

Tesla, Inc. is an American electric vehicle and clean energy company based in Palo Alto, California. Tesla's current products include electric cars, battery energy storage from home to grid-scale, solar panels and solar roof tiles, as well as other related products and services. In 2020, Tesla had the highest sales in the plug-in and battery electric passenger car segments, capturing 16% of the plug-in market (which includes plug-in hybrids) and 23% of the battery-electric (purely electric) market. Through its subsidiary Tesla Energy, the company develops and is a major installer of solar photovoltaic energy generation systems in the United States. Tesla Energy is also one of the largest global suppliers of battery energy storage systems, with 3 GWh of battery storage supplied in 2020.

Address: 3500 DEER CREEK RD, PALO ALTO, CA, US

Financials Date: Jun 30, 2023

Industry: MOTOR VEHICLES & PASSENGER CAR BODIES

Sector:

MANUFACTURING Exchange: NASDAQ

Executive Valuation Summary



Previous Close

230.04

Distance to Price Target

2.59%

Price Target

236

Valuation Measures

Market Cap	2.29T	Valuation Date	
Trailing P/E Ratio	23.60	WACC	19.40%
Forward P/E Ratio	24.10	EBITDA Multiple	31
PEG Ratio	2.87	Assumed Tax Rate	21.00%
Enterprise Value / EBITDA	18.24	Implied EV / EBITDA	35.88
Enterprise Value / Sales	6.16	Implied EV / FWD Sales	6.37
Price / Sales Ratio	5.82	Implied Price / FWD Sales	6.12

Model Assumptions

Price Target	Peer Comparison Summary		
	Name	EVToEBITDA	EVToRevenue
236	Tesla Inc	29.61	6.41
	Nio Inc Class A ...	-2.82	0.51
	Ford Motor Co...	7.04	0.95
	General Motors ...	5.78	0.93
	Average	7.16	1.47

Fiscal Year	2020	2021	2022	2023	2024	2025	2026	2027
Fiscal Period	FY	FY	FY	FY	FY	FY	FY	FY
Revenue	31.5B	53.8B	81.5B	101.0B	125.3B	155.3B	192.6B	238.8B
Revenue Growth using Manual percentage input	NaN	70.67%	51.35%	24.00%	24.00%	24.00%	24.00%	24.00%
Cost of Goods Sold (COGs)	24.9B	40.2B	60.6B	76.8B	95.2B	118.0B	146.4B	181.5B
% of Sales	78.98%	74.72%	74.40%	76.00%	76.00%	76.00%	76.00%	76.00%
Gross Profit	6.6B	13.6B	20.9B	24.2B	30.1B	37.3B	46.2B	57.3B
% of Sales - using Manual percentage input	21.02%	25.28%	25.60%	24.00%	24.00%	24.00%	24.00%	24.00%
Operating Expenses (SG&A)	-4.6B	-7.1B	-7.0B	-7.1B	-8.8B	-10.9B	-13.5B	-16.7B
% of Sales - using Manual percentage input	-14.70%	-13.21%	-8.62%	-7.00%	-7.00%	-7.00%	-7.00%	-7.00%
Operating Income (EBIT)	2.0B	6.5B	13.8B	17.2B	21.3B	26.4B	32.7B	40.6B
Interest Expense	-718000K	-315000K	106M	106M	106M	106M	106M	106M
Other Income	-122000K	162M	-219000K	0	0	0	0	0
Total Other Income	-840000K	-153000K	-113000K	-368667K	-368667K	-368667K	-368667K	-368667K
Pretax Income (EBT)	1.2B	6.3B	13.7B	16.8B	20.9B	26.0B	32.4B	40.2B
Income Tax Expense	292M	699M	1B	3.5B	4.4B	5.5B	6.8B	8.4B
Tax Rate	NaN	NaN	NaN	21.00%	21.00%	21.00%	21.00%	21.00%
Net Income	862.0M	5.6B	12.6B	13.3B	16.5B	20.6B	25.6B	31.8B
Operating Income (EBIT)	2.0B	6.5B	13.8B	17.2B	21.3B	26.4B	32.7B	40.6B
Depreciation & Amortization (D&A)	2.3B	2.9B	3.7B	5.1B	6.3B	7.8B	9.6B	12.0B
% of Sales	7.36%	5.41%	4.60%	5.00%	5.00%	5.00%	5.00%	5.00%
EBITDA	4.3B	9.4B	17.6B	22.2B	27.6B	34.2B	42.4B	52.5B
Diluted EPS	0.26	1.67	3.87	4.09	5.09	6.33	7.87	9.78
Diluted EPS Growth		551.28%	132.49%	5.46%	24.53%	24.42%	24.34%	24.27%

Discounted Cash Flow Analysis	2023	2024	2025	2026	2027	Normalized
EBITDA	22.2B	27.6B	34.2B	42.4B	52.5B	52.5B
Less: D&A	-5054764.9K	-6267908.5K	-7772206.5K	-9637536.1K	-11950544.7K	-20663472.1K
EBIT	17.2B	21.3B	26.4B	32.7B	40.6B	31.9B
Less: Taxes	-3606159.8K	-4471638.2K	-5544831.3K	-6875590.9K	-8525732.7K	-6696017.9K
NOPAT	13.6B	16.8B	20.9B	25.9B	32.1B	25.2B
Plus: D&A	5.1B	6.3B	7.8B	9.6B	12.0B	20.7B
Less: CapEx	-8740103.1K	-10837727.9K	-13438782.6K	-16664090.4K	-20663472.1K	-20663472.1K
Less: (Increase) / Decrease in NWC	14.6B	-6815856.7K	3.5B	4.4B	5.4B	
Unlevered Free Cash Flow	24.5B	5.4B	18.7B	23.2B	28.8B	25.2B
Discount Period	0.5	1.5	2.5	3.5	4.5	4.5
Discount Factor	0.915	0.766	0.642	0.538	0.450	0.450
PV of Unlevered Free Cash Flow	22.4B	4.2B	12.0B	12.5B	13.0B	

Fiscal Year	2023	2023	2023	2024	2024	2024	2024	2025
Fiscal Period	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1
Revenue	26.0B	27.7B	29.4B	31.0B	32.7B	34.4B	36.0B	37.7B
<i>Revenue Growth</i>	53.74%	29.12%	20.78%	33.05%	25.63%	24.09%	22.72%	21.50%
Cost of Goods Sold (COGs)	20.2B	21.6B	23.1B	24.6B	26.1B	27.6B	29.1B	30.7B
<i>% of Sales</i>	77.49%	78.05%	78.62%	79.18%	79.75%	80.31%	80.87%	81.44%
Gross Profit	5.9B	6.1B	6.3B	6.5B	6.6B	6.8B	6.9B	7.0B
<i>% of Sales</i>	22.51%	21.95%	21.38%	20.82%	20.25%	19.69%	19.13%	18.56%
Operating Expenses (SG&A)	-1843.5M	-1857.2M	-1870.9M	-1884.5M	-1898.2M	-1911.9M	-1925.6M	-1939.2M
<i>% of Sales</i>	-7.08%	-6.70%	-6.37%	-6.07%	-5.80%	-5.56%	-5.34%	-5.14%
Operating Income (EBIT)	4.0B	4.2B	4.4B	4.6B	4.7B	4.9B	5.0B	5.1B
Interest Expense	80.8M	80.8M	80.8M	80.8M	80.8M	80.8M	80.8M	80.8M
Other Income	-80750.0K	-80750.0K	-80750.0K	-80750.0K	-80750.0K	-80750.0K	-80750.0K	-80750.0K
Total Other Income	0.0K	0.0K	0.0K	0.0K	0.0K	0.0K	0.0K	0.0K
Pretax Income (EBT)	4.0B	4.2B	4.4B	4.6B	4.7B	4.9B	5.0B	5.1B
Income Tax Expense	843.5M	886.7M	925.9M	961.2M	992.5M	1.0B	1.0B	1.1B
<i>Tax Rate</i>	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%
Net Income	3.2B	3.3B	3.5B	3.6B	3.7B	3.8B	3.9B	4.0B
Operating Income (EBIT)	4.0B	4.2B	4.4B	4.6B	4.7B	4.9B	5.0B	5.1B
Depreciation & Amortization (D&A)	1.3B	1.4B	1.4B	1.5B	1.6B	1.7B	1.8B	1.8B
<i>% of Sales</i>	4.89%	4.89%	4.89%	4.89%	4.89%	4.89%	4.89%	4.89%
EBITDA	5.3B	5.6B	5.8B	6.1B	6.3B	6.5B	6.7B	6.9B
Diluted EPS	1.00	1.07	1.14	1.20	1.26	1.32	1.37	1.42
<i>EPS Growth</i>	53.18%	11.57%	-29.11%	64.05%	25.77%	23.08%	20.71%	18.60%

