Tesla Inc

Report Auditor: PWC

| report | Actual | Actual | Additor. P WC |
|---|-----------|-----------|--|
| \$'M | 31-Dec-20 | 31-Dec-21 | Comments |
| Financial Performance | | | |
| Total Revenue | 31,536 | 53,823 | Total Revenue increased by c.71% over the year. |
| | | | Significant increase in EBITDA mainly driven by improvement in Gross Margins and |
| EBITDA | 1,994 | 6,523 | increase in Revenue. |
| | | | Net Interest Expense have almost halved due to a drop in interest expense and an |
| Net Interest Expense | (718) | (315) | increase in interest income. |
| Net Profit/(Loss) Before Tax | 1,154 | 6,343 | An increase in EBITDA is also reflected in an increase in Net Profit Before Tax. |
| Net Profit/(Loss) After Tax | 862 | 5,644 | Similar % increase to Net Profit Before Tax. |
| Financial Position | | | |
| Total Assets (Including Intangibles) | 52,148 | 62,131 | Slight increase in Total Assets over the year. |
| Total Tangible Assets (TTA) | 51,628 | | Similar to Total Asset, a slight increase in Total Tangible Assets. |
| | | • | A sizable 40% increase in inventory during 2021 is consistent with the increase in sales |
| Inventories | 4,101 | 5,757 | during the year. |
| Cash and cash equivalents | 19,384 | 17,576 | A slight drop in cash and cash equivalents. |
| Total Liabilities | 28,418 | 30,548 | A slight increase in total liabilities. |
| Net Worth (inc intangibles) (NW) | 23,730 | 31,583 | Net Worth has increased by c.33% over the year. |
| | - | • | Consistent with the movement in Net Worth, Tangible Net Worth has also increased |
| Tangible Net Worth (TNW) | 23,210 | 31,126 | by c.34% over the year. |
| | | | |
| Cash Flows | | | Desiring and flagger and from the state of t |
| N. C. I.; // Mar. C | 5.042 | 44 407 | Positive cash flow generated from operating activities has almost doubled over the |
| Net Cash in/(out)flow from operating activities | 5,943 | 11,497 | |
| Capital Expenditure | (2.242) | (0.044) | Capital Expenditure has increased since 2020, mainly driven by purchase of property |
| | (3,242) | (8,014) | and equipment, and digital assets. |
| Free Cosh Flour | 2.701 | 2 402 | Free Cash Flow has increased due to increase in net cashflow from operating activitie |
| Free Cash Flow | 2,701 | 3,483 | which was partially offset by increase in Capital Expenditure. |
| Ratios | | | |
| EBITDA Margin | 6.3% | 12.1% | EBITDA Margin almost doubled in 2021 indicating improved profitability. |
| | | | Similarly, Operating Margin has also improved by c.60% indicating improvements in |
| Operating Margin / Gross Margin | 0.30 | 0.48 | efficiency. |
| | | | Significant improvement as the EBITDA increased while Net Interest Payments |
| EBITDA Net Interest Cover (x) | 2.78 | 20.71 | dropped. The higher this number, the better it is for the business. |
| | | | Current Asset Ratio has slightly dropped indicating a drop in current assets relative to |
| Current Assets / Current Liabilities (%) | 1.88 | 1.38 | current liabilities. |
| | | | Leverage Metric has decreased by c.9.6 (i.e. 67%) mainly due to a significant increase |
| Leverage Metric | 14.25 | 4.68 | in EBITDA and a limited increase in liabilities. |
| | | | |
| | | | Net Leverage has decreased by c.2.5 (i.e. 56%) mainly driven by an improvement in |
| Net Leverage | 4.53 | 1.99 | Leverage Metric but partially offset by a decrease in cash balance over the year. |
| | | | CF/CapEX has changed by 0.4 due to increased capital expenditure relative to |
| Cash flow to capital expenditures (CF/CapEX) | (1.83) | (1.43) | cashflows generated from operating activities. |



