

T E S L A



MODEL 3 MILESTONES - LAST 4 QUARTERS

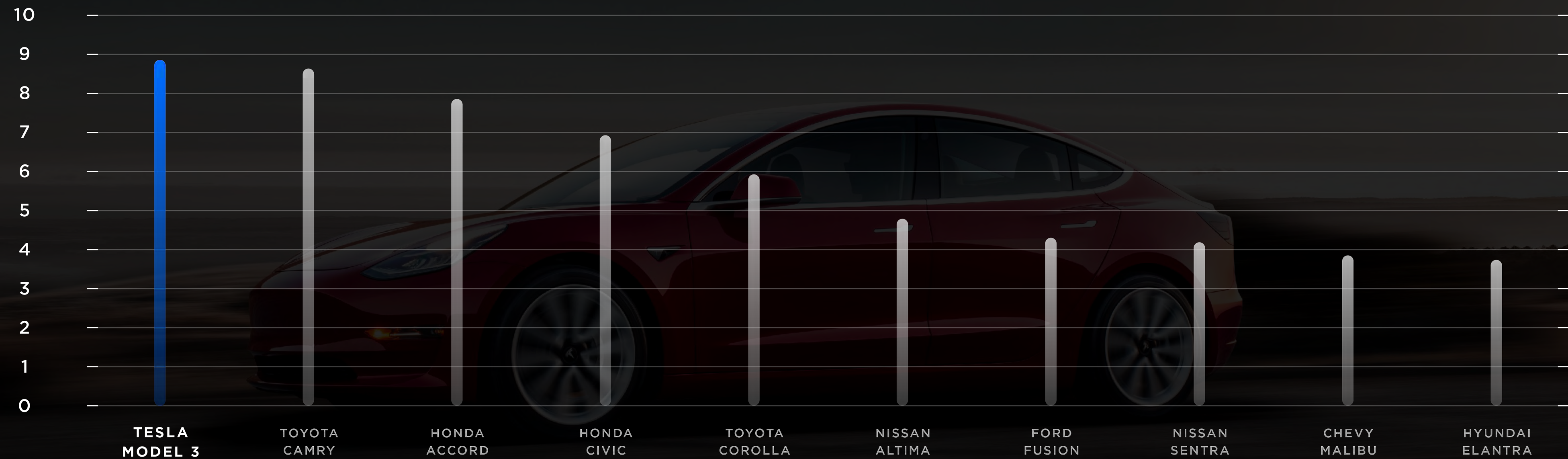


Outselling all competitors combined

Highest revenue car in the U.S.

Best in class performance

MODEL 3 IS THE BEST-SELLING CAR BY REVENUE (\$BN)



Last 4 quarters in the U.S.

MODEL 3 OUTSELLING ALL DIRECT COMPETITORS COMBINED (UNITS)

TESLA
MODEL 3

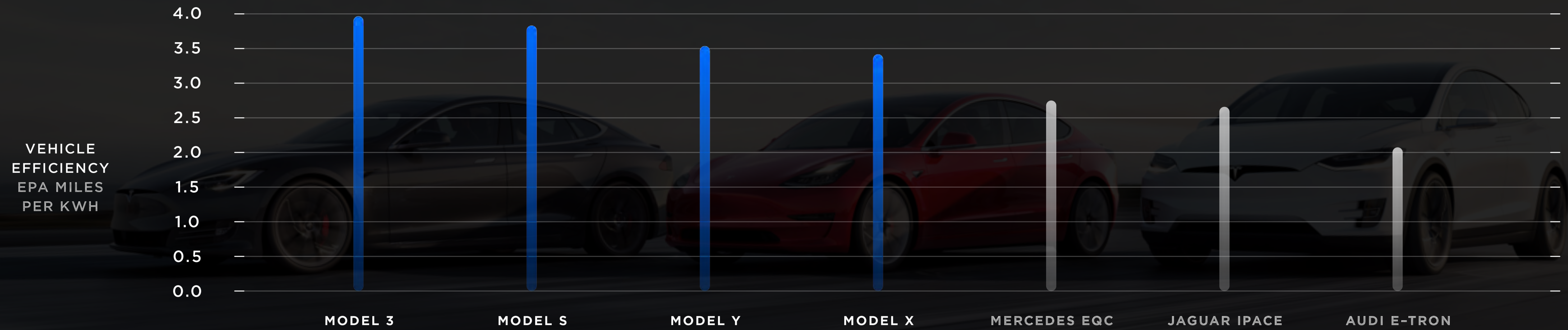
ALL MAIN
COMPETITORS



Last 4 quarters in the U.S.

Source: OEM data

THE MOST ENERGY-EFFICIENT IN THE WORLD



Source: OEM data,
Disclaimer: Total battery pack size used for calculation, Mercedes EQC estimated
EPA range of 220 miles. Model S & X standard range efficiency.

MODEL S + MODEL X: RECORD-BREAKING RANGE



370 mi

Model S range

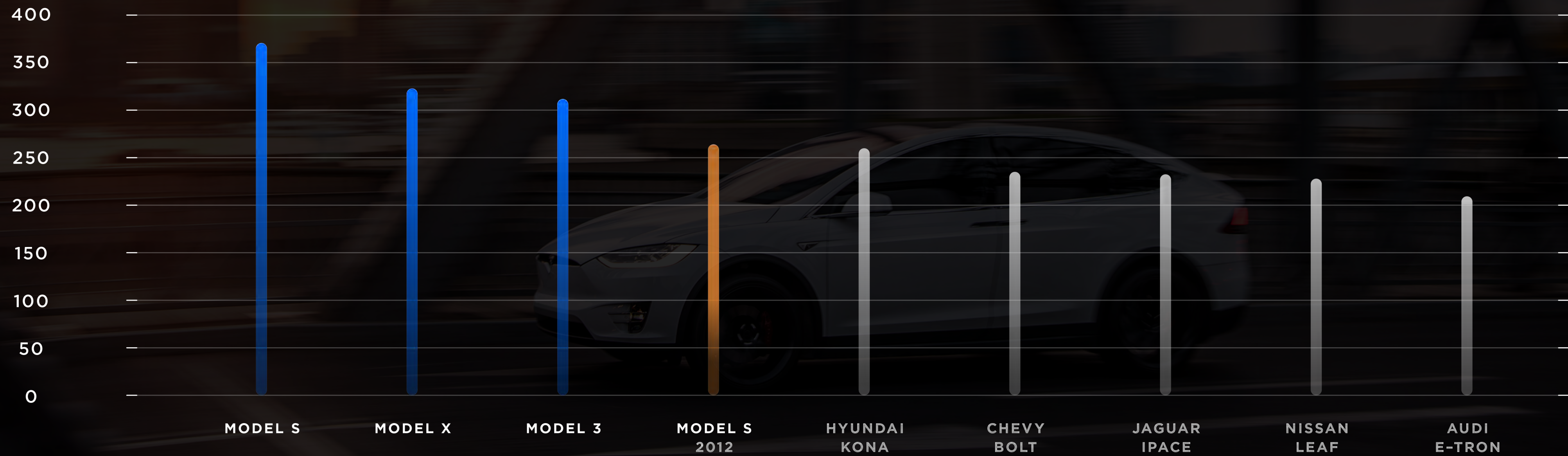
Bay Area - LA

On a single charge

325 mi

Model X range

UNMATCHED RANGE SINCE 2012



Model S range from 2012 has still not been surpassed

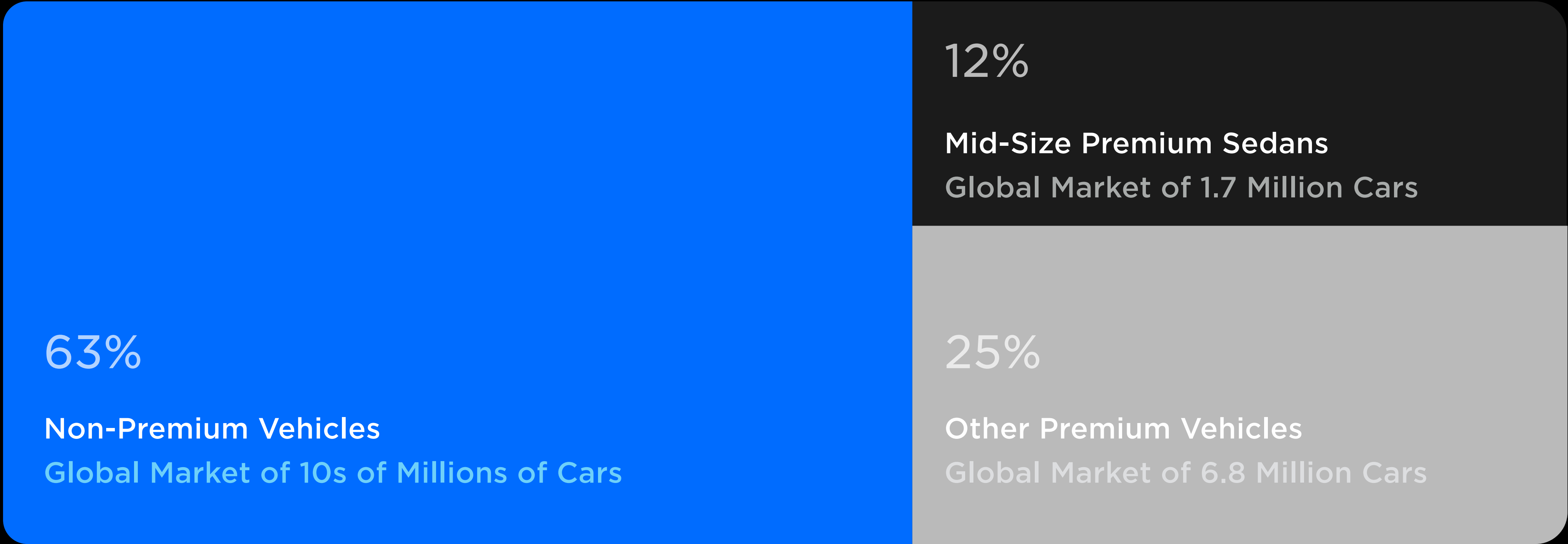
VEHICLE DEMAND VS. SUPPLY



Quarter-to-date, orders for
Model S, X & 3 are outpacing production

~90% of orders are coming from
non-reservation holders

MODEL 3 MARKET POTENTIAL: ANALYSIS OF TRADE-INS



Total cost of ownership comparable to Toyota Camry or Honda Accord

AUTONOMY INVESTOR DAY



21x faster custom-built
processing chip

Feature complete
by 2019

1 million robotaxi-
capable cars by 2020

MODEL Y REVEAL



2.5x

Bigger segment
than Model 3

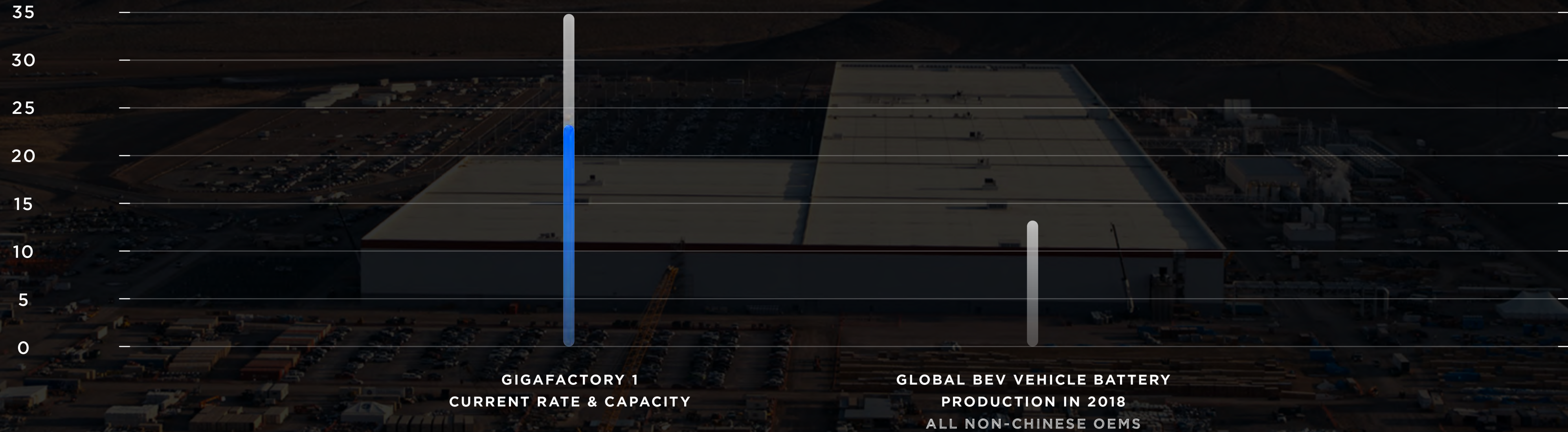
300 mi

Range

Fall 2020

Volume production

GIGAFACTORY 1



World's largest
Battery factory

Lowest cost
per kWh

Almost half of global EV
battery production

GIGAFACTORY SHANGHAI



End of 2019

Vehicle production begins

150k Model 3s

First phase capacity per year

GIGAFACTORY EUROPE



Active search for a European location

TESLA ENERGY

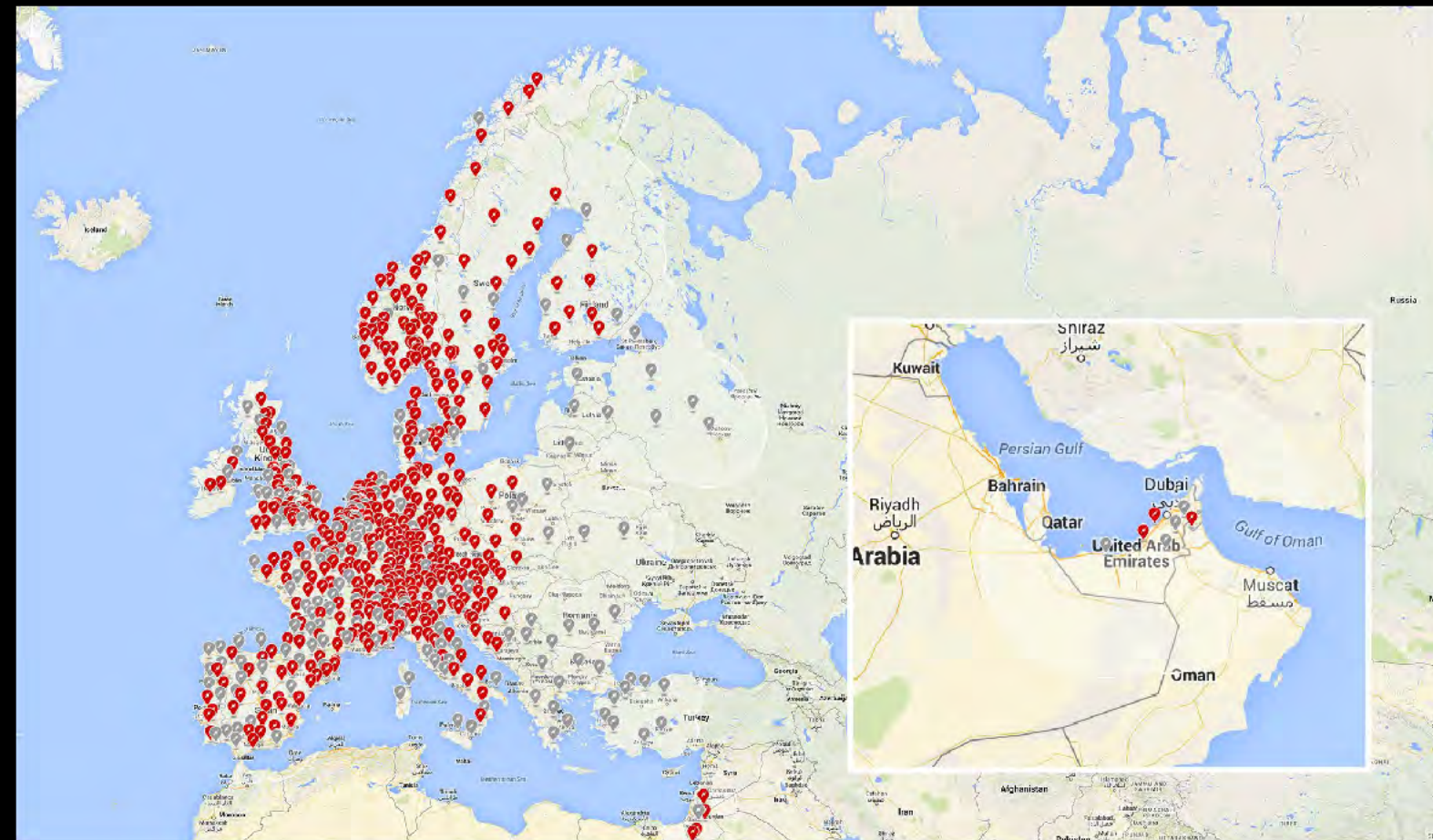


2x storage growth
Compared to 2018

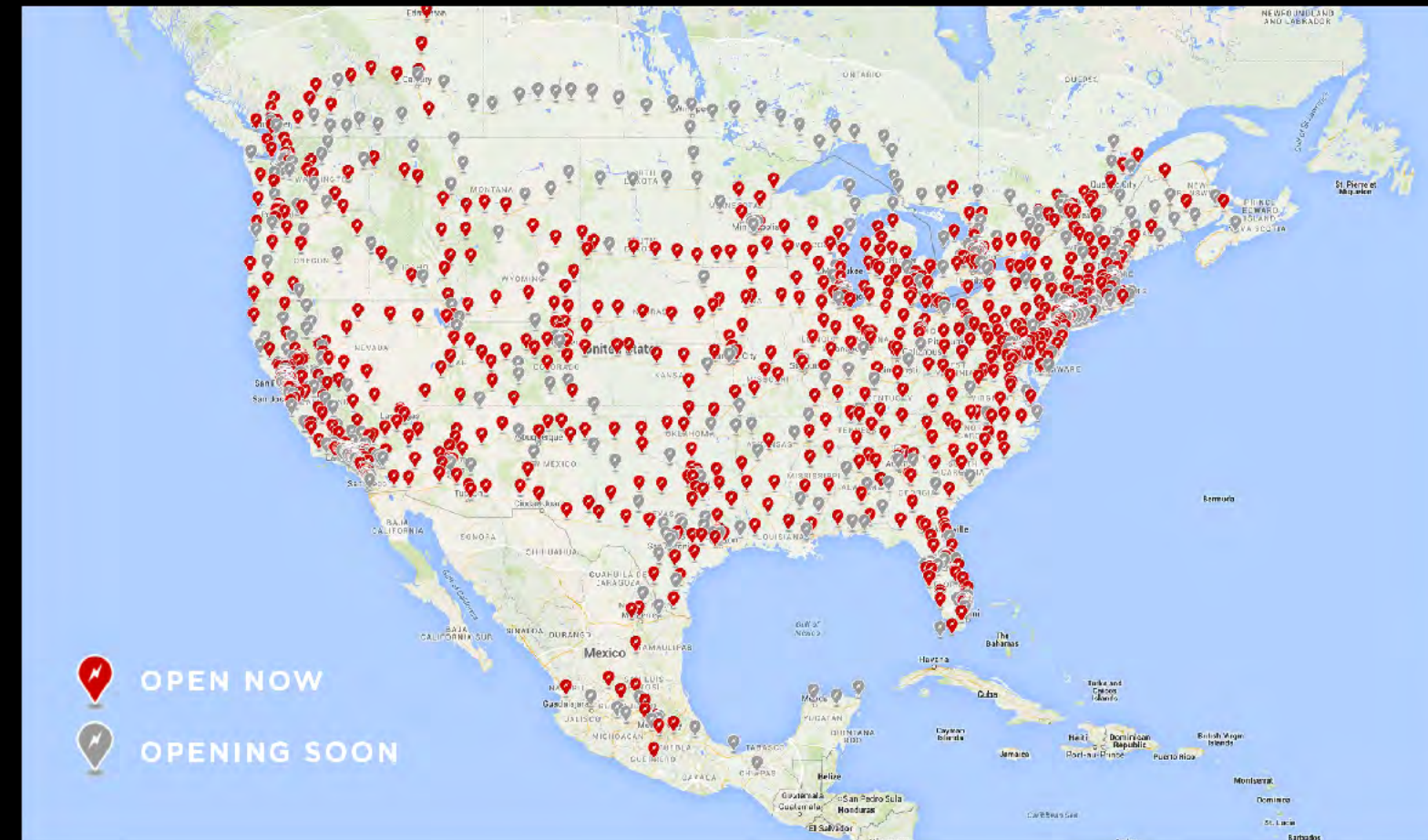
1 GWh energy storage
deployed in 2018

Solar Roof currently
installing in 8 States

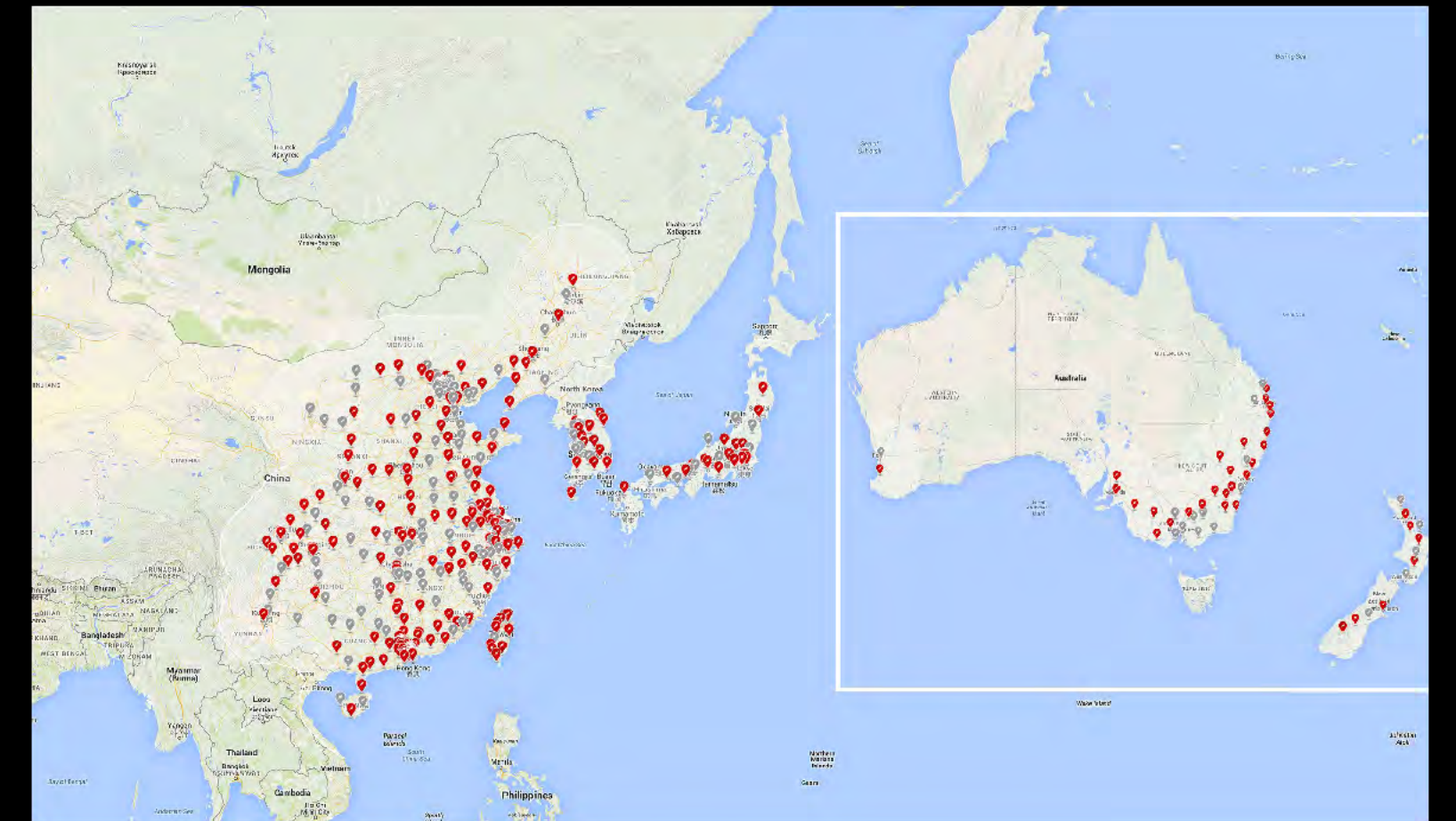
V3 SUPERCHARGER: 75 MILES IN 5 MIN



450+ sites
Europe & Middle East



700+ sites
North America



350+ sites
Asia

UNMATCHED PRODUCT LINEUP



Model Y

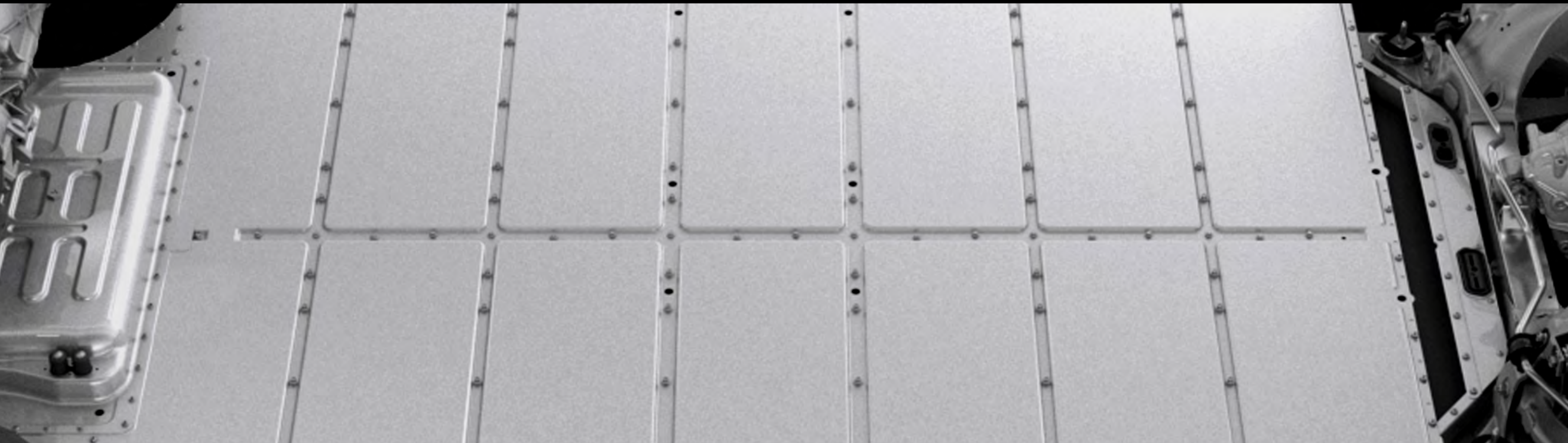


Cyberpunk Truck



Semi

BATTERY & POWERTRAIN INVESTOR DAY



Coming soon

CERTAIN STATEMENTS IN THIS PRESENTATION, INCLUDING STATEMENTS RELATING TO FUTURE PRODUCT SALES, DELIVERIES AND PRODUCTION, POTENTIAL MARKETS FOR VEHICLE SALES, AND EXPECTED TIMELINES AND FEATURES OF PRODUCTS AND SERVICES, ARE “FORWARD-LOOKING STATEMENTS” THAT ARE SUBJECT TO RISKS AND UNCERTAINTIES. THESE FORWARD-LOOKING STATEMENTS ARE BASED ON MANAGEMENT’S CURRENT EXPECTATIONS, AND AS A RESULT OF CERTAIN RISKS AND UNCERTAINTIES, ACTUAL RESULTS MAY DIFFER MATERIALLY FROM THOSE PROJECTED.

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