# Micron Technology Financial Conference Call

Fourth Quarter of Fiscal 2010



### 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.



# Steve Appleton

Chairman and CEO



### Bit Growth, ASP, and Cost/Bit

October 7, 2010

Q4-10 Actual and Q1-11 Estimates

Bit Growth <sup>1</sup>	Q4-10 Actual	Q1-11 Estimate
DRAM Sales	<b>Down</b> ∼ <b>12</b> %	NA
DRAM Production	<b>Down</b> ∼ 1%	Up mid single digits
NAND Sales	Down ∼ 7%	NA
NAND Production	<b>Down</b> ∼ 5%	Up mid-high teens

<sup>&</sup>lt;sup>1</sup>All bit growth data excludes Numonyx

ASP <sup>2</sup>	Q4-10 Actual	Q1-11 QTD Estimate
Total DRAM	<b>Down</b> ∼ 2%	Down high-teens
Trade NAND <sup>3</sup>	<b>Up ∼ 3</b> %	Down mid-high single digits

<sup>&</sup>lt;sup>2</sup>All ASP data excludes Numonyx

<sup>&</sup>lt;sup>3</sup>Trade NAND excludes sales to Intel which are at long-term negotiated prices approximating cost

Cost/Bit <sup>4</sup>	Q4-10 Actual	Q1-11 Estimate		
Total DRAM	<b>Down</b> ∼ 2%	Down mid-high single digits		
NAND	<b>Down ∼ 3%</b> <sup>5</sup>	Down mid-high teens		

<sup>&</sup>lt;sup>4</sup>All cost/bit data excludes Numonyx, NRV, and idle facility costs

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<sup>&</sup>lt;sup>5</sup>Excludes price adjustments from suppliers in Q3

### P&L and Cash Flow

#### Q4-10 Actual and Q1-11 Estimates

#### October 7, 2010

P&L and Cash Flow	Q4-10 Actual	Q1-11 Estimate
R&D	\$197M	\$195-205M
SG&A	\$141M	\$140-150M
Net Interest Expense	\$31M	~ \$35M
Taxes	\$25M	~ \$10-20M
<b>Equity Comp Expense</b>	\$20M	~ \$20M
Diluted Shares	1,143M¹	~ 1,160M¹
СарЕх	\$478M	\$2.4-2.9B (FY11) <sup>2</sup>
D&A	\$531M	\$525-535M

<sup>&</sup>lt;sup>1</sup>Including the shares related to convertible debt

October 10

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<sup>&</sup>lt;sup>2</sup>Depending on market conditions

# **Financial Summary**

Dollars in millions, except per share	Q4 – 2010	% of Sales	Q3 – 2010	% of Sales
Net sales	\$2,493	100%	\$2,288	100%
Gross margin	781	31%	848	37%
Operating income	433	17%	540	24%
Gain on acquisition of Numonyx	-		437	
Income tax (provision) benefit	(25)		41	
Net income attributable to noncontrolling interests	(17)		(21)	
Net income attributable to Micron shareholders	\$342	14%	\$939	41%
Diluted earnings per share	\$0.32		\$0.92	
Shares in diluted EPS calc	1,142.6		1,049.4	



# Ron Foster

CFO and VP of Finance



# Micron Product Category Rankings

#### October 7, 2010

Product Categories	FQ4-10 ~ % of Revenues	FQ4-10 Gross Margin Ranking
Specialty DRAM	Low double digits	#1
Core DRAM (DDR2/DDR3)	High 30's	#2
NAND	High 20's	#3*
NOR	Mid teens	#4
Other	Low-mid single digits	#5

<sup>\*</sup> Trade NAND excludes sales to Intel which are at long-term negotiated prices approximating cost

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### **Operating Expenses**

Millions of US\$





FQ4-08 FQ1-09 FQ2-09 FQ3-09 FQ4-09 FQ1-10 FQ2-10 FQ3-10 FQ4-10

### Cash Flow From Operations

Millions of US\$



All competitor data based on closest calendar quarter; Micron data based on fiscal quarters Source: Company Data, Finance Strategy Group

Market: Elpida, Hynix, Inotera, Nanya, Powerchip, ProMOS, Winbond Represented by a weighted average of competitors' respective operating cash flows



### Free Cash Flow

Millions of US\$



Micron Competitor Comp

Source: Company Data, Finance Strategy Group

Free Cash Flow = Cash from Operations - CapEx

Micron based on FQ1'10 – FQ4'10 Competitors based on CQ3'09 – CQ2'10

# Numonyx Pro Forma Gross Margin

Dollars in millions	Q4 – 2010	% of Sales
Net sales, as reported	\$555	
Deferred revenue not recognized	47	
Net sales, as adjusted	\$602	
Gross margin, as reported	\$118	21%
Gross margin on deferred revenue not recognized	5	
Inventory fair value adjustment	56	
Change in amortization of tangible and intangible assets	8	
Gross margin, as adjusted	\$187	31%



### Consolidated Pro Forma Diluted EPS

Dollars in millions, except per share	Q4 - 2010	Q3 - 2010
Earnings used in diluted calculation, as reported	\$365	\$963
	_	
Gross margin on deferred revenue not recognized	5	4
Inventory fair value adjustment	56	11
Change in amortization of tangible and intangible assets	8	8
Numonyx acquisition-related gains	_	(488)
		( /
Lexar NAND purchases settlement	-	(41)
Legal settlements accrual	_	64
		<b>.</b>
Grants, incentives and other	(8)	(27)
Earnings used in diluted calculation, as adjusted	\$426	<b>\$494</b>
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Shares used in diluted EPS, as reported	1,142.6	1,049.4
Diluted earnings per share, as reported	\$0.32	\$0.92
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Diluted earnings per share, as adjusted	\$0.37	\$0.47







