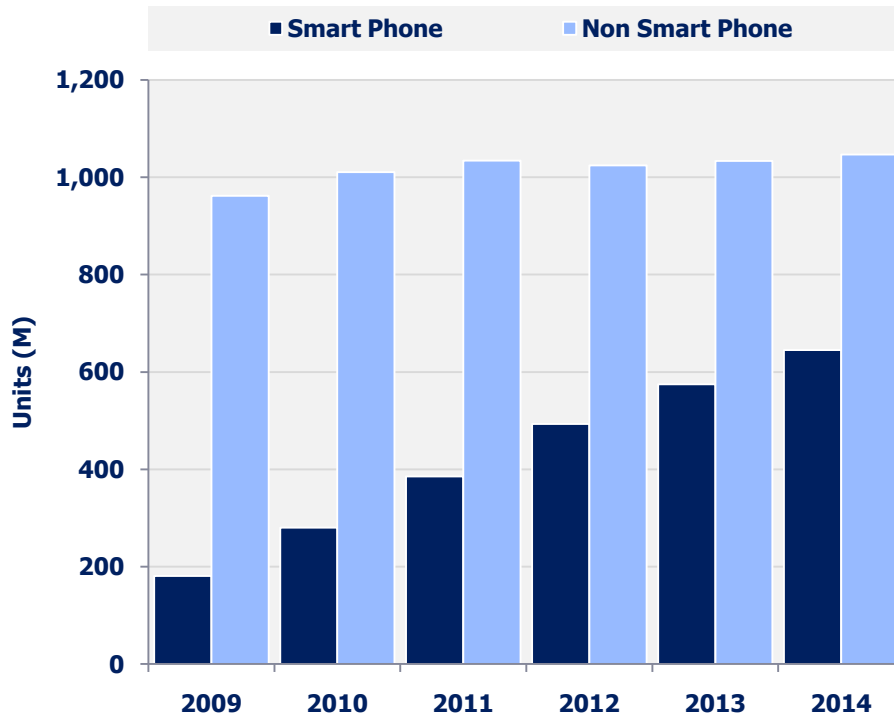


# Wireless Solutions Group

**Mario Licciardello**

Vice President

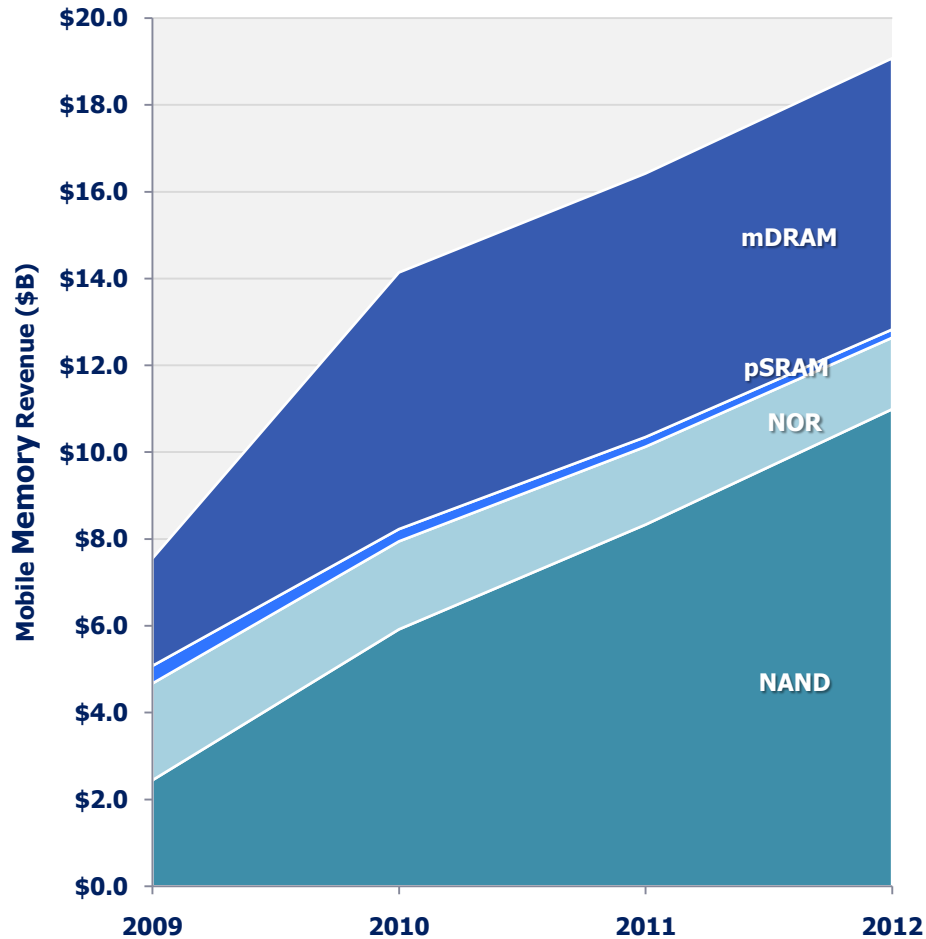
# Market Dynamics



| Segmentation                    | Technology Trends  |
|---------------------------------|--|
| SmartPhone & Premium ASP >\$150 | Growth accelerator for both NAND and DRAM (LPDDR1→LPDDR2)                                |
| Entry ASP < 150\$               | High Volume, long term market for NOR/PSRAM & Growth Driver for PCM & Low Density LPDDR2 |

Source: iSuppli 4Q10; Flash memory forecast 2012 and beyond and DRAM forecast from Micron WSG Q4 2010

# Mobile Memory Market



## NAND Market strong growth

Density (GB) growing faster than litho migration

## DRAM Market sustained

LPDDR1 → LPDDR2 → LPDDR3 / Wide I/O  
Density Growth per Handset 128Mb → 8Gb

## NOR + PCM Market stable

PCM compensating NOR Market erosion starting early 2012

## PSRAM Market declining

Strongly associated to low Density NOR  
PSRAM → LPDDR

Source: iSuppli, 4Q10

# Leading Wireless Memory Supplier

- Micron memory present in more than **550 million** phones in 2010
- Key memory supplier of all top leading phone manufacturers
- Well positioned to capitalize on SmartPhone market growth
- Full range of optimized Memory Solutions
- Driving and committed to next generation standards



# Micron Addresses All Mobile Market Sub-Segments



## Entry / Connectivity

**NOR+ PSRAM MCP**  
**NOR +LPDDR MCP**  
**OneNAND + LPDDR MCP**  
**NAND + LPDDR MCP**  
**PCM+LPDDR2MCP\***



## Smart Phones

**NAND + LP DDR MCP**  
**e.MMC + LP DDR2 MCP**  
**e.MMC Discrete**  
**LP DDR1/LP DDR2 PoP**  
**LP DDR3\***  
**Wide I/O\***



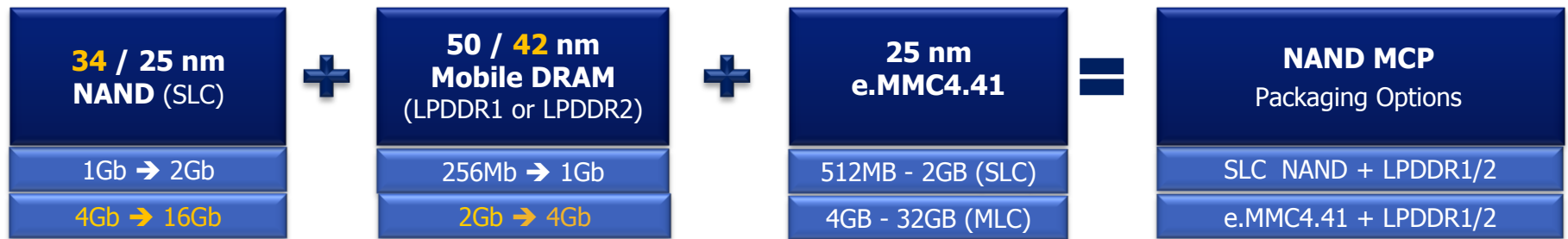
## Media Tablet

**e.MMC Discrete**  
**LP DDR1**  
**LP DDR2**  
**LP DDR3\***  
**Wide I/O\***

\*In Design and/or Development



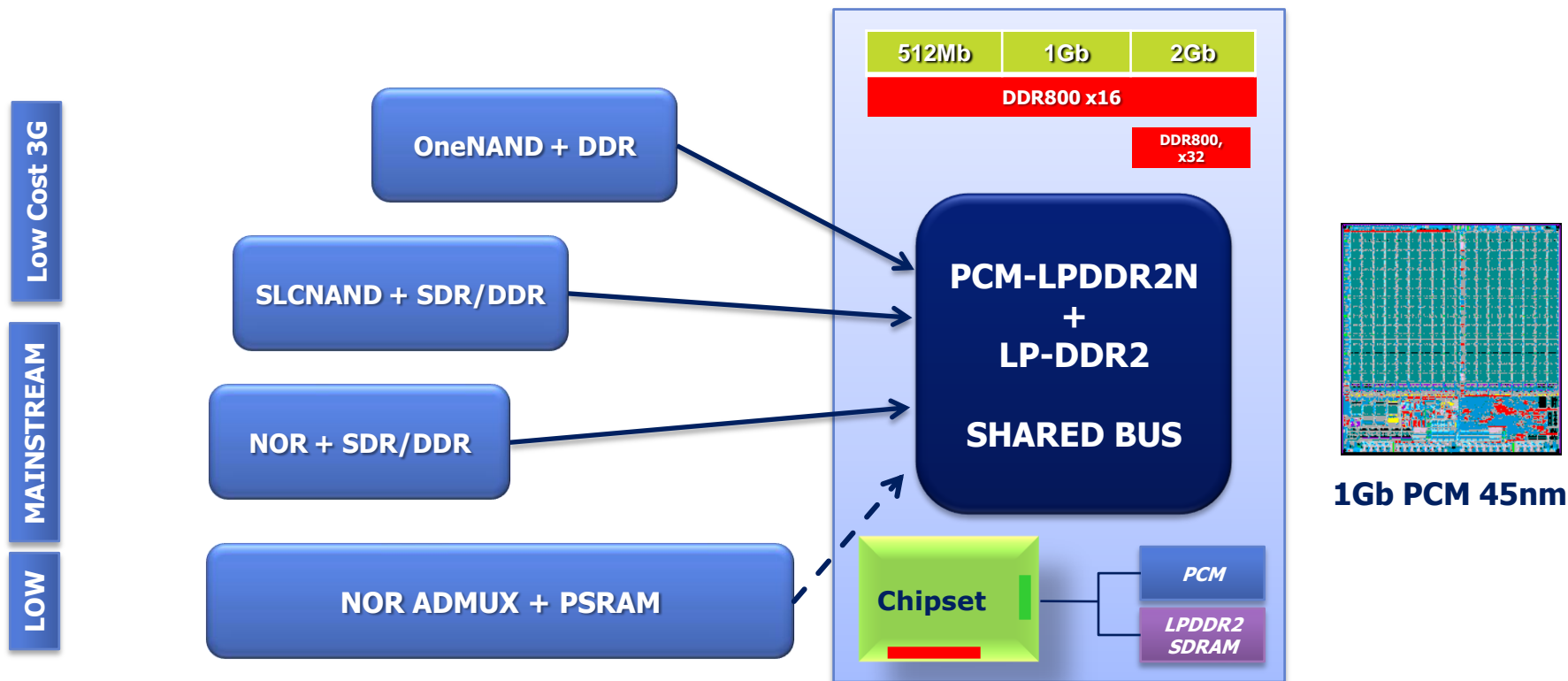
# Industry's Most Advanced Mobile Memory Solutions



**Mobile DRAM Discrete  
 LPDDR1 or LPDDR2  
 (POP)**

**e.MMC 4.41 Discrete  
 (BGA)**

# Entry Segment - Convergence to PCM



## Benefits

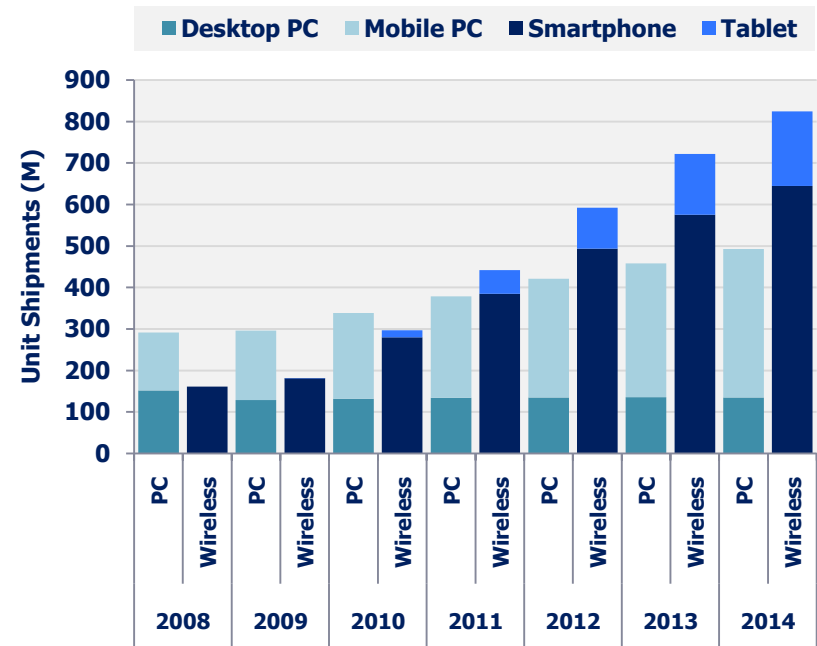
- ▶ Reduces PCB complexity & cost
- ▶ Long term cost reduction path
- ▶ Lower BOM Cost
- ▶ Lower Power Consumption
- ▶ Improved Reliability & Endurance
- ▶ Improved System performances
- ▶ Improved User experience

# Smart Phone's Dependence on NAND Leverages Micron's Strengths

| Category /<br>2011 needs | Density  |         |         |
|--------------------------|----------|---------|---------|
|                          | Raw NAND | LP-DRAM | e.MMC   |
| High-end Smartphone      | 4-16Gb   | 4Gb+    | 16-64GB |
| Low-end Smartphone       | 4Gb      | 2Gb     | 4-16GB  |
| Feature Phone            | 1-2Gb    | 512-1Gb | 2-8GB   |

# Tablets, the Next Major Opportunity

- Strong Market Reaction
  - ▶ Expected 57Mu Tablet in '11, > 100Mu expected in 2012
- Total Convergence between Computing & Consumer in Mobile Environment
  - ▶ Connectivity & Mobility are the Key success factors
- Mobile BOM fully supported by Micron's Memory Portfolio:
  - ▶ LPDDR1/2: 4Gb+ → LPDDR3 , Wide I/O
  - ▶ e.MMC: 32GB+ → UFS
  - ▶ System Memory for 3G+ modem NAND / NOR → PCM



Source: iSuppli, 4Q10

# Wireless Solutions Group

- ▶ Industry's broadest portfolio of DRAM, NAND, and NOR products to address the wireless market
- ▶ Targeting growth and market share opportunities in smart phones and tablets
- ▶ Focusing on technology leadership, customer satisfaction, and execution excellence for margin optimization across the spectrum of wireless markets



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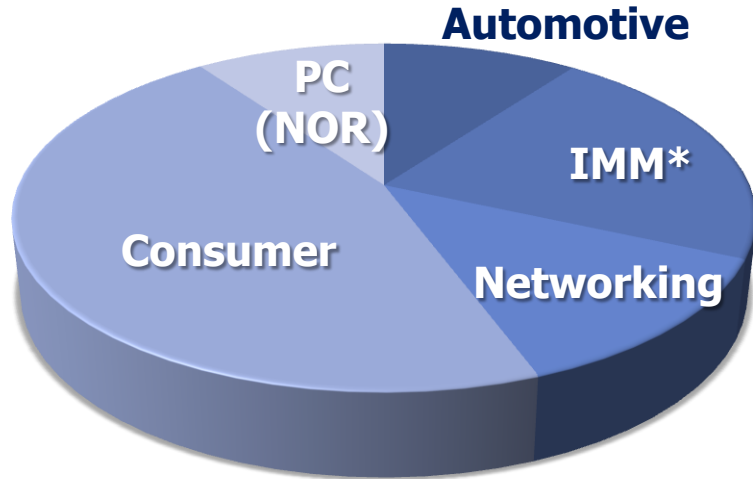
# Embedded Solutions Group

**Tom Eby**  
Vice President



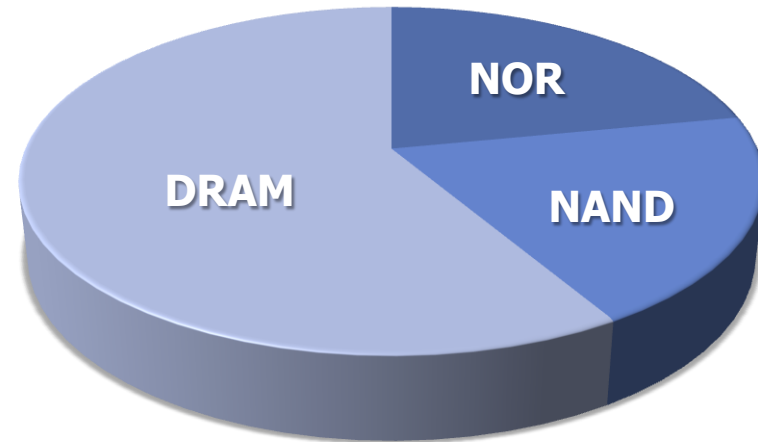
# The Embedded Memory Market

## Segment Diversity



**2011**  
**\$9.5B**  
**Opportunity**

## Technology Diversity



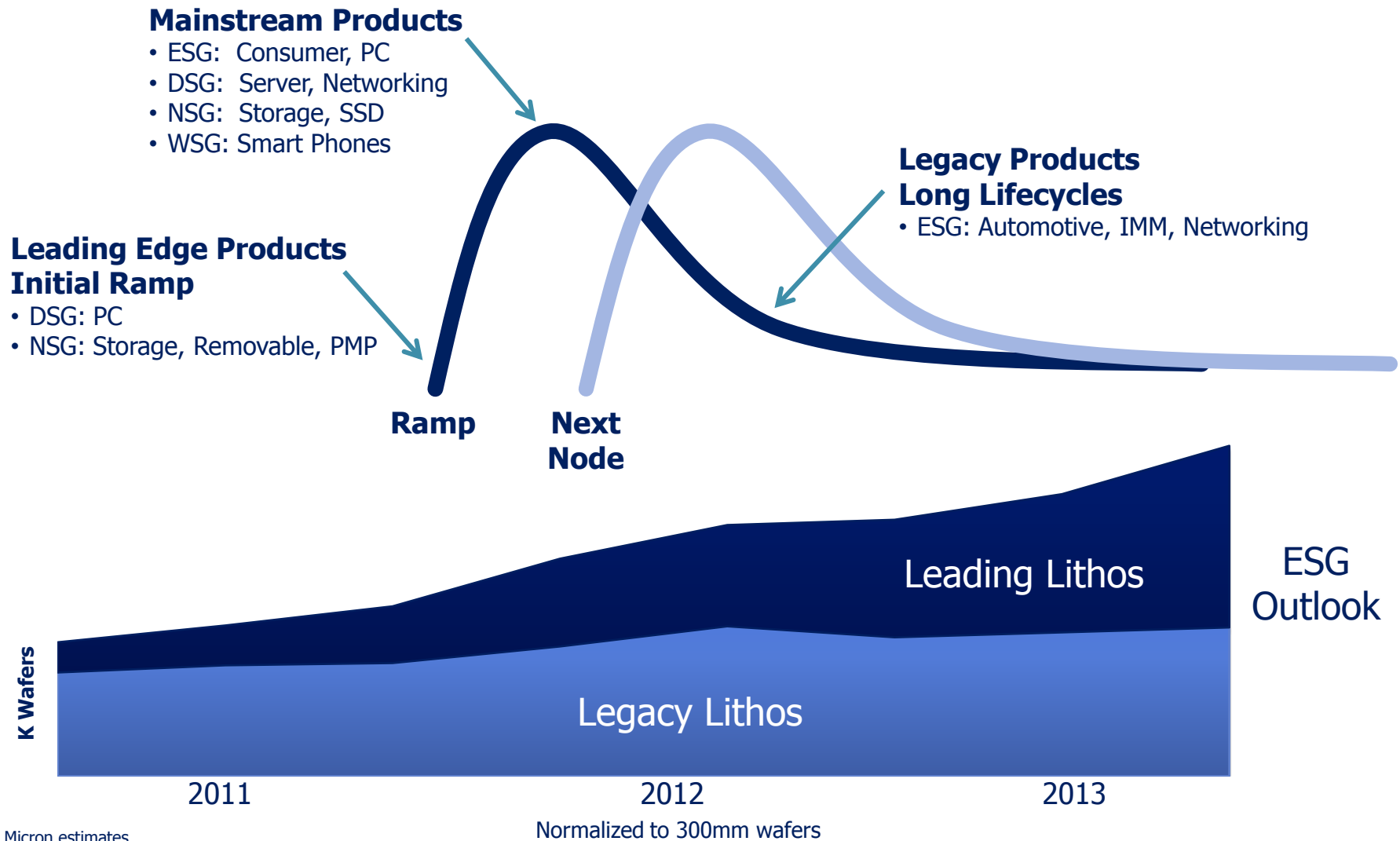
## Customer Diversity

































Sources: iSuppli, Micron Market Research

\*IMM: Industrial, Medical, Mil/Aero

# Need for Leading Edge Technology AND Longevity

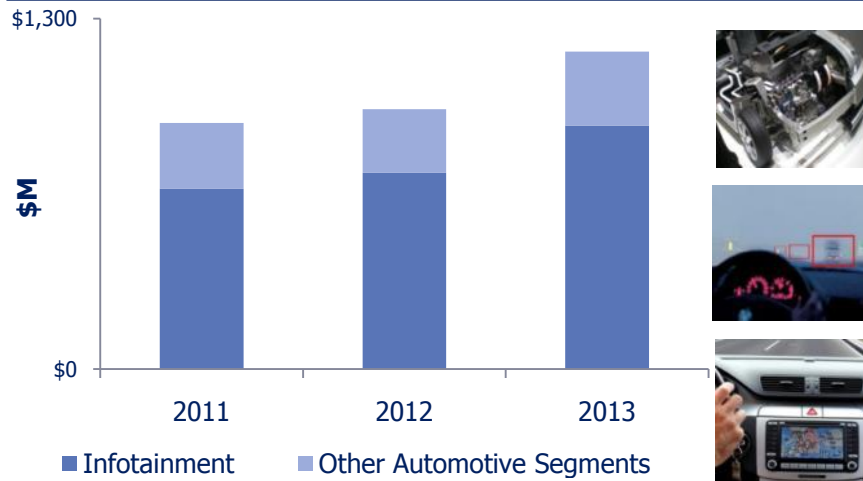


# Micron's Competitive Advantage in the Embedded Markets

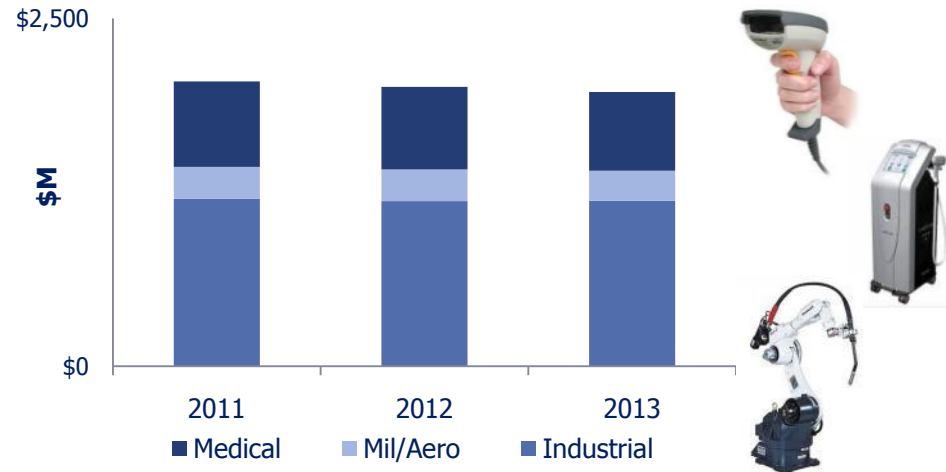
| Competitor Ranking             |   |   |   |   |   |
|--------------------------------|---|---|---|---|---|
|                                |   |    |    |    |    |
| <b>Product Line Breadth</b>    |    |    |    |    |    |
| <b>Segment Focus</b>           |    |    |    |    |    |
| <b>Leading Edge Technology</b> |    |    |    |    |    |
| <b>Longevity</b>               |    |    |    |    |    |
| <b>Cost</b>                    |  |  |  |  |  |

# Embedded Applications

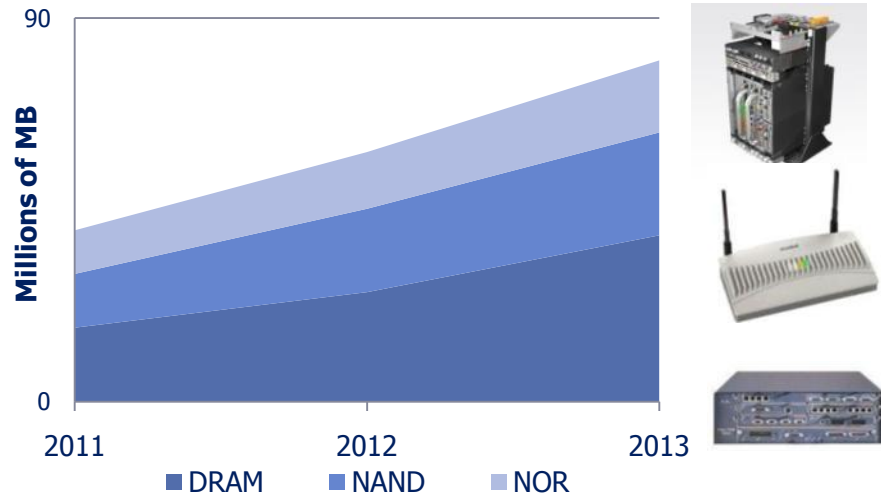
## Automotive: Infotainment Drives Growth



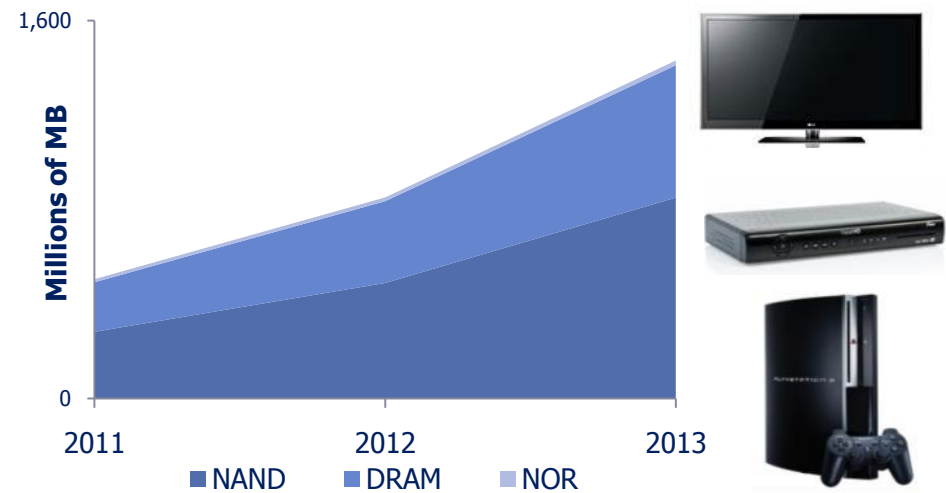
## IMM: \$2B Market, New Focus for Micron



## Networking: Wireless Data Drives Bit Growth



## Consumer: Explosive NAND/DRAM Bit Growth



Sources: iSuppli, Infonetics, Micron Market Research

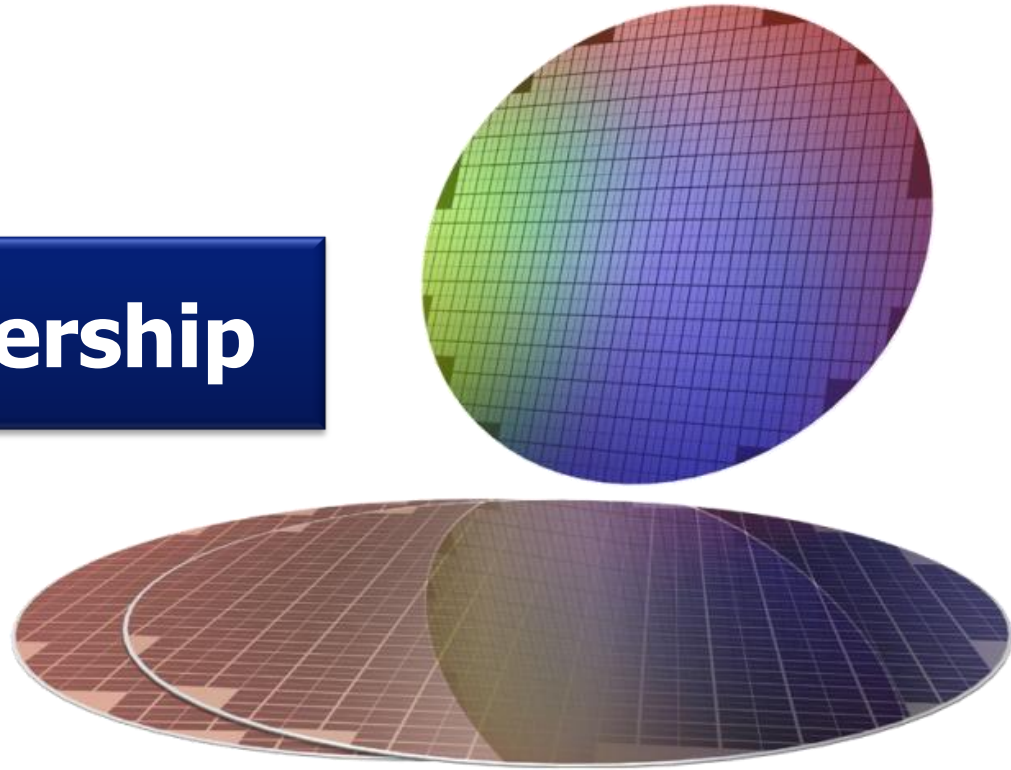
# Micron's Strategy to Win in Embedded

## Product Breadth



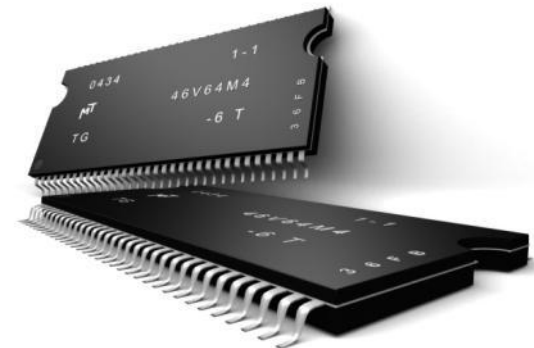
# Micron's Strategy to Win in Embedded

**Technology Leadership**



# Micron's Strategy to Win in Embedded

**Stability**





# Micron's Strategy to Win in Embedded

## Trusted Memory Advisor



# Embedded Solutions Group

- ▶ Targeting growth opportunities in this high-margin segment addressing a large and diverse customer base
- ▶ Broad product portfolio and technology leadership across DRAM, NAND, and NOR
- ▶ Strong customer support capabilities with supply stability and world-class service for direct and indirect sales



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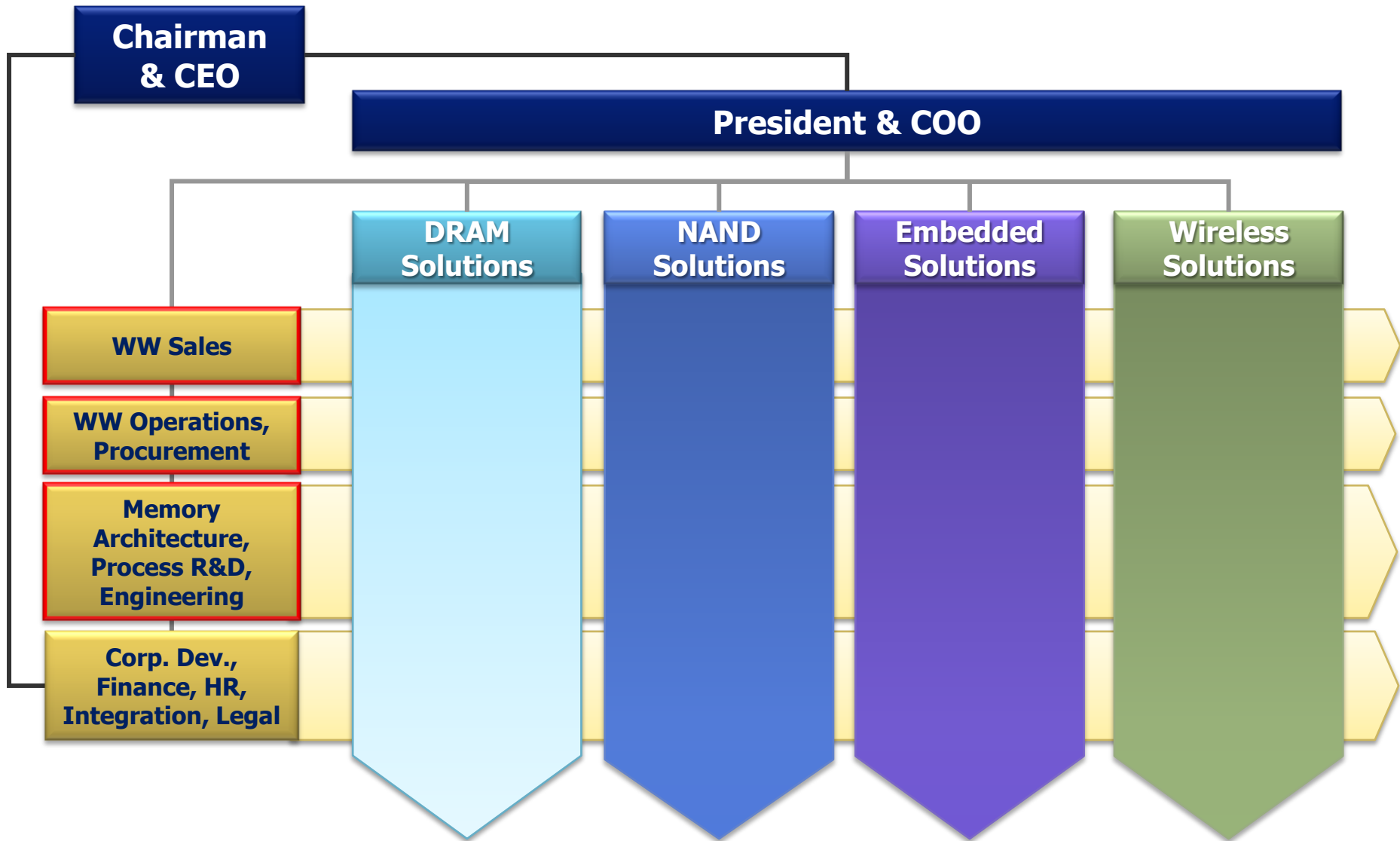


# Efficient Operating Model

**Mark Durcan**

President and COO

# Organization Structure



# Efficient and Effective Partnerships



# Global Scale, Resources, and Capital

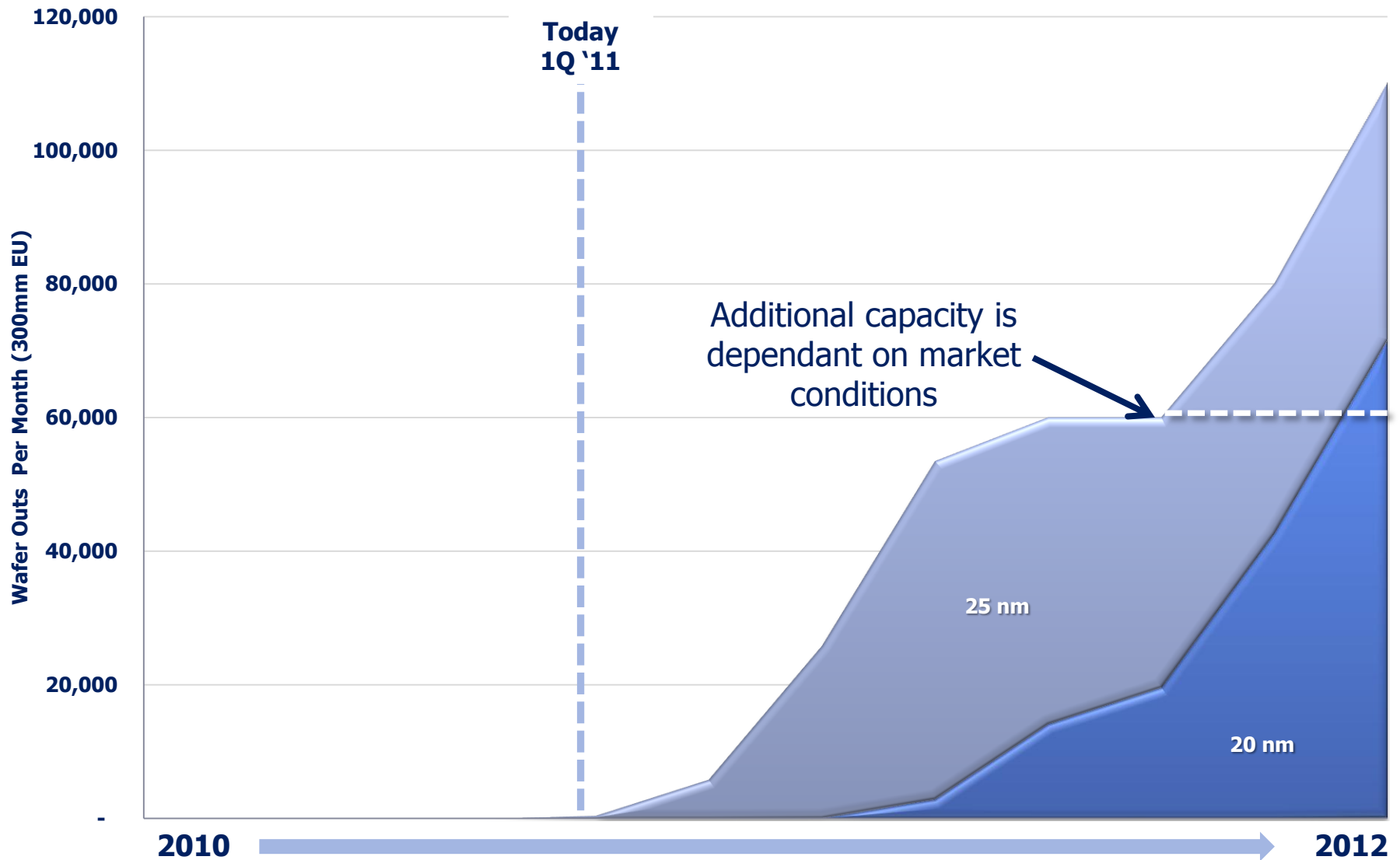




# IM Flash Singapore



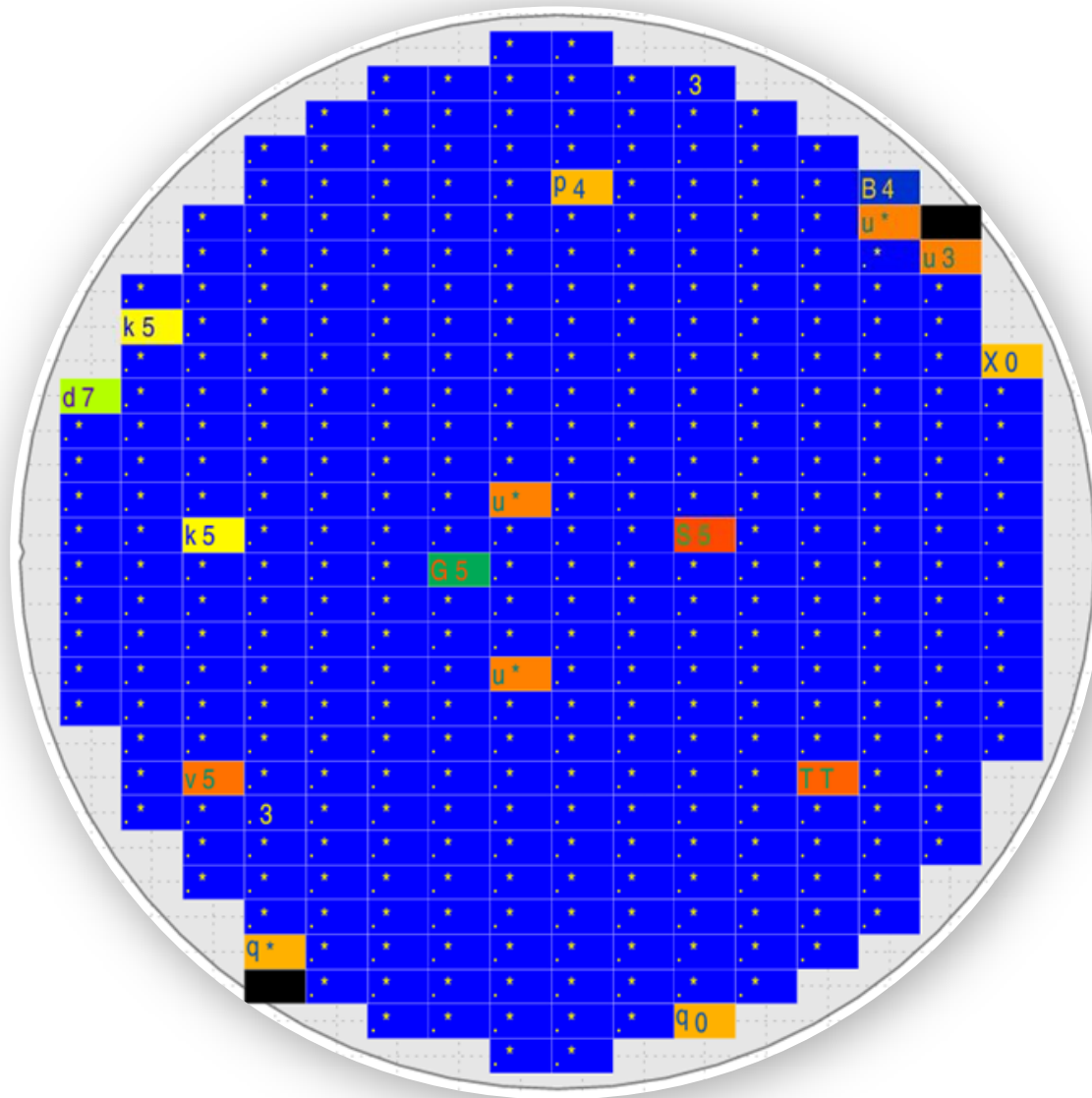
# IM Flash Singapore Update



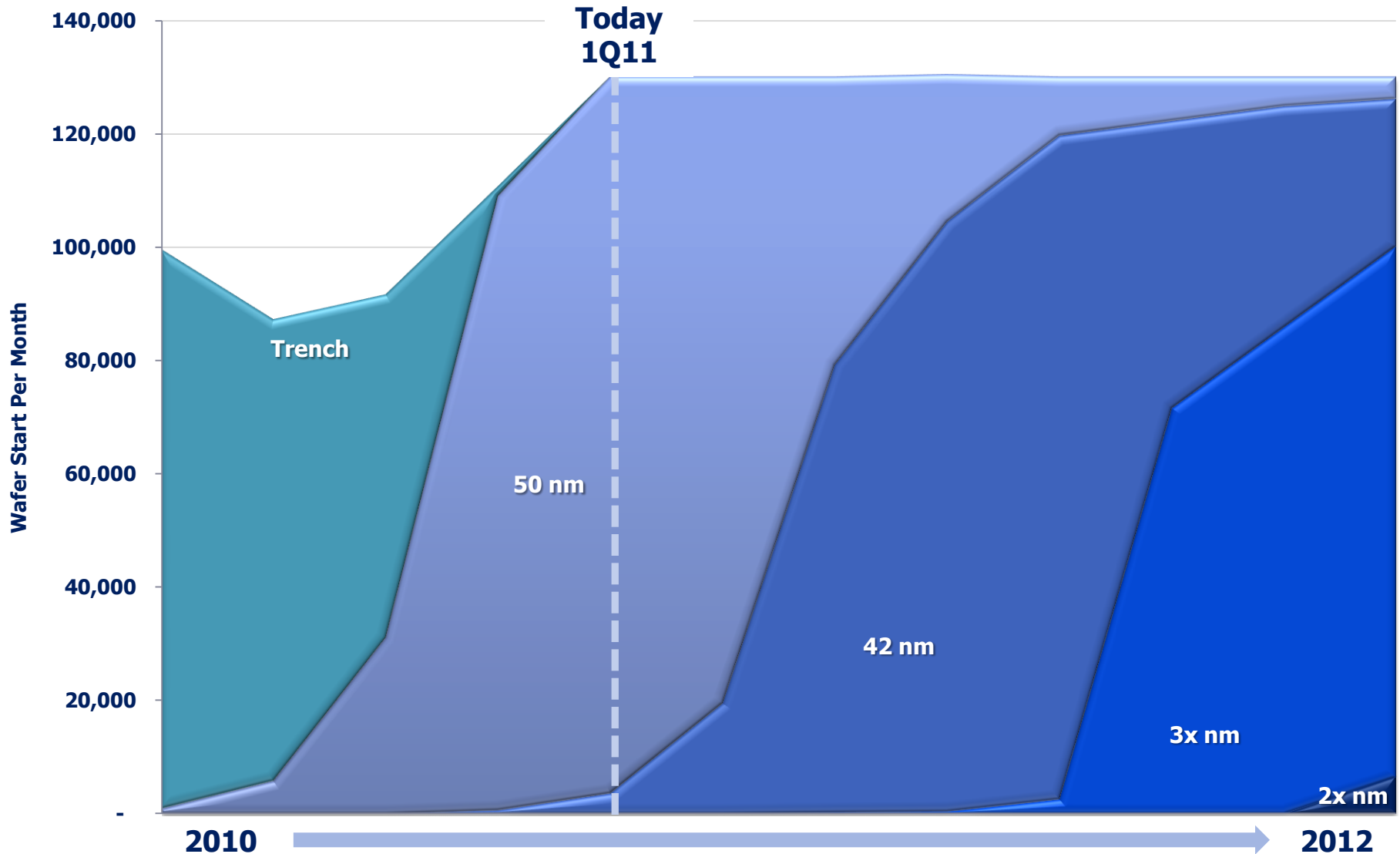
Source: Micron LPI WW02

# 25nm NAND Prime Die Wafer Map

IMFS 97% Yield 25nm Wafer



# Inotera Update



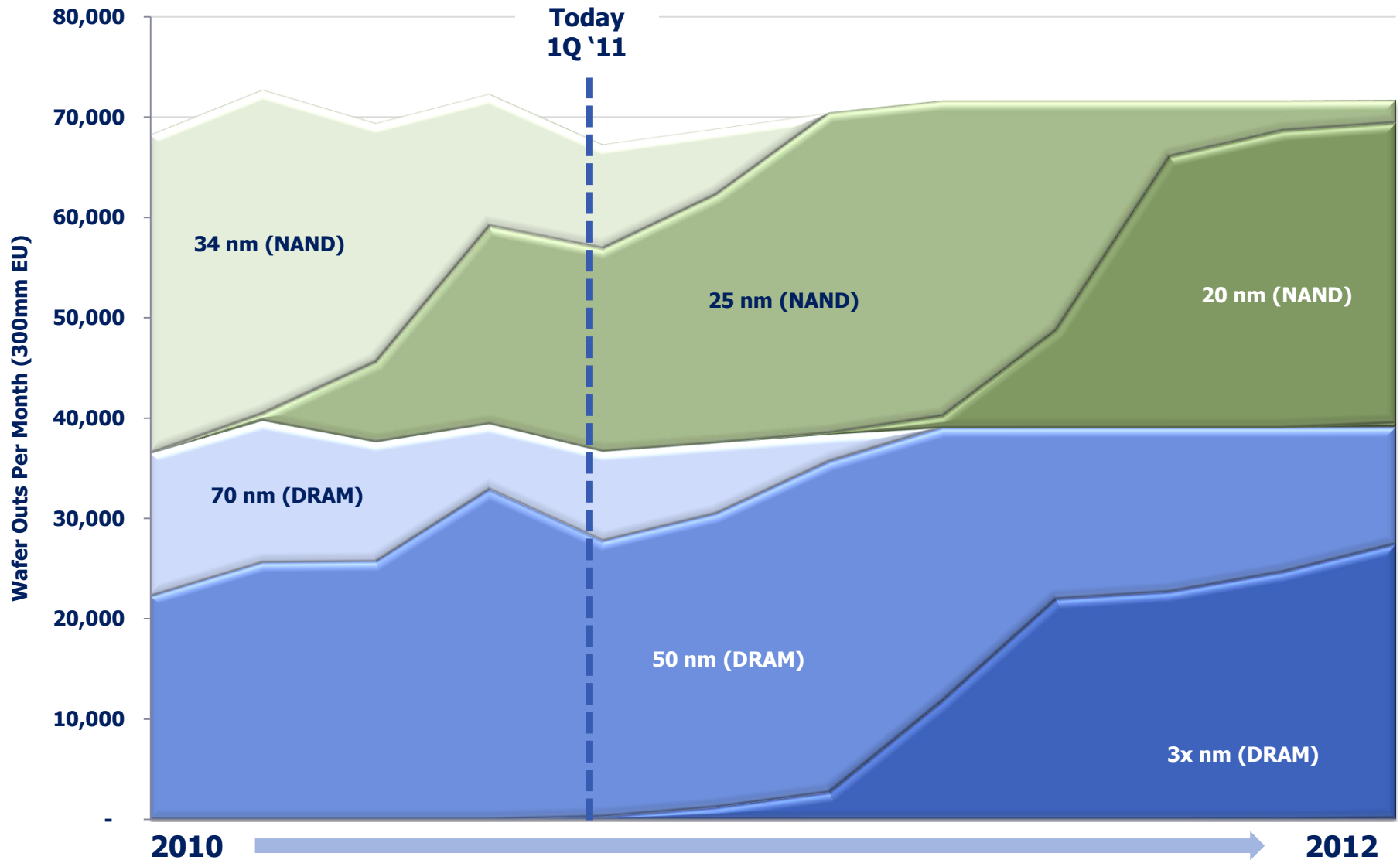
Source: Company Data



# Manassas Fab

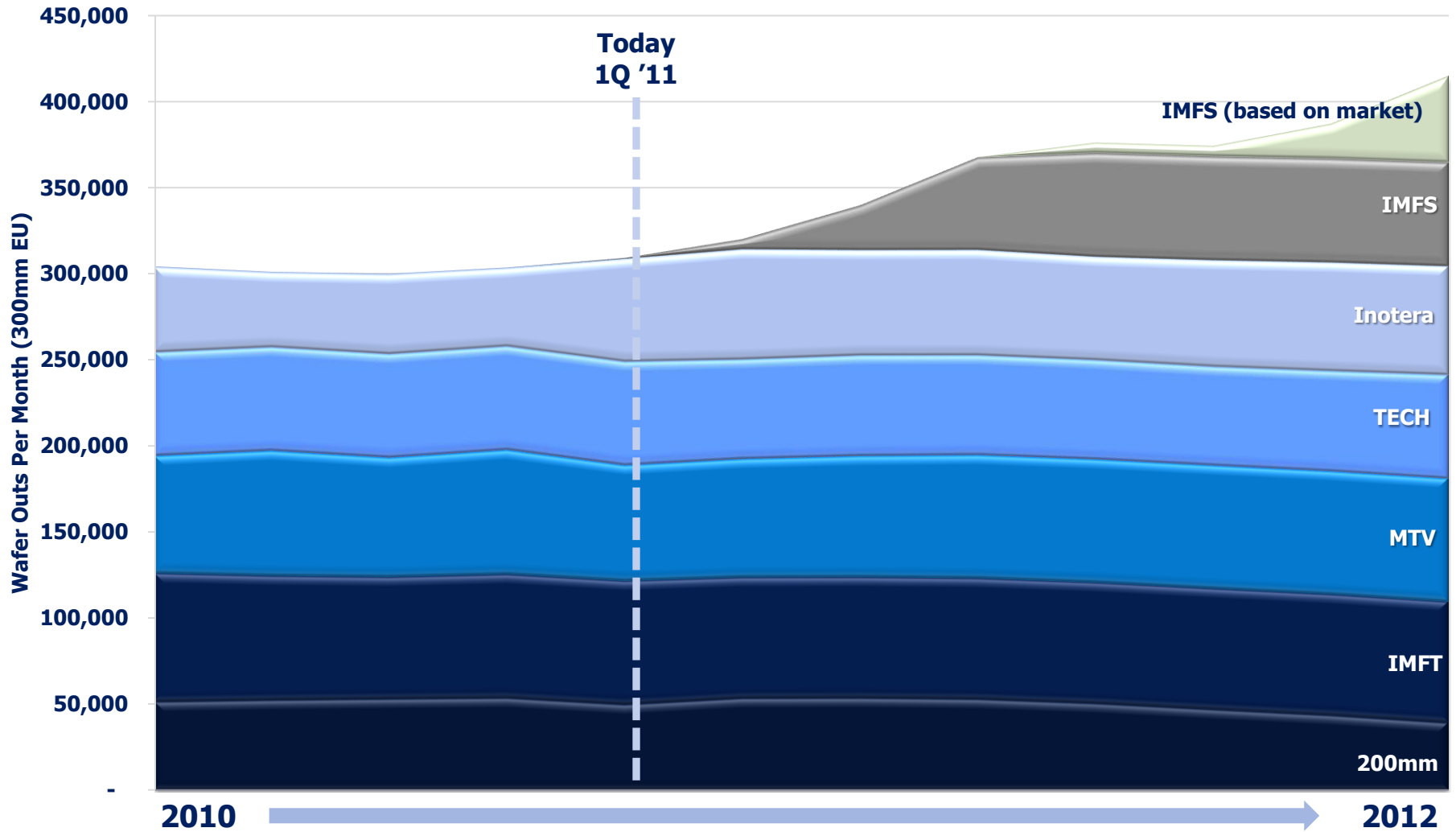


# MTV Capacity



200mm includes DRAM and NOR 200mm Capacity

# Micron Fab Capacity

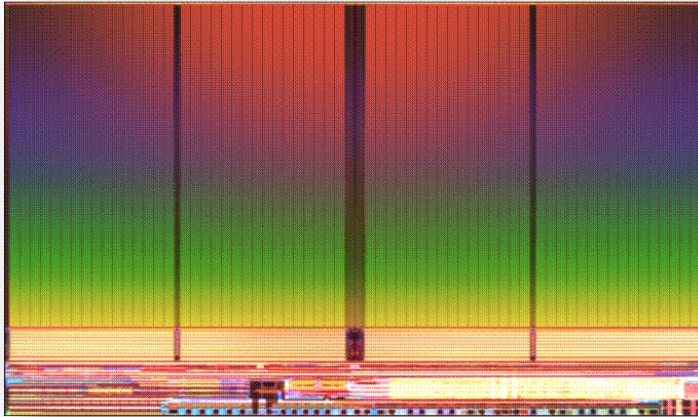


200mm includes DRAM and NOR 200mm Capacity

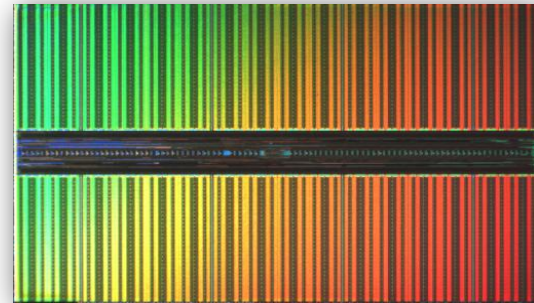


# Industry-Leading Advanced Memory Products

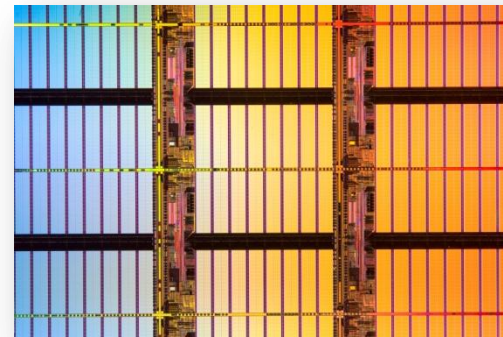
**Micron**  
**64Gb 20nm NAND**  
**1XYmm<sup>2</sup>**



**Micron**  
**4Gb 3x nm DRAM**  
**38mm<sup>2</sup>**




















































**Micron**  
**4Gb 45 nm NOR**  
**8Xmm<sup>2</sup>**



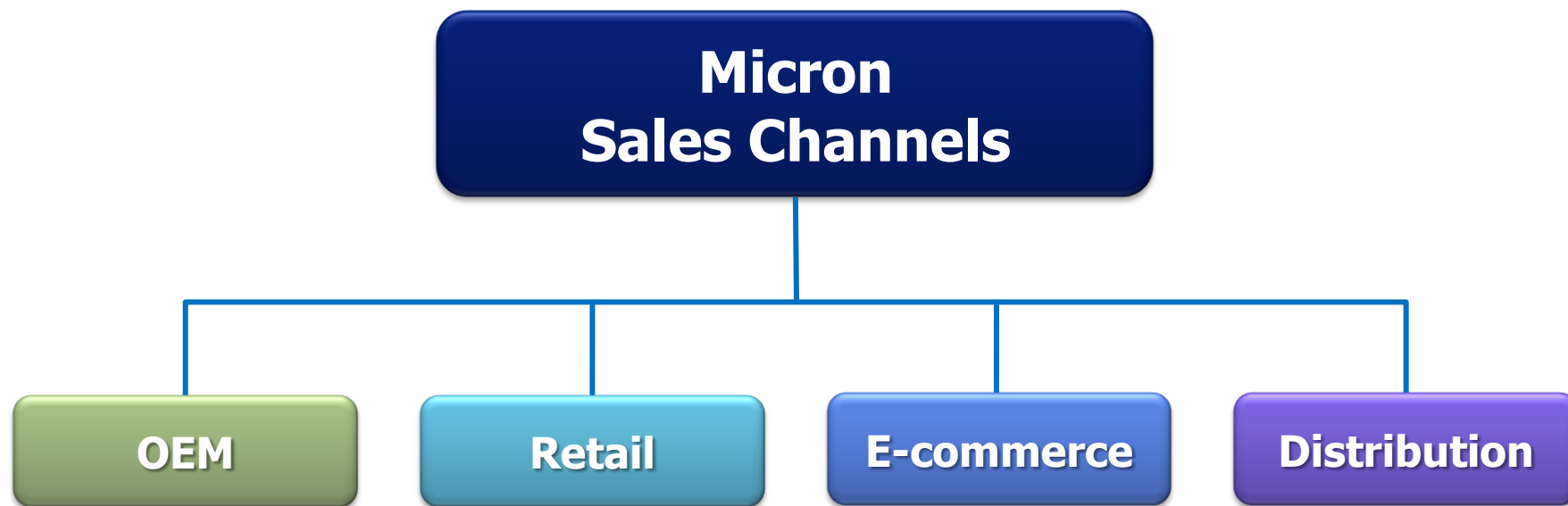
Images have been intentionally altered for IP protection

# Emerging Memory Strategy

- A very large number of emerging memory technologies with different strengths (table below)
- Careful evaluation, strategic partnerships, and internal evaluations to achieve successful positioning

|                    |  | RISK  |   |   |   |   |   |   |   |   |
|--------------------|--|---|---|---|---|---|---|---|---|---|
|                    |  | Low   | Medium  | High  | Extreme   |   |   |   |   |   |
|                    |  |    |   |  |  |   |   |   |   |   |
|                    |  | NAND  | PCM   | PCMS  | MVO   | CBRAM   | STT-RAM   | FeRAM   | MRAM  | Molecular   |
| Data Retention     |  |    |    |    |    |    |    |    |    |    |
| Bit Density (Cost) |  |    |    |    |    |    |    |    |    |    |
| Endurance          |  |    |    |    |    |    |    |    |    |    |
| Power Per Bit      |  |  |  |  |  |  |  |  |  |  |
| Manufacturability  |  |  |  |  |  |  |  |  |  |  |

# Micron Global Sales Channels



- Optimized to support four business units
- Support diverse and differentiated businesses
- Covering the full spectrum of available sales channels

# Operations

- ▶ Scaling and technology development through partnerships
- ▶ Cost reduction runway
- ▶ Advanced technology leadership
- ▶ Sales channels optimized to support diverse and differentiated businesses



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# Financial Strength and Leverage

**Ron Foster**  
CFO

# Micron Business Model



# Micron's Business Unit Structure

## Business Units by Market

### DRAM Solutions Group

#### DRAM only

High-volume  
DRAM sold to:

- PC
- Consumer Electronics
- Networking
- Server

### NAND Solutions Group

#### NAND only

High-volume NAND  
sold to:

- Data Storage
- Personal Music Players
- Foundry sales to Intel (IMFT)

### Embedded Solutions Group

#### DRAM, NAND, NOR

Sold to:

- Automotive
- Industrial
- Networking
- Server

NOR, NAND to:

- Consumer Electronics
- Networking
- PC, Server

### Wireless Solutions Group

#### DRAM, NAND, NOR

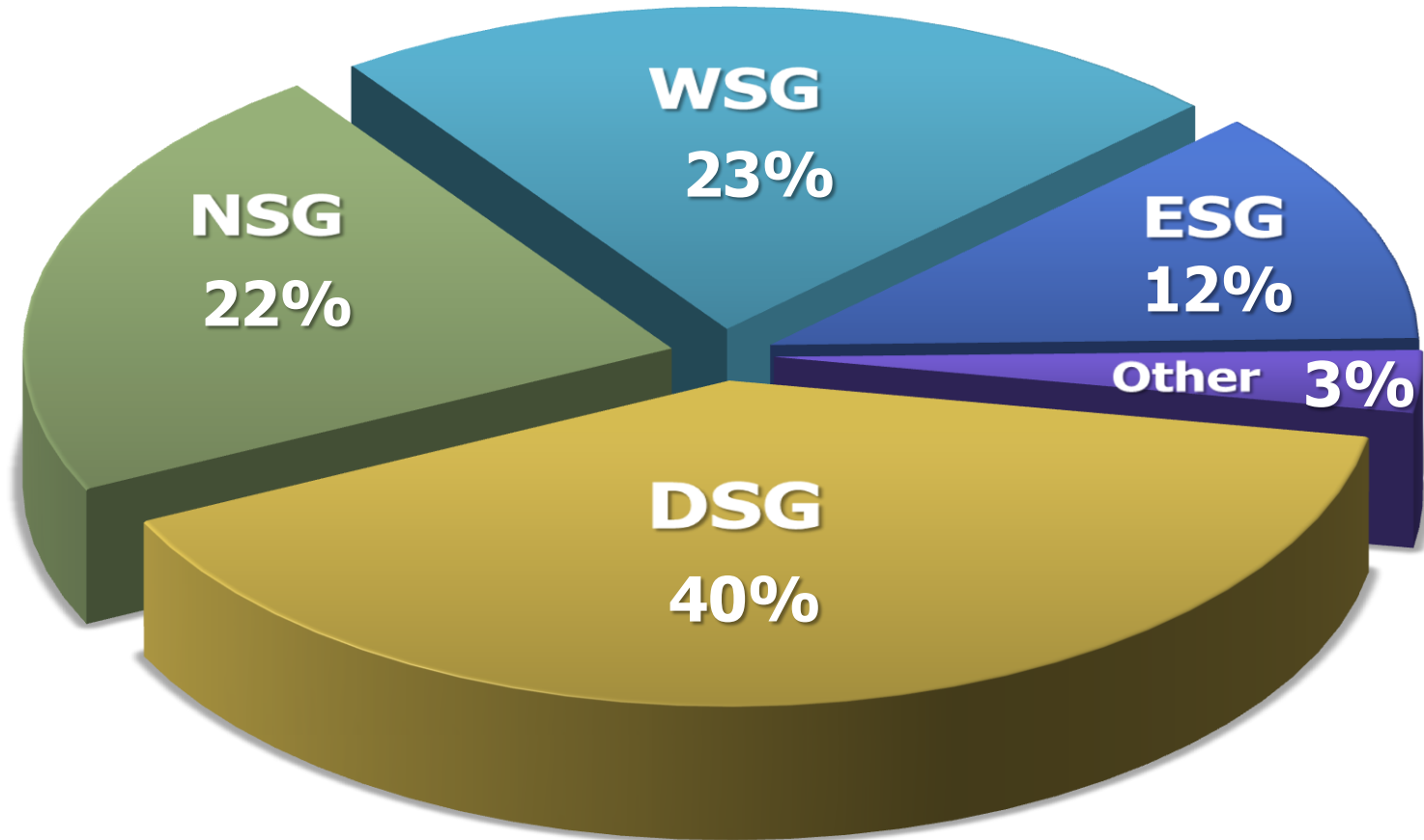
Sold to:

- Mobile



# FQ1'11 by Business Unit

(Estimate)



**Revenue**

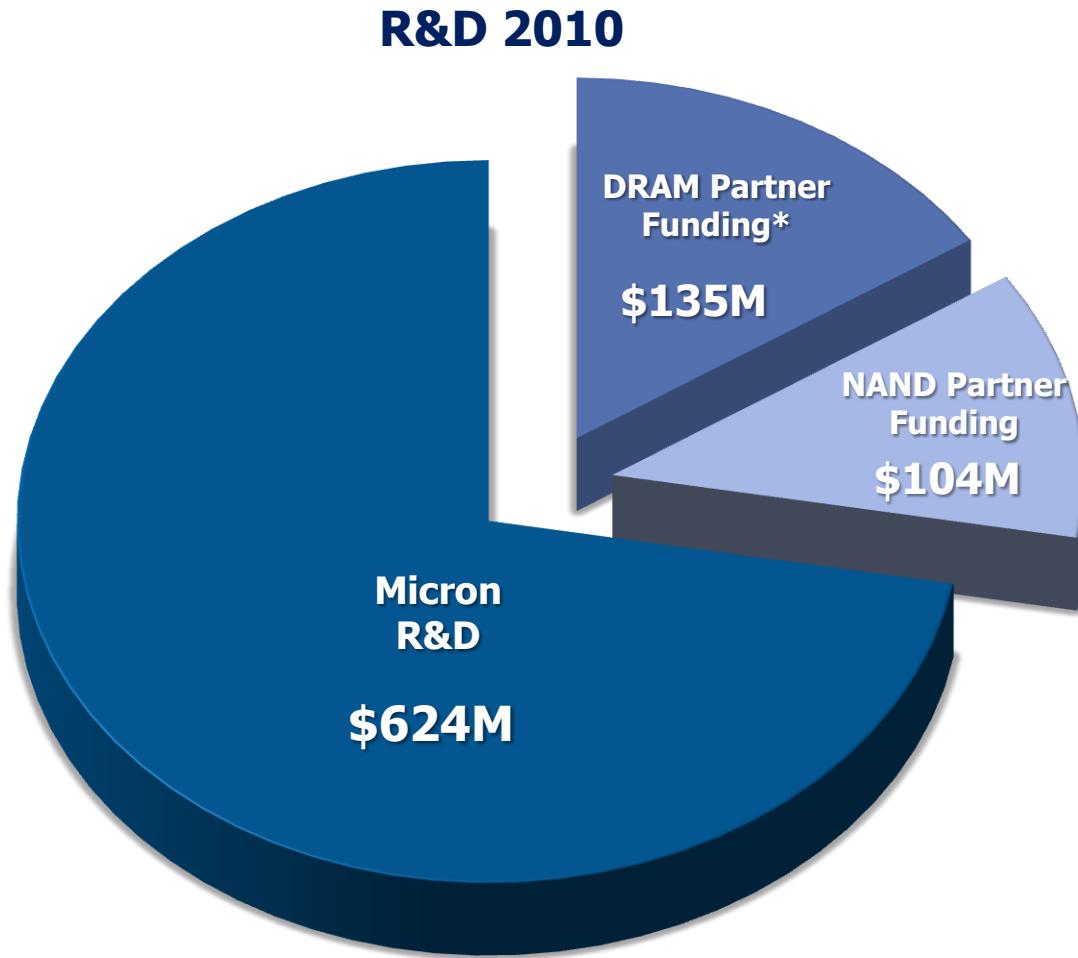
# Manufacturing and Technology JVs

|   | Ownership        | Output Share     | Output Share     |
|---|------------------|------------------|------------------|
| NAND  | Micron           | Micron           | Intel            |
|       | 51%              | 51%              | 49%              |
|       | 78% <sup>2</sup> | 78% <sup>1</sup> | 22% <sup>1</sup> |
| DRAM  | Micron           | Micron           | Nanya            |
|   | 30%              | 50% <sup>3</sup> | 50%              |

<sup>1</sup> With delay of 12 months following change in ownership    <sup>2</sup>As of December 2010    <sup>3</sup>Not tied to Ownership

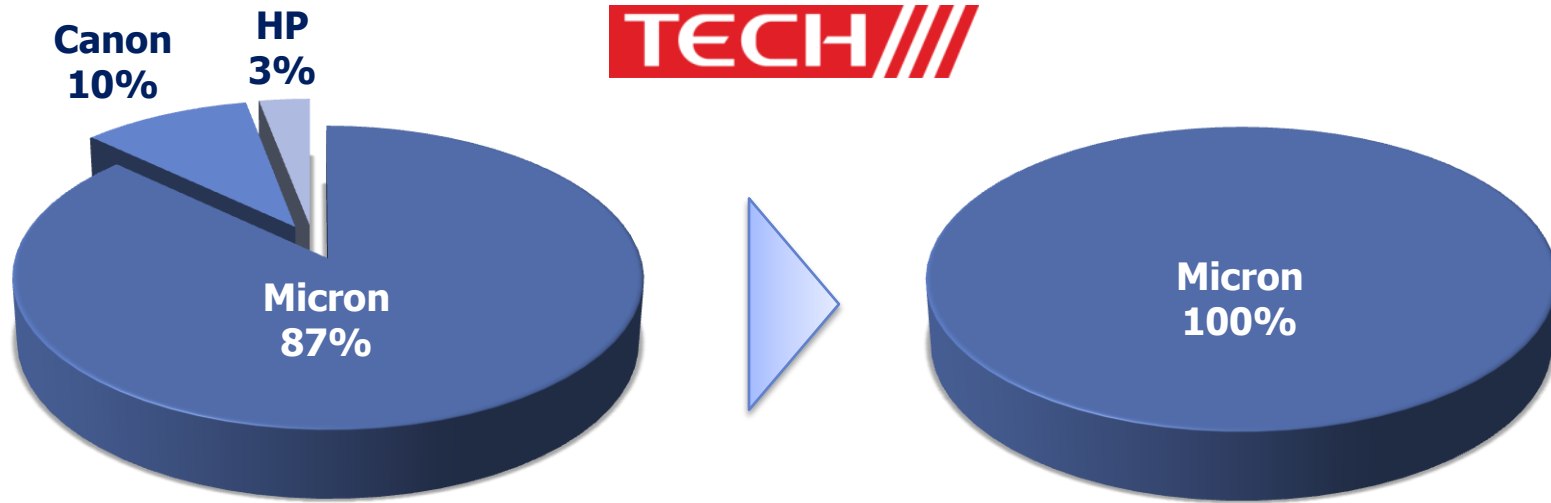
# Joint Venture Strategy

## Leverage through Scale and Shared Investment



\* DRAM partner funding includes \$84M for royalties and other R&D services recorded as 2010 revenue

# TECH Buyout



## Balance Sheet Impact

|                            | Assets         | Equity       |
|----------------------------|----------------|--------------|
| Cash                       | \$(159)        |              |
| Non-controlling Interest   |                | \$224        |
| Additional Paid in Capital |                | \$(65)       |
| <b>Total \$M</b>           | <b>\$(159)</b> | <b>\$159</b> |

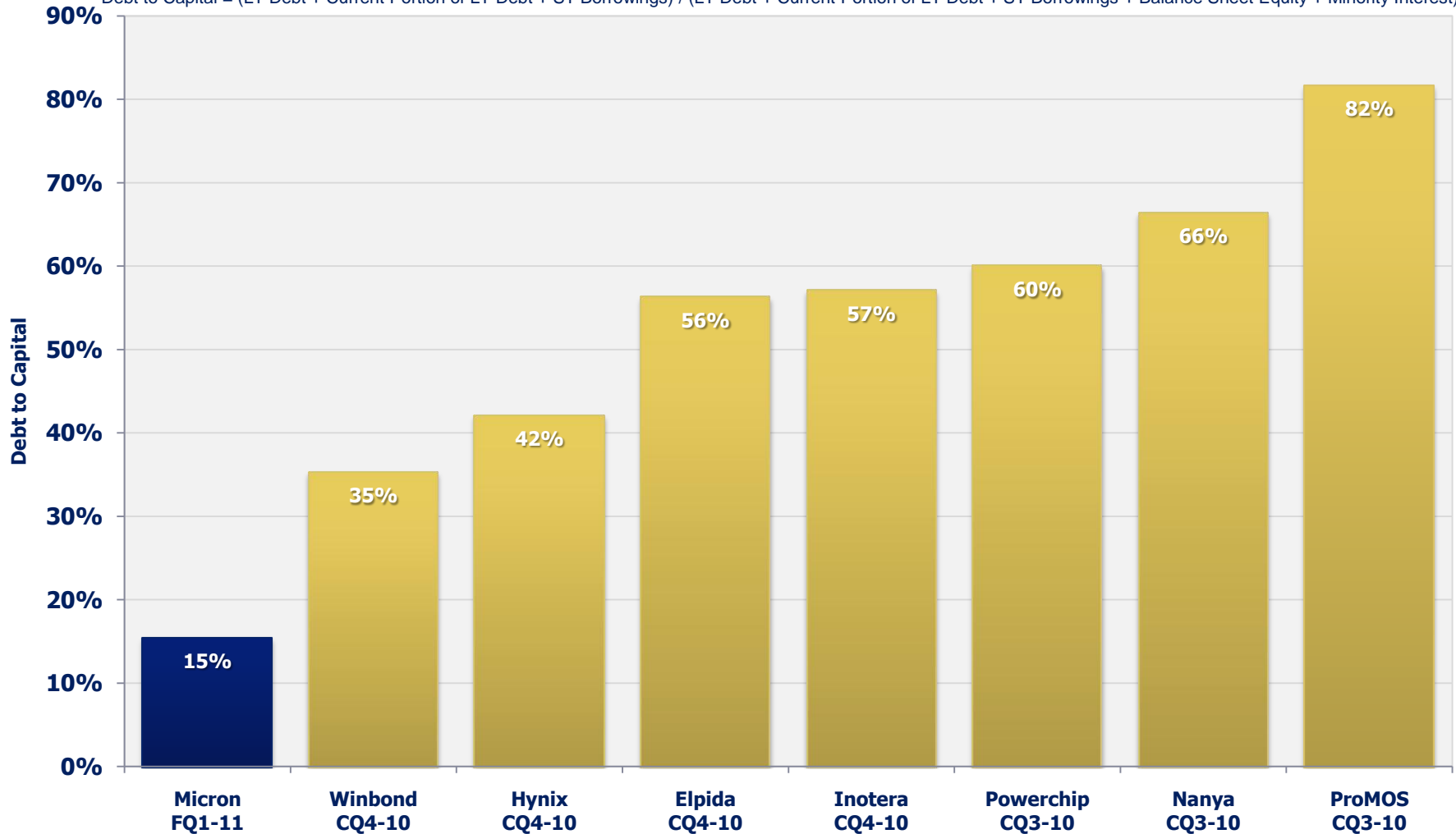
## Small Impact to P&L (Minority Interest)

| Q1 '10 | Q2 '10 | Q3 '10 | Q4 '10 | 2010 | Q1 '11 |
|--------|--------|--------|--------|------|--------|
| \$(2)  | \$14   | \$21   | \$17   | \$50 | \$17   |

# Debt to Capital Ratio

## (Most Recent Quarter)

Debt to Capital = (LT Debt + Current Portion of LT Debt + ST Borrowings) / (LT Debt + Current Portion of LT Debt + ST Borrowings + Balance Sheet Equity + Minority Interest)

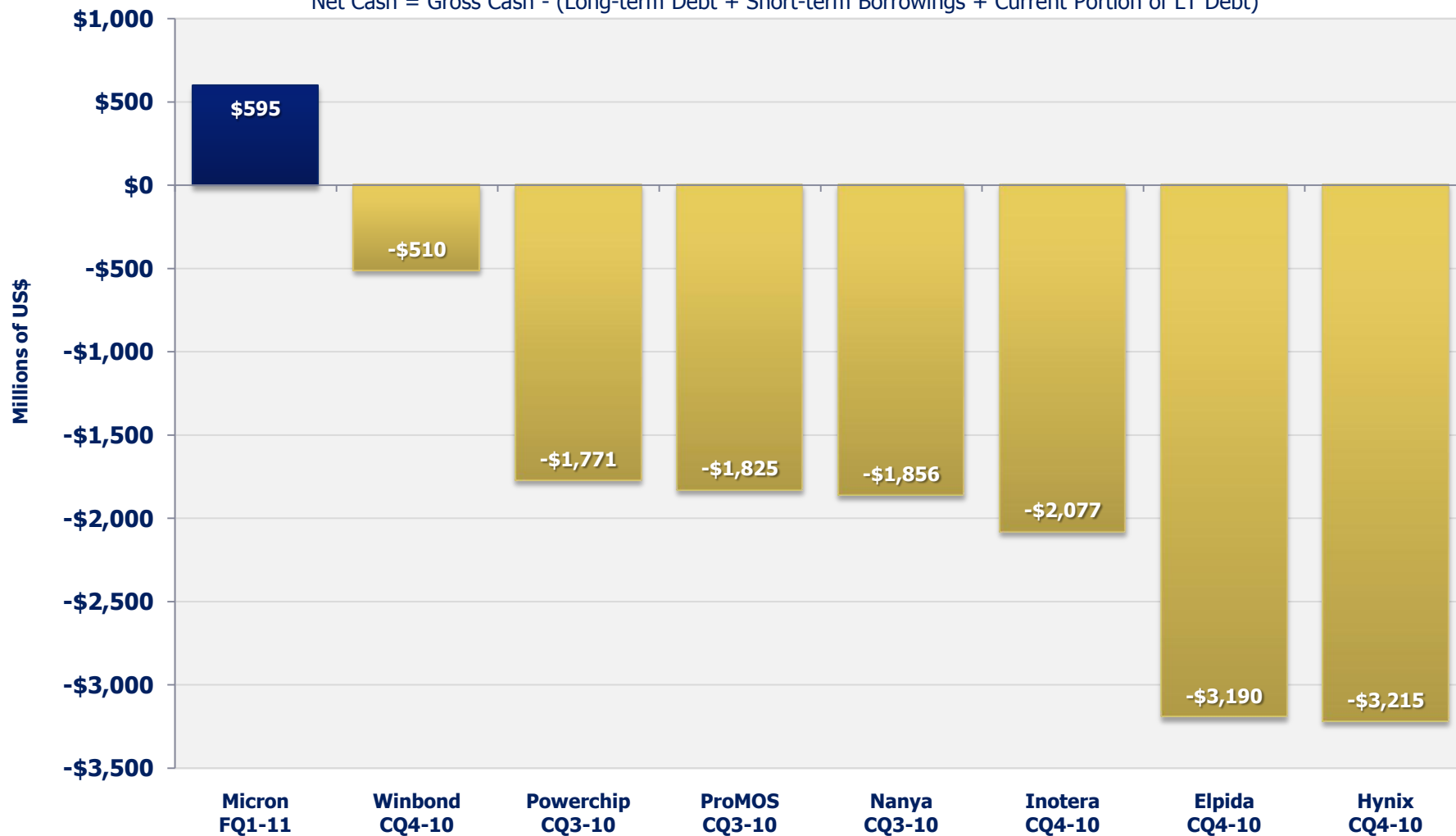


Source: Company Data, Micron Market Research

# Net Cash Position

## (Most Recent Quarter)

Net Cash = Gross Cash - (Long-term Debt + Short-term Borrowings + Current Portion of LT Debt)

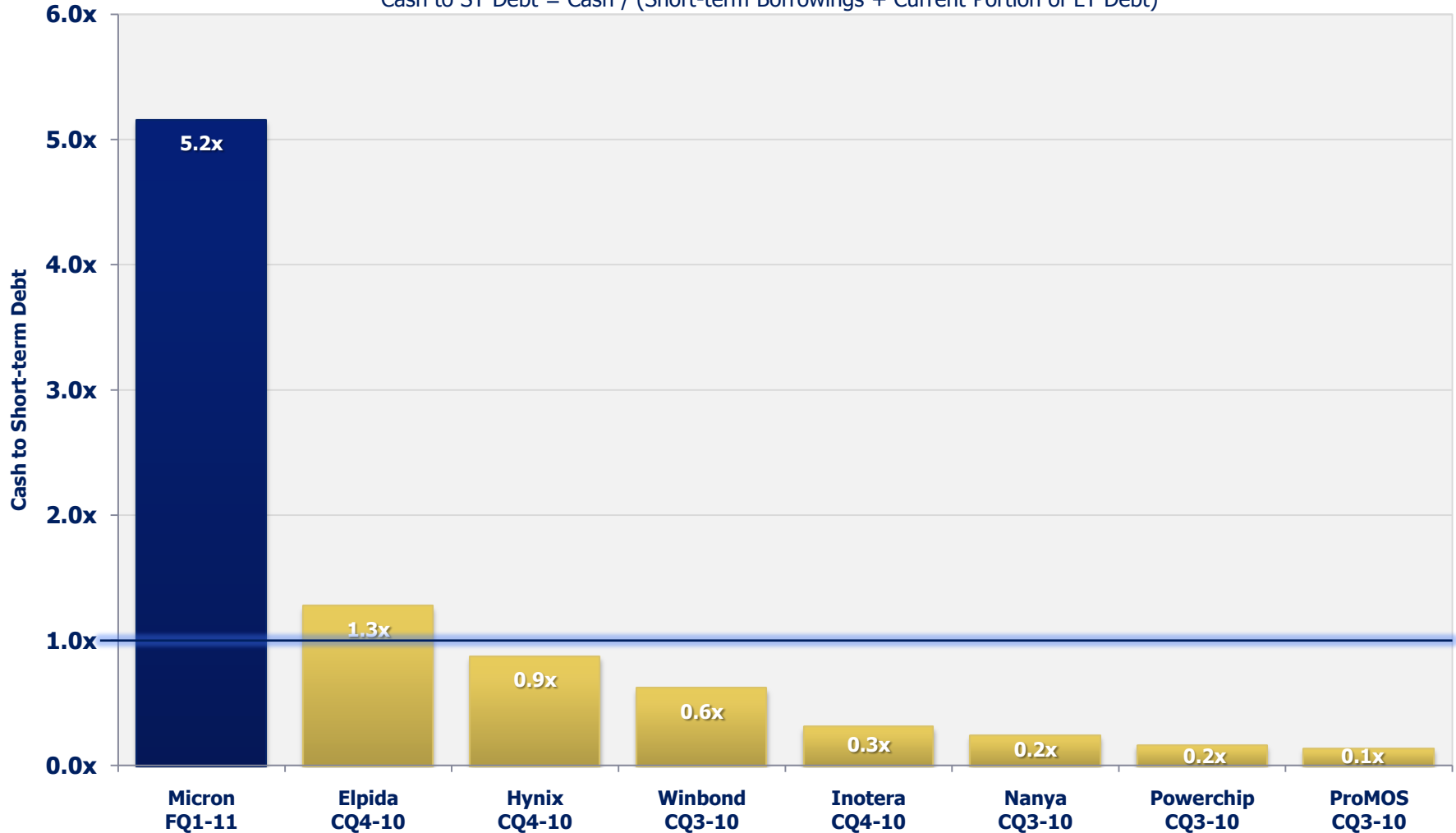


Source: Company Data, Micron Market Research

# Cash to Short-Term Debt

## (Most Recent Quarter)

Cash to ST Debt = Cash / (Short-term Borrowings + Current Portion of LT Debt)



Source: Company Data, Micron Market Research

Note: Short-term debt includes lease obligations

# Revenue by Geography

Micron FY'10 Sales Revenue

Asia<sup>1</sup>



**70%**

Americas<sup>2</sup>



**21%**

Europe



**9%**

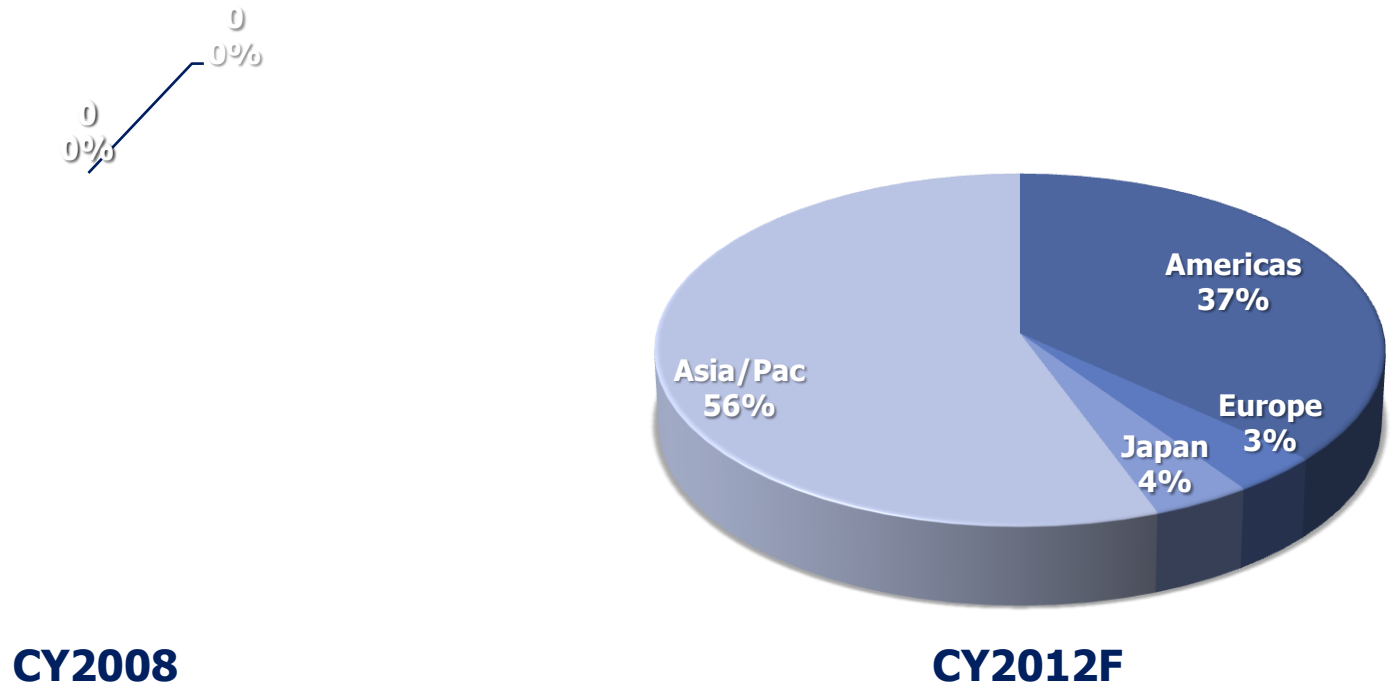
Source: Micron Technology, Inc. 2010 Form 10-K

1 – Asia includes China, Asia Pacific, Malaysia, and Taiwan

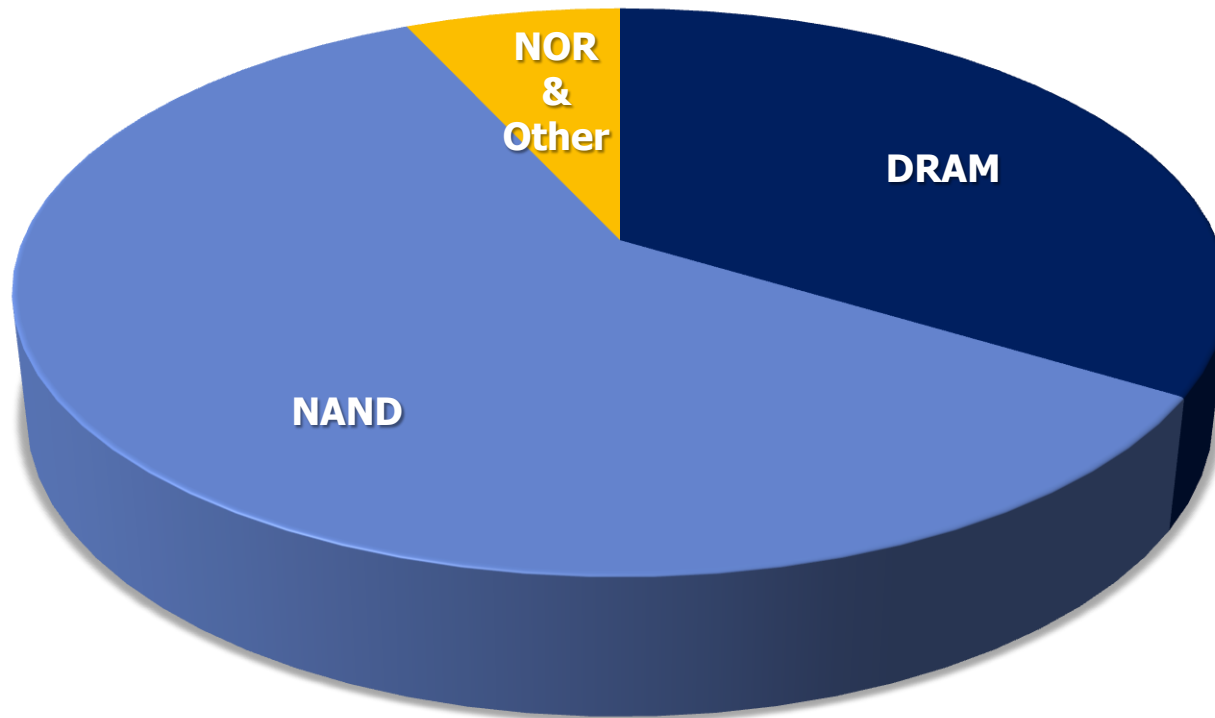
2 – Americas includes United States and Other



# Micron's Total Wafer Production by Geography



# FY2011 CapEx Guidance



**\$2.4B - \$2.9B**

# Financial Strength and Leverage

- ▶ Cost and growth leverage with partnership models and increasingly low-cost manufacturing base
- ▶ Capital deployment focused on high growth NAND market with positive P&L implications going forward
- ▶ Strong financial position versus competitors



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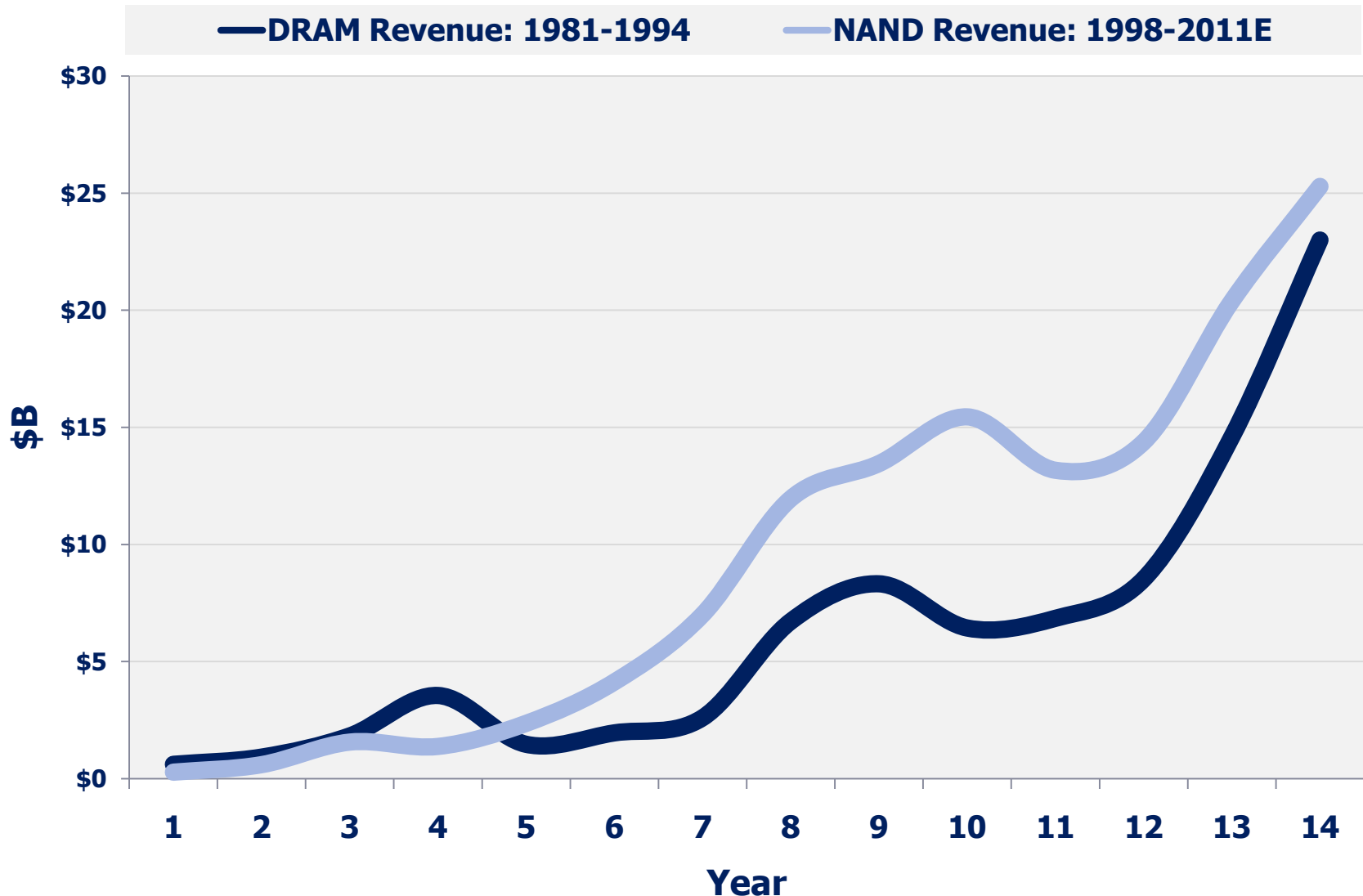


# Memory Leadership

**Steve Appleton**

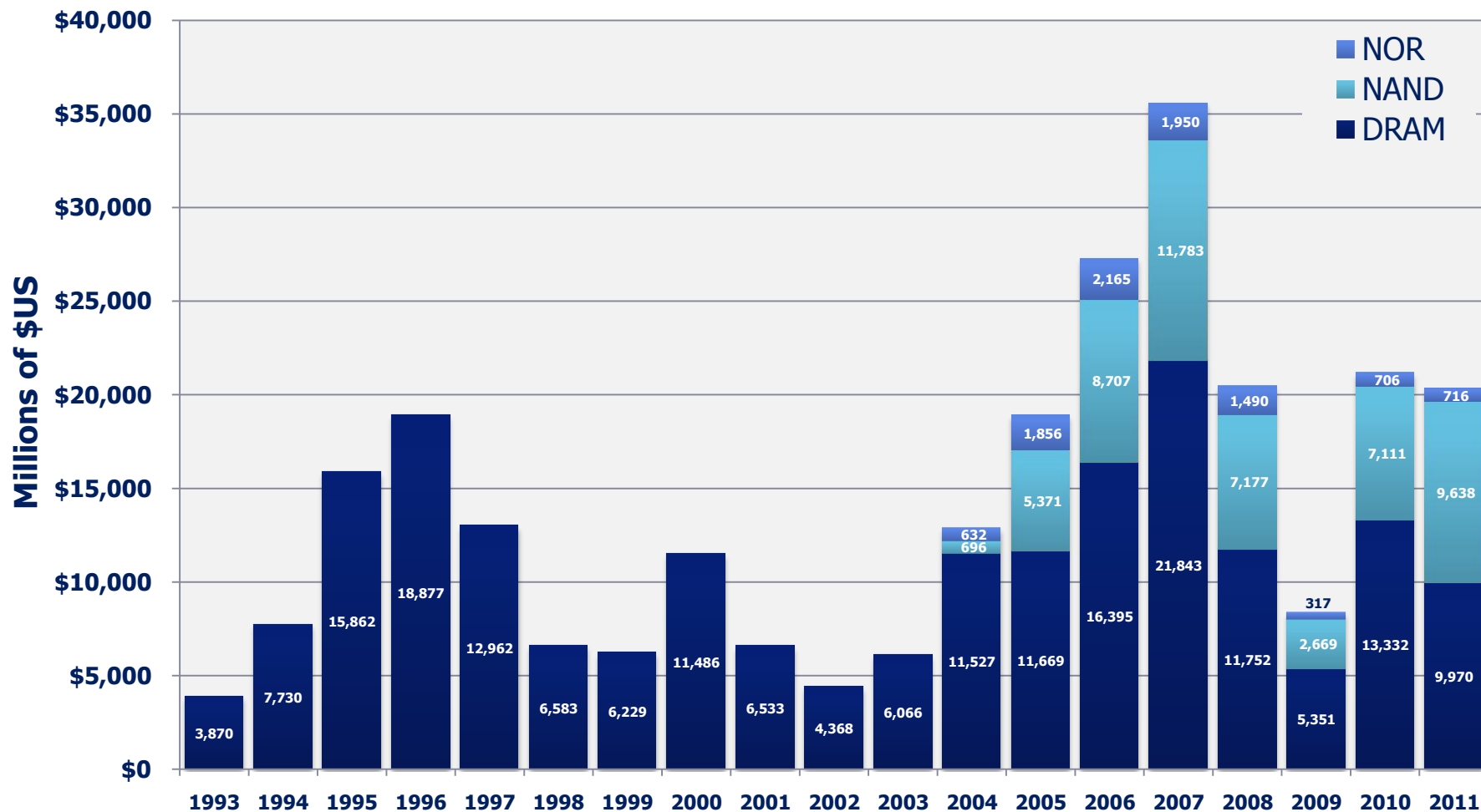
Chairman and CEO

# DRAM vs NAND Market Development



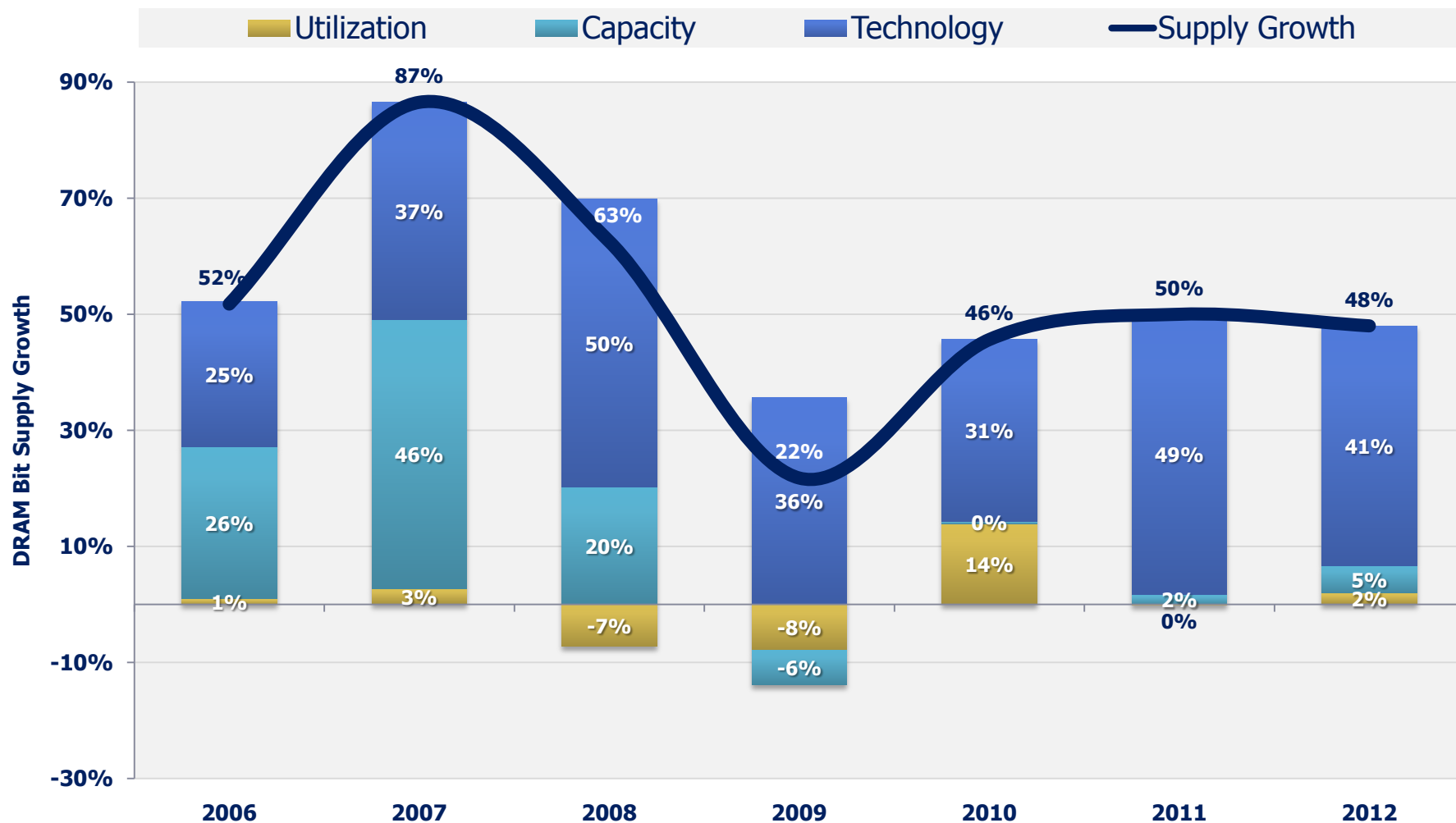
Source: Gartner 4Q10

# Memory Industry CapEx



Source: Gartner 4Q10

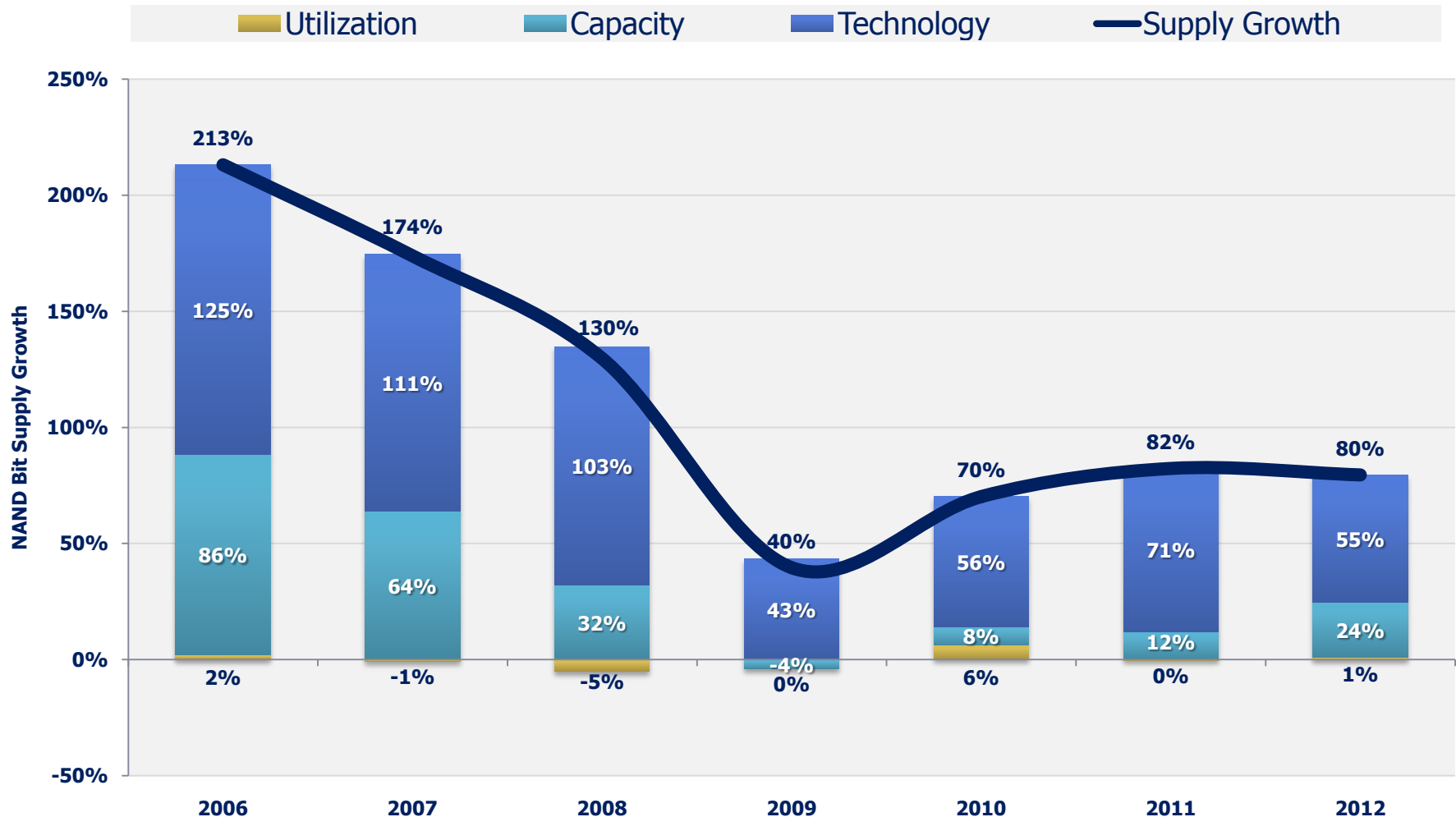
# Forecasts Point to Technology as the Main DRAM Industry Supply Growth Driver



Sources: Gartner, IDC, iSuppli, Merrill Lynch, and Credit Suisse from 2006-2008; Average of Gartner, IDC, and iSuppli 2009-2010, Micron Forecast, Finance Strategy Group – drivers split



# Forecasts see Technology as the Main NAND Industry Supply Growth Driver



Sources: Gartner, IDC, iSuppli, Merrill Lynch, and Credit Suisse from 2006-2008; Average of Gartner, IDC, and iSuppli 2009-2012, Finance Strategy Group – drivers split

# Today's Memory Industry

DRAM + NAND + NOR Developers

**Micron**

**SAMSUNG**

DRAM + NAND Developers

**hynix**

Single Memory Developers

DRAM

NAND

NOR

**ELPIDA**

**TOSHIBA**

**SPANSION™**

**NANYA**

**SanDisk**

**MXIC**

JV Producers

**in** FLASH TECHNOLOGIES

**inotera**

**PSC** Powerchip

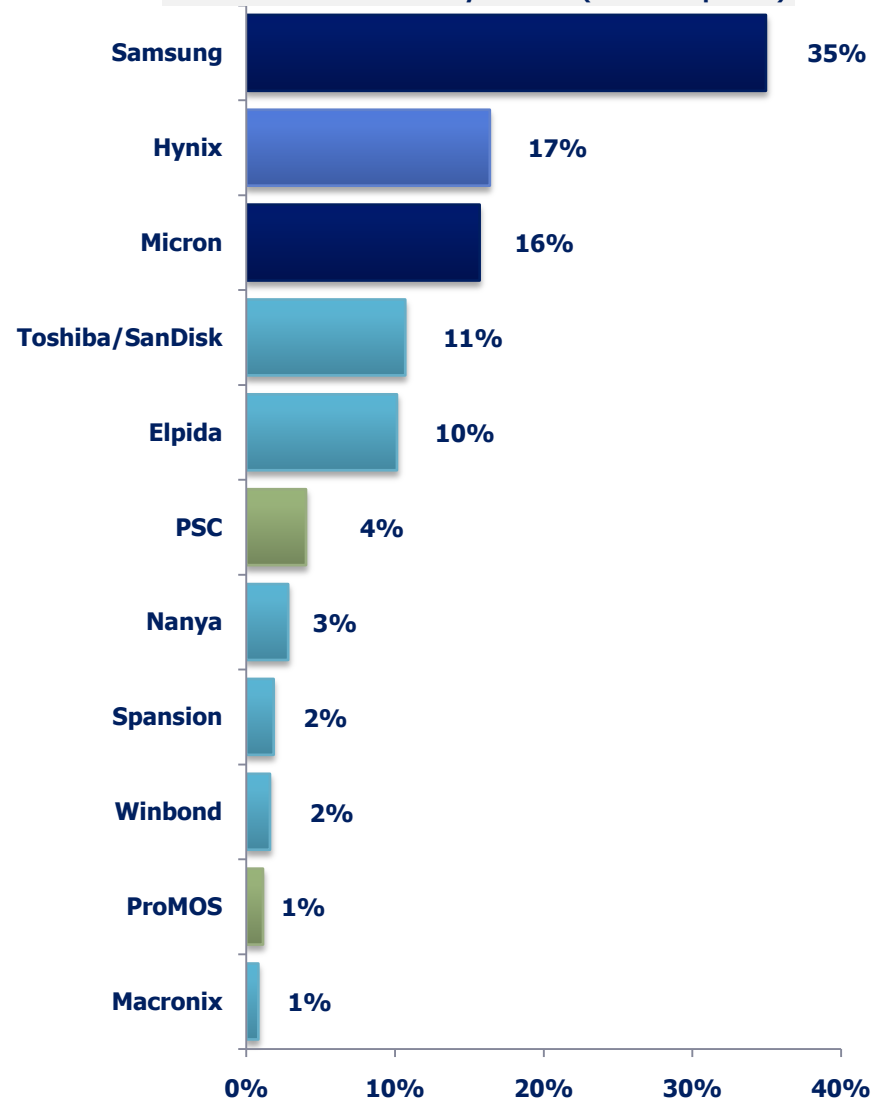
**Rexchip**

Producers

**Winbond**

**ProMOS**

Last Twelve Months Memory Revenue (% of Group Total)



Source: Company Data, Micron Market Research Estimates

Note: Micron includes Numonyx revenue and NAND sold to Intel from IM Flash; data from FQ2'10 – FQ1'11  
Competitors data from CQ1'10 – CQ4'10



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# Q&A



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