MU CFO meeting

DRAM capex will be very disciplined (high teen growth)

NAND Capex: in line with demand (FY22 NAND capex will be up) (30% bit growth)

So far has not seen supply chain concern

9-12 m lead time for semicap: PO until 2023

Cost position has been improving: cluster together now

1 gamma after 1 beta: rolling out in 2024

EUV: will help on throughput side

Samsung: shipping a lot of inventory

Bit growth cannot be higher than 2021

MU not adding wafers

All 3 payers lived off the inventory

DRAM bit growth will be lower in 2022: (2021 20%+, 2022 mid-high teen)

CMBU margin: 46% margin. Good cf generator

Customer inventory

PC inventory elevated: cannot get components to build (q3-q4) (supply issue may get better in spring next year)

Uneven in others: mobile, DC

Cloud vertical looking pretty good. In negotiation right now. Don’t feel

Mobile: VOX a little worse, Samsung/apple better

PC will be weak, but offset by mobile (5g), and cloud

CSL architecture, computing intensive (metaverse) are good for memory

Investment tax credit + chip act 🡪 40% capex can be offset

TXN equipment in storage

All application all use DDR, when PC mkt weaken, others see opp to squeeze

When see PC mkt stabilize, good leading indicator

PC sub 20% (high teen), mobile

MU has the highest exposure to PC than other vendors

Good to have 3-4 weeks of inventory

Cloud: mid to high teen growth next year

NAND: demand lot stronger (high 30%, up from low 30%)

Hit on share a little bit: lack of NDME

Don’t give GM, but give OPM

Storage 100% nand, last q was msd opm (better portfolio)

LTA really help visibility (cloud, mobile, most PC guys have sign LTA)

Greater visibility (rolling 1y agreement)

Opex guide take into account rising labor cost (6% increase in US)

15% increase in r&d. g&a will be lower increase