

Tesla, Inc.
Consolidated Balance Sheets
(in millions, except per share data)

	December 31, 2019	December 31, 2018
Assets		
Current assets		
Cash and cash equivalents	\$ 6,268	\$ 3,686
Restricted cash	246	193
Accounts receivable, net	1,324	949
Inventory	3,552	3,113
Prepaid expenses and other current assets	713	366
Total current assets	12,103	8,307
Operating lease vehicles, net	2,447	2,090
Solar energy systems, net	6,138	6,271
Property, plant and equipment, net	10,396	11,330
Operating lease right-of-use assets	1,218	—
Intangible assets, net	339	282
Goodwill	198	68
MyPower customer notes receivable, net of current portion	393	422
Restricted cash, net of current portion	269	398
Other assets	808	572
Total assets	\$ 34,309	\$ 29,740
Liabilities		
Current liabilities		
Accounts payable	\$ 3,771	\$ 3,405
Accrued liabilities and other	2,905	2,094
Deferred revenue	1,163	630
Resale value guarantees	317	503
Customer deposits	726	793
Current portion of debt and finance leases	1,785	2,568
Total current liabilities	10,667	9,993
Debt and finance leases, net of current portion	11,634	9,404
Deferred revenue, net of current portion	1,207	991
Resale value guarantees, net of current portion	36	329
Other long-term liabilities	2,655	2,710
Total liabilities	26,199	23,427
Commitments and contingencies (Note 16)		
Redeemable noncontrolling interests in subsidiaries	643	556
Equity		
Stockholders' equity		
Preferred stock; \$0.001 par value; 100 shares authorized; no shares issued and outstanding	—	—
Common stock; \$0.001 par value; 2,000 shares authorized; 181 and 173 shares issued and outstanding as of December 31, 2019 and 2018, respectively	0	0
Additional paid-in capital	12,737	10,249
Accumulated other comprehensive loss	(36)	(8)
Accumulated deficit	(6,083)	(5,318)
Total stockholders' equity	6,618	4,923
Noncontrolling interests in subsidiaries	849	834
Total liabilities and equity	\$ 34,309	\$ 29,740

The accompanying notes are an integral part of these consolidated financial statements.

Tesla, Inc.
Consolidated Statements of Operations
(in millions, except per share data)

	Year Ended December 31,		
	2019	2018	2017
Revenues			
Automotive sales	\$ 19,952	\$ 17,632	\$ 8,535
Automotive leasing	869	883	1,107
Total automotive revenues	20,821	18,515	9,642
Energy generation and storage	1,531	1,555	1,116
Services and other	2,226	1,391	1,001
Total revenues	24,578	21,461	11,759
Cost of revenues			
Automotive sales	15,939	13,686	6,725
Automotive leasing	459	488	708
Total automotive cost of revenues	16,398	14,174	7,433
Energy generation and storage	1,341	1,365	874
Services and other	2,770	1,880	1,229
Total cost of revenues	20,509	17,419	9,536
Gross profit	4,069	4,042	2,223
Operating expenses			
Research and development	1,343	1,460	1,378
Selling, general and administrative	2,646	2,835	2,477
Restructuring and other	149	135	—
Total operating expenses	4,138	4,430	3,855
Loss from operations	(69)	(388)	(1,632)
Interest income	44	24	19
Interest expense	(685)	(663)	(471)
Other income (expense), net	45	22	(125)
Loss before income taxes	(665)	(1,005)	(2,209)
Provision for income taxes	110	58	32
Net loss	(775)	(1,063)	(2,241)
Net income (loss) attributable to noncontrolling interests and redeemable noncontrolling interests in subsidiaries	87	(87)	(279)
Net loss attributable to common stockholders	<u>\$ (862)</u>	<u>\$ (976)</u>	<u>\$ (1,962)</u>
Net loss per share of common stock attributable to common stockholders			
Basic	(4.92)	\$ (5.72)	\$ (11.83)
Diluted	(4.92)	\$ (5.72)	\$ (11.83)
Weighted average shares used in computing net loss per share of common stock			
Basic	177	171	166
Diluted	177	171	166

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Tesla, Inc.
Consolidated Statements of Cash Flows
(in millions)

	Year Ended December 31,		
	2019	2018	2017
Cash Flows from Operating Activities			
Net loss	\$ (775)	\$ (1,063)	\$ (2,241)
Adjustments to reconcile net loss to net cash provided by (used in) operating activities:			
Depreciation, amortization and impairment	2,154	1,901	1,636
Stock-based compensation	898	749	467
Amortization of debt discounts and issuance costs	188	159	91
Inventory and purchase commitments write-downs	193	85	132
Loss on disposals of fixed assets	146	162	106
Foreign currency transaction (gains) loss	(48)	(2)	52
Loss related to SolarCity acquisition	—	—	58
Non-cash interest and other operating activities	186	49	135
Operating cash flow related to repayment of discounted convertible notes	(188)	—	—
Changes in operating assets and liabilities, net of effect of business combinations:			
Accounts receivable	(367)	(497)	(25)
Inventory	(429)	(1,023)	(179)
Operating lease vehicles	(764)	(215)	(1,523)
Prepaid expenses and other current assets	(288)	(82)	(72)
Other non-current assets	115	(207)	(15)
Accounts payable and accrued liabilities	682	1,723	388
Deferred revenue	801	406	469
Customer deposits	(58)	(96)	170
Resale value guarantee	(150)	(111)	209
Other long-term liabilities	109	160	81
Net cash provided by (used in) operating activities	2,405	2,098	(61)
Cash Flows from Investing Activities			
Purchases of property and equipment excluding finance leases, net of sales	(1,327)	(2,101)	(3,415)
Purchases of solar energy systems	(105)	(218)	(666)
Purchase of intangible assets	(5)	—	—
Receipt of government grants	46	—	—
Business combinations, net of cash acquired	(45)	(18)	(115)
Net cash used in investing activities	(1,436)	(2,337)	(4,196)
Cash Flows from Financing Activities			
Proceeds from issuances of common stock in public offerings, net of underwriting discounts	848	—	400
Proceeds from issuances of convertible and other debt	10,669	6,176	7,138
Repayments of convertible and other debt	(9,161)	(5,247)	(3,996)
Repayments of borrowings issued to related parties	—	(100)	(165)
Collateralized lease repayments	(389)	(559)	511
Proceeds from exercises of stock options and other stock issuances	263	296	259
Principal payments on finance leases	(321)	(181)	(103)
Common stock and debt issuance costs	(37)	(15)	(63)
Purchase of convertible note hedges	(476)	—	(204)
Proceeds from settlement of convertible note hedges	—	—	287
Proceeds from issuance of warrants	174	—	53
Payments for settlements of warrants	—	—	(230)
Proceeds from investments by noncontrolling interests in subsidiaries	279	437	790
Distributions paid to noncontrolling interests in subsidiaries	(311)	(227)	(262)
Payments for buy-outs of noncontrolling interests in subsidiaries	(9)	(6)	—
Net cash provided by financing activities	1,529	574	4,415
Effect of exchange rate changes on cash and cash equivalents and restricted cash	8	(23)	40
Net increase in cash and cash equivalents and restricted cash	2,506	312	198
Cash and cash equivalents and restricted cash, beginning of period	4,277	3,965	3,767
Cash and cash equivalents and restricted cash, end of period	\$ 6,783	\$ 4,277	\$ 3,965
Supplemental Non-Cash Investing and Financing Activities			
Equity issued in connection with business combination	\$ 207	\$ —	\$ —
Acquisitions of property and equipment included in liabilities	\$ 562	\$ 249	\$ 914
Estimated fair value of facilities under build-to-suit leases	\$ —	\$ 94	\$ 313
Supplemental Disclosures			
Cash paid during the period for interest, net of amounts capitalized	\$ 455	\$ 381	\$ 183
Cash paid during the period for taxes, net of refunds	\$ 54	\$ 35	\$ 66

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