

# Q1 2023 Update

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## HIGHLIGHTS

**Profitability** 11.4% operating margin in Q1

\$2.7B GAAP operating income in Q1

\$2.5B GAAP net income in Q1

\$2.9B non-GAAP net income<sup>1</sup> in Q1

**Cash** Operating cash flow of \$2.5B

Free cash flow<sup>2</sup> of \$0.4B in Q1

\$0.2B increase in our cash and investments<sup>3</sup> in Q1 to \$22.4B

**Operations** Cybertruck factory tooling on track; producing Alpha versions

Model Y was the best-selling vehicle in Europe in Q1

Model Y was the best-selling vehicle in the US in Q1 (ex-pickups)

## SUMMARY

In the current macroeconomic environment, we see this year as a unique opportunity for Tesla. As many carmakers are working through challenges with the unit economics of their EV programs, we aim to leverage our position as a cost leader. We are focused on rapidly growing production, investments in autonomy and vehicle software, and remaining on track with our growth investments.

Our near-term pricing strategy considers a long-term view on per vehicle profitability given the potential lifetime value of a Tesla vehicle through autonomy, supercharging, connectivity and service. We expect that our product pricing will continue to evolve, upwards or downwards, depending on a number of factors.

Although we implemented price reductions on many vehicle models across regions in the first quarter, our operating margins reduced at a manageable rate. We expect ongoing cost reduction of our vehicles, including improved production efficiency at our newest factories and lower logistics costs, and remain focused on operating leverage as we scale.

We are rapidly growing energy storage production capacity at our Megafactory in Lathrop and we recently announced a new Megafactory in Shanghai. We are also continuing to execute on our product roadmap, including Cybertruck, our next generation vehicle platform, autonomy and other AI enabled products.

Our balance sheet and net income enable us to continue to make these capital expenditures in line with our future growth. In this environment, we believe it makes sense to push forward to ensure we lay a proper foundation for the best possible future.

<sup>(1)</sup> Excludes SBC (stock-based compensation).

<sup>(2)</sup> Free cash flow = operating cash flow less capex.

<sup>(3)</sup> Includes cash, cash equivalents and investments.

**FINANCIAL SUMMARY**  
(Unaudited)

(\$ in millions, except percentages and per share data)	Q1-2022	Q2-2022	Q3-2022	Q4-2022	Q1-2023	YoY
Total automotive revenues	16,861	14,602	18,692	21,307	19,963	18%
Energy generation and storage revenue	616	866	1,117	1,310	1,529	148%
Services and other revenue	1,279	1,466	1,645	1,701	1,837	44%
 Total revenues	 18,756	 16,934	 21,454	 24,318	 23,329	 24%
Total gross profit	5,460	4,234	5,382	5,777	4,511	-17%
Total GAAP gross margin	29.1%	25.0%	25.1%	23.8%	19.3%	-977 bp
 Operating expenses	 1,857	 1,770	 1,694	 1,876	 1,847	 -1%
Income from operations	3,603	2,464	3,688	3,901	2,664	-26%
Operating margin	19.2%	14.6%	17.2%	16.0%	11.4%	-779 bp
 Adjusted EBITDA	 5,023	 3,791	 4,968	 5,404	 4,267	 -15%
Adjusted EBITDA margin	26.8%	22.4%	23.2%	22.2%	18.3%	-849 bp
 Net income attributable to common stockholders (GAAP)	 3,318	 2,259	 3,292	 3,687	 2,513	 -24%
Net income attributable to common stockholders (non-GAAP)	3,736	2,620	3,654	4,106	2,931	-22%
 EPS attributable to common stockholders, diluted (GAAP) <sup>(1)</sup>	 0.95	 0.65	 0.95	 1.07	 0.73	 -23%
EPS attributable to common stockholders, diluted (non-GAAP) <sup>(1)</sup>	1.07	0.76	1.05	1.19	0.85	-21%
 Net cash provided by operating activities	 3,995	 2,351	 5,100	 3,278	 2,513	 -37%
Capital expenditures	(1,767)	(1,730)	(1,803)	(1,858)	(2,072)	17%
Free cash flow	2,228	621	3,297	1,420	441	-80%
Cash, cash equivalents and investments	18,013	18,915	21,107	22,185	22,402	24%

<sup>(1)</sup>EPS = earnings per share. Prior period results have been retroactively adjusted to reflect the three-for-one stock split effected in the form of a stock dividend in August 2022.

## FINANCIAL SUMMARY

<b>Revenue</b>	Total revenue grew 24% YoY in Q1 to \$23.3B. YoY, revenue was impacted by the following items: <ul style="list-style-type: none"><li>+ growth in vehicle deliveries</li><li>+ growth in other parts of the business</li><li>- reduced ASP YoY (excluding FX impact)</li><li>- negative FX impact of \$0.8B<sup>1</sup></li></ul>
<b>Profitability</b>	Our operating income decreased YoY to \$2.7B in Q1, resulting in a 11.4% operating margin. YoY, operating income was primarily impacted by the following items: <ul style="list-style-type: none"><li>+ growth in vehicle deliveries (despite margin headwind from underutilization of new factories)</li><li>+ gross profit growth in Energy business as well as Services &amp; Other</li><li>- reduced ASP YoY</li><li>- higher raw material, commodity, logistics and warranty costs</li><li>- cost of production ramp of 4680 cells</li><li>- lower credit revenue</li></ul>
<b>Cash</b>	Quarter-end cash, cash equivalents and investments increased sequentially by \$217M to \$22.4B in Q1, driven mainly by free cash flow of \$441M, partially offset by other financing activities, including debt repayments.

<sup>1</sup>) Impact is calculated on a constant currency basis. Actuals are compared against current results converted into USD using average exchange rates from Q1'22.

**OPERATIONAL SUMMARY**  
(Unaudited)

	Q1-2022	Q2-2022	Q3-2022	Q4-2022	Q1-2023	YoY
Model S/X production	14,218	16,411	19,935	20,613	19,437	37%
Model 3/Y production	291,189	242,169	345,988	419,088	421,371	45%
<b>Total production</b>	<b>305,407</b>	<b>258,580</b>	<b>365,923</b>	<b>439,701</b>	<b>440,808</b>	<b>44%</b>
Model S/X deliveries	14,724	16,162	18,672	17,147	10,695	-27%
Model 3/Y deliveries	295,324	238,533	325,158	388,131	412,180	40%
<b>Total deliveries</b>	<b>310,048</b>	<b>254,695</b>	<b>343,830</b>	<b>405,278</b>	<b>422,875</b>	<b>36%</b>
of which subject to operating lease accounting	12,167	9,227	11,004	15,184	22,357	84%
Total end of quarter operating lease vehicle count	128,402	131,756	135,054	140,667	153,988	20%
Global vehicle inventory (days of supply) <sup>(1)</sup>	3	4	8	13	15	400%
Solar deployed (MW)	48	106	94	100	67	40%
Storage deployed (MWh)	846	1,133	2,100	2,462	3,889	360%
Tesla locations <sup>(2)</sup>	787	831	903	963	1,000	27%
Mobile service fleet	1,372	1,453	1,532	1,584	1,692	23%
Supercharger stations	3,724	3,971	4,283	4,678	4,947	33%
Supercharger connectors	33,657	36,165	38,883	42,419	45,169	34%

## VEHICLE CAPACITY

In Q1, we produced a record number of vehicles, thanks to ongoing ramps at our factories in Austin and Berlin. We remain committed to reducing the percentage of vehicles delivered in the 3<sup>rd</sup> month and smoothing deliveries throughout the quarter, which will help to reduce cost per vehicle, while increasing in-transit inventory at the end of each quarter.

### US: California, Nevada and Texas

The Model Y was the best-selling non-pickup vehicle in the US in Q1. We showcased 4680 cell production at our March-2023 Investor Day; production rate continued to improve sequentially in Q1. Equipment installation for Cybertruck production at Gigafactory Texas continued in Q1 and remains on track.

### China: Shanghai

Since our Shanghai factory has been successfully running near full capacity for several months, we do not expect meaningful increase of weekly production run rate. We launched sales in Thailand, a new market supplied out of Shanghai. Thus far, the reception has been very positive. Giga Shanghai remains our main export hub.

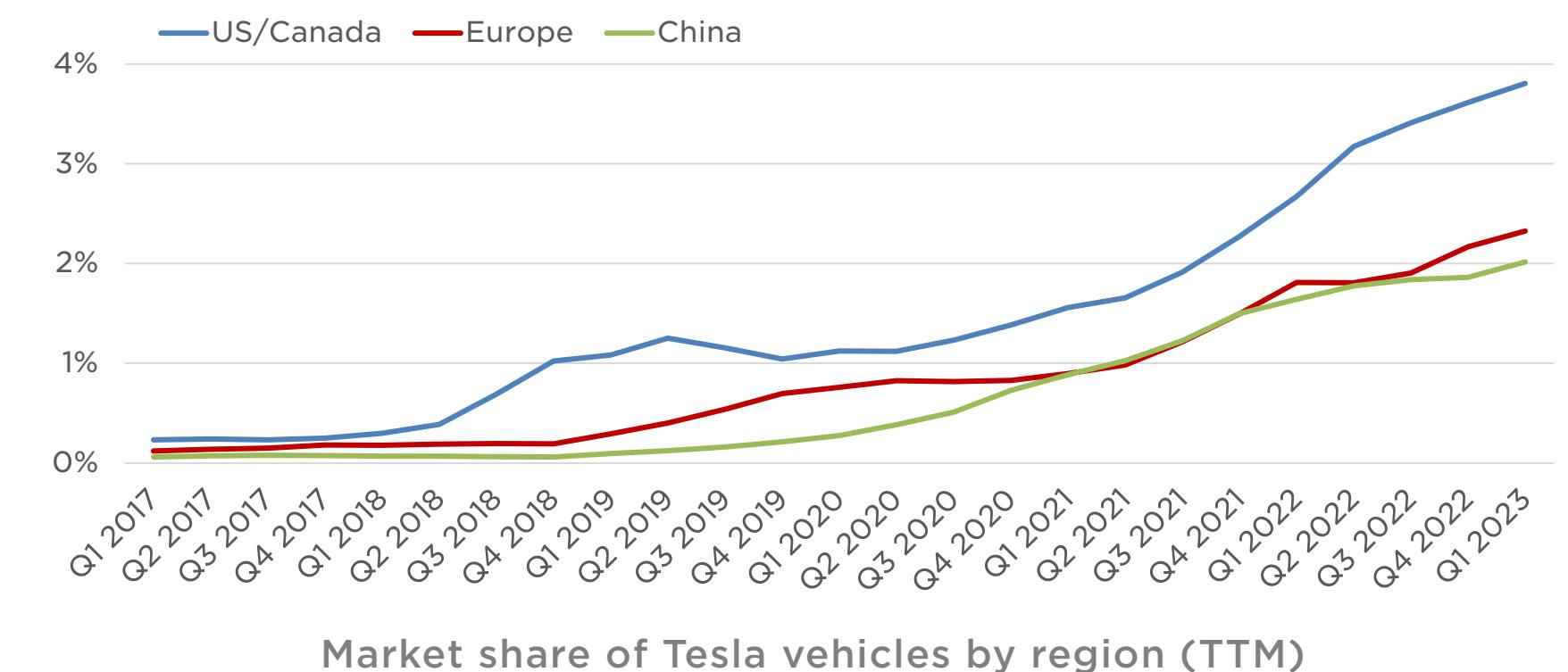
### Europe: Berlin-Brandenburg

The Model Y production line in Germany produced over 5,000 vehicles in a week towards the end of Q1. In Q1-2023, Tesla Model Y became the best-selling vehicle, of any kind, in Europe (EU + EFTA + UK)\*.

Installed Annual Vehicle Capacity

Region	Model	Capacity	Status
California	Model S / Model X	100,000	Production
	Model 3 / Model Y	550,000	Production
Shanghai	Model 3 / Model Y	>750,000	Production
Berlin	Model Y	>350,000	Production
Texas	Model Y	>250,000	Production
	Cybertruck	-	Tooling
Nevada	Tesla Semi	-	Pilot production
TBD	Roadster	-	In development
	Robotaxi & Others	-	In development

Installed capacity ≠ current production rate and there may be limitations discovered as production rates approach capacity. Production rates depend on a variety of factors, including equipment uptime, component supply, downtime related to factory upgrades, regulatory considerations and other factors.



\*Based on HIS and other latest available data

## CORE TECHNOLOGY

### Autopilot and Full Self-Driving (FSD)

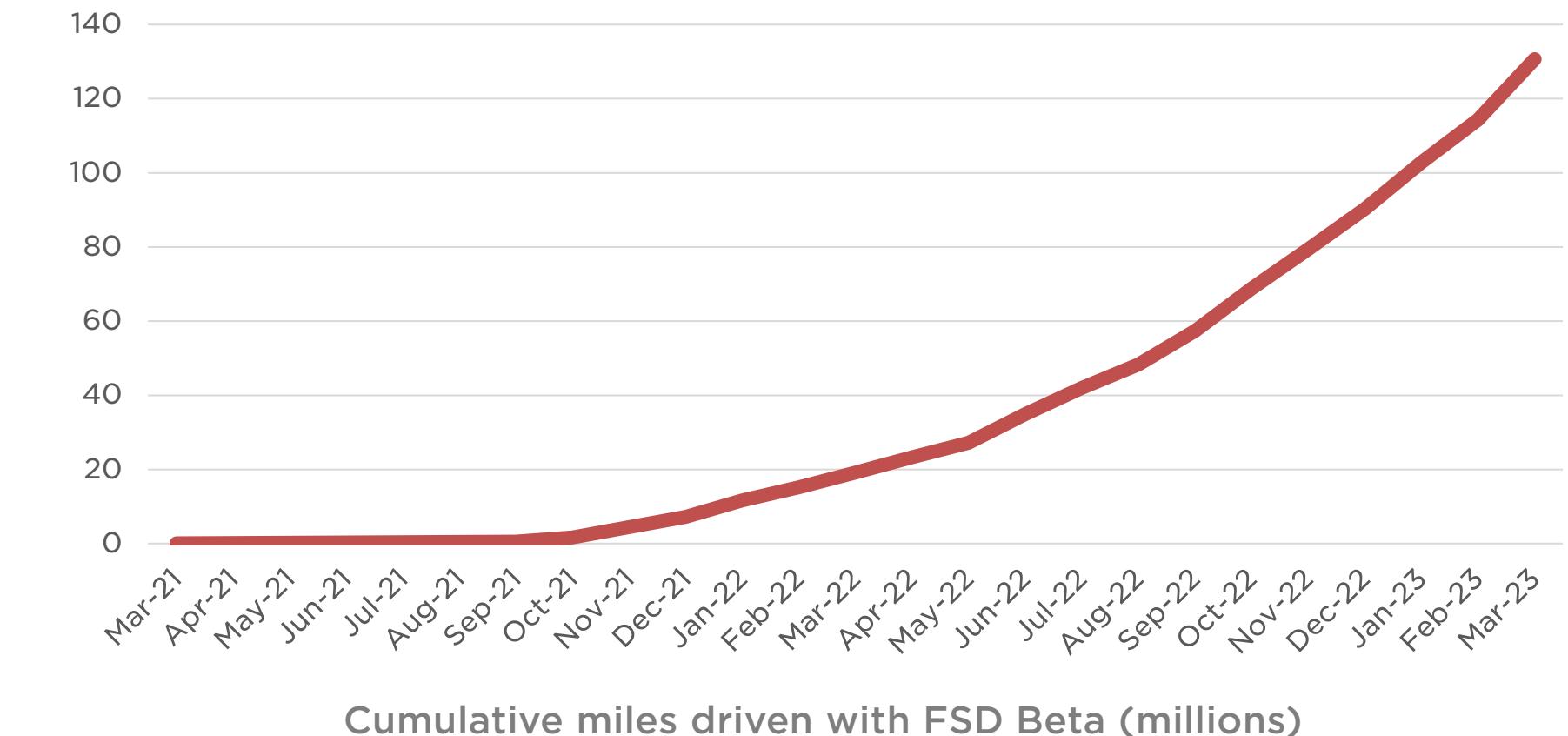
Our growing fleet of FSD Beta users has an exponential impact on total FSD Beta miles driven – with over 150 million miles to date and counting. This level of data collection is unprecedented in the industry. Mass collection of diverse datasets is essential for AI-based approach – the only approach we believe can work for scalable autonomy. In Q1, we enabled the latest FSD Beta software stack for highway driving.

### Vehicle and Other Software

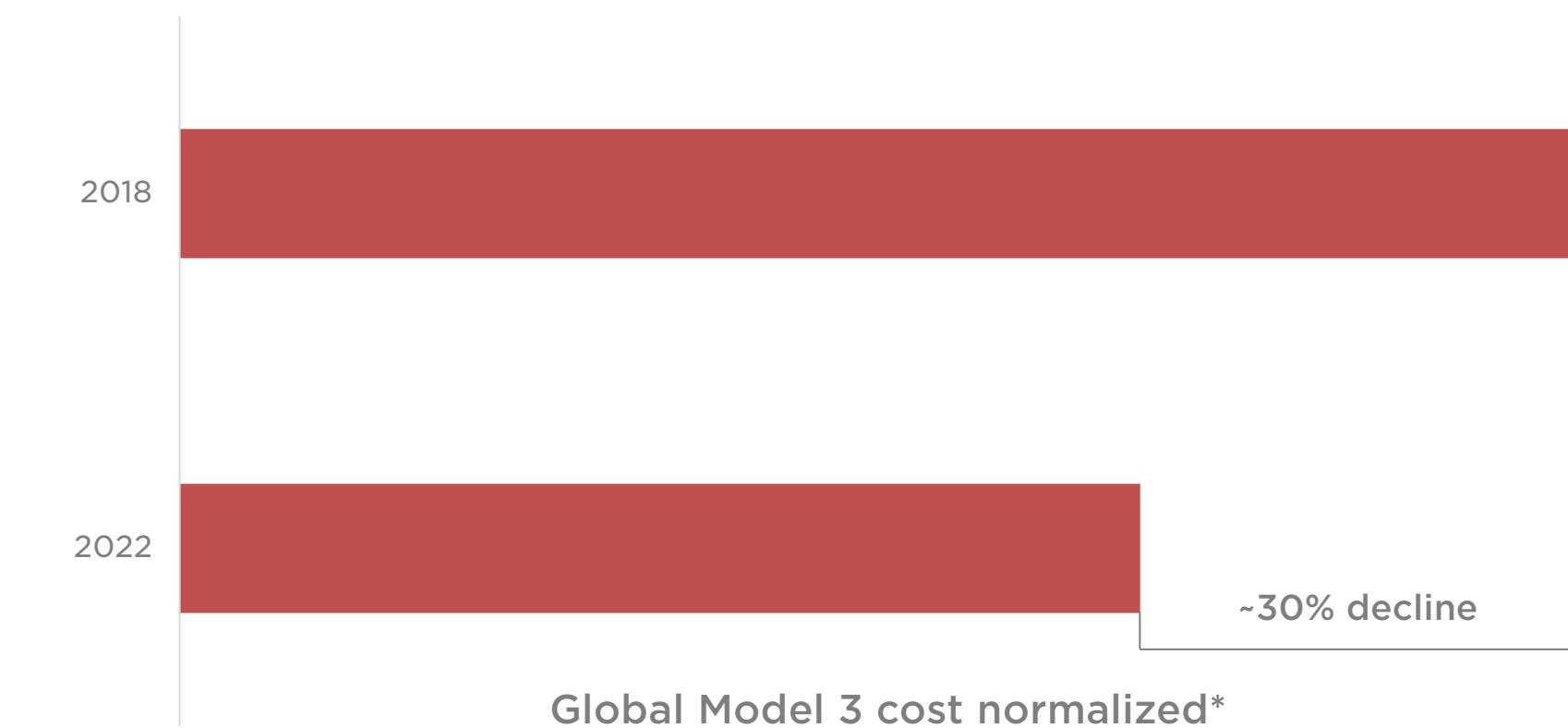
While our various vehicles provide different range, acceleration or vehicle size, we believe the Tesla software experience is the best-in-class across all vehicles. Even the base Model 3 offers seamless integration of vehicle controls, safety and security features (sentry mode, dog mode) and a full suite of connectivity and entertainment features (Spotify, other music streaming services, video streaming, 4G, etc.), and ongoing software updates bring yet more functionality over time. Recently, we launched home-grown Recruitment and Employee Health & Safety platforms as part of the broader Tesla OS ecosystem. More details on page 12.

### Battery, Powertrain & Manufacturing

Producing electric vehicles profitably is a challenging endeavor. It requires rethinking how vehicles are designed and produced from the ground up. Our cost journey is nowhere near finished, which is why we recently announced transition to 48 Volt architecture for vehicle electronics (starting with Cybertruck), higher penetration of in-house designed controllers, cheaper, more scalable drive units and further innovations in the manufacturing process. Cost reduction remains the main enabler of delivering on our mission.



Cumulative miles driven with FSD Beta (millions)



Global Model 3 cost normalized\*

\*Includes material costs, manufacturing costs, inbound and outbound logistics, warranty. Based on actual results inclusive of trim/region/production mix, normalized to 2018 for changes in market rates of lithium, nickel, steel and aluminum

## OTHER HIGHLIGHTS

### Energy Storage

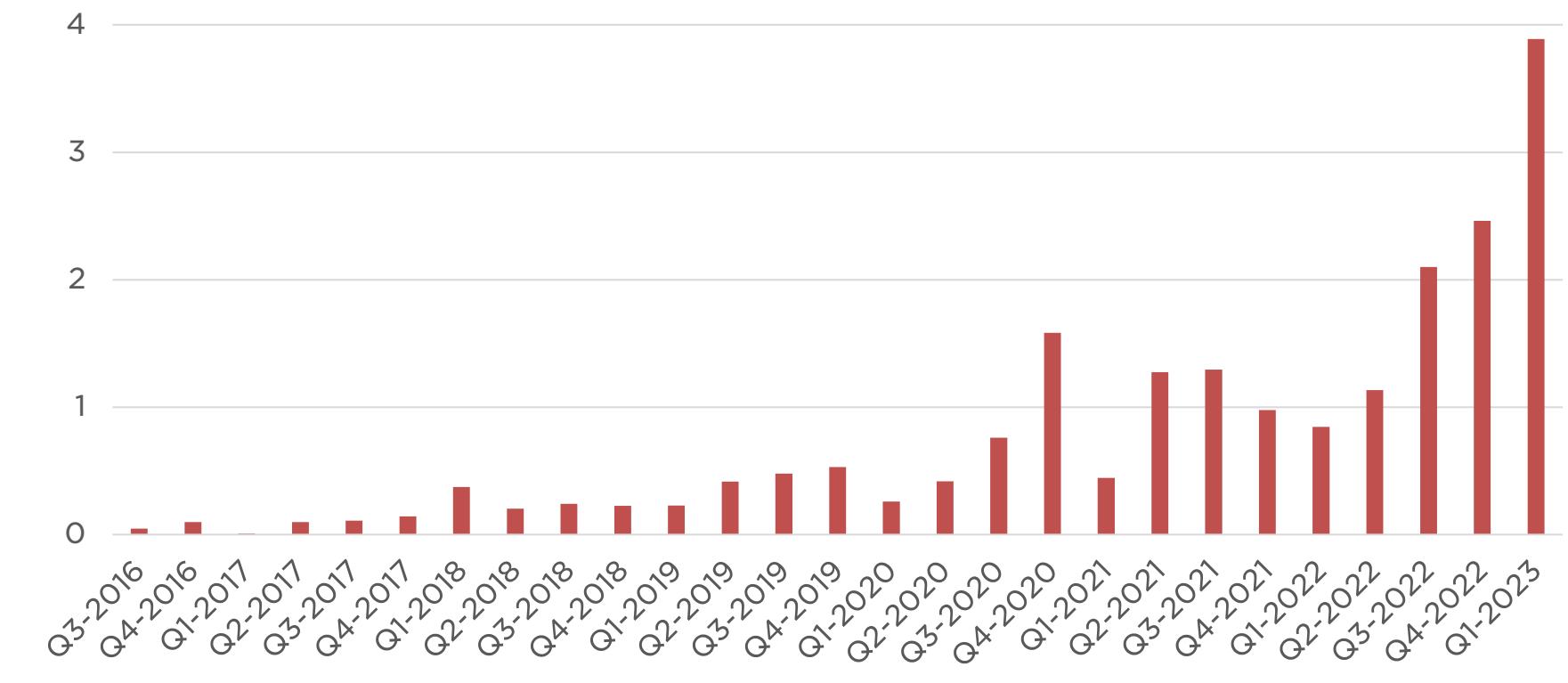
Energy storage deployments increased by 360% YoY in Q1 to 3.9 GWh, the highest level of deployments we have achieved due to ongoing Megafactory ramp. The ramp of our 40 GWh Megapack factory in Lathrop, California has been successful with still more room to reach full capacity. This Megapack factory will be the first of many. We recently announced our second 40 GWh Megafactory, this time in Shanghai, with construction starting later this year.

### Solar

Solar deployments increased by 40% YoY in Q1 to 67 MW, but declined sequentially in the quarter, predominantly due to volatile weather and other factors. In addition, the solar industry has been impacted by supply chain challenges.

### Services and Other

Both revenue and gross profit from Services and Other reached an all-time high in Q1 2023. Within this business division, growth of used vehicle sales remained strong YoY and had healthy margins. Supercharging, while still a relatively small part of the business, continued to grow as we gradually open up the network to non-Tesla vehicles.



Energy Storage deployments (GWh)



Services & Other gross margin

## OUTLOOK

### Volume

We are planning to grow production as quickly as possible in alignment with the 50% CAGR target we began guiding to in early 2021. In some years we may grow faster and some we may grow slower, depending on a number of factors. For 2023, we expect to remain ahead of the long-term 50% CAGR with around 1.8 million cars for the year.

### Cash

We have sufficient liquidity to fund our product roadmap, long-term capacity expansion plans and other expenses. Furthermore, we will manage the business such that we maintain a strong balance sheet during this uncertain period.

### Profit

While we continue to execute on innovations to reduce the cost of manufacturing and operations, over time, we expect our hardware-related profits to be accompanied with an acceleration of software-related profits. We continue to believe that our operating margin will remain among the highest in the industry.

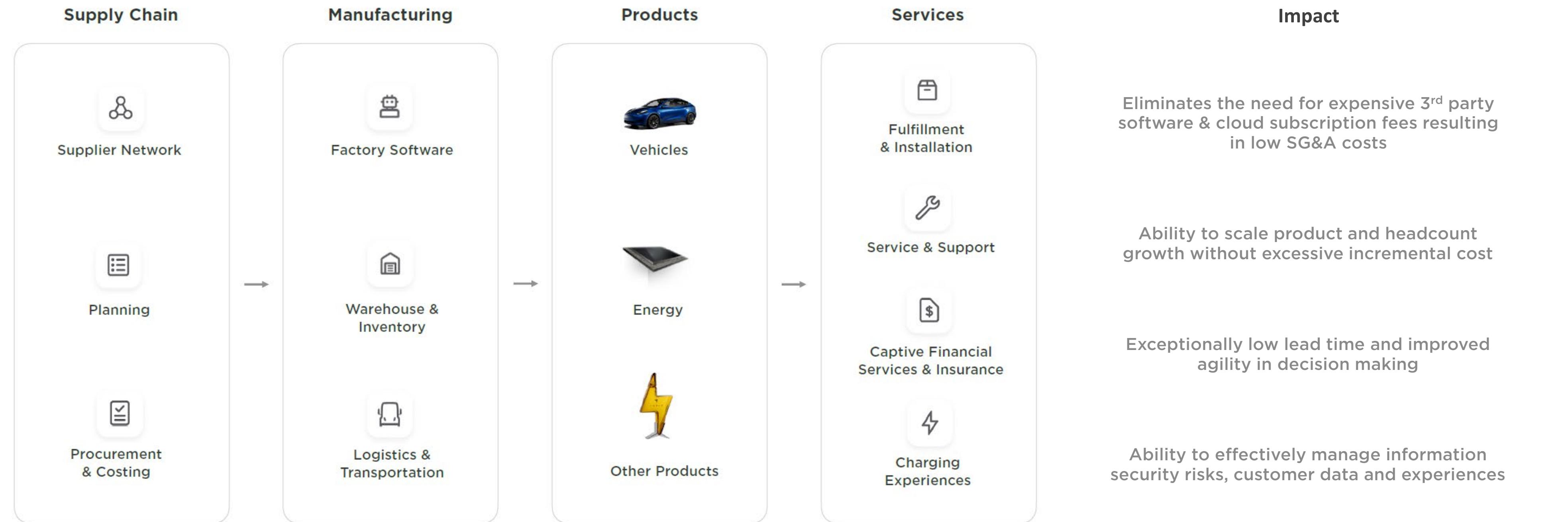
### Product

Cybertruck remains on track to begin production later this year at Gigafactory Texas. In addition, we continue to make progress on our next generation platform.



## TESLA OPERATING SYSTEM

Our custom-built software replaces enterprise software provided solutions like CRM, ERP, HCM, MES, SCM, WMS & other platforms.  
Enables unprecedented vertical integration, cost control and agility.



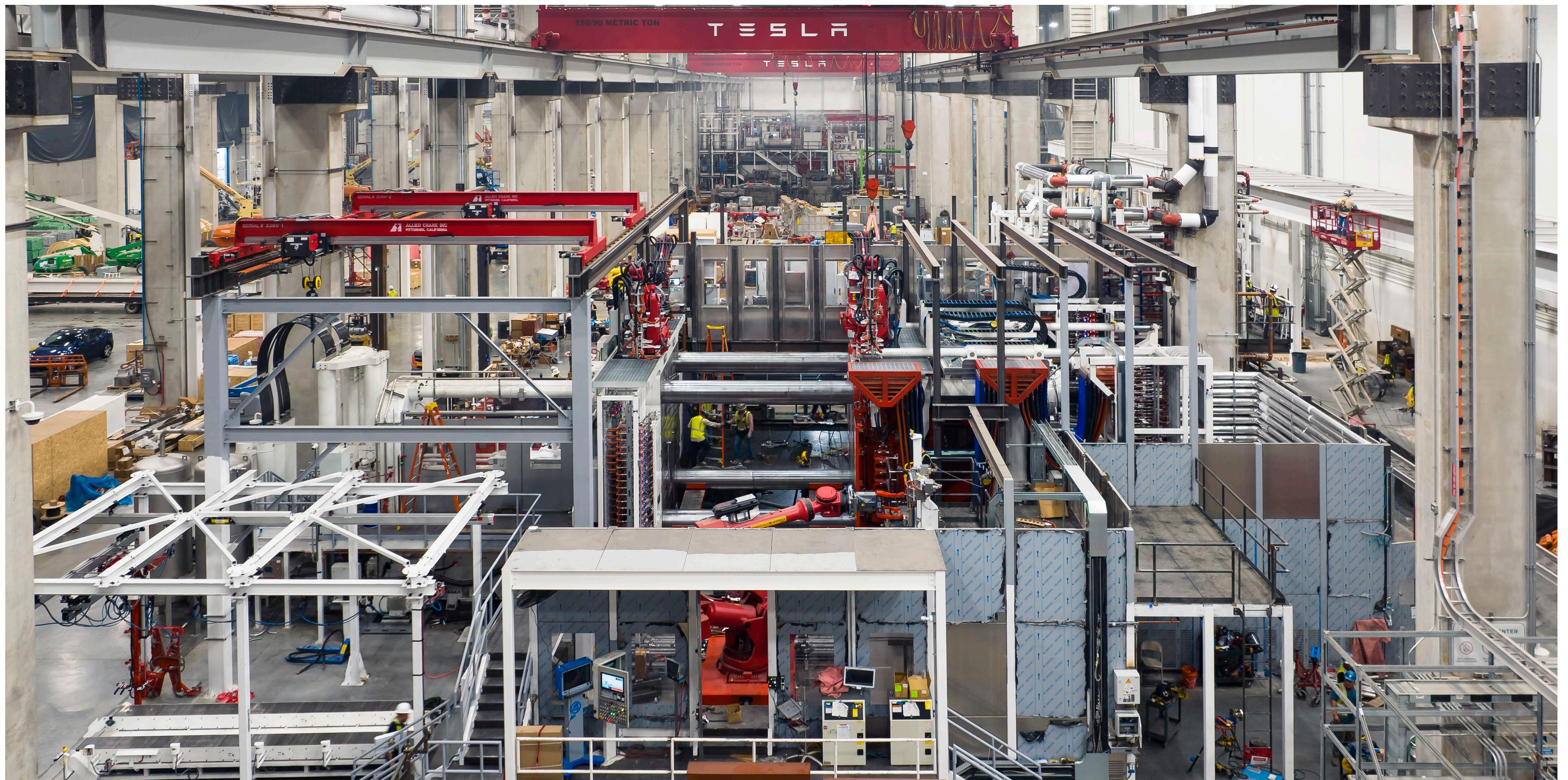
## CYBERTRUCK PILOT LINE



CYBERTRUCK PILOT LINE



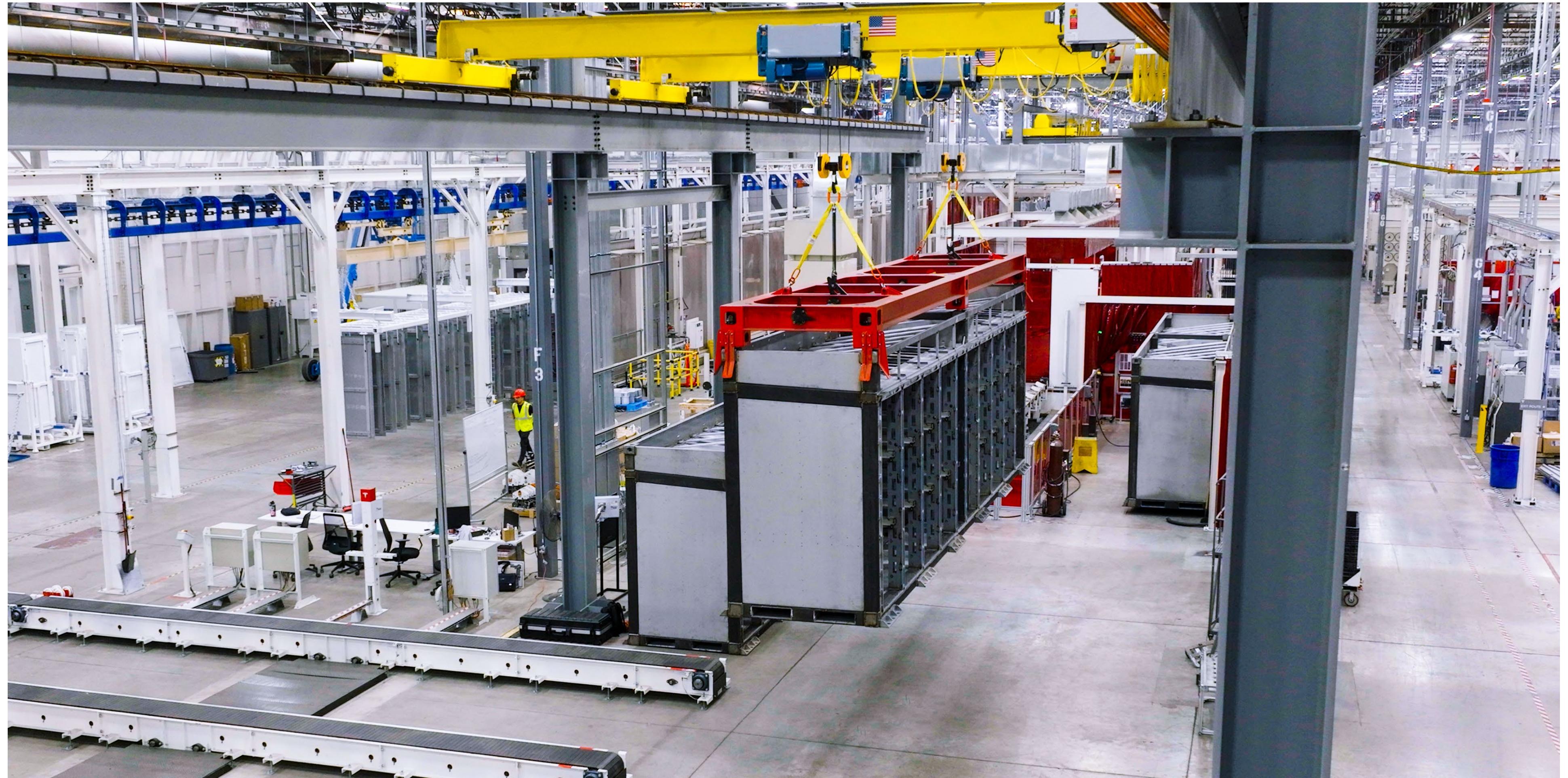
GIGAFACTORY TEXAS – TOOLING FOR CYBERTRUCK PRODUCTION LINE



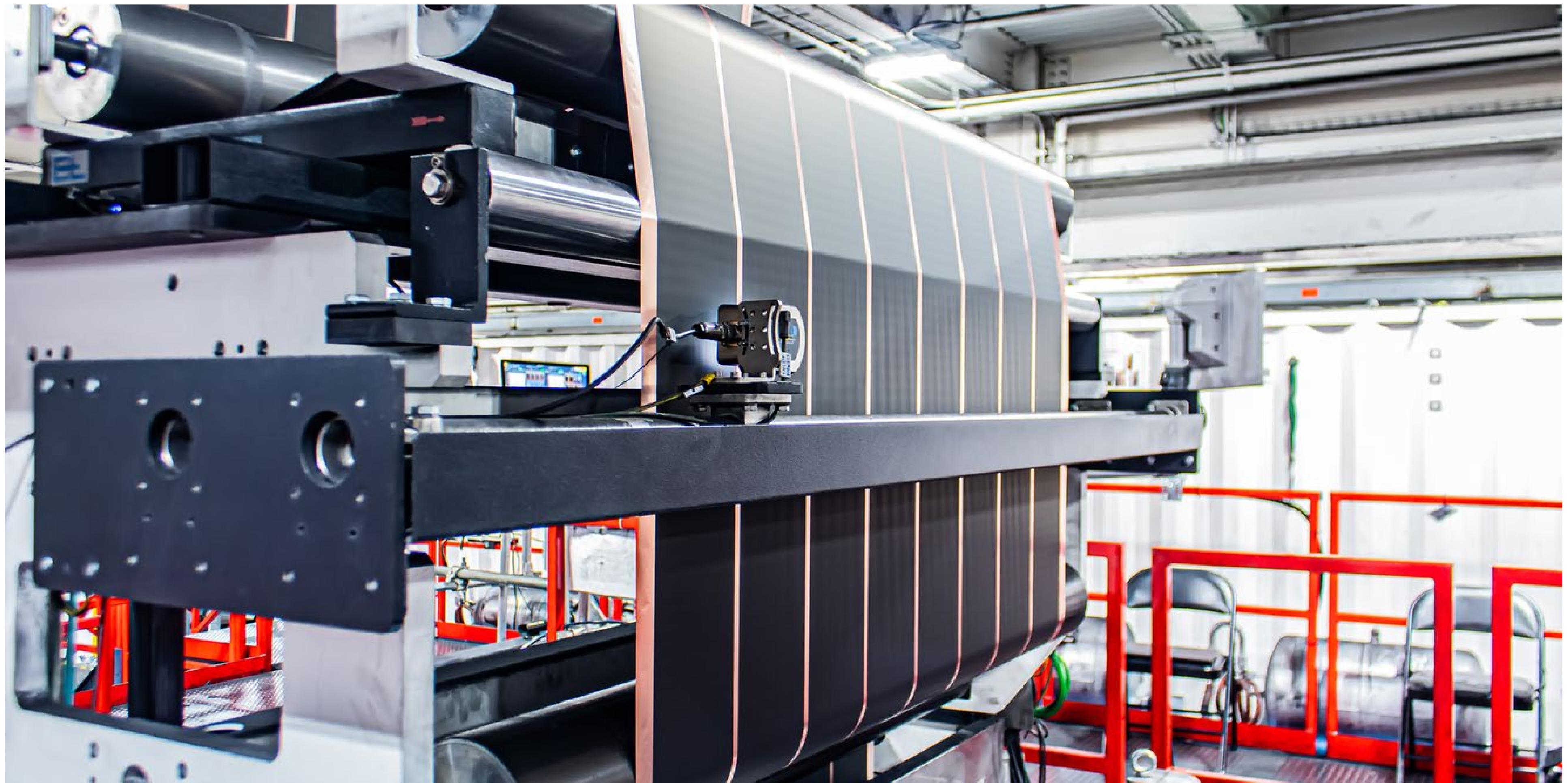
CYBERTRUCK WINTER TESTING



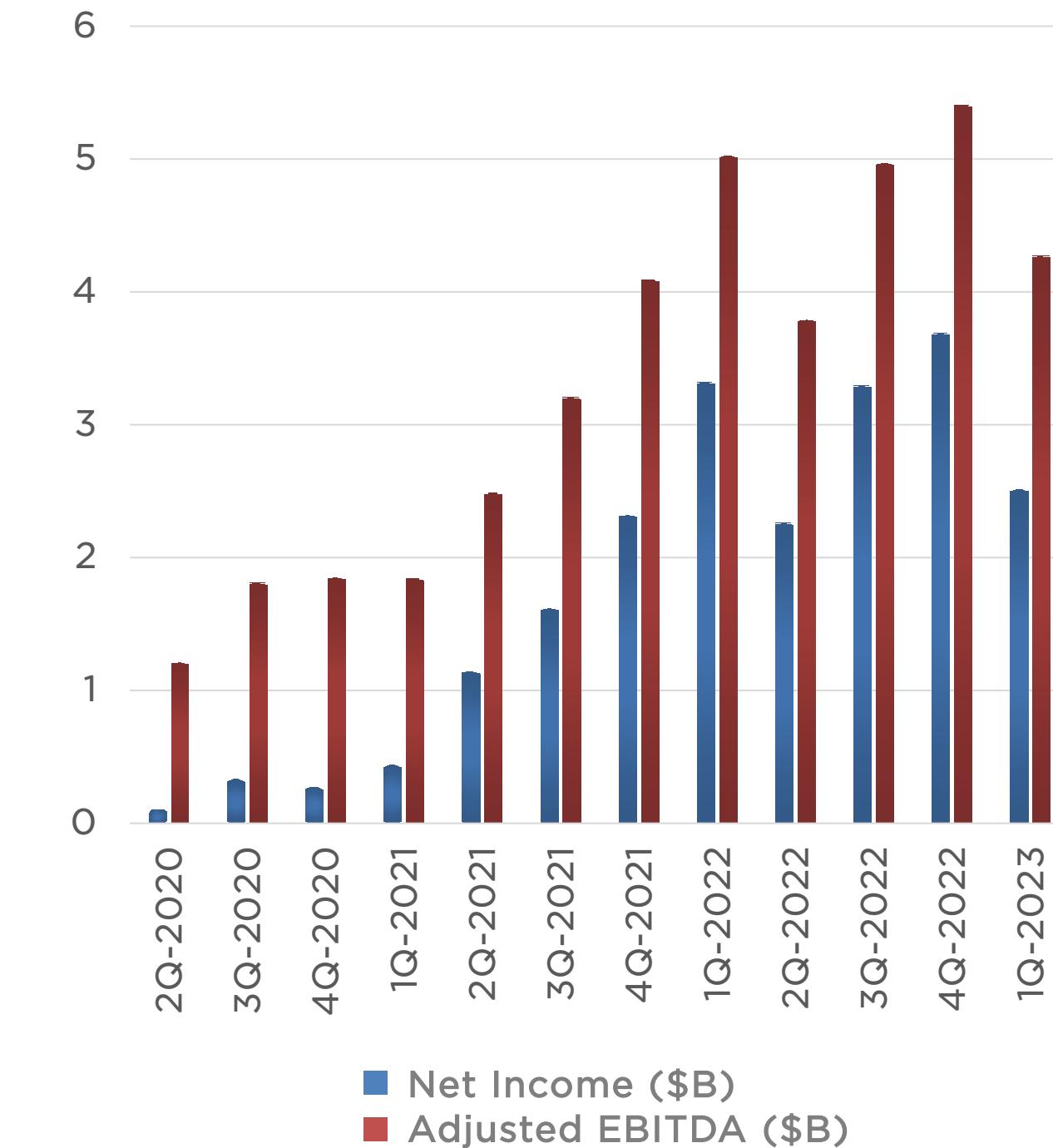
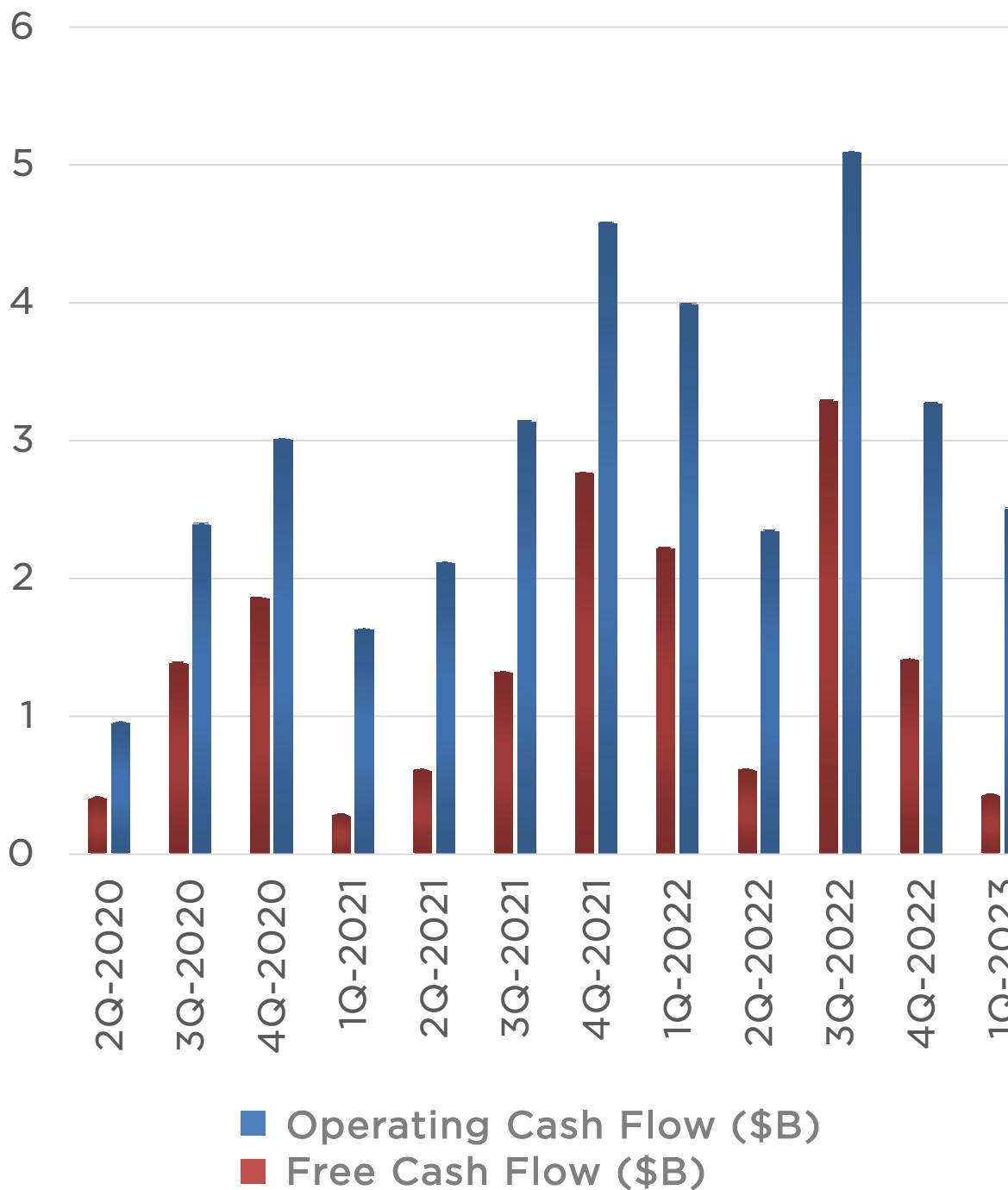
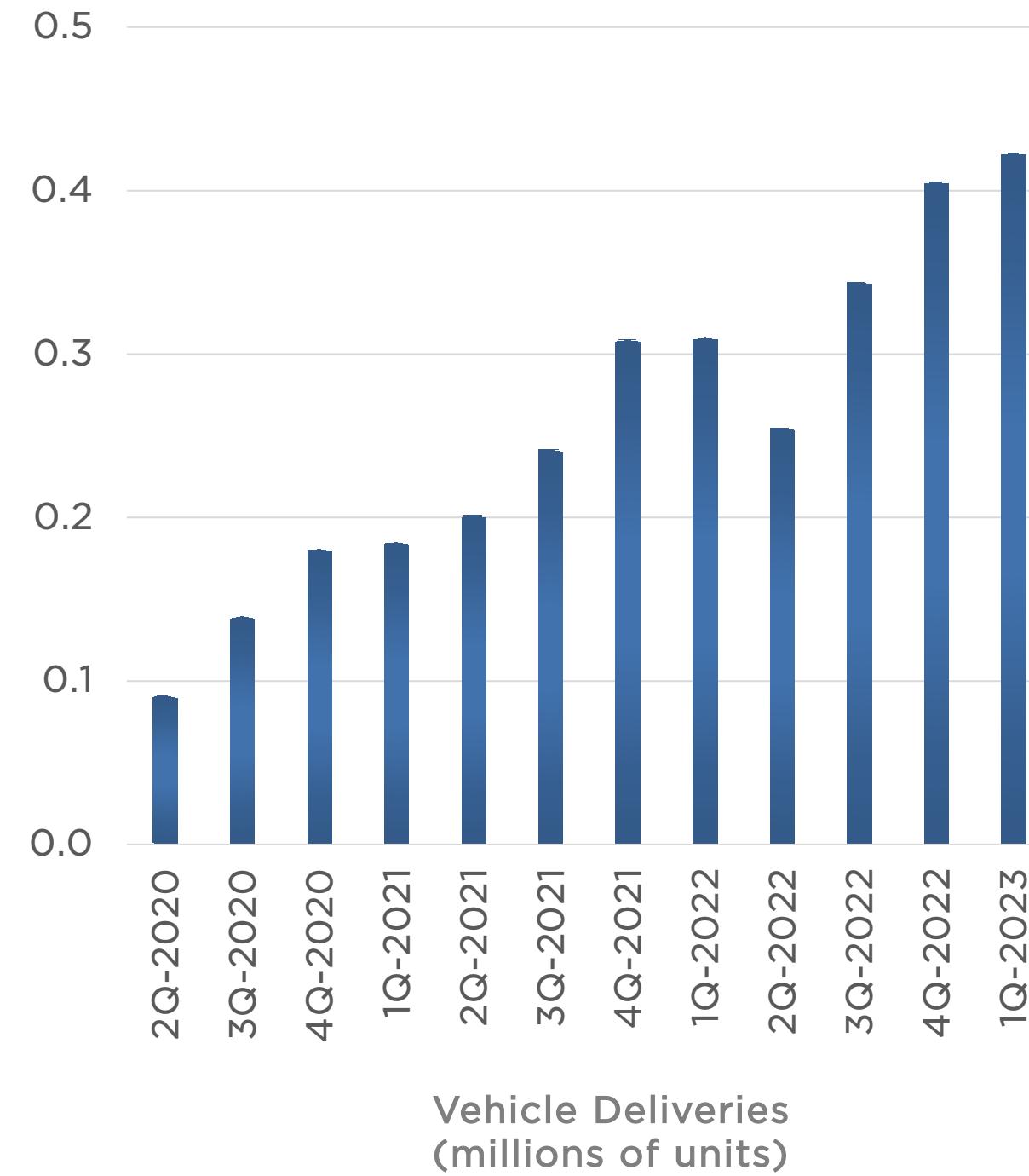
MEGAFACTORY LATHROP, CA – MEGAPACK BODY LINE



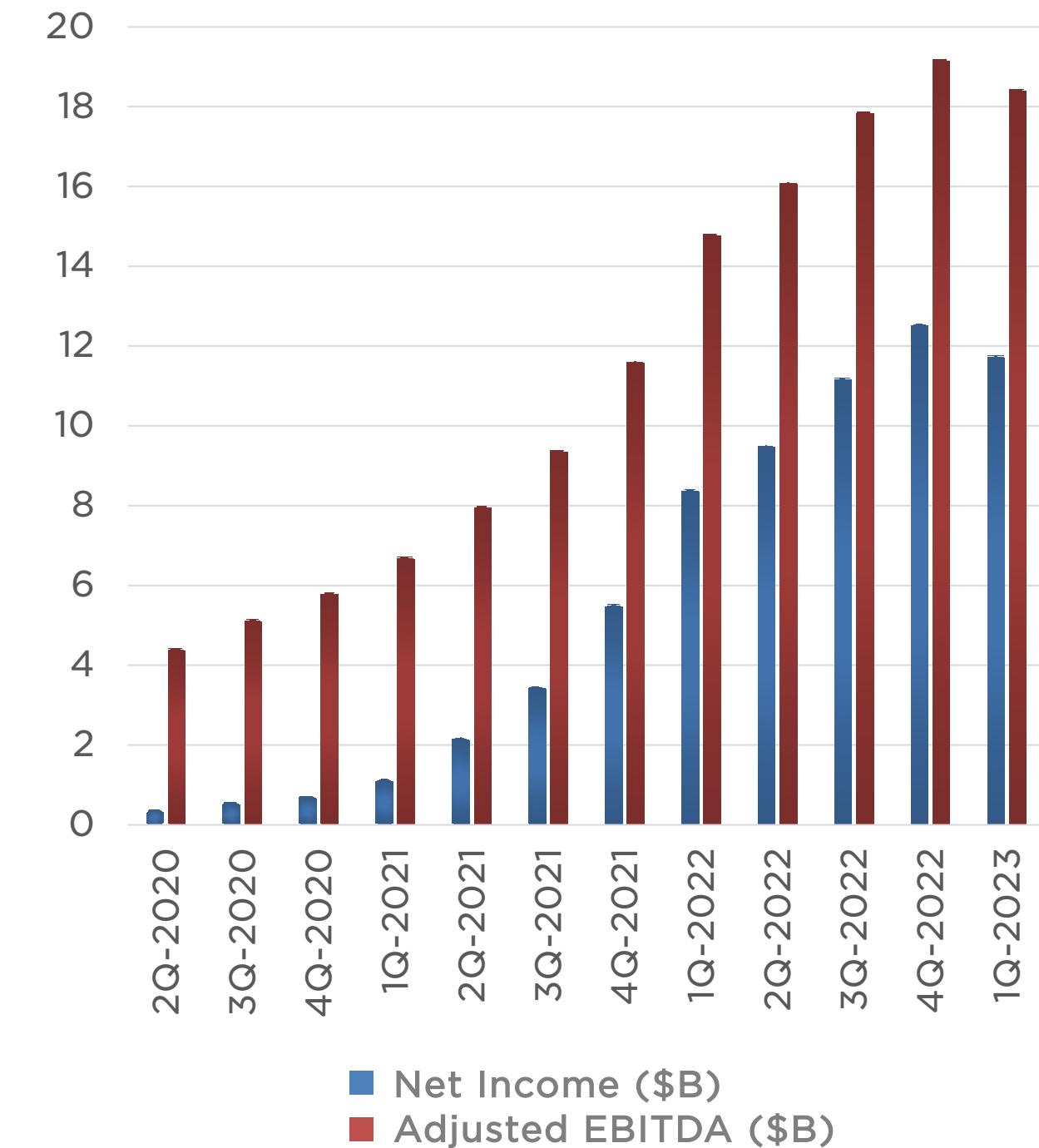
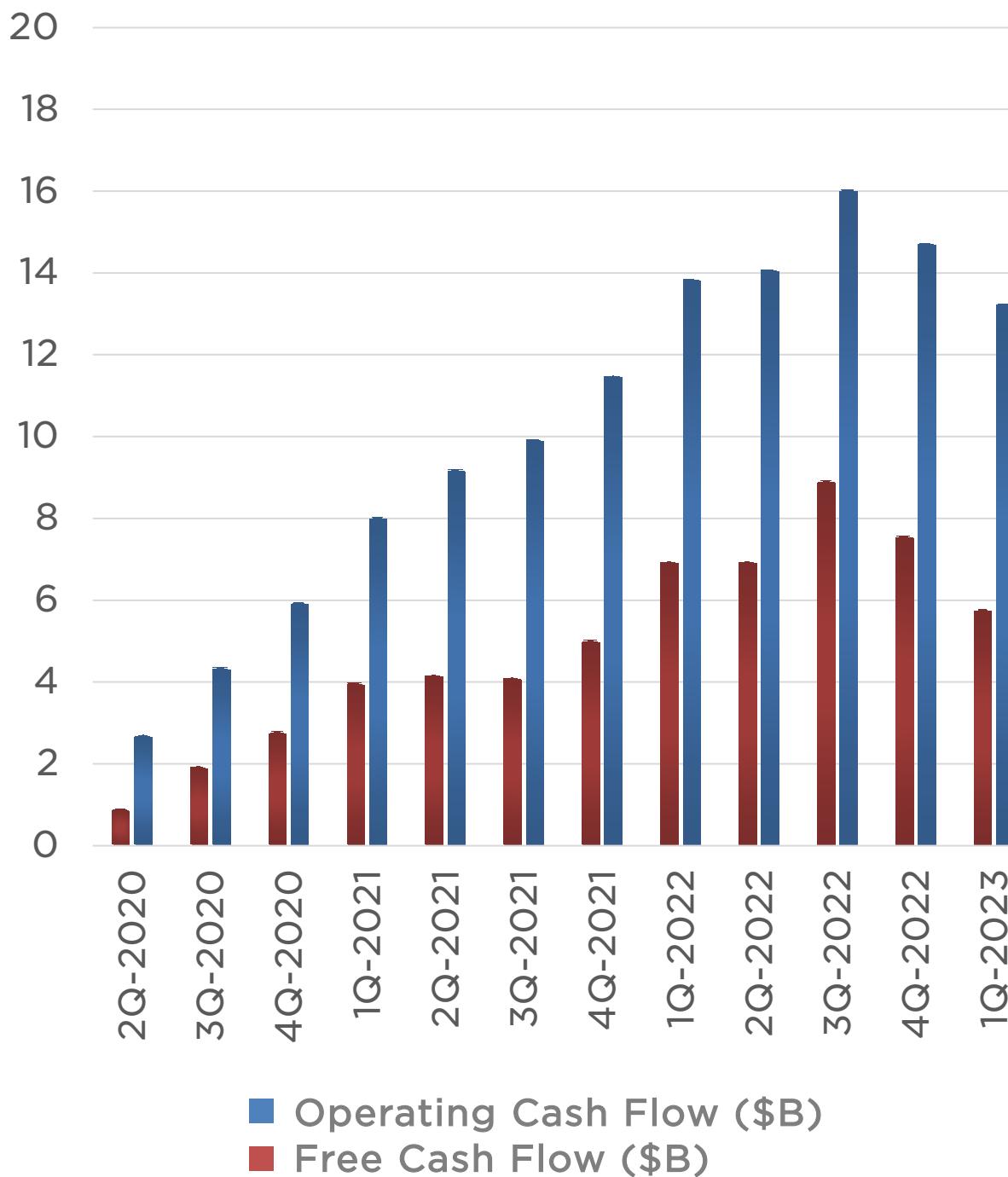
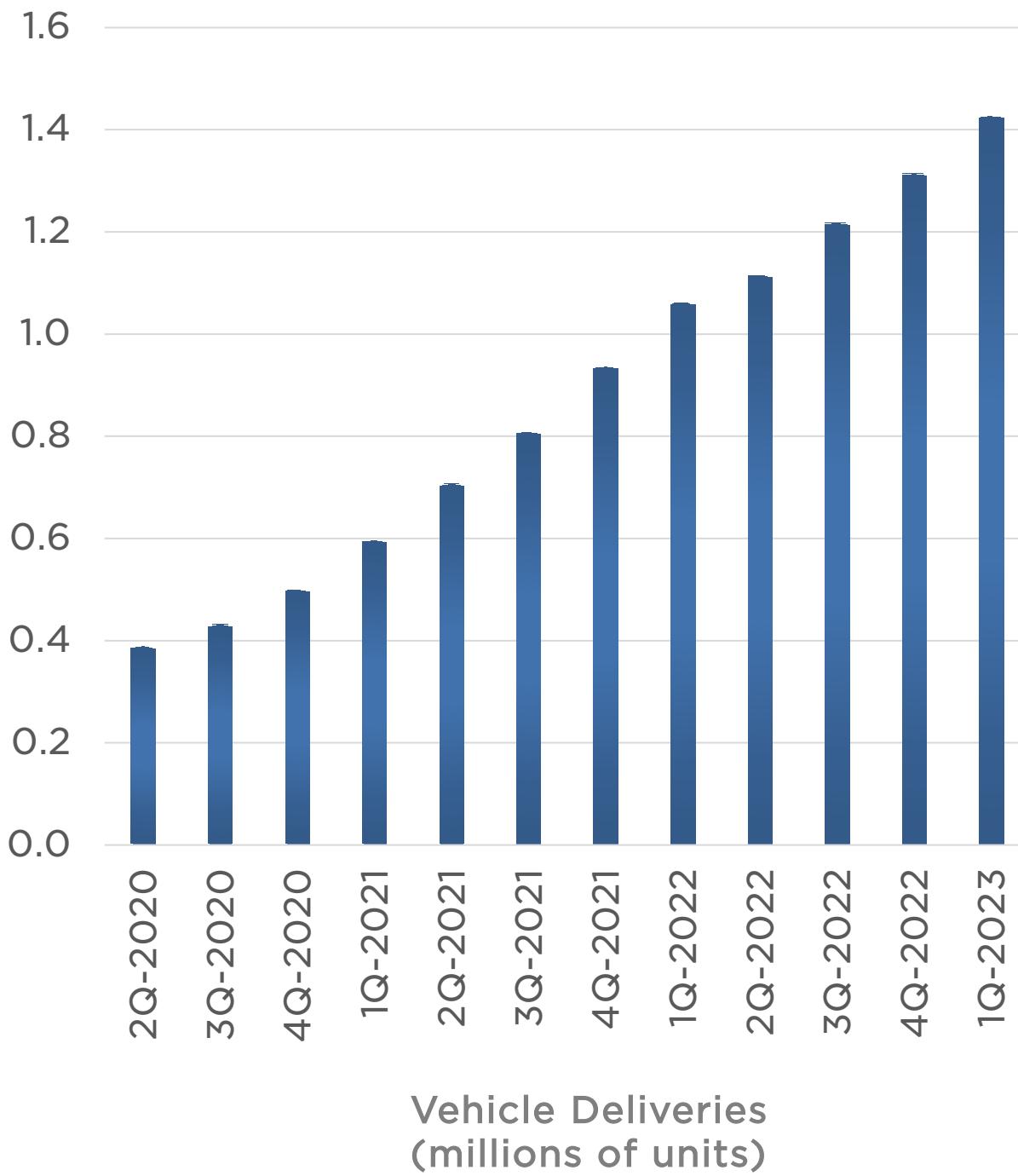
GIGAFACTORY TEXAS — 4680 CELL PRODUCTION



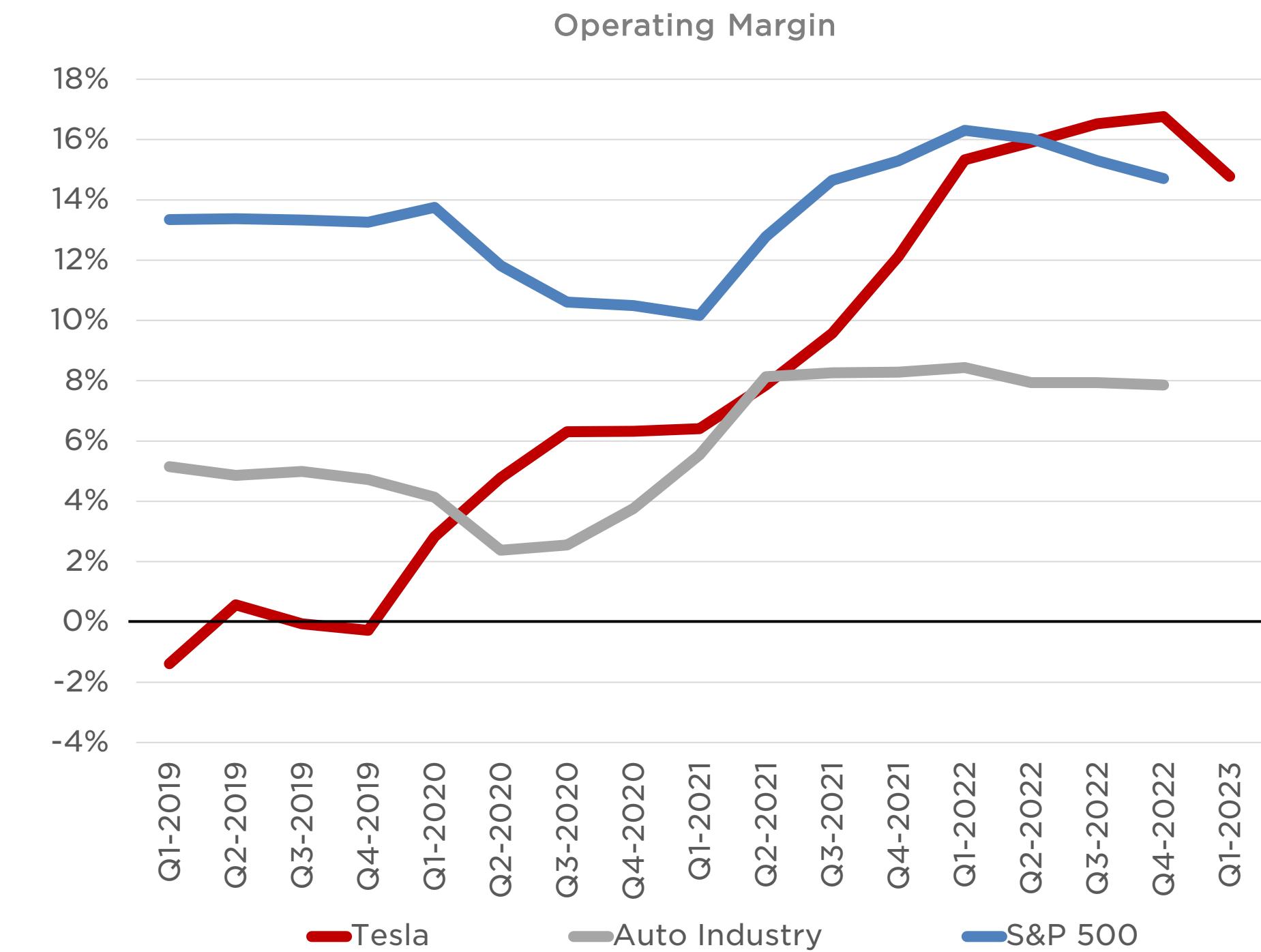
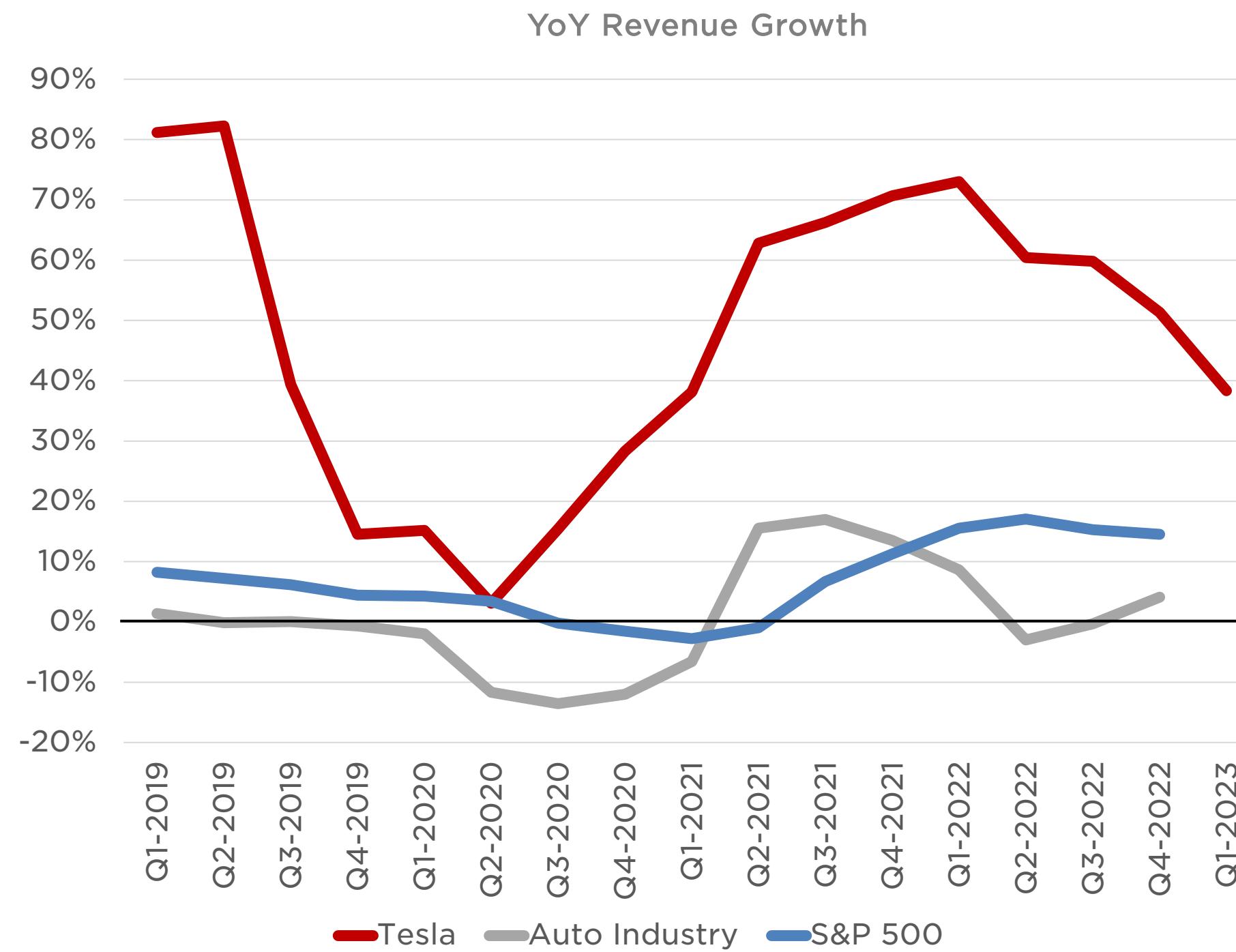
**KEY METRICS QUARTERLY**  
(Unaudited)



KEY METRICS TRAILING 12 MONTHS (TTM)  
(Unaudited)



KEY METRICS TRAILING 12 MONTHS (TTM)  
(Unaudited)



Source: OEM financial disclosures, Bloomberg

21 Autos Industry includes: Tesla, BMW, Mercedes-Benz, Ford, GM, Honda, Hyundai, Nissan, Toyota and VW. Stellantis is excluded given limited historical disclosures due to the recent merger between FCA and PSA. T L

# FINANCIAL STATEMENTS

**STATEMENT OF OPERATIONS**  
(Unaudited)

In millions of USD or shares as applicable, except per share data	Q1-2022	Q2-2022	Q3-2022	Q4-2022	Q1-2023
<b>REVENUES</b>					
Automotive sales	15,514	13,670	17,785	20,241	18,878
Automotive regulatory credits	679	344	286	467	521
Automotive leasing	668	588	621	599	564
Total automotive revenues	16,861	14,602	18,692	21,307	19,963
Energy generation and storage	616	866	1,117	1,310	1,529
Services and other	1,279	1,466	1,645	1,701	1,837
<b>Total revenues</b>	<b>18,756</b>	<b>16,934</b>	<b>21,454</b>	<b>24,318</b>	<b>23,329</b>
<b>COST OF REVENUES</b>					
Automotive sales	10,914	10,153	13,099	15,433	15,422
Automotive leasing	408	368	381	352	333
Total automotive cost of revenues	11,322	10,521	13,480	15,785	15,755
Energy generation and storage	688	769	1,013	1,151	1,361
Services and other	1,286	1,410	1,579	1,605	1,702
Total cost of revenues	13,296	12,700	16,072	18,541	18,818
<b>Gross profit</b>	<b>5,460</b>	<b>4,234</b>	<b>5,382</b>	<b>5,777</b>	<b>4,511</b>
<b>OPERATING EXPENSES</b>					
Research and development	865	667	733	810	771
Selling, general and administrative	992	961	961	1,032	1,076
Restructuring and other	—	142	—	34	—
Total operating expenses	1,857	1,770	1,694	1,876	1,847
<b>INCOME FROM OPERATIONS</b>					
Interest income	28	26	86	157	213
Interest expense	(61)	(44)	(53)	(33)	(29)
Other income (expense), net	56	28	(85)	(42)	(48)
<b>INCOME BEFORE INCOME TAXES</b>	<b>3,626</b>	<b>2,474</b>	<b>3,636</b>	<b>3,983</b>	<b>2,800</b>
Provision for income taxes	346	205	305	276	261
<b>NET INCOME</b>	<b>3,280</b>	<b>2,269</b>	<b>3,331</b>	<b>3,707</b>	<b>2,539</b>
Net (loss) income attributable to noncontrolling interests and redeemable noncontrolling interests in subsidiaries	(38)	10	39	20	26
<b>NET INCOME ATTRIBUTABLE TO COMMON STOCKHOLDERS</b>	<b>3,318</b>	<b>2,259</b>	<b>3,292</b>	<b>3,687</b>	<b>2,513</b>
Net income per share of common stock attributable to common stockholders <sup>(1)</sup>					
Basic	\$ 1.07	\$ 0.73	\$ 1.05	\$ 1.18	\$ 0.80
Diluted	\$ 0.95	\$ 0.65	\$ 0.95	\$ 1.07	\$ 0.73
Weighted average shares used in computing net income per share of common stock <sup>(1)</sup>					
Basic	3,103	3,111	3,146	3,160	3,166
Diluted	3,472	3,464	3,468	3,471	3,468

BALANCE SHEET  
(Unaudited)

In millions of USD

ASSETS

Current assets

	31-Mar-22	30-Jun-22	30-Sep-22	31-Dec-22	31-Mar-23
Cash, cash equivalents and investments	18,013	18,915	21,107	22,185	22,402
Accounts receivable, net	2,311	2,081	2,192	2,952	2,993
Inventory	6,691	8,108	10,327	12,839	14,375
Prepaid expenses and other current assets	2,035	2,118	2,364	2,941	3,227
Total current assets	29,050	31,222	35,990	40,917	42,997
Operating lease vehicles, net	4,745	4,782	4,824	5,035	5,473
Solar energy systems, net	5,686	5,624	5,562	5,489	5,427
Property, plant and equipment, net	20,027	21,093	21,926	23,548	24,969
Operating lease right-of-use assets	2,181	2,185	2,251	2,563	2,800
Digital assets, net	1,261	218	218	184	184
Goodwill and intangible assets, net	454	437	419	409	399
Other non-current assets	2,634	2,952	3,236	4,193	4,584
<b>Total assets</b>	<b>66,038</b>	<b>68,513</b>	<b>74,426</b>	<b>82,338</b>	<b>86,833</b>

LIABILITIES AND EQUITY

Current liabilities

Accounts payable	11,171	11,212	13,897	15,255	15,904
Accrued liabilities and other	5,906	6,037	6,246	7,142	7,321
Deferred revenue	1,594	1,858	1,928	1,747	1,750
Customer deposits	1,125	1,182	1,083	1,063	1,057
Current portion of debt and finance leases (1)	1,659	1,532	1,457	1,502	1,404
Total current liabilities	21,455	21,821	24,611	26,709	27,436
Debt and finance leases, net of current portion (1)	3,153	2,898	2,096	1,597	1,272
Deferred revenue, net of current portion	2,185	2,210	2,265	2,804	2,911
Other long-term liabilities	3,839	3,926	4,330	5,330	5,979
<b>Total liabilities</b>	<b>30,632</b>	<b>30,855</b>	<b>33,302</b>	<b>36,440</b>	<b>37,598</b>
Redeemable noncontrolling interests in subsidiaries	459	421	421	409	407
Total stockholders' equity	34,085	36,376	39,851	44,704	48,054
Noncontrolling interests in subsidiaries	862	861	852	785	774
<b>Total liabilities and equity</b>	<b>66,038</b>	<b>68,513</b>	<b>74,426</b>	<b>82,338</b>	<b>86,833</b>

(1) Breakdown of our debt is as follows:

<b>Vehicle and energy product financing (non-recourse)</b>	<b>3,333</b>	<b>3,086</b>	<b>2,335</b>	<b>2,001</b>	<b>1,708</b>
Other non-recourse debt	14	13	11	—	—
Recourse debt	74	53	51	44	44
<b>Total debt excluding vehicle and energy product financing</b>	<b>88</b>	<b>66</b>	<b>62</b>	<b>44</b>	<b>44</b>
Days sales outstanding	10	12	9	10	11
Days payable outstanding	72	80	72	72	75

**STATEMENT OF CASH FLOWS**  
(Unaudited)

In millions of USD	Q1-2022	Q2-2022	Q3-2022	Q4-2022	Q1-2023
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>					
Net income	3,280	2,269	3,331	3,707	2,539
Adjustments to reconcile net income to net cash provided by operating activities:					
Depreciation, amortization and impairment	880	922	956	989	1,046
Stock-based compensation	418	361	362	419	418
Other	19	145	220	354	40
Changes in operating assets and liabilities, net of effect of business combinations	(602)	(1,346)	231	(2,191)	(1,530)
<b>Net cash provided by operating activities</b>	<b>3,995</b>	<b>2,351</b>	<b>5,100</b>	<b>3,278</b>	<b>2,513</b>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>					
Capital expenditures	(1,767)	(1,730)	(1,803)	(1,858)	(2,072)
Purchases of solar energy systems, net of sales	(5)	(0)	0	(0)	(1)
Proceeds from sales of digital assets	—	936	—	—	—
Purchases of investments	(386)	(90)	(991)	(4,368)	(2,015)
Proceeds from maturities of investments	—	—	3	19	1,604
Receipt of government grants	—	—	—	76	—
Purchase of intangible assets	(9)	—	—	—	—
<b>Net cash used in investing activities</b>	<b>(2,167)</b>	<b>(884)</b>	<b>(2,791)</b>	<b>(6,131)</b>	<b>(2,484)</b>
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>					
Net cash flows from other debt activities	(1,436)	(154)	(133)	(162)	(127)
Net repayments under vehicle and energy product financing	(632)	(248)	(766)	(335)	(294)
Net cash flows from noncontrolling interests - Solar	(48)	(47)	(42)	(65)	(43)
Other	202	43	229	67	231
<b>Net cash used in financing activities</b>	<b>(1,914)</b>	<b>(406)</b>	<b>(712)</b>	<b>(495)</b>	<b>(233)</b>
Effect of exchange rate changes on cash and cash equivalents and restricted cash	(18)	(214)	(335)	123	50
Net (decrease) increase in cash and cash equivalents and restricted cash	(104)	847	1,262	(3,225)	(154)
Cash and cash equivalents and restricted cash at beginning of period	18,144	18,040	18,887	20,149	16,924
Cash and cash equivalents and restricted cash at end of period	18,040	18,887	20,149	16,924	16,770

**RECONCILIATION OF GAAP TO NON-GAAP FINANCIAL INFORMATION**  
**(Unaudited)**

In millions of USD or shares as applicable, except per share data	Q1-2022	Q2-2022	Q3-2022	Q4-2022	Q1-2023
<b>Net income attributable to common stockholders (GAAP)</b>	<b>3,318</b>	<b>2,259</b>	<b>3,292</b>	<b>3,687</b>	<b>2,513</b>
Stock-based compensation expense	418	361	362	419	418
<b>Net income attributable to common stockholders (non-GAAP)</b>	<b>3,736</b>	<b>2,620</b>	<b>3,654</b>	<b>4,106</b>	<b>2,931</b>
Less: Buy-out of noncontrolling interest	5	3	—	(35)	(5)
Less: Dilutive convertible debt	(0)	(0)	(0)	(0)	(0)
<b>Net income used in computing diluted EPS attributable to common stockholders (non-GAAP)</b>	<b>3,731</b>	<b>2,617</b>	<b>3,654</b>	<b>4,141</b>	<b>2,936</b>
 <b>EPS attributable to common stockholders, diluted (GAAP)<sup>(1)</sup></b>	 <b>0.95</b>	 <b>0.65</b>	 <b>0.95</b>	 <b>1.07</b>	 <b>0.73</b>
Stock-based compensation expense per share <sup>(1)</sup>	0.12	0.11	0.10	0.12	0.12
<b>EPS attributable to common stockholders, diluted (non-GAAP)<sup>(1)</sup></b>	<b>1.07</b>	<b>0.76</b>	<b>1.05</b>	<b>1.19</b>	<b>0.85</b>
Shares used in EPS calculation, diluted (GAAP and non-GAAP) <sup>(1)</sup>	3,472	3,464	3,468	3,471	3,468
 <b>Net income attributable to common stockholders (GAAP)</b>	 <b>3,318</b>	 <b>2,259</b>	 <b>3,292</b>	 <b>3,687</b>	 <b>2,513</b>
Interest expense	61	44	53	33	29
Provision for income taxes	346	205	305	276	261
Depreciation, amortization and impairment	880	922	956	989	1,046
Stock-based compensation expense	418	361	362	419	418
<b>Adjusted EBITDA (non-GAAP)</b>	<b>5,023</b>	<b>3,791</b>	<b>4,968</b>	<b>5,404</b>	<b>4,267</b>
Total revenues	18,756	16,934	21,454	24,318	23,329
<b>Adjusted EBITDA margin (non-GAAP)</b>	<b>26.8%</b>	<b>22.4%</b>	<b>23.2%</b>	<b>22.2%</b>	<b>18.3%</b>

**RECONCILIATION OF GAAP TO NON-GAAP FINANCIAL INFORMATION**  
**(Unaudited)**

In millions of USD	3Q-2019	4Q-2019	1Q-2020	2Q-2020	3Q-2020	4Q-2020	1Q-2021	2Q-2021	3Q-2021	4Q-2021	1Q-2022	2Q-2022	3Q-2022	4Q-2022	1Q-2023
Net cash provided by (used in) operating activities (GAAP)	756	1,425	(440)	964	2,400	3,019	1,641	2,124	3,147	4,585	3,995	2,351	5,100	3,278	2,513
Capital expenditures	(385)	(412)	(455)	(546)	(1,005)	(1,151)	(1,348)	(1,505)	(1,819)	(1,810)	(1,767)	(1,730)	(1,803)	(1,858)	(2,072)
Free cash flow (non-GAAP)	371	1,013	(895)	418	1,395	1,868	293	619	1,328	2,775	2,228	621	3,297	1,420	441
In millions of USD	3Q-2019	4Q-2019	1Q-2020	2Q-2020	3Q-2020	4Q-2020	1Q-2021	2Q-2021	3Q-2021	4Q-2021	1Q-2022	2Q-2022	3Q-2022	4Q-2022	1Q-2023
Net income attributable to common stockholders (GAAP)	143	105	16	104	331	270	438	1,142	1,618	2,321	3,318	2,259	3,292	3,687	2,513
Interest expense	185	170	169	170	163	246	99	75	126	71	61	44	53	33	29
Provision for income taxes	26	42	2	21	186	83	69	115	223	292	346	205	305	276	261
Depreciation, amortization and impairment	530	577	553	567	584	618	621	681	761	848	880	922	956	989	1,046
Stock-based compensation expense	199	281	211	347	543	633	614	474	475	558	418	361	362	419	418
Adjusted EBITDA (non-GAAP)	1,083	1,175	951	1,209	1,807	1,850	1,841	2,487	3,203	4,090	5,023	3,791	4,968	5,404	4,267
In millions of USD	2Q-2020	3Q-2020	4Q-2020	1Q-2021	2Q-2021	3Q-2021	4Q-2021	1Q-2022	2Q-2022	3Q-2022	4Q-2022	1Q-2023			
Net cash provided by operating activities - TTM (GAAP)	2,705	4,349	5,943	8,024	9,184	9,931	11,497	13,851	14,078	16,031	14,724	13,242			
Capital expenditures - TTM	(1,798)	(2,418)	(3,157)	(4,050)	(5,009)	(5,823)	(6,482)	(6,901)	(7,126)	(7,110)	(7,158)	(7,463)			
Free cash flow - TTM (non-GAAP)	907	1,931	2,786	3,974	4,175	4,108	5,015	6,950	6,952	8,921	7,566	5,779			
In millions of USD	2Q-2020	3Q-2020	4Q-2020	1Q-2021	2Q-2021	3Q-2021	4Q-2021	1Q-2022	2Q-2022	3Q-2022	4Q-2022	1Q-2023			
Net income attributable to common stockholders - TTM (GAAP)	368	556	721	1,143	2,181	3,468	5,519	8,399	9,516	11,190	12,556	11,751			
Interest expense - TTM	694	672	748	678	583	546	371	333	302	229	191	159			
Provision for income taxes - TTM	91	251	292	359	453	490	699	976	1,066	1,148	1,132	1,047			
Depreciation, amortization and impairment - TTM	2,227	2,281	2,322	2,390	2,504	2,681	2,911	3,170	3,411	3,606	3,747	3,913			
Stock-based compensation expense - TTM	1,038	1,382	1,734	2,137	2,264	2,196	2,121	1,925	1,812	1,699	1,560	1,560			
Adjusted EBITDA - TTM (non-GAAP)	4,418	5,142	5,817	6,707	7,985	9,381	11,621	14,803	16,107	17,872	19,186	18,430			

## ADDITIONAL INFORMATION

### WEBCAST INFORMATION

Tesla will provide a live webcast of its first quarter 2023 financial results conference call beginning at 4:30 p.m. CT on April 19, 2023 at [ir.tesla.com](https://ir.tesla.com). This webcast will also be available for replay for approximately one year thereafter.

### CERTAIN TERMS

When used in this update, certain terms have the following meanings. Our vehicle deliveries include only vehicles that have been transferred to end customers with all paperwork correctly completed. Our energy product deployment volume includes both customer units installed and equipment sales; we report installations at time of commissioning for storage projects or inspection for solar projects, and equipment sales at time of delivery. "Adjusted EBITDA" is equal to (i) net income (loss) attributable to common stockholders before (ii)(a) interest expense, (b) provision for income taxes, (c) depreciation, amortization and impairment and (d) stock-based compensation expense, which is the same measurement for this term pursuant to the performance-based stock option award granted to our CEO in 2018. "Free cash flow" is operating cash flow less capital expenditures. Average cost per vehicle is cost of automotive sales divided by new vehicle deliveries (excluding leases). "Days sales outstanding" is equal to (i) average accounts receivable, net for the period divided by (ii) total revenues and multiplied by (iii) the number of days in the period. "Days payable outstanding" is equal to (i) average accounts payable for the period divided by (ii) total cost of revenues and multiplied by (iii) the number of days in the period. "Days of supply" is calculated by dividing new car ending inventory by the relevant quarter's deliveries and using 75 trading days. Constant currency impacts are calculated by comparing actuals against current results converted into USD using average exchange rates from the prior period.

### NON-GAAP FINANCIAL INFORMATION

Consolidated financial information has been presented in accordance with GAAP as well as on a non-GAAP basis to supplement our consolidated financial results. Our non-GAAP financial measures include non-GAAP net income (loss) attributable to common stockholders, non-GAAP net income (loss) attributable to common stockholders on a diluted per share basis (calculated using weighted average shares for GAAP diluted net income (loss) attributable to common stockholders), Adjusted EBITDA, Adjusted EBITDA margin and free cash flow. These non-GAAP financial measures also facilitate management's internal comparisons to Tesla's historical performance as well as comparisons to the operating results of other companies. Management believes that it is useful to supplement its GAAP financial statements with this non-GAAP information because management uses such information internally for its operating, budgeting and financial planning purposes. Management also believes that presentation of the non-GAAP financial measures provides useful information to our investors regarding our financial condition and results of operations, so that investors can see through the eyes of Tesla management regarding important financial metrics that Tesla uses to run the business and allowing investors to better understand Tesla's performance. Non-GAAP information is not prepared under a comprehensive set of accounting rules and therefore, should only be read in conjunction with financial information reported under U.S. GAAP when understanding Tesla's operating performance. A reconciliation between GAAP and non-GAAP financial information is provided above.

### FORWARD-LOOKING STATEMENTS

Certain statements in this update, including statements in the "Outlook" section; statements relating to the future development, ramp, production capacity, efficiency and output rates, supply chain, demand and market growth, cost, pricing and profitability, deliveries, deployment, availability and other features and improvements and timing of existing and future Tesla products and technologies such as Model 3, Model Y, Model X, Model S, Cybertruck, Tesla Semi, our next generation vehicle platform, our Autopilot, Full Self-Driving and other vehicle software and AI enabled products, our battery cells, our Supercharging network and our energy storage and solar products; statements regarding operating margin, operating profits, spending and liquidity; and statements regarding expansion, improvements and/or ramp and related timing at our factories are "forward-looking statements" that are subject to risks and uncertainties. These forward-looking statements are based on management's current expectations, and as a result of certain risks and uncertainties, actual results may differ materially from those projected. The following important factors, without limitation, could cause actual results to differ materially from those in the forward-looking statements: uncertainties in future macroeconomic and regulatory conditions arising from the current global pandemic; the risk of delays in launching and manufacturing our products and features cost-effectively; our ability to grow our sales, delivery, installation, servicing and charging capabilities and effectively manage this growth; consumers' demand for electric vehicles generally and our vehicles specifically; the ability of suppliers to deliver components according to schedules, prices, quality and volumes acceptable to us, and our ability to manage such components effectively; any issues with lithium-ion cells or other components manufactured at our factories; our ability to ramp our factories in accordance with our plans; our ability to procure supply of battery cells, including through our own manufacturing; risks relating to international expansion; any failures by Tesla products to perform as expected or if product recalls occur; the risk of product liability claims; competition in the automotive and energy product markets; our ability to maintain public credibility and confidence in our long-term business prospects; our ability to manage risks relating to our various product financing programs; the status of government and economic incentives for electric vehicles and energy products; our ability to attract, hire and retain key employees and qualified personnel and ramp our installation teams; our ability to maintain the security of our information and production and product systems; our compliance with various regulations and laws applicable to our operations and products, which may evolve from time to time; risks relating to our indebtedness and financing strategies; and adverse foreign exchange movements. More information on potential factors that could affect our financial results is included from time to time in our Securities and Exchange Commission filings and reports, including the risks identified under the section captioned "Risk Factors" in our annual report on Form 10-K filed with the SEC on January 31, 2023. Tesla disclaims any obligation to update information contained in these forward-looking statements whether as a result of new information, future events or otherwise.

