

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, 2022

Industry: MOTOR VEHICLES & PASSENGER CAR BODIES

Sector: MANUFACTURING

Exchange: NASDAQ

Executive Valuation Summary



Previous Close

222.04

Distance to Price Target

35.27%

Price Target

300.35

Valuation Measures

Market Cap	689.96B	Valuation Date	
Trailing P/E Ratio	74.39	WACC	20.42%
Forward P/E Ratio	37.31	EBITDA Multiple	33
PEG Ratio	1.69	Assumed Tax Rate	21.00%
Enterprise Value / EBITDA	47.11	Implied EV / EBITDA	53.24
Enterprise Value / Sales	10.05	Implied EV / FWD Sales	9.64
Price / Sales Ratio	10.27	Implied Price / FWD Sales	9.52

Model Assumptions

Z-Score Adjustment

-0.95

Trading Channel Adjustment

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Peer Comparison Summary

Name	EV/EBITDA	EV/Sales
Tesla Inc	47.11	10.05
Rambus Inc	72.06	6.59
Mondelez Internationa...	17.26	3.27
Generac Holdings Inc	12.32	2.36
Average	11.95	87.42

Fiscal Year	2019	2020	2021	2022	2023	2024	2025	2026
Fiscal Period	FY	FY	FY	FY	FY	FY	FY	FY
Revenue	24.6B	31.5B	53.8B	80.4B	106.3B	140.6B	185.9B	245.8B
Revenue Growth derived from Quarterly Model	NaN	28.31%	70.67%	49.33%	32.24%	32.24%	32.24%	32.24%
Cost of Goods Sold (COGs)	20.5B	24.9B	40.2B	59.3B	76.9B	101.6B	134.4B	177.7B
% of Sales	83.44%	78.98%	74.72%	73.78%	72.31%	72.31%	72.31%	72.31%
Gross Profit	4.1B	6.6B	13.6B	21.1B	29.4B	38.9B	51.5B	68.1B
% of Sales - Derived from Quarterly Model	16.56%	21.02%	25.28%	26.22%	27.69%	27.69%	27.69%	27.69%
Operating Expenses (SG&A)	-4.0B	-4.6B	-7.1B	-7.0B	-7.5B	-9.9B	-13.0B	-17.3B
% of Sales - Derived from Quarterly Model	-16.23%	-14.70%	-13.21%	-8.66%	-7.02%	-7.02%	-7.02%	-7.02%
Operating Income (EBIT)	80.0M	2.0B	6.5B	14.1B	22.0B	29.1B	38.4B	50.8B
Interest Expense	-641000K	-718000K	-315000K	-315000K	-315000K	-315000K	-315000K	-315000K
Other Income	-104000K	-122000K	162M	0	0	0	0	0
Total Other Income	-745000K	-840000K	-153000K	-579333K	-579333K	-579333K	-579333K	-579333K
Pretax Income (EBT)	-665000.0K	1.2B	6.3B	13.5B	21.4B	28.5B	37.8B	50.2B
Income Tax Expense	110M	292M	699M	2.8B	4.5B	6.0B	7.9B	10.5B
Tax Rate	NaN	NaN	NaN	21.00%	21.00%	21.00%	21.00%	21.00%
Net Income	-775000.0K	862.0M	5.6B	10.7B	16.9B	22.5B	29.9B	39.7B
Operating Income (EBIT)	80.0M	2.0B	6.5B	14.1B	22.0B	29.1B	38.4B	50.8B
Depreciation & Amortization (D&A)	2.2B	2.3B	2.9B	5.1B	6.8B	9.0B	11.9B	15.7B
% of Sales	8.76%	7.36%	5.41%	6.39%	6.39%	6.39%	6.39%	6.39%
EBITDA	2.2B	4.3B	9.4B	19.2B	28.8B	38.0B	50.3B	66.5B
Diluted EPS	-0.29	0.27	1.68	5.71	8.54	11.29	14.93	19.74
Diluted EPS Growth		-190.89%	531.43%	240.93%	49.46%	32.24%	32.24%	32.24%

Discounted Cash Flow Analysis	2022	2023	2024	2025	2026	Normalized
EBITDA	19.2B	28.8B	38.0B	50.3B	66.5B	66.5B
Less: D&A	-5132400.6K	-6787096.8K	-8975270.3K	-11868915.2K	-15695477.1K	-27507460.0K
EBIT	14.1B	22.0B	29.1B	38.4B	50.8B	39.0B
Less: Taxes	-2963015.0K	-4614051.4K	-6101630.7K	-8068808.5K	-10670208.4K	-8189692.0K
NOPAT	11.1B	17.4B	23.0B	30.4B	40.1B	30.8B
Plus: D&A	5.1B	6.8B	9.0B	11.9B	15.7B	27.5B
Less: CapEx	-8994903.7K	-11894878.6K	-15729811.0K	-20801133.3K	-27507460.0K	-27507460.0K
Less: (Increase) / Decrease in NWC	6.6B	4.5B	6.9B	9.1B	12.1B	
Unlevered Free Cash Flow	13.9B	16.7B	23.1B	30.6B	40.4B	30.8B
Discount Period	0.5	1.5	2.5	3.5	4.5	4.5
Discount Factor	0.911	0.757	0.628	0.522	0.433	0.433
PV of Unlevered Free Cash Flow	12.7B	12.7B	14.5B	15.9B	17.5B	

Fiscal Year	2022	2022	2023	2023	2023	2023	2024	2024
Fiscal Period	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2
Revenue	21.5B	23.2B	24.5B	25.8B	27.1B	28.9B	29.7B	31.0B
<i>Revenue Growth</i>	55.95%	31.09%	30.71%	52.37%	26.27%	24.32%	21.00%	19.95%
Cost of Goods Sold (COGs)	21.5B	23.2B	24.5B	25.8B	27.1B	28.9B	29.7B	31.0B
<i>% of Sales</i>	55.95%	31.09%	30.71%	52.37%	26.27%	24.32%	21.00%	19.95%
Gross Profit	5.4B	6.0B	6.5B	7.0B	7.6B	8.3B	8.8B	9.4B
<i>% of Sales</i>	24.99%	25.76%	26.53%	27.31%	28.08%	28.85%	29.62%	30.40%
Operating Expenses (SG&A)	-1659.3M	-1717.3M	-1775.4M	-1833.5M	-1891.6M	-1949.6M	-2007.7M	-2065.8M
<i>% of Sales</i>	-7.73%	-7.39%	-7.24%	-7.11%	-6.98%	-6.75%	-6.77%	-6.67%
Operating Income (EBIT)	3.7B	4.3B	4.7B	5.2B	5.7B	6.4B	6.8B	7.3B
Interest Expense	-53250.0K	-53250.0K	-53250.0K	-53250.0K	-53250.0K	-53250.0K	-53250.0K	-53250.0K
Other Income	-11750.0K	-11750.0K	-11750.0K	-11750.0K	-11750.0K	-11750.0K	-11750.0K	-11750.0K
Total Other Income	-65000.0K	-65000.0K	-65000.0K	-65000.0K	-65000.0K	-65000.0K	-65000.0K	-65000.0K
Pretax Income (EBT)	3.6B	4.2B	4.7B	5.1B	5.7B	6.3B	6.7B	7.3B
Income Tax Expense	763.7M	882.3M	979.5M	1.1B	1.2B	1.3B	1.4B	1.5B
<i>Tax Rate</i>	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%
Net Income	2.9B	3.3B	3.7B	4.1B	4.5B	5.0B	5.3B	5.7B
Operating Income (EBIT)	3.7B	4.3B	4.7B	5.2B	5.7B	6.4B	6.8B	7.3B
Depreciation & Amortization (D&A)	1.2B	1.3B	1.4B	1.4B	1.5B	1.6B	1.7B	1.7B
<i>% of Sales</i>	5.57%	5.57%	5.57%	5.57%	5.57%	5.57%	5.57%	5.57%
EBITDA	4.9B	5.6B	6.1B	6.6B	7.2B	8.0B	8.4B	9.1B
Diluted EPS	0.84	0.96	1.06	1.15	1.25	1.38	1.45	1.56
<i>EPS Growth</i>	70.44%	38.27%	38.48%	75.75%	48.28%	43.57%	37.55%	35.16%

