

ANNUAL  
SHAREHOLDER  
MEETING





# NOT TRUE

"Tesla is no longer focused on expanding its vehicle lineup."

"Tesla is abandoning Supercharging."

"Elon is threatening to move AI out of Tesla."

"Tesla is a one-man show."

"Elon is a part-time CEO."

# Our Impact is Accelerating

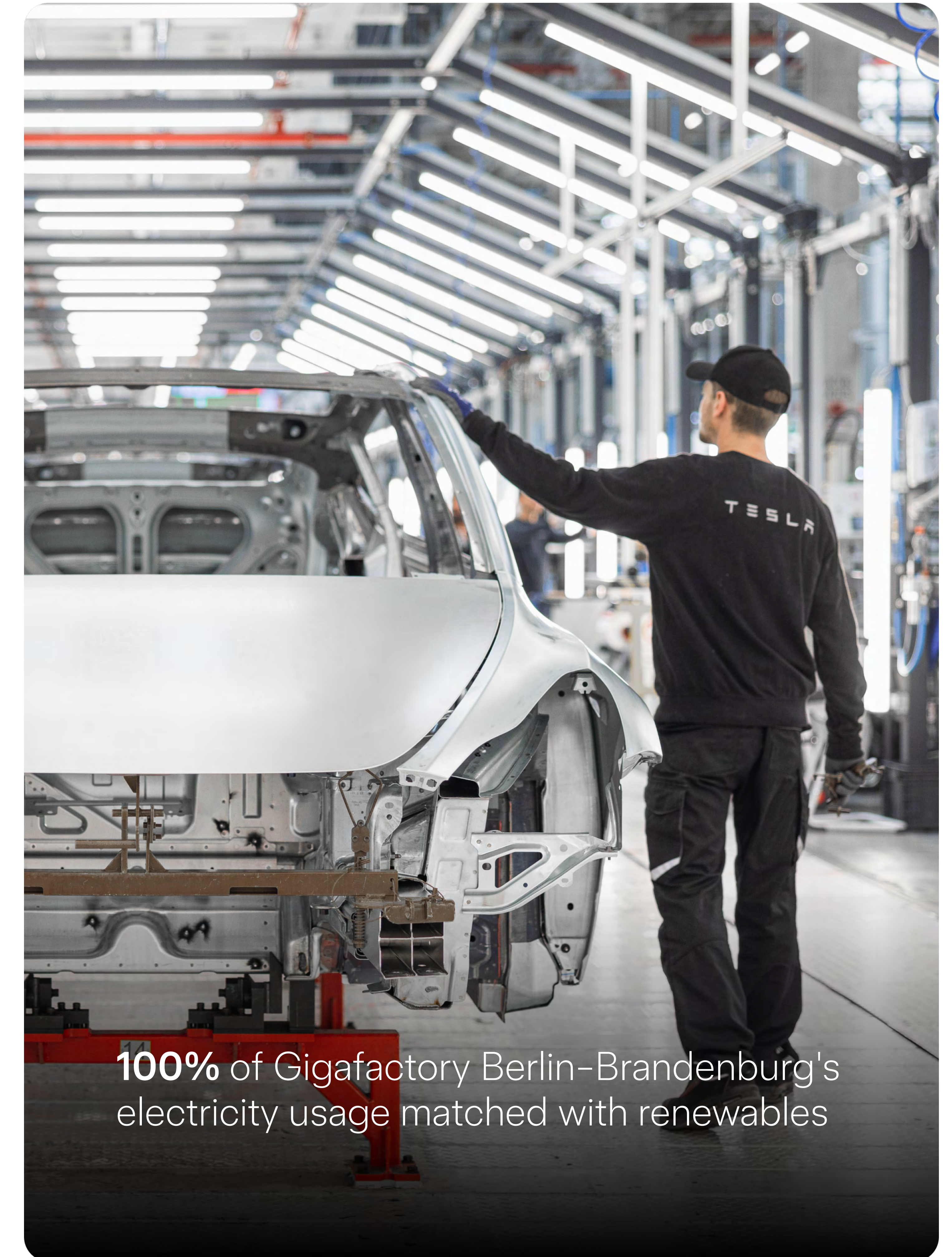
Tesla's mission is to accelerate the world's transition to sustainable energy.

In 2023, our customers **avoided releasing over 20 million metric tons of CO<sub>2</sub>e** into the atmosphere by using our products.





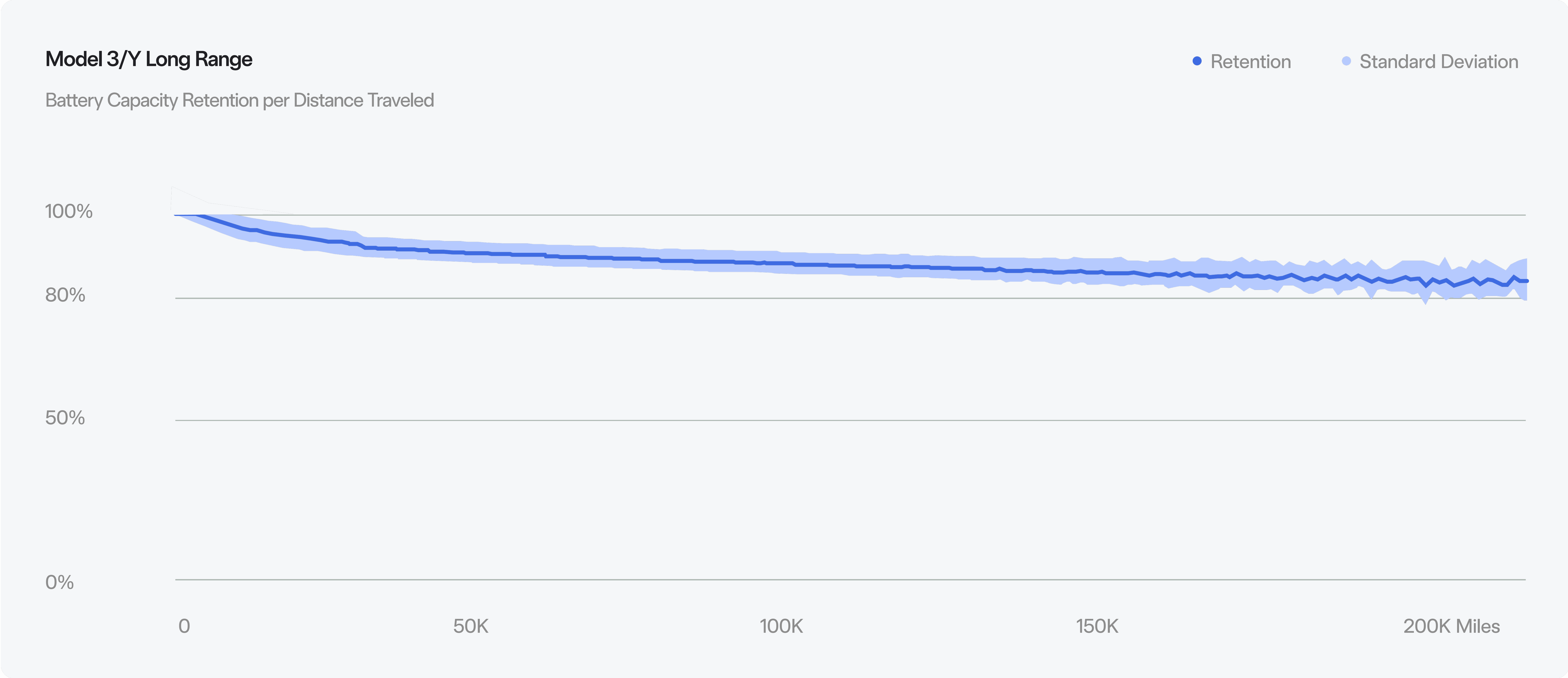
# Setting a New Standard for Sustainable Manufacturing





# Our Batteries Are Designed to Outlast Our Vehicles

Model 3 and Model Y battery packs retain 85% of their capacity on average after 200K miles of driving

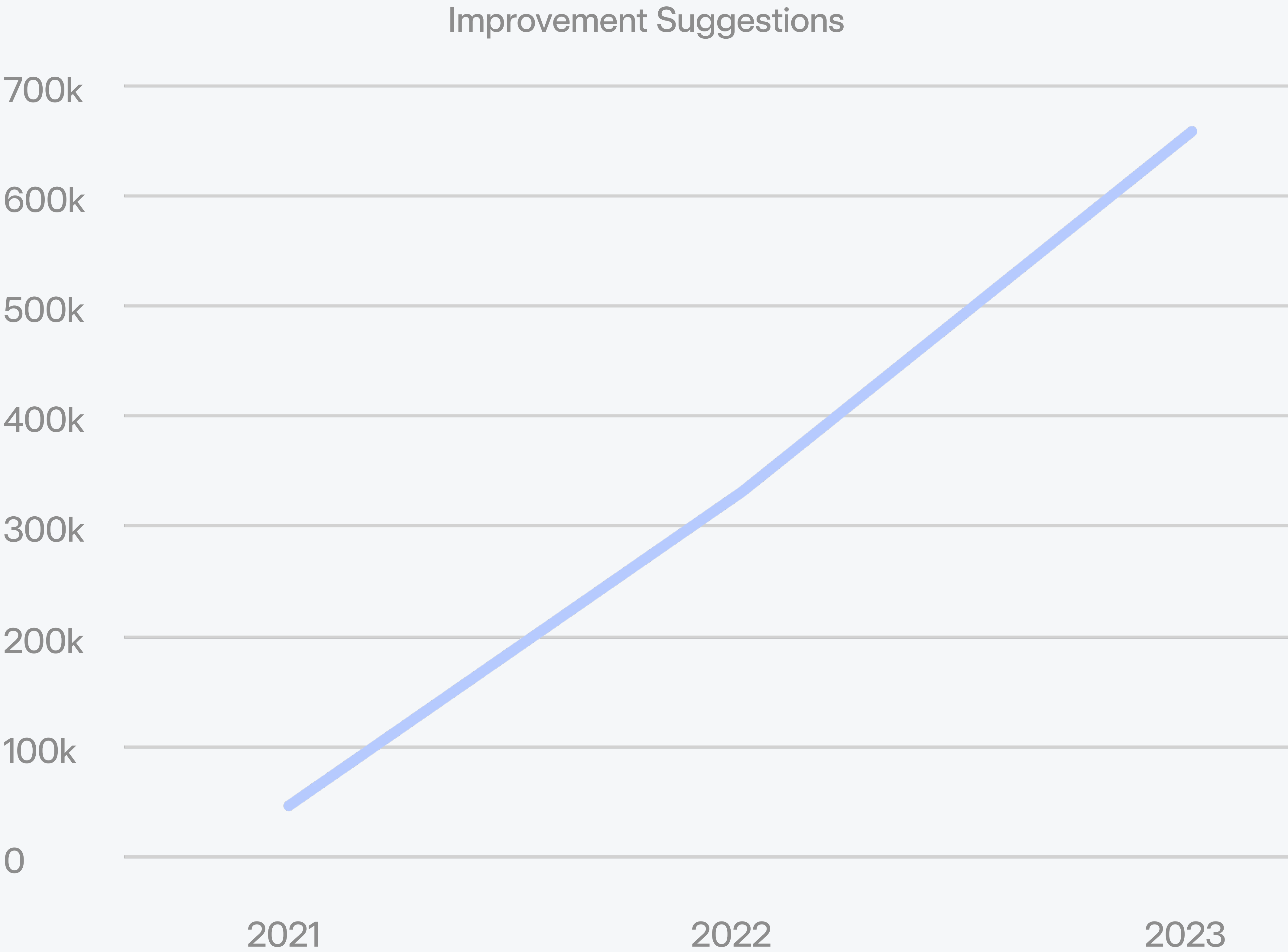
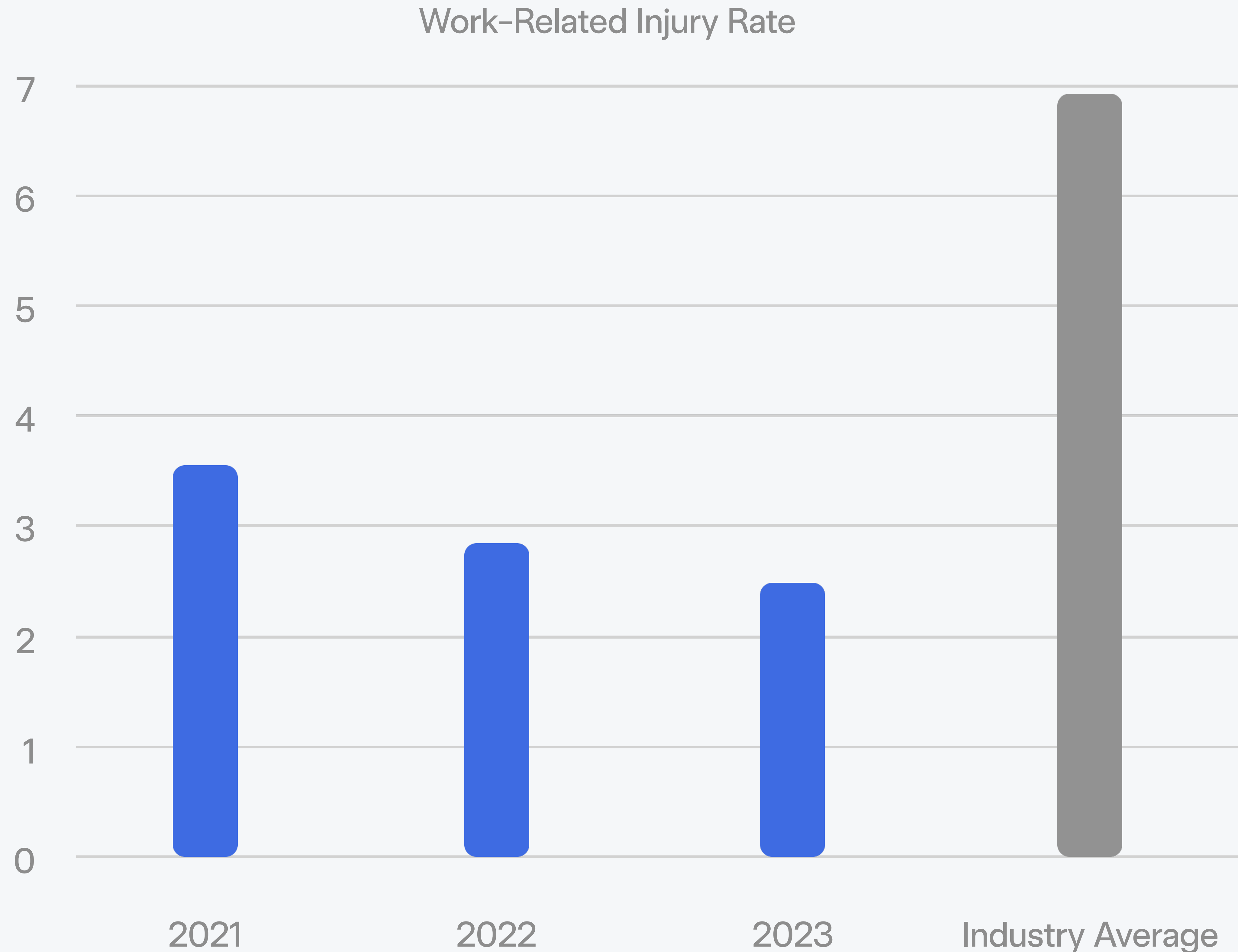




# Building the Safest Possible Operations With Our Employees

Work-related injury rate has decreased as employee engagement has increased

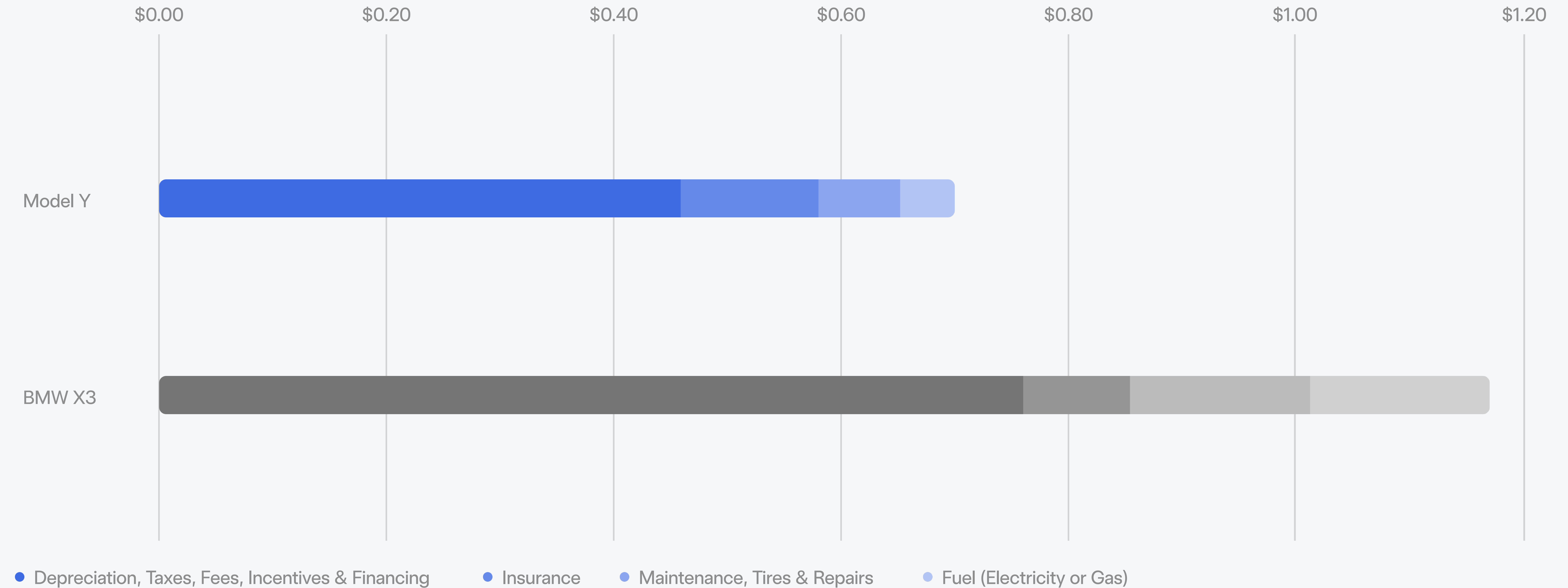
## Work-related injury rate and improvement suggestions





# We're Making EVs Affordable

Total Cost of Ownership per Mile

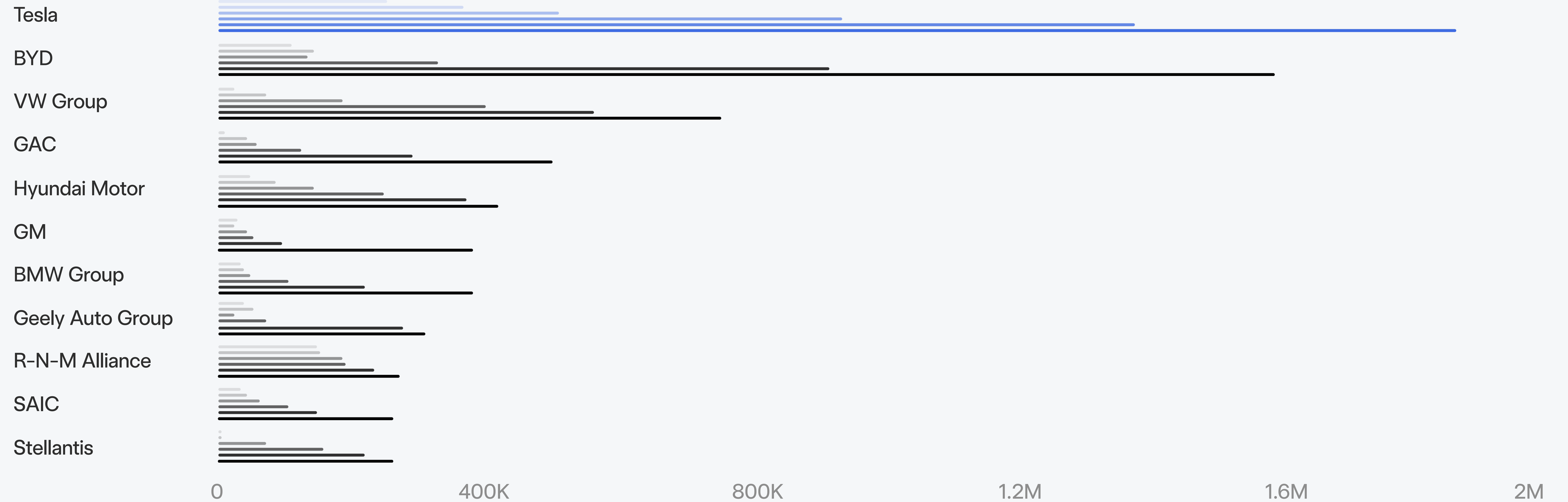




# We Produced the Most EVs Globally in 2023

## Electric Vehicles Produced

● 2018 ● 2019 ● 2020 ● 2021 ● 2022 ● 2023



Source: EV-volumes.com; microcars not included. Tesla data are production volumes; other OEMs' sales and delivery volumes are assumed to approximate their production for the year.



# And Over 6 Million Vehicles All-Time





In 2023, We Broke Our Yearly Production Record at Fremont 





# Made the Impossible Possible With Cybertruck





# Launched Upgraded Model 3



Available globally, starting at \$299 per month, \$216 after gas savings, in the U.S.



# And Model 3 Performance





# Model Y Became the Best-Selling Vehicle Globally





# We're Accelerating Fleet Electrification





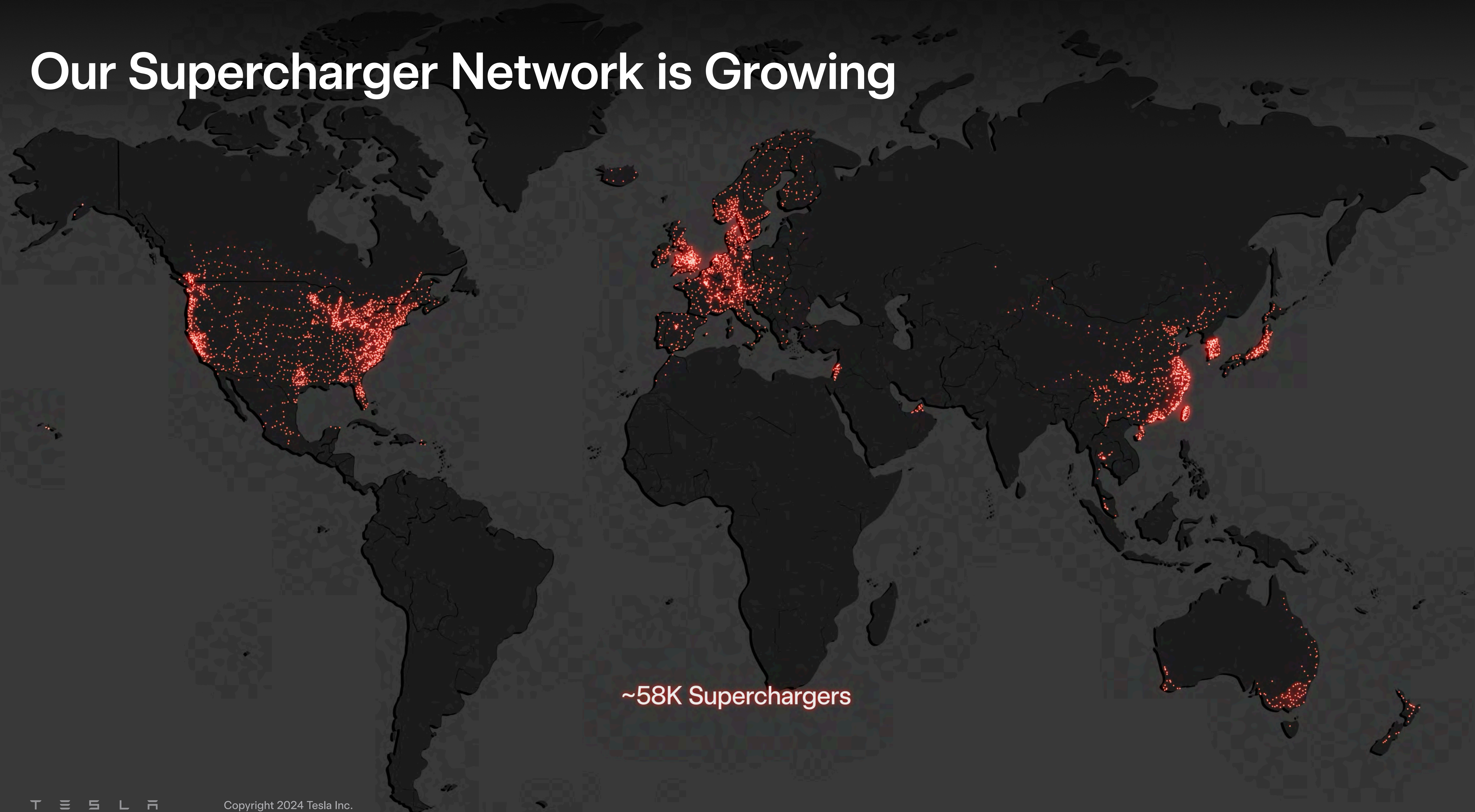
# We Still Have a Long Way to Go

The world needs to replace the vehicle fleet with EVs





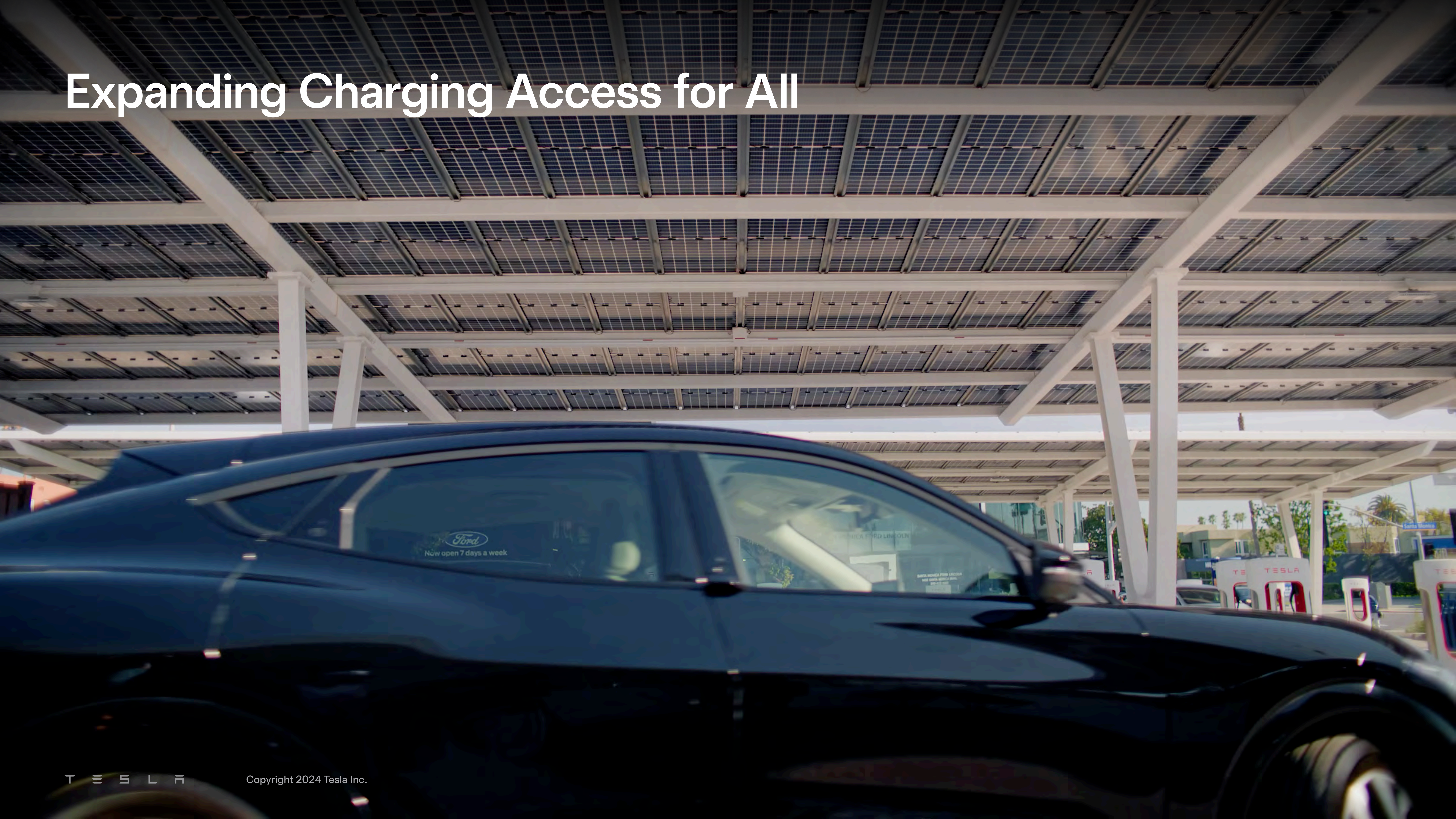
# Our Supercharger Network is Growing



~58K Superchargers



# Expanding Charging Access for All





# Innovating Battery Manufacturing

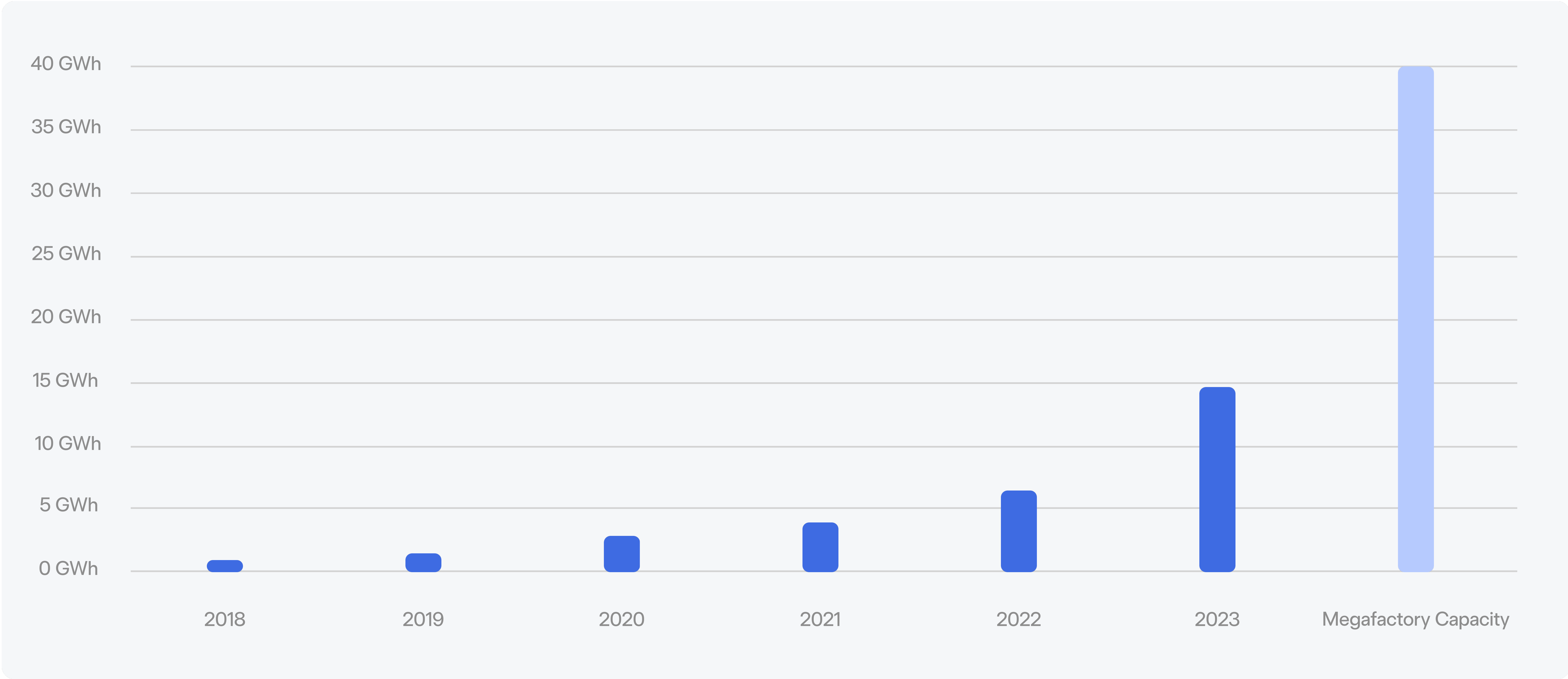


Tesla Lithium Refinery



# This Year, We're on Track to Complete a Record Number of Energy Storage Deployments

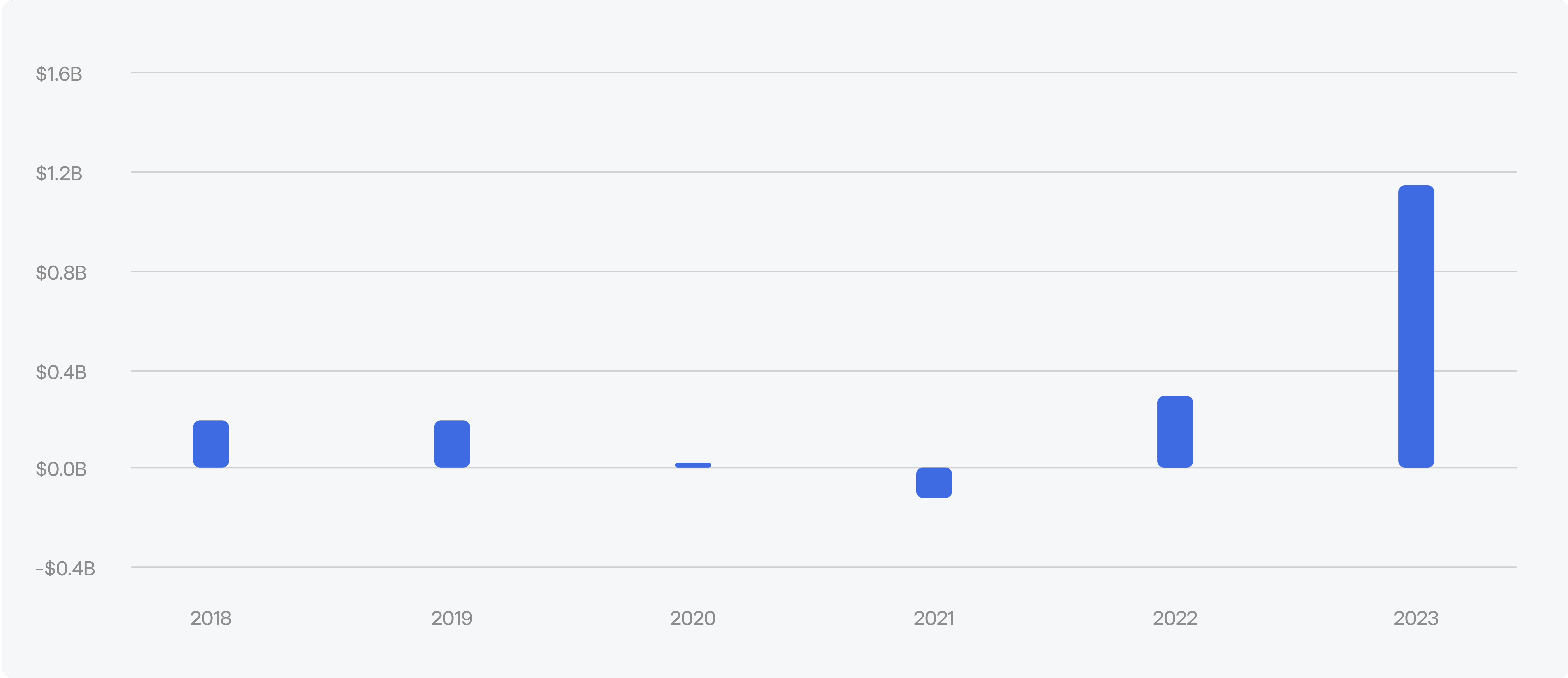
More than 40GWh of capacity between Lathrop Megafactory and Gigafactory Nevada





# We Generated Record Gross Profit from Energy in 2023

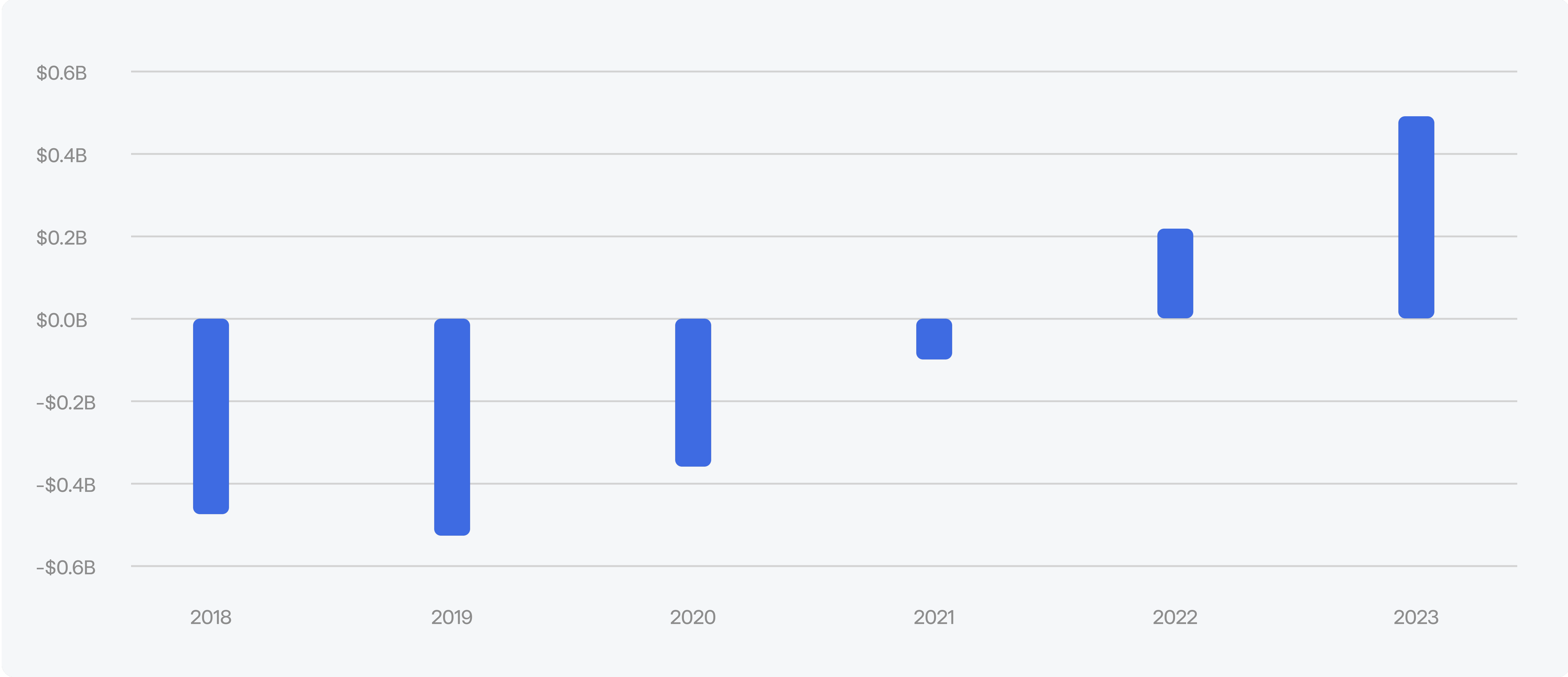
Ramping Megapack volumes leading to ramping gross profit





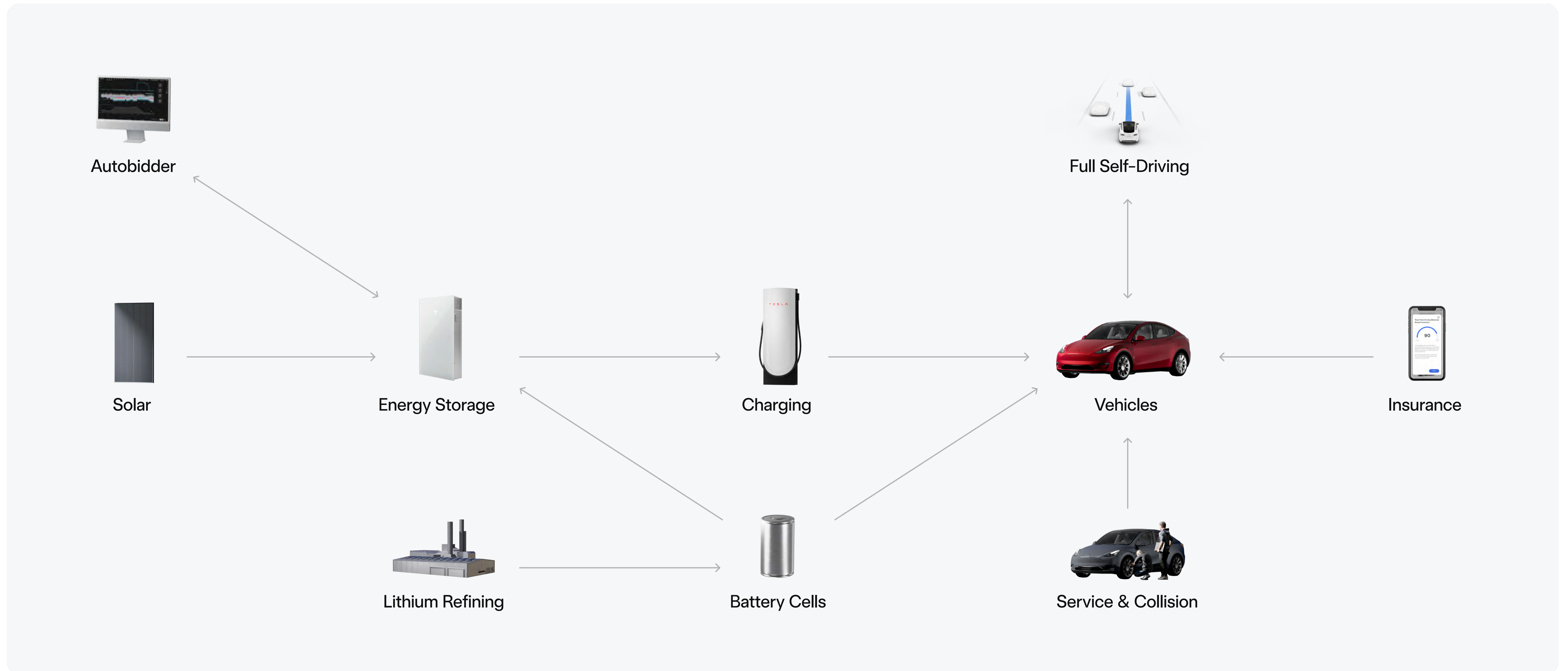
# Services and Other Gross Profit Reached \$0.5B in 2023

As our fleet grows, Services and Other gross profit is growing



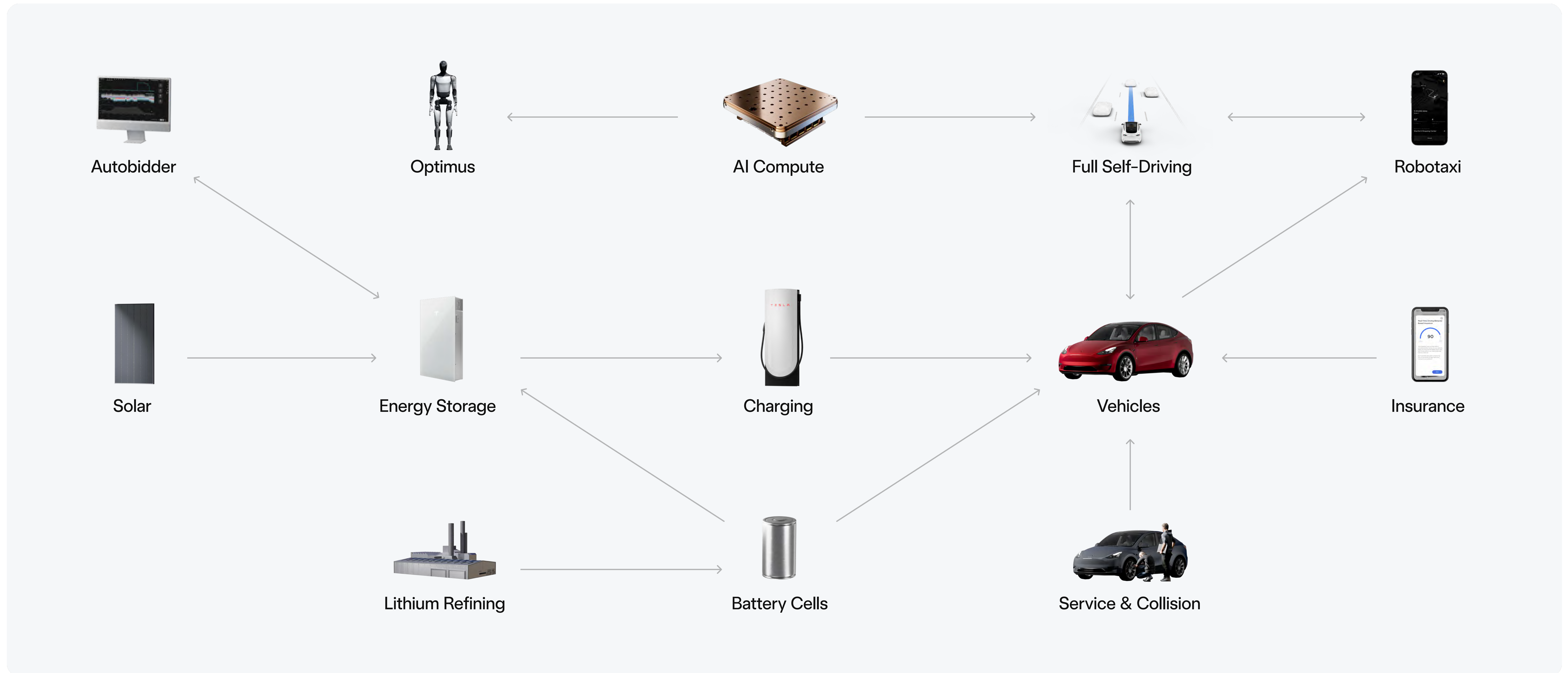


# Tesla is Way More Than a Car Company





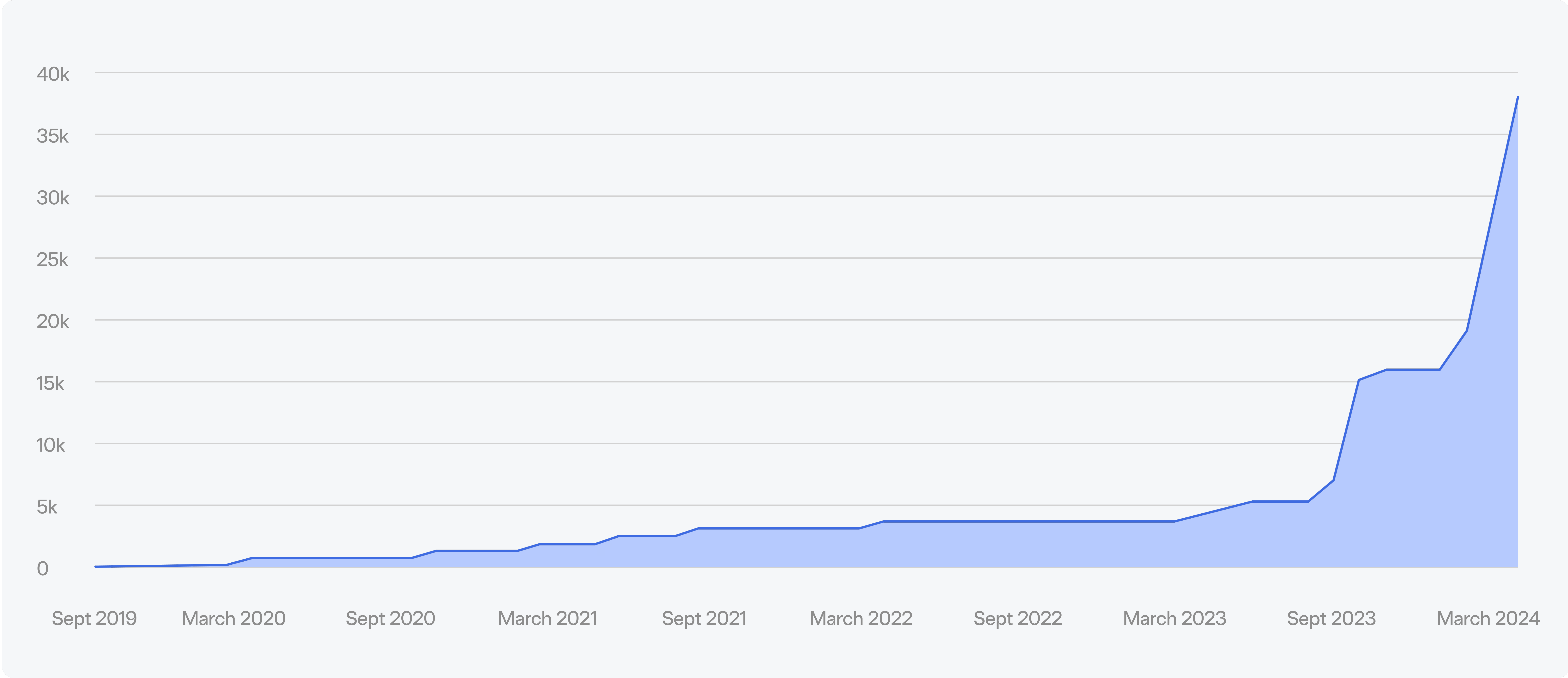
# We're Also the Leader in Real-World AI





# No Longer Compute Constrained

We're making necessary investments in AI compute infrastructure for our ambitious product roadmap





# FSD (Supervised) V12 Wide Release



FSD (Supervised) does not make your car autonomous. Always pay attention to the road and be prepared to take over immediately.



Coming Soon





# Optimus





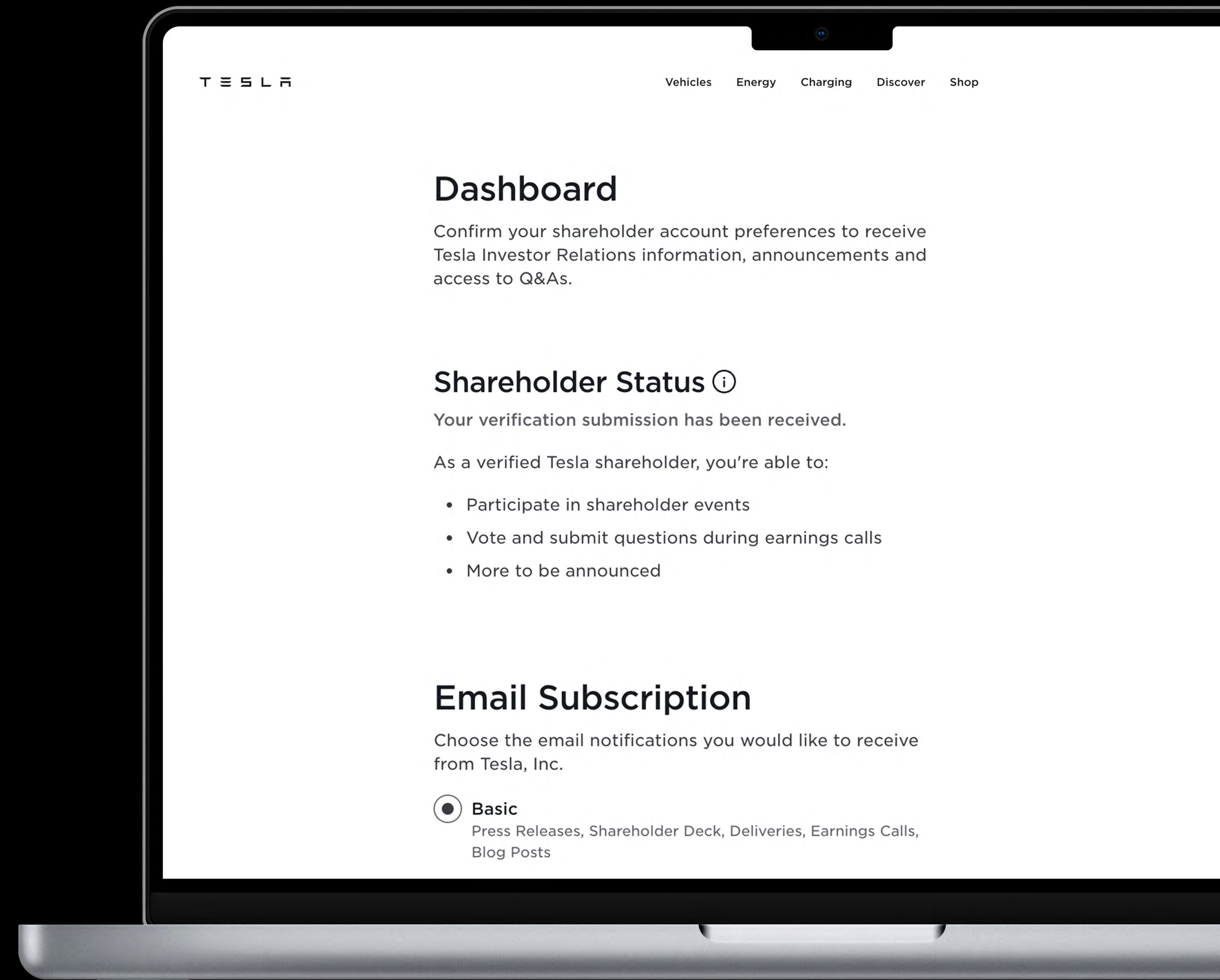
# Tesla Belongs to You

Tesla's mission is to accelerate the world's transition to sustainable energy.



# Shareholder Platform

Sign up today for a chance to attend future events



TESLA

Vehicles Energy Charging Discover Shop

## Dashboard

Confirm your shareholder account preferences to receive Tesla Investor Relations information, announcements and access to Q&As.

### Shareholder Status ⓘ

Your verification submission has been received.

As a verified Tesla shareholder, you're able to:

- Participate in shareholder events
- Vote and submit questions during earnings calls
- More to be announced

### Email Subscription

Choose the email notifications you would like to receive from Tesla, Inc.

- Basic**  
Press Releases, Shareholder Deck, Deliveries, Earnings Calls, Blog Posts



**Q&A**



ANNUAL  
SHAREHOLDER  
MEETING

CYBER  
ROUNDUP  
2024  
TEXAS



ANNUAL  
SHAREHOLDER  
MEETING

CYBER  
ROUNDUP  
2024  
TEXAS