

Global Memory Tech

BofA memory indicator exceeded 2H21 peak

Industry Overview

December results led to V-shaped recovery in 2023

Our memory indicator, which measures YoY change among seven components (DRAM and NAND spot/ASP/billings and Korea's semis exports), improved further in Dec 2023 (114; above mid-cycle of 100) from 99/105 in Oct/Nov. This is even slightly higher than the 2H21 peak (112). Key contributors should be a strong recovery in NAND spot price (up more than 50% YoY) and billings (DRAM: +78% YoY, NAND: +48%). This is consistent with Korean chipmakers' 4Q23 robust bit growth (Samsung Electronics: mid-35% QoQ for both DRAM and NAND) and even NAND ASP (SK Hynix: 40%+ QoQ). We also note almost V-shaped turnaround in the memory indicator after a 20-year low trough (80-81 in Jan-May) and then more meaningful recovery through Aug/Sept (88/94). Of course, Dec indicator is still lower than previous upcycle levels (120-130+ in 2019-10/2017).

Jan-Feb prices/exports also up strongly YoY

Jan spot price rebounded further (+5% MoM for both DRAM/NAND) even after Nov-Dec strength. Korea's Jan semis export growth (mostly memory chips) also hit a 6-year high at 56% YoY. Three factors seem to have led to strong YTD growth – ASP hike, volume increase and mix improvement (with HBM). We also see spot-price strengths ahead of Lunar New Year holiday (10 Feb), which is a typical trend during memory upcycle period. Of course, we acknowledge potentially decelerating growth rates in Korea semis exports and NAND spot price after Jan-Feb peak, but too early to see a downturn signal.

Exhibit 2: BofA Memory Indicator – V-shaped recovery through 2023

Above mid-cycle through Nov-Dec vs 20-year low in 1H23



Source: DRAMeXchange, WSTS, MoTIE Korea, BofA Global Research

The shaded area represents backtested results from January 1991 to March 2021. The unshaded area represents actual performance since April 2021. This performance is backtested up to March-2021, and does not represent the actual performance of any account or fund. Back-tested performance depicts the theoretical (not actual) performance of a particular strategy over the time period indicated. No representation is being made that any actual portfolio is likely to have achieved returns similar to those shown herein.

Disclaimer: The BofA Memory Indicator is intended to be an indicative metric only and may not be used for reference purposes or as a measure of performance for any financial instrument or contract, or otherwise relied upon by third parties for any other purpose, without the prior written consent of BofA Global Research. This indicator was not created to act as a benchmark

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Refer to important disclosures on page 10 to 12.

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Exhibit 1: Seven components of BofA memory indicator

Jan-Feb MoM improvement continues

	Oct-23	Nov-23	Dec-23	Jan-24
МоМ				
DRAM spot price	Up	Up	Up	Up
NAND spot price	Up	Up	Up	Up
Korea semis exports	Down	Up	Up	Up
DRAM ASP	Up	Down	Up	na
NAND ASP	Up	Up	Up	na
DRAM billings	Down	Up	Up	na
NAND billings	Down	Up	Up	na

Source: DRAMeXchange, WSTS, MoTIE Korea, BofA

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DRAM: Dynamic random-access memory

NAND: Not-AND memory **ASP**: Average selling price **HBM**: High bandwidth memory

OEM: Original equipment manufacturer

See Methodology section to understand how we constructed our indicator (standardized YoY changes of seven components).

More abbreviations are in the Appendix section on page 9.

Full details of BofA Memory Indicator

Exhibit 3: Seven components of BofA Memory Indicator - MoM and YoY trends (back-tested)

Jan spot price rebounded further (+5% MoM for both DRAM/NAND) even after Nov-Dec strength; Korea's Jan semis export growth (mostly memory chips) also hit a 6-year high at 56% YoY; we acknowledge potentially decelerating growth rates in Korea semis exports and NAND spot price after Jan-Feb peak, but too early to see a downturn signal

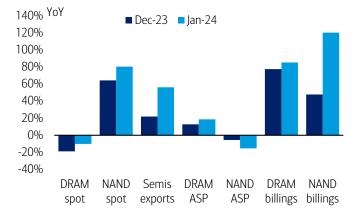
	Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24
MoM													
DRAM spot price	Down	Down	Down	Down	Up	Down	Down	Down	Up	Up	Up	Up	Up
NAND spot price	Down	Up	Up	Up	Up	Up	Up						
Korea semis exports	Down	Down	Up	Down	Up	Up	Down	Up	Up	Down	Up	Up	Down
DRAM ASP	Down	Up	Down	Up	Up	Down	Up	Up	Up	Up	Down	Down	na
NAND ASP	Up	Down	Down	Up	Down	Down	Up	Down	Down	Up	Up	Up	na
DRAM billings	Down	Up	Up	na									
NAND billings	Down	Up	Up	na									
Avg of MoM trend	Down	Up	Up	na									
YoY													
DRAM spot price	Down												
NAND spot price	Down	Up	Up	Up									
Korea semis exports	Down	Up	Up	Up									
DRAM ASP	Down	Up	na										
NAND ASP	Down	na											
DRAM billings	Down	Up	Up	Up	Up	na							
NAND billings	Down	Up	Up	Up	na								
Avg of YoY trend	Down	Up	Up	na									
Memory indicator	81	80	81	80	81	85	84	88	94	99	105	114	na

Source: DRAMeXchange, WSTS, MoTIE Korea, BofA Global Research estimates.

Notes: *Dec-23 results recovered in all aspects in terms of MoM growth except DRAM ASP (non-HBM price still showed YoY decline)

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Exhibit 4: Seven components of BofA Memory Indicator – YoY Jan industry data are expected to be better vs Dec – YoY increase in NAND billings (price x volume), exports and NAND spot outstanding

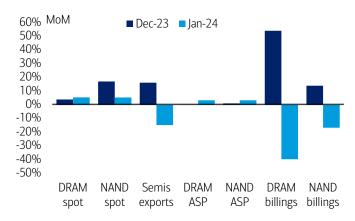


*All December data and January spot/exports are actual, but January billings are our estimates **Source:** DRAMeXchange, WSTS, MoTIE Korea, BofA Global Research estimates

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Exhibit 5: Seven components of BofA Memory Indicator - MoM

Most of the components recovered well MoM in Dec 2023; Jan billings expected to be lower due to high base (Dec) but price (spot/ASP) recovery is expected to continue into Jan/Feb



*All December data and January spot/exports are actual, but January billings are our estimates **Source:** DRAMeXchange, WSTS, MoTIE Korea, BofA Global Research estimates

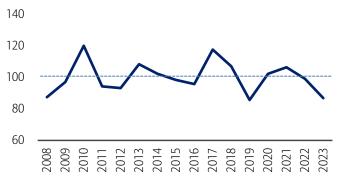


^{**}For Jan-24, only spot prices and exports are reported so far

^{***} DRAM spot price is based on average MoM change in 8Gb DDR4 and 16Gb DDR5, while NAND spot price is based on average MoM change in 512Gb wafer spot price

Exhibit 6: BofA memory indicator annual average

2023 indicator (simple average of 12 months) is close to 20-year low (2008, 2019) due mainly to deep 1H23 downturn



Source: BofA Global Research

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Exhibit 8: Korea semis exports - US\$bn monthly

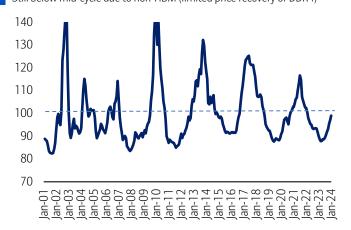
Down 15% MoM (Korean chipmakers' bit supply cut vs 4Q23) but still resilient at US\$9.4bn in Jan-2024



Source: MoTIE, BofA Global Research

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Exhibit 10: DRAM spot price - indexed YoY change (historical avg 100) Still below mid-cycle due to non-HBM (limited price recovery of DDR4)

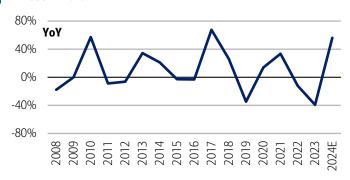


Source: DRAMeXchange, BofA Global Research

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Exhibit 7: Global DRAM+NAND annual sales YoY

We forecast +56% in 2024 combined DRAM+NAND sales vs -39% in 2023 and -35% in 2019



2024E growth is based on our DRAM and NAND estimates

Source: WSTS. BofA Global Research estimates

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Exhibit 9: Korea semis exports – YoY change in monthly US\$bn

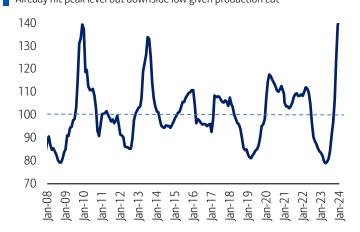
Significant YoY rebound seen in Jan-2024 (+56%), even stronger than 2020-21 recovery; HBM and NAND price/volume driven



Source: MoTIE, BofA Global Research

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Exhibit 11: NAND spot price – indexed YoY chg (historical avg 100) Already hit peak level but downside low given production cut



Source: DRAMeXchange, BofA Global Research



Exhibit 12: Korea semis exports - indexed YoY chg (historical avg 100)

Jan-24 export growth (indexed) close to 2017 peak level



Source: MoTIE, BofA Global Research

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Exhibit 14: DRAM spot and ASP trend – month average; 8Gb equiv.

DRAM ASP (mostly contract price) recovery better than spot due to HBM, but both (ASP and spot) still shows only US\$2+/- per GB

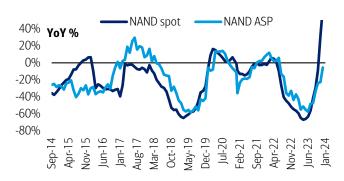


Source: DRAMeXchange, WSTS, BofA Global Research

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Exhibit 16: NAND spot and ASP trend - YoY

Dec-23 NAND ASP (mostly contract price) still 6% lower than a year ago despite strongly recovered spot (more than 50% YoY)

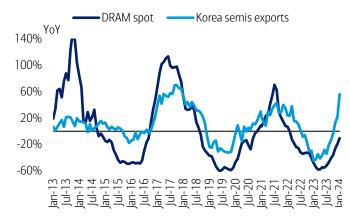


Source: DRAMeXchange, WSTS, BofA Global Research

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Exhibit 13: DRAM spot price and Korea semis exports – YoY change

Korea semis exports growth better than spot due to HBM and DDR5

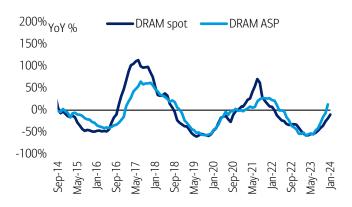


Source: DRAMeXchange, MoTIE, BofA Global Research

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Exhibit 15: DRAM spot and ASP change - YoY trend

ASP recovered +13% YoY in Dec-23, but still YoY decline seen in Jan spot (-10%)



Source: DRAMeXchange, WSTS, BofA Global Research

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Exhibit 17: DRAM and NAND bit growth - YoY

Dec-23 bit growth more than 50%+ YoY in both DRAM/NAND

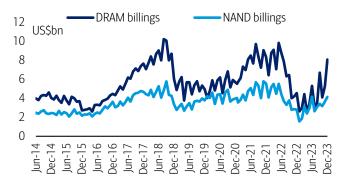


Jun/Jul actual DRAM ASP decline less than what WSTS reported based on major suppliers' 2Q results and guidance **Source**: WSTS, BofA Global Research



Exhibit 18: DRAM and NAND billings

Dec 2023 DRAM/NAND billings (US\$8/4bn) hit 18-month high



Source: WSTS, BofA Global Research

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Source: WSTS, BofA Global Research

150%_{YoY}

100%

50%

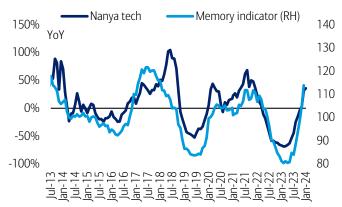
-50% -100%

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NAND billings

Exhibit 20: Nanya Tech monthly YoY sales vs Memory indicator

Robust YoY recovery continued in Jan-2024 (+36%) vs Dec (+32%)



Source: Company report, BofA Global Research

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Exhibit 21: Phison monthly and YoY sales vs Memory Indicator

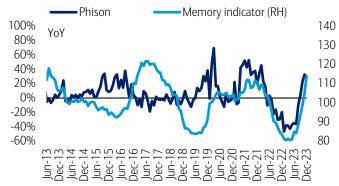
Exhibit 19: DRAM and NAND billings change - YoY

DRAM billings

Strong YoY recovery in Dec 2023 billings seen (DRAM +78, NAND +48%)

Strong rebound of 23-32% in Oct-Dec 2023; Jan data not yet available

Dec-18 Jun-19

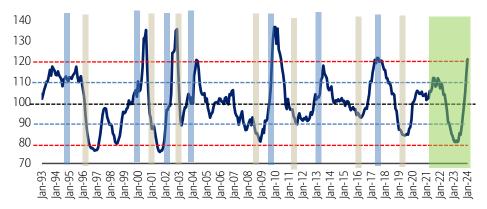


Source: Company report, BofA Global Research

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Exhibit 22: BofA Memory Indicator's overall back-tested trend in the past 30 years

Seven peaks and seven troughs in the past 30 years up to 2020; back to above mid-cycle in Nov/Dec 2023 following 20-year low 1H23



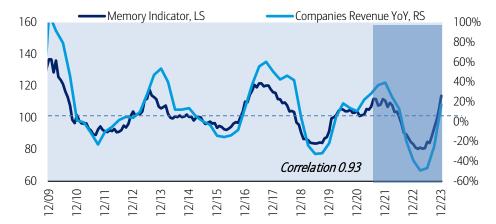
Source: DRAMeXchange, WSTS, MoTIE Korea, BofA Global Research.

*Note: Blue represents Peak, Grey represents Trough, Green represents actual data since April 2021; prior period is back-tested results This performance is backtested up to March-21 and does not represent the actual performance of any account or fund. Back-tested performance depicts the theoretical (not actual) performance of a particular strategy over the time period indicated. No representation is being made that any actual portfolio is likely to have achieved returns similar to those shown herein.



Exhibit 23: BofA Memory Indicator is highly correlated with memory companies' revenue growth

Memory chipmakers' 4Q23 revenue growth turned positive after 5 quarters long contraction (3Q22-3Q23); in-line with our memory indicator bottom/recovery through 2H22-2H23



The companies' revenue YoY is the average of Samsung, Hynix, Micron, and Nanya's year-on-year revenue change

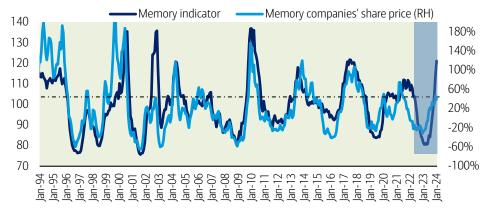
Source: Company report, DRAMeXchange, WSTS, MoTIE Korea, BofA Global Research

The light blue shaded area represents backtested results from January 1991 to March 2021. The dark blue shaded area represents actual data since April 2021. This performance is backtested up to March 2021 and does not represent the actual performance of any account or fund. Backtested performance depicts the theoretical (not actual) performance of a particular strategy over the time period indicated. No representation is being made that any actual portfolio is likely to have achieved returns similar to those shown herein. Historic correlation does not necessarily indicate that correlation will continue in the future.

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Exhibit 24: BofA Memory Indicator is highly correlated with stock performance

Memory stock rally slightly muted as of early Feb but memory indicator recovery on track



Note: Memory companies share price is average of Samsung, Hynix, Micron, and Nanya share price YoY changes **Source:** Bloomberg, BofA Global Research

The light green shaded area represents backtested results from January 1991 to March 2021. The blue shaded area represents actual data since April 2021. This performance is backtested up to March 2021 and does not represent the actual performance of any account or fund. Backtested performance depicts the theoretical (not actual) performance of a particular strategy over the time period indicated. No representation is being made that any actual portfolio is likely to have achieved returns similar to those shown herein. Historic correlation does not necessarily indicate that correlation will continue in the future.

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Methodology

We selected our seven components based on what we believe are the key datapoints in understanding the memory cycle. WSTS and DRAMeXchange data represent industry-



level numbers, while Korea semiconductor exports represent macro-level data. Our indicator is equal-weighted among the components as memory companies' revenues are not skewed to a singular factor, but rather influenced by supply and demand for both DRAM and NAND. Further, our current methodology shows the most consistent as well as the highest correlation to companies' revenues (0.93 since 2009 on a back-tested basis). Our Indicator was launched on 19 April 2021.

Spot prices are available with the least time lag (given daily trade), while WSTS data are available with around 33-days lag. Our updated indicator is published early every month and provides a preliminary insight into the previous month as well as a final reading of two months prior. For example, our early-Oct 2022 report showed September preliminary and August final values and will provide insights of the 3Q22 results, which will be confirmed by the companies in their late-October results calls. We believe that this would be useful to tech investors, given that memory companies do not announce monthly results (unlike other Taiwanese companies), and also as memory stocks are sensitive to short-term earnings momentum.

Exhibit 25: Seven elements of our memory indicator; all % YoY and equally weightedDRAM data focused on 1990s and early 2000s, but full coverage with NAND and Korea exports from 2002

Input	Source	Available since	Frequency	Availability
DRAM spot	DRAMeXchange	Feb-00	Daily	End of every day
NAND spot	DRAMeXchange	Nov-06	Daily	End of every day
DRAM WSTS ASP	World Semiconductor Trade Statistics	Jan-91	Monthly	33-day following end-month
DRAM WSTS billings	World Semiconductor Trade Statistics	Jan-90	Monthly	33-day following end-month
NAND WSTS ASP	World Semiconductor Trade Statistics	Jan-04	Monthly	33-day following end-month
NAND WSTS billings	World Semiconductor Trade Statistics	Jan-04	Monthly	33-day following end-month
Korea exports	Ministry of Trade, Industry, and Energy	Jan-02	Monthly	First of the following month

Source: BofA Global Research

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DRAM/NAND spot prices: Spot prices mostly represent the pricing trend of commodity or low-quality chips traded in the spot market. Current mainstream specs are 8Gb DDR4 DRAM and 256Gb 3D NAND.

DRAM/NAND WSTS billings: WSTS billings represent total global DRAM/NAND sales amount (USD basis; units *x* prices) during a month.

DRAM/NAND WSTS ASP: We derive it from sales (USD-denominated, even for China, Japan and Europe OEM customers) vs. volume (normally converted into 8Gb DRAM and 256Gb NAND equivalents). The WSTS ASP numbers involve more contract prices (normally settled a month or a quarter ago, thus lagging vs. daily spot prices) for the PC/server/mobile memory chips traded between chipmakers and end-users (OEMs, component makers, DRAM/SSD module makers, etc.).

Korea semiconductor exports: Mostly comprises memory chips fabricated by Samsung and SK Hynix. Combined global market share of Samsung and SK Hynix should be 70-80% / 50-60% for DRAM / NAND, respectively, over the past four years (2017-20).

Limitations to our back-testing: We note that not all seven inputs are available from 1990 (when DRAM WSTS ASP YoY value was available). We thus added them as and when the data became available. The other limitation is the exclusion of Kioxia and Western Digital from our target variable analysis due to complexities regarding the two companies' co-owned JV fabs and only NAND-related results (none for DRAM).

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Appendix

DRAM: Dynamic random-access memory

DRAM stores data temporarily using billions of tiny capacitors and transistors to support logic processor on a real-time basis. The processor sends/receives data to/from DRAM. Thus, DRAM's capacity (1Gb, 4Gb, 8Gb), speed (2Ghz, 6Ghz) and low-power consumption (1.1V, 1.05V) are critical for processors (Intel CPU, Qualcomm AP, NVIDIA GPU, etc.).

NAND: Not-AND flash memory

NAND stores data permanently in transistors (vs. DRAM temporarily using both capacitor and transistor). NOR (Not OR) used to be a main flash memory in 1990s and early 2000s, but it has been gradually replaced by NAND at a much lower price in the past 10 years. Most NAND is now fabricated at 3D multi-layer (e.g., Samsung's 128-layer) instead of 2D planar.

Memory price

Memory average selling price (ASP) is simply derived from sales (USD-denominated, even for China, Japan and Europe exports) vs. volume (normally converted into 8Gb DRAM and 256Gb NAND). For e.g., US\$3bn revenue vs. 1bn units (either 8Gb or 256Gb equivalent) implies US\$3 ASP.

Spot-market price (currently around US\$2.0 for 8Gb DRAM vs. 512Gb 3D NAND is at \$3.4) is available on a daily basis vs. contract price (normally settled a month or a quarter ago). Spot-market price usually represents just commodity (PC, mobile) or low-quality chips. Lots of chips offer more value-addition (vs. spot) given customization (e.g., Samsung's server DRAM for AWS) or advanced spec (graphic, low-power, high-speed for DDR5, etc.).

WSTS: World Semiconductor Trade Statistics, affiliated with the SIA (Semiconductor Industry Association) and publishes monthly industry data for global semiconductors including DRAM/NAND.



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Investment rating	Total return expectation (within 12-month period of date of initial rating)	Ratings dispersion guidelines for coverage cluster ^{R1}
D	> 100/-	z 700/-

Buy≥ 10%≤ 70%Neutral≥ 0%≤ 30%UnderperformN/A≥ 20%

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