

Tesla Valuation				
<u>Model assumptions based on analyst reports</u>			<u>2023</u>	<u>2024</u>
Upside YOY Revenue Growth			40%	35%
Downside YOY Revenue Growth			25%	20%
Base Case YOY Revenue Growth			30%	27%
Total Cost of Revenue (% of Rev)			76.0%	75.0%
R&D YOY Growth			47.0%	19.0%
SG&A YOY Growth			10.0%	8.0%
Depreciation (% of Rev)			5.0%	4.8%
CapEx (% of Depr)			90.0%	85.0%
Sens CoR			76.0%	78.0%
Total Revenue in 2022 (in millions)	81462	\$	105,900.60	\$ 134,493.76
Total R&D in 2022 (in millions)	3075	\$	4,520.25	\$ 5,379.10
Total SG&A in 2022 (in millions)	3946	\$	4,340.60	\$ 4,687.85
Cost of Capital (Discount Rate)	12%		12%	12%
Long run growth rate	3%			

All dollar figures are in millions

	<u>2022</u>		<u>2023</u>		<u>2024</u>
Revenue	81462	\$	105,900.60	\$	134,493.76
Cost of Revenue		\$	80,484.46	\$	100,870.32
Gross Margin		\$	25,416.14	\$	33,623.44
R&D	3075.00	\$	4,520.25	\$	5,379.10
SG&A	3946.00	\$	4,340.60	\$	4,687.85
EBITDA		\$	16,555.29	\$	23,556.50
Depreciation		\$	5,295.03	\$	6,388.45
EBIT		\$	11,260.26	\$	17,168.04
Taxes		\$	2,364.66	\$	3,605.29
Incremental Earnings		\$	8,895.61	\$	13,562.75
OCF= (EBIT + DEP) - TAXES		\$	14,190.64	\$	19,951.21

	-Capital Expenditures		\$4,766	\$5,430
Q2	=Free Cash Flow		\$ 9,425.11	\$ 14,521.02
	Total Free Cash Flow		\$ 9,425.11	\$ 14,521.02
Q3	Terminal Value	\$ 537,399.44		
Q4	PV of CF	\$336,431.73	\$ 8,415.28	\$ 11,576.07
	Enterprise Value	\$336,431.73		
Q5	Equity Value	\$355,517.73		
	Equity Per Share	\$101.06		
	Debt	\$ 3,099.00		
	Cash and Marketable Securities	\$ 22,185.00		
	Shares Outstanding	3,518		
Q6	Equity Per Share- Upside	\$168.87		
	Equity Per Share-Downside	\$65.46		
	Equity Per Share - Change in Total Cost of Rev	\$49.04		
	Equity Per Share- R&D growth, 16% from 2027 onward	\$98.21		
Q7	Compound Annual Growth Rate (CAGR)	60.74%		
Q8	Tesla Compared to Automobile Industry	\$ 33.19		
	Tesla Compared to Consumer Discretionary Sector	\$ 68.48		

Name: Liam O'Connor

Memo Sheet: <https://docs.google.com/document/d/16mKggaUqONqfU5NpcCAx1Hkhbd4yneSOC0DmMSUtNT8/edit?usp=sharing>

<u>2025</u>	<u>2026</u>	<u>2027</u>	<u>2028</u>	<u>2029</u>	<u>2030</u>	<u>2031</u>	
30%	28%	25%	17%	15%	13%	10%	
18%	15%	11%	8%	5%	3%	3%	
25%	20%	15%	13%	10%	8%	5%	3%
74.0%	74.0%	74.0%	74.0%	74.0%	74.0%	74.0%	
21.0%	18.0%	16.0%	14.0%	12.0%	10.0%	8.0%	
7.0%	5.0%	4.0%	3.0%	2.0%	2.0%	2.0%	
4.5%	4.0%	3.8%	3.5%	3.0%	3.0%	3.0%	
80.0%	75.0%	70.0%	70.0%	70.0%	70.0%	70.0%	
79.0%	80.0%	82.0%	85.0%	85.0%	85.0%	85.0%	
\$ 168,117.20	\$ 201,740.64	\$ 232,001.74	\$ 262,161.97	\$ 288,378.16	\$ 311,448.42	\$ 327,020.84	\$ 336,831.46
\$ 6,508.71	\$ 7,680.28	\$ 8,909.12	\$ 10,156.40	\$ 11,375.16	\$ 12,512.68	\$ 13,513.69	
\$ 5,016.00	\$ 5,266.80	\$ 5,477.47	\$ 5,641.79	\$ 5,754.63	\$ 5,869.72	\$ 5,987.12	
12%	12%	12%	12%	12%	12%	12%	

<u>2025</u>	<u>2026</u>	<u>2027</u>	<u>2028</u>	<u>2029</u>	<u>2030</u>	<u>2031</u>	<u>2032</u>
\$ 168,117.20	\$ 201,740.64	\$ 232,001.74	\$ 262,161.97	\$ 288,378.16	\$ 311,448.42	\$ 327,020.84	\$ 336,831.46
\$ 124,406.73	\$ 149,288.08	\$ 171,681.29	\$ 193,999.85	\$ 213,399.84	\$ 230,471.83	\$ 241,995.42	
\$ 43,710.47	\$ 52,452.57	\$ 60,320.45	\$ 68,162.11	\$ 74,978.32	\$ 80,976.59	\$ 85,025.42	
\$ 6,508.71	\$ 7,680.28	\$ 8,909.12	\$ 10,156.40	\$ 11,375.16	\$ 12,512.68	\$ 13,513.69	
\$ 5,016.00	\$ 5,266.80	\$ 5,477.47	\$ 5,641.79	\$ 5,754.63	\$ 5,869.72	\$ 5,987.12	
\$ 32,185.77	\$ 39,505.49	\$ 45,933.86	\$ 52,363.92	\$ 57,848.53	\$ 62,594.19	\$ 65,524.61	
\$ 7,565.27	\$ 8,069.63	\$ 8,700.07	\$ 9,175.67	\$ 8,651.34	\$ 9,343.45	\$ 9,810.63	
\$ 24,620.49	\$ 31,435.87	\$ 37,233.80	\$ 43,188.25	\$ 49,197.18	\$ 53,250.73	\$ 55,713.98	
\$ 5,170.30	\$ 6,601.53	\$ 7,819.10	\$ 9,069.53	\$ 10,331.41	\$ 11,182.65	\$ 11,699.94	
\$ 19,450.19	\$ 24,834.34	\$ 29,414.70	\$ 34,118.72	\$ 38,865.78	\$ 42,068.08	\$ 44,014.05	
\$ 27,015.46	\$ 32,903.96	\$ 38,114.77	\$ 43,294.39	\$ 47,517.12	\$ 51,411.53	\$ 53,824.67	

	\$6,052		\$6,052		\$6,090		\$6,423		\$6,056		\$6,540		\$6,867	
\$	20,963.24	\$	26,851.74	\$	32,024.72	\$	36,871.42	\$	41,461.18	\$	44,871.12	\$	46,957.23	\$ 48,365.95
\$	20,963.24	\$	26,851.74	\$	32,024.72	\$	36,871.42	\$	41,461.18	\$	44,871.12	\$	584,356.68	
													\$ 537,399.44	
	3		4		5		6		7		8		9	
\$	14,921.22	\$	17,064.77	\$	18,171.69	\$	18,680.21	\$	18,754.93	\$	18,122.69	\$	210,724.88	

Tesla Valuation

Model assumptions based on analyst reports

<u>Model assumptions based on anaylst reports</u>				<u>2023</u>	<u>2024</u>	<u>2025</u>	<u>2026</u>			
Upside YOY Revenue Growth				40%	35%	30%	28%			
Downside YOY Revenue Growth				25%	20%	18%	15%			
Base Case YOY Revenue Growth				30%	27%	25%	20%			
Total Cost of Revenue (% of Rev)				76.0%	75.0%	74.0%	74.0%			
R&D YOY Growth				47.0%	19.0%	21.0%	18.0%			
SG&A YOY Growth				10.0%	8.0%	7.0%	5.0%			
Depreciation (% of Rev)				5.0%	4.8%	4.5%	4.0%			
CapEx (% of Depr)				90.0%	85.0%	80.0%	75.0%			
Sens CoR				76.0%	78.0%	79.0%	80.0%			
Total Revenue in 2022 (in millions)		81462	\$	114,046.80	\$	153,963.18	\$	200,152.13	\$	256,194.73
Total R&D in 2022 (in millions)		3075	\$	4,520.25	\$	5,379.10	\$	6,508.71	\$	7,680.28
Total SG&A in 2022 (in millions)		3946	\$	4,340.60	\$	4,687.85	\$	5,016.00	\$	5,266.80
Cost of Capital (Discount Rate)		12%		12%		12%		12%		12%
Long run growth rate		3%								

All dollar figures are in millions

	<u>2022</u>		<u>2023</u>		<u>2024</u>		<u>2025</u>		<u>2026</u>
Revenue	81462	\$	114,046.80	\$	153,963.18	\$	200,152.13	\$	256,194.73
Cost of Revenue		\$	86,675.57	\$	115,472.39	\$	148,112.58	\$	189,584.10
Gross Margin		\$	27,371.23	\$	38,490.80	\$	52,039.55	\$	66,610.63
R&D	3075.00	\$	4,520.25	\$	5,379.10	\$	6,508.71	\$	7,680.28
SG&A	3946.00	\$	4,340.60	\$	4,687.85	\$	5,016.00	\$	5,266.80
EBITDA		\$	18,510.38	\$	28,423.85	\$	40,514.85	\$	53,663.56
Depreciation		\$	5,702.34	\$	7,313.25	\$	9,006.85	\$	10,247.79
EBIT		\$	12,808.04	\$	21,110.60	\$	31,508.00	\$	43,415.77
Taxes		\$	2,689.69	\$	4,433.23	\$	6,616.68	\$	9,117.31
Incremental Earnings		\$	10,118.35	\$	16,677.37	\$	24,891.32	\$	34,298.46
OCF= (EBIT + DEP) - TAXES		\$	15,820.69	\$	23,990.62	\$	33,898.17	\$	44,546.25

-Capital Expenditures		\$5,132	\$6,216	\$7,205	\$7,686
=Free Cash Flow		\$ 10,688.59	\$ 17,774.36	\$ 26,692.69	\$ 36,860.40
Total Free Cash Flow		\$ 10,688.59	\$ 17,774.36	\$ 26,692.69	\$ 36,860.40
Terminal Value					
		1	2	3	4
PV of CF	\$574,988.01	\$ 9,543.38	\$ 14,169.61	\$ 18,999.33	\$ 23,425.45
Enterprise Value	\$574,988.01				
Equity Value	\$594,074.01				
Q5		Equity Per Share		<u>\$168.87</u>	
Debt	\$ 3,099.00				
Cash and Marketable Securities	\$ 22,185.00				
Shares Outstanding	3,518				

	<u>2027</u>	<u>2028</u>	<u>2029</u>	<u>2030</u>	<u>2031</u>	
	25%	17%	15%	13%	10%	
	11%	8%	5%	3%	3%	
	15%	13%	10%	8%	5%	3%
	74.0%	74.0%	74.0%	74.0%	74.0%	
	16.0%	14.0%	12.0%	10.0%	8.0%	
	4.0%	3.0%	2.0%	2.0%	2.0%	
	3.8%	3.5%	3.0%	3.0%	3.0%	
	70.0%	70.0%	70.0%	70.0%	70.0%	
	82.0%	85.0%	85.0%	85.0%	85.0%	
\$	320,243.41	\$ 374,684.79	\$ 430,887.51	\$ 486,902.89	\$ 535,593.18	\$ 551,660.98
\$	8,909.12	\$ 10,156.40	\$ 11,375.16	\$ 12,512.68	\$ 13,513.69	
\$	5,477.47	\$ 5,641.79	\$ 5,754.63	\$ 5,869.72	\$ 5,987.12	
	12%	12%	12%	12%	12%	

	<u>2027</u>	<u>2028</u>	<u>2029</u>	<u>2030</u>	<u>2031</u>	<u>2032</u>
\$	320,243.41	\$ 374,684.79	\$ 430,887.51	\$ 486,902.89	\$ 535,593.18	\$ 551,660.98
\$	236,980.13	\$ 277,266.75	\$ 318,856.76	\$ 360,308.14	\$ 396,338.95	
\$	83,263.29	\$ 97,418.05	\$ 112,030.75	\$ 126,594.75	\$ 139,254.23	
\$	8,909.12	\$ 10,156.40	\$ 11,375.16	\$ 12,512.68	\$ 13,513.69	
\$	5,477.47	\$ 5,641.79	\$ 5,754.63	\$ 5,869.72	\$ 5,987.12	
\$	68,876.70	\$ 81,619.86	\$ 94,900.96	\$ 108,212.35	\$ 119,753.42	
\$	12,009.13	\$ 13,113.97	\$ 12,926.63	\$ 14,607.09	\$ 16,067.80	
\$	56,867.57	\$ 68,505.89	\$ 81,974.34	\$ 93,605.26	\$ 103,685.62	
\$	11,942.19	\$ 14,386.24	\$ 17,214.61	\$ 19,657.11	\$ 21,773.98	
\$	44,925.38	\$ 54,119.65	\$ 64,759.72	\$ 73,948.16	\$ 81,911.64	
\$	56,934.51	\$ 67,233.62	\$ 77,686.35	\$ 88,555.24	\$ 97,979.44	

	\$8,406		\$9,180		\$9,049		\$10,225		\$11,247		
\$	48,528.12	\$	58,053.84	\$	68,637.71	\$	78,330.28	\$	86,731.98	\$	89,333.94
\$	48,528.12	\$	58,053.84	\$	68,637.71	\$	78,330.28	\$	1,079,331.29		
								\$	992,599.32		
	5		6		7		8		9		
\$	27,536.16	\$	29,411.88	\$	31,048.22	\$	31,636.29	\$	389,217.69		

Tesla Valuation

Model assumptions based on analyst reports

<u>Model assumptions based on anaylst reports</u>				<u>2023</u>	<u>2024</u>	<u>2025</u>	<u>2026</u>			
Upside YOY Revenue Growth				40%	35%	30%	28%			
Downside YOY Revenue Growth				25%	20%	18%	15%			
Base Case YOY Revenue Growth				30%	27%	25%	20%			
Total Cost of Revenue (% of Rev)				76.0%	75.0%	74.0%	74.0%			
R&D YOY Growth				47.0%	19.0%	21.0%	18.0%			
SG&A YOY Growth				10.0%	8.0%	7.0%	5.0%			
Depreciation (% of Rev)				5.0%	4.8%	4.5%	4.0%			
CapEx (% of Depr)				90.0%	85.0%	80.0%	75.0%			
Sens CoR				76.0%	78.0%	79.0%	80.0%			
Total Revenue in 2022 (in millions)		81462	\$	101,827.50	\$	122,193.00	\$	144,187.74	\$	165,815.90
Total R&D in 2022 (in millions)		3075	\$	4,520.25	\$	5,379.10	\$	6,508.71	\$	7,680.28
Total SG&A in 2022 (in millions)		3946	\$	4,340.60	\$	4,687.85	\$	5,016.00	\$	5,266.80
Cost of Capital (Discount Rate)		12%		12%		12%		12%		12%
Long run growth rate		3%								

All dollar figures are in millions

	<u>2022</u>		<u>2023</u>		<u>2024</u>		<u>2025</u>		<u>2026</u>
Revenue	81462	\$	101,827.50	\$	122,193.00	\$	144,187.74	\$	165,815.90
Cost of Revenue		\$	77,388.90	\$	91,644.75	\$	106,698.93	\$	122,703.77
Gross Margin		\$	24,438.60	\$	30,548.25	\$	37,488.81	\$	43,112.13
R&D	3075.00	\$	4,520.25	\$	5,379.10	\$	6,508.71	\$	7,680.28
SG&A	3946.00	\$	4,340.60	\$	4,687.85	\$	5,016.00	\$	5,266.80
EBITDA		\$	15,577.75	\$	20,481.30	\$	25,964.11	\$	30,165.06
Depreciation		\$	5,091.38	\$	5,804.17	\$	6,488.45	\$	6,632.64
EBIT		\$	10,486.38	\$	14,677.14	\$	19,475.66	\$	23,532.43
Taxes		\$	2,202.14	\$	3,082.20	\$	4,089.89	\$	4,941.81
Incremental Earnings		\$	8,284.24	\$	11,594.94	\$	15,385.77	\$	18,590.62
OCF= (EBIT + DEP) - TAXES		\$	13,375.61	\$	17,399.11	\$	21,874.22	\$	25,223.25

-Capital Expenditures		\$4,582	\$4,934	\$5,191	\$4,974
=Free Cash Flow		\$ 8,793.37	\$ 12,465.56	\$ 16,683.46	\$ 20,248.78
Total Free Cash Flow		\$ 8,793.37	\$ 12,465.56	\$ 16,683.46	\$ 20,248.78
Terminal Value					
		1	2	3	4
PV of CF	\$211,188.94	\$ 7,851.23	\$ 9,937.47	\$ 11,874.96	\$ 12,868.46
Enterprise Value	\$211,188.94				
Equity Value	\$230,274.94				
Q5		Equity Per Share		<u>\$65.46</u>	
Debt	\$ 3,099.00				
Cash and Marketable Securities	\$ 22,185.00				
Shares Outstanding	3,518				

	<u>2027</u>	<u>2028</u>	<u>2029</u>	<u>2030</u>	<u>2031</u>	
	25%	17%	15%	13%	10%	
	11%	8%	5%	3%	3%	
	15%	13%	10%	8%	5%	3%
	74.0%	74.0%	74.0%	74.0%	74.0%	
	16.0%	14.0%	12.0%	10.0%	8.0%	
	4.0%	3.0%	2.0%	2.0%	2.0%	
	3.8%	3.5%	3.0%	3.0%	3.0%	
	70.0%	70.0%	70.0%	70.0%	70.0%	
	82.0%	85.0%	85.0%	85.0%	85.0%	
\$	184,055.65	\$ 198,780.10	\$ 208,719.11	\$ 214,980.68	\$ 221,430.10	\$ 228,073.00
\$	8,909.12	\$ 10,156.40	\$ 11,375.16	\$ 12,512.68	\$ 13,513.69	
\$	5,477.47	\$ 5,641.79	\$ 5,754.63	\$ 5,869.72	\$ 5,987.12	
	12%	12%	12%	12%	12%	

	<u>2027</u>	<u>2028</u>	<u>2029</u>	<u>2030</u>	<u>2031</u>	<u>2032</u>
\$	184,055.65	\$ 198,780.10	\$ 208,719.11	\$ 214,980.68	\$ 221,430.10	\$ 228,073.00
\$	136,201.18	\$ 147,097.28	\$ 154,452.14	\$ 159,085.70	\$ 163,858.27	
\$	47,854.47	\$ 51,682.83	\$ 54,266.97	\$ 55,894.98	\$ 57,571.83	
\$	8,909.12	\$ 10,156.40	\$ 11,375.16	\$ 12,512.68	\$ 13,513.69	
\$	5,477.47	\$ 5,641.79	\$ 5,754.63	\$ 5,869.72	\$ 5,987.12	
\$	33,467.88	\$ 35,884.64	\$ 37,137.18	\$ 37,512.58	\$ 38,071.02	
\$	6,902.09	\$ 6,957.30	\$ 6,261.57	\$ 6,449.42	\$ 6,642.90	
\$	26,565.79	\$ 28,927.33	\$ 30,875.60	\$ 31,063.15	\$ 31,428.11	
\$	5,578.82	\$ 6,074.74	\$ 6,483.88	\$ 6,523.26	\$ 6,599.90	
\$	20,986.98	\$ 22,852.59	\$ 24,391.73	\$ 24,539.89	\$ 24,828.21	
\$	27,889.06	\$ 29,809.90	\$ 30,653.30	\$ 30,989.31	\$ 31,471.11	

	\$4,831		\$4,870		\$4,383		\$4,515		\$4,650		
\$	23,057.60	\$	24,939.78	\$	26,270.20	\$	26,474.72	\$	26,821.08	\$	27,625.71
\$	23,057.60	\$	24,939.78	\$	26,270.20	\$	26,474.72	\$	333,773.44		
								\$	306,952.36		
	5		6		7		8		9		
\$	13,083.50	\$	12,635.27	\$	11,883.30	\$	10,692.69	\$	120,362.05		

Tesla Valuation

Model assumptions based on analyst reports

<u>Model assumptions based on analyst reports</u>				<u>2023</u>	<u>2024</u>	<u>2025</u>	<u>2026</u>	
Upside YOY Revenue Growth				40%	35%	30%	28%	
Downside YOY Revenue Growth				25%	20%	18%	15%	
Base Case YOY Revenue Growth				30%	27%	25%	20%	
Total Cost of Revenue (% of Rev)				76.0%	78.0%	79.0%	80.0%	
R&D YOY Growth				47.0%	19.0%	21.0%	18.0%	
SG&A YOY Growth				10.0%	8.0%	7.0%	5.0%	
Depreciation (% of Rev)				5.0%	4.8%	4.5%	4.0%	
CapEx (% of Depr)				90.0%	85.0%	80.0%	75.0%	
Sens CoR				76.0%	78.0%	79.0%	80.0%	
Total Revenue in 2022 (in millions)				81462	\$ 105,900.60	\$ 134,493.76	\$ 168,117.20	\$ 201,740.64
Total R&D in 2022 (in millions)				3075	\$ 4,520.25	\$ 5,379.10	\$ 6,508.71	\$ 7,680.28
Total SG&A in 2022 (in millions)				3946	\$ 4,340.60	\$ 4,687.85	\$ 5,016.00	\$ 5,266.80
Cost of Capital (Discount Rate)				12%	12%	12%	12%	12%
Long run growth rate				3%				

All dollar figures are in millions

	<u>2022</u>	<u>2023</u>	<u>2024</u>	<u>2025</u>	<u>2026</u>
Revenue	81462	\$ 105,900.60	\$ 134,493.76	\$ 168,117.20	\$ 201,740.64
Cost of Revenue		\$ 80,484.46	\$ 104,905.13	\$ 132,812.59	\$ 161,392.51
Gross Margin		\$ 25,416.14	\$ 29,588.63	\$ 35,304.61	\$ 40,348.13
R&D	3075.00	\$ 4,520.25	\$ 5,379.10	\$ 6,508.71	\$ 7,680.28
SG&A	3946.00	\$ 4,340.60	\$ 4,687.85	\$ 5,016.00	\$ 5,266.80
EBITDA		\$ 16,555.29	\$ 19,521.68	\$ 23,779.91	\$ 27,401.06
Depreciation		\$ 5,295.03	\$ 6,388.45	\$ 7,565.27	\$ 8,069.63
EBIT		\$ 11,260.26	\$ 13,133.23	\$ 16,214.63	\$ 19,331.43
Taxes		\$ 2,364.66	\$ 2,757.98	\$ 3,405.07	\$ 4,059.60
Incremental Earnings		\$ 8,895.61	\$ 10,375.25	\$ 12,809.56	\$ 15,271.83
OCF= (EBIT + DEP) - TAXES		\$ 14,190.64	\$ 16,763.70	\$ 20,374.83	\$ 23,341.46

-Capital Expenditures		\$4,766		\$5,430		\$6,052		\$6,052
=Free Cash Flow		\$ 9,425.11	\$	11,333.52	\$	14,322.61	\$	17,289.24
Total Free Cash Flow		\$ 9,425.11	\$	11,333.52	\$	14,322.61	\$	17,289.24
Terminal Value								
				1		2		3
PV of CF	\$153,429.14	\$	8,415.28	\$	9,035.01	\$	10,194.55	\$ 10,987.62
Enterprise Value	\$153,429.14							
Equity Value	\$172,515.14							
				Equity Per Share		<u>\$49.04</u>		
Debt	\$ 3,099.00							
Cash and Marketable Securities	\$ 22,185.00							
Shares Outstanding	3,518							

	<u>2027</u>	<u>2028</u>	<u>2029</u>	<u>2030</u>	<u>2031</u>	
	25%	17%	15%	13%	10%	
	11%	8%	5%	3%	3%	
	15%	13%	10%	8%	5%	3%
	82.0%	85.0%	85.0%	85.0%	85.0%	
	16.0%	14.0%	12.0%	10.0%	8.0%	
	4.0%	3.0%	2.0%	2.0%	2.0%	
	3.8%	3.5%	3.0%	3.0%	3.0%	
	70.0%	70.0%	70.0%	70.0%	70.0%	
	82.0%	85.0%	85.0%	85.0%	85.0%	
\$	232,001.74	\$ 262,161.97	\$ 288,378.16	\$ 311,448.42	\$ 327,020.84	\$ 336,831.46
\$	8,909.12	\$ 10,156.40	\$ 11,375.16	\$ 12,512.68	\$ 13,513.69	
\$	5,477.47	\$ 5,641.79	\$ 5,754.63	\$ 5,869.72	\$ 5,987.12	
	12%	12%	12%	12%	12%	

	<u>2027</u>	<u>2028</u>	<u>2029</u>	<u>2030</u>	<u>2031</u>	<u>2032</u>
\$	232,001.74	\$ 262,161.97	\$ 288,378.16	\$ 311,448.42	\$ 327,020.84	\$ 336,831.46
\$	190,241.43	\$ 222,837.67	\$ 245,121.44	\$ 264,731.15	\$ 277,967.71	
\$	41,760.31	\$ 39,324.29	\$ 43,256.72	\$ 46,717.26	\$ 49,053.13	
\$	8,909.12	\$ 10,156.40	\$ 11,375.16	\$ 12,512.68	\$ 13,513.69	
\$	5,477.47	\$ 5,641.79	\$ 5,754.63	\$ 5,869.72	\$ 5,987.12	
\$	27,373.72	\$ 23,526.11	\$ 26,126.93	\$ 28,334.86	\$ 29,552.31	
\$	8,700.07	\$ 9,175.67	\$ 8,651.34	\$ 9,343.45	\$ 9,810.63	
\$	18,673.66	\$ 14,350.44	\$ 17,475.59	\$ 18,991.41	\$ 19,741.69	
\$	3,921.47	\$ 3,013.59	\$ 3,669.87	\$ 3,988.20	\$ 4,145.75	
\$	14,752.19	\$ 11,336.84	\$ 13,805.71	\$ 15,003.21	\$ 15,595.93	
\$	23,452.26	\$ 20,512.51	\$ 22,457.06	\$ 24,346.66	\$ 25,406.56	

	\$6,090		\$6,423		\$6,056		\$6,540		\$6,867	
\$	17,362.21	\$	14,089.55	\$	16,401.12	\$	17,806.25	\$	18,539.12	\$ 19,095.30
\$	17,362.21	\$	14,089.55	\$	16,401.12	\$	17,806.25	\$	230,709.08	
								\$ 212,169.96		
	5		6		7		8		9	
\$	9,851.78	\$	7,138.20	\$	7,419.03	\$	7,191.64	\$	83,196.01	

Tesla Valuation

Model assumptions based on analyst reports

<u>Model assumptions based on analyst reports</u>				<u>2023</u>	<u>2024</u>	<u>2025</u>	<u>2026</u>			
Upside YOY Revenue Growth				40%	35%	30%	28%			
Downside YOY Revenue Growth				25%	20%	18%	15%			
Base Case YOY Revenue Growth				30%	27%	25%	20%			
Total Cost of Revenue (% of Rev)				76.0%	75.0%	74.0%	74.0%			
R&D YOY Growth				47.0%	19.0%	21.0%	18.0%			
SG&A YOY Growth				10.0%	8.0%	7.0%	5.0%			
Depreciation (% of Rev)				5.0%	4.8%	4.5%	4.0%			
CapEx (% of Depr)				90.0%	85.0%	80.0%	75.0%			
Sens CoR				76.0%	78.0%	79.0%	80.0%			
Total Revenue in 2022 (in millions)		81462	\$	105,900.60	\$	134,493.76	\$	168,117.20	\$	201,740.64
Total R&D in 2022 (in millions)		3075	\$	4,520.25	\$	5,379.10	\$	6,508.71	\$	7,680.28
Total SG&A in 2022 (in millions)		3946	\$	4,340.60	\$	4,687.85	\$	5,016.00	\$	5,266.80
Cost of Capital (Discount Rate)		12%		12%		12%		12%		12%
Long run growth rate		3%								

All dollar figures are in millions

	<u>2022</u>	<u>2023</u>	<u>2024</u>	<u>2025</u>	<u>2026</u>
Revenue	81462	\$ 105,900.60	\$ 134,493.76	\$ 168,117.20	\$ 201,740.64
Cost of Revenue		\$ 80,484.46	\$ 100,870.32	\$ 124,406.73	\$ 149,288.08
Gross Margin		\$ 25,416.14	\$ 33,623.44	\$ 43,710.47	\$ 52,452.57
R&D	3075.00	\$ 4,520.25	\$ 5,379.10	\$ 6,508.71	\$ 7,680.28
SG&A	3946.00	\$ 4,340.60	\$ 4,687.85	\$ 5,016.00	\$ 5,266.80
EBITDA		\$ 16,555.29	\$ 23,556.50	\$ 32,185.77	\$ 39,505.49
Depreciation		\$ 5,295.03	\$ 6,388.45	\$ 7,565.27	\$ 8,069.63
EBIT		\$ 11,260.26	\$ 17,168.04	\$ 24,620.49	\$ 31,435.87
Taxes		\$ 2,364.66	\$ 3,605.29	\$ 5,170.30	\$ 6,601.53
Incremental Earnings		\$ 8,895.61	\$ 13,562.75	\$ 19,450.19	\$ 24,834.34
OCF= (EBIT + DEP) - TAXES		\$ 14,190.64	\$ 19,951.21	\$ 27,015.46	\$ 32,903.96

-Capital Expenditures		\$4,766		\$5,430		\$6,052		\$6,052	
=Free Cash Flow		\$ 9,425.11	\$	14,521.02	\$	20,963.24	\$	26,851.74	
Total Free Cash Flow		\$ 9,425.11	\$	14,521.02	\$	20,963.24	\$	26,851.74	
Terminal Value									
				1		2		3	
PV of CF	\$326,417.17	\$	8,415.28	\$	11,576.07	\$	14,921.22	\$	17,064.77
Enterprise Value	\$326,417.17								
Equity Value	\$345,503.17								
				Equity Per Share		<u>\$98.21</u>			
Debt	\$ 3,099.00								
Cash and Marketable Securities	\$ 22,185.00								
Shares Outstanding	3,518								

	<u>2027</u>	<u>2028</u>	<u>2029</u>	<u>2030</u>	<u>2031</u>	
	25%	17%	15%	13%	10%	
	11%	8%	5%	3%	3%	
	15%	13%	10%	8%	5%	3%
	74.0%	74.0%	74.0%	74.0%	74.0%	
	16.0%	16.0%	16.0%	16.0%	16.0%	
	4.0%	3.0%	2.0%	2.0%	2.0%	
	3.8%	3.5%	3.0%	3.0%	3.0%	
	70.0%	70.0%	70.0%	70.0%	70.0%	
	82.0%	85.0%	85.0%	85.0%	85.0%	
\$	232,001.74	\$ 262,161.97	\$ 288,378.16	\$ 311,448.42	\$ 327,020.84	\$ 336,831.46
\$	8,909.12	\$ 10,334.58	\$ 11,988.11	\$ 13,906.21	\$ 16,131.20	
\$	5,477.47	\$ 5,641.79	\$ 5,754.63	\$ 5,869.72	\$ 5,987.12	
	12%	12%	12%	12%	12%	

	<u>2027</u>	<u>2028</u>	<u>2029</u>	<u>2030</u>	<u>2031</u>	<u>2032</u>
\$	232,001.74	\$ 262,161.97	\$ 288,378.16	\$ 311,448.42	\$ 327,020.84	\$ 336,831.46
\$	171,681.29	\$ 193,999.85	\$ 213,399.84	\$ 230,471.83	\$ 241,995.42	
\$	60,320.45	\$ 68,162.11	\$ 74,978.32	\$ 80,976.59	\$ 85,025.42	
\$	8,909.12	\$ 10,334.58	\$ 11,988.11	\$ 13,906.21	\$ 16,131.20	
\$	5,477.47	\$ 5,641.79	\$ 5,754.63	\$ 5,869.72	\$ 5,987.12	
\$	45,933.86	\$ 52,185.74	\$ 57,235.58	\$ 61,200.66	\$ 62,907.10	
\$	8,700.07	\$ 9,175.67	\$ 8,651.34	\$ 9,343.45	\$ 9,810.63	
\$	37,233.80	\$ 43,010.07	\$ 48,584.24	\$ 51,857.20	\$ 53,096.47	
\$	7,819.10	\$ 9,032.11	\$ 10,202.69	\$ 10,890.01	\$ 11,150.26	
\$	29,414.70	\$ 33,977.96	\$ 38,381.55	\$ 40,967.19	\$ 41,946.21	
\$	38,114.77	\$ 43,153.62	\$ 47,032.89	\$ 50,310.64	\$ 51,756.84	

	\$6,090		\$6,423		\$6,056		\$6,540		\$6,867	
\$	32,024.72	\$	36,730.66	\$	40,976.95	\$	43,770.23	\$	44,889.40	\$ 46,236.08
\$	32,024.72	\$	36,730.66	\$	40,976.95	\$	43,770.23	\$	558,623.67	
								\$ 513,734.27		
	5		6		7		8		9	
\$	18,171.69	\$	18,608.89	\$	18,535.89	\$	17,678.06	\$	201,445.29	

Tesla Valuation

Model assumptions based on analyst reports

		<u>2023</u>	<u>2024</u>	<u>2025</u>
Upside YOY Revenue Growth		40%	35%	30%
Downside YOY Revenue Growth		25%	20%	18%
Base Case YOY Revenue Growth		40%	35%	29%
Total Cost of Revenue (% of Rev)		76.0%	75.0%	74.0%
R&D YOY Growth		47.0%	19.0%	21.0%
SG&A YOY Growth		10.0%	8.0%	7.0%
Depreciation (% of Rev)		5.0%	4.8%	4.5%
CapEx (% of Depr)		90.0%	85.0%	80.0%
Sens CoR		76.0%	78.0%	79.0%
Total Revenue in 2022 (in millions)	81462 \$	114,046.80 \$	153,963.18 \$	198,396.62 \$
Total R&D in 2022 (in millions)	3075 \$	4,520.25 \$	5,379.10 \$	6,508.71 \$
Total SG&A in 2022 (in millions)	3946 \$	4,340.60 \$	4,687.85 \$	5,016.00 \$
Cost of Capital (Discount Rate)	12%	12%	12%	12%
Long run growth rate	3%			

All dollar figures are in millions

	<u>2022</u>	<u>2023</u>	<u>2024</u>	<u>2025</u>
Revenue	81462 \$	114,046.80 \$	153,963.18 \$	198,396.62 \$
Cost of Revenue		\$ 86,675.57	\$ 115,472.39	\$ 146,813.50
Gross Margin		\$ 27,371.23	\$ 38,490.80	\$ 51,583.12
R&D	3075.00 \$	4,520.25 \$	5,379.10 \$	6,508.71 \$
SG&A	3946.00 \$	4,340.60 \$	4,687.85 \$	5,016.00 \$
EBITDA		\$ 18,510.38	\$ 28,423.85	\$ 40,058.42
Depreciation		\$ 5,702.34	\$ 7,313.25	\$ 8,927.85
EBIT		\$ 12,808.04	\$ 21,110.60	\$ 31,130.57
Taxes		\$ 2,689.69	\$ 4,433.23	\$ 6,537.42
Incremental Earnings		\$ 10,118.35	\$ 16,677.37	\$ 24,593.15
OCF= (EBIT + DEP) - TAXES		\$ 15,820.69	\$ 23,990.62	\$ 33,521.00

-Capital Expenditures	\$5,132	\$6,216	\$7,142
-----------------------	---------	---------	---------

=Free Cash Flow	\$ 10,688.59	\$ 17,774.36	\$ 26,378.72
-----------------	--------------	--------------	--------------

Total Free Cash Flow	\$ 10,688.59	\$ 17,774.36	\$ 26,378.72
----------------------	--------------	--------------	--------------

Terminal Value

		1	2	3
PV of CF	\$614,154.00	\$ 9,543.38	\$ 14,169.61	\$ 18,775.85

Enterprise Value	\$614,154.00
------------------	---------------------

Equity Value	\$633,240.00
--------------	---------------------

Equity Per Share	<u>\$180.00</u>
------------------	------------------------

Debt	\$ 3,099.00
------	-------------

Cash and Marketable Securities	\$ 22,185.00
--------------------------------	--------------

Shares Outstanding	3,518
--------------------	-------

Compound Annual Growth Rate (2023 to 203	60.74%
--	---------------

<u>2026</u>	<u>2027</u>	<u>2028</u>	<u>2029</u>	<u>2030</u>	<u>2031</u>	
28%	25%	17%	15%	13%	10%	
15%	11%	8%	5%	3%	3%	
29%	27%	17%	16%	15%	14%	3%
74.0%	74.0%	74.0%	74.0%	74.0%	74.0%	
18.0%	16.0%	14.0%	12.0%	10.0%	8.0%	
5.0%	4.0%	3.0%	2.0%	2.0%	2.0%	
4.0%	3.8%	3.5%	3.0%	3.0%	3.0%	
75.0%	70.0%	70.0%	70.0%	70.0%	70.0%	
80.0%	82.0%	85.0%	85.0%	85.0%	85.0%	
\$ 255,931.64	\$ 325,033.19	\$ 380,288.83	\$ 440,633.98	\$ 506,729.08	\$ 577,671.15	\$ 595,001.28
\$ 7,680.28	\$ 8,909.12	\$ 10,156.40	\$ 11,375.16	\$ 12,512.68	\$ 13,513.69	
\$ 5,266.80	\$ 5,477.47	\$ 5,641.79	\$ 5,754.63	\$ 5,869.72	\$ 5,987.12	
12%	12%	12%	12%	12%	12%	

<u>2026</u>	<u>2027</u>	<u>2028</u>	<u>2029</u>	<u>2030</u>	<u>2031</u>	<u>2032</u>
\$ 255,931.64	\$ 325,033.19	\$ 380,288.83	\$ 440,633.98	\$ 506,729.08	\$ 577,671.15	\$ 595,001.28
\$ 189,389.42	\$ 240,524.56	\$ 281,413.73	\$ 326,069.15	\$ 374,979.52	\$ 427,476.65	
\$ 66,542.23	\$ 84,508.63	\$ 98,875.10	\$ 114,564.84	\$ 131,749.56	\$ 150,194.50	
\$ 7,680.28	\$ 8,909.12	\$ 10,156.40	\$ 11,375.16	\$ 12,512.68	\$ 13,513.69	
\$ 5,266.80	\$ 5,477.47	\$ 5,641.79	\$ 5,754.63	\$ 5,869.72	\$ 5,987.12	
\$ 53,595.15	\$ 70,122.04	\$ 83,076.91	\$ 97,435.04	\$ 113,367.16	\$ 130,693.69	
\$ 10,237.27	\$ 12,188.74	\$ 13,310.11	\$ 13,219.02	\$ 15,201.87	\$ 17,330.13	
\$ 43,357.89	\$ 57,933.30	\$ 69,766.80	\$ 84,216.02	\$ 98,165.29	\$ 113,363.55	
\$ 9,105.16	\$ 12,165.99	\$ 14,651.03	\$ 17,685.36	\$ 20,614.71	\$ 23,806.35	
\$ 34,252.73	\$ 45,767.30	\$ 55,115.77	\$ 66,530.66	\$ 77,550.58	\$ 89,557.21	
\$ 44,490.00	\$ 57,956.05	\$ 68,425.88	\$ 79,749.68	\$ 92,752.45	\$ 106,887.34	

	\$7,678		\$8,532		\$9,317		\$9,253		\$10,641		\$12,131	
\$	36,812.05	\$	49,423.93	\$	59,108.80	\$	70,496.36	\$	82,111.14	\$	94,756.25	\$ 97,598.94
\$	36,812.05	\$	49,423.93	\$	59,108.80	\$	70,496.36	\$	82,111.14	\$	1,179,188.86	
										\$	1,084,432.61	
	4		5		6		7		8		9	
\$	23,394.72	\$	28,044.46	\$	29,946.36	\$	31,888.97	\$	33,163.31	\$	425,227.33	