# TESLA

# Company overview

* **Tesla, Inc.** is an American multinational automotive and clean energy company headquartered in Austin, Texas. Founded in 2003, Tesla designs and manufactures electric vehicles (EVs), battery energy storage from home to grid-scale, solar panels and solar roof tiles, and related products and services.
* **2023 vs. 2022 Financials (Preliminary Estimates):**

**Revenue:** Significant growth expected in both segments, driven by increased vehicle deliveries

and expanding energy product installations

**Profitability:** Improved profitability anticipated due to increased production scale, cost optimization efforts, and regulatory credit sales.

**Cash Flow:** Strong cash flow generation expected to support continued investments in research and development, manufacturing expansion, and the Supercharger network.

* Growth potential in emerging markets and untapped segments, such as commercial vehicles and robotaxi.
* leverage its software expertise to develop new services, such as subscription-based features, autonomous ride-hailing, and connected car services.

**Financial summary**

Fiscal year is January-December. All values USD Millions.

|  |  |  |  |
| --- | --- | --- | --- |
|  | **FY 2023** | **FY 2022** | **YoY Change** |
| Revenue | 96,773 | 81,462 | 18.80% |
| COGS | 79,113 | 60,609 | 30.53% |
| SG&A | 8,769 | 7,021 | 24.90% |
| EBITDA | 13,558 | 17,375 | -21.97% |
| EBITDA Margin (%) | 14.01% | 21.32% | -7.31% |

**Source:** wsj.com

# Recent News

* Announces plans to launch a fully autonomous robotaxi service by 2027.
* Recalls over 125,000 vehicles due to a problem with seat belt reminders.
* Tesla shareholders overwhelmingly approve a controversial $56 billion compensation package for Elon Musk.
* Expands investments in solar and battery storage projects to support the transition to renewable energy.

# Key people

|  |  |
| --- | --- |
| **Role** | **Name** |
| CEO | Elon Musk |
| CFO | Vaibhav Taneja |
| Senior Vice President,  Automotive | Tom Zhu |

**Source:** ir.tesla.com

**Key products**

|  |  |  |
| --- | --- | --- |
| **Name** | **Revenue** | **Description** |
| Automotive | $78,455M | This is a primary revenue driver, encompassing the design, manufacturing, and sale of electric vehicles |
| Energy Generation and Storage | $6,035M | This segment focuses on renewable energy solutions, including solar panels, solar roof tiles, Powerwall home batteries, and Megapack utility-scale batteries. |

**Source:** ir.tesla.com

**Other**

**2023:** Approximately 1.8 million vehicles delivered.

**Significant Growth:** Represents a substantial increase compared to previous years, driven by strong demand for the Model

3 and Model Y.

**Focus on Growth:** While specific user counts for each product may be difficult to pinpoint, focusing on year-over-year growth trends provides valuable insights into Tesla's market penetration and product adoption.