

Tesla, Inc.(TSLA)

\$709.89 (As of 04/14/20)

Price Target (6-12 Months): **\$752.00**

Long Term: 6-12 Months

Zacks Recommendation:
Neutral

(Since: 06/17/19)

Prior Recommendation: Underperform

Short Term: 1-3 Months

Zacks Rank: (1-5)

3-Hold

Zacks Style Scores:

VGM:D

Value: F

Growth: A

Momentum: F

Summary

With Model 3 sedan being its flagship vehicle, Tesla has established itself as a leader in the EV segment. Rising Model 3 delivery, which forms bulk of the automaker's overall deliveries, is aiding the company's top-line growth. The company's upcoming product launches, including Tesla Semi Truck, are expected to further boost prospects. However, with China being an important market for Tesla, economic slowdown in the country is weighing on the firm. Further, the coronavirus pandemic has crippled the auto industry, and will lead to decline in sales and production, hurting the EV maker. The company's high R&D, SG&A costs and massive capex may clip the margins, going forward. Waning demand for Model S/X is another concern. Thus, investors are advised to wait for a better entry point.

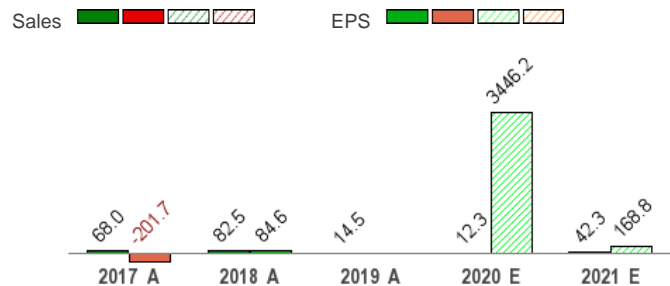
Price, Consensus & Surprise



Data Overview

52 Week High-Low	\$968.99 - \$176.99
20 Day Average Volume (sh)	18,617,892
Market Cap	\$128.7 B
YTD Price Change	69.7%
Beta	0.73
Dividend / Div Yld	\$0.00 / 0.0%
Industry	Automotive - Domestic
Zacks Industry Rank	Bottom 4% (243 out of 253)

Sales and EPS Growth Rates (Y/Y %)



Last EPS Surprise	32.1%
Last Sales Surprise	4.8%
EPS F1 Est- 4 week change	-145.9%
Expected Report Date	04/22/2020
Earnings ESP	-87.7%

Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2021	9,241 E	11,086 E	12,343 E	13,185 E	39,263 E
2020	5,895 E	5,591 E	6,996 E	8,121 E	27,594 E
2019	4,541 A	6,350 A	6,303 A	7,384 A	24,578 A

EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2021	\$2.35 E	\$3.68 E	\$4.22 E	\$4.72 E	\$12.39 E
2020	\$0.27 E	-\$0.05 E	\$1.50 E	\$2.77 E	\$4.61 E
2019	-\$2.90 A	-\$1.12 A	\$1.86 A	\$2.14 A	\$0.13 A

*Quarterly figures may not add up to annual.

P/E TTM	NA
P/E F1	154.0
PEG F1	4.2
P/S TTM	5.2

The data in the charts and tables, including the Zacks Consensus EPS and Sales estimates, is as of 04/14/2020. The reports text is as of 04/15/2020.

Overview

Over the years, electric vehicle ('EV') maker Tesla has evolved into a dynamic technology innovator. It has transformed the EV market much the same way as Amazon changed the retail landscape and Netflix revolutionized entertainment. Tesla is the market leader in battery-powered electric car sales in the United States, owning around 60% of market share. In fact, the company's flagship Model 3 accounts for about half of the U.S. EV market. Tesla, which has managed to garner the reputation of a gold standard over the years, is now a far bigger entity than what it started off since its IPO in 2010, with a market capitalization almost double the combined value of top two U.S. auto giants General Motors and Ford.

Over the years, Tesla has shifted from developing niche products for affluent buyers to making more affordable EVs for the masses. The firm's three-pronged business model approach of direct sales, servicing, and charging its EVs sets it apart from other carmakers. Tesla, which is touted as the clean energy revolutionary automaker, is much more than just a car manufacturer. The firm also makes different kinds of technology like self-driving software, charging stations and battery development, et al. The technology titan has also made inroads into solar and energy storage business.

Tesla operates under two segments: Automotive and Energy Generation & Storage. While automotive revenues accounted for 93.7% of 2019 revenues, energy generation and storage revenues constituted 6.3% of the total sales.

Presently, the company produces and sells three fully electric vehicles: The Model S sedan, the Model X sport utility vehicle ("SUV") and the Model 3 sedan. Tesla's equally impressive future product lineup includes Model Y, Cybertruck, Semi truck and Roadster. The firm manufactures its vehicles primarily at facilities located in Fremont, California, Lathrop, California, Tilburg, Netherlands. Tesla's first and second Gigafactory are located in Nevada and New York (Gigafactory 2). While the firm's Gigafactory 3 in Shanghai started deliveries this year, Tesla aims fourth Gigafactory in Berlin to further boost output. Car production in the Berlin Gigafactory is expected to begin in late 2021.



Reasons To Buy:

- ▲ Although electric cars occupy a small portion of the global automobile market, Tesla has acquired a substantial market share within this niche segment. With Model 3 sedan being its flagship vehicle, Tesla has established itself as a leader in the EV segment. Rising Model 3 delivery, which forms a major chunk of the automaker's overall deliveries, is aiding the company's top-line. Revenues are likely to rise further as it expects to make good progress on Model 3 going forward. Strong performance and impressive design of the firm's products are ramping up sales volumes.
- ▲ Tesla is making continued efforts to increase vehicle deliveries. In full-year 2019, Tesla delivered 367,500 vehicles, reflecting an increase of 50%, year over year. For full-year 2020, the company expects vehicle deliveries to exceed 500,000 units. Higher volumes should enable Tesla to achieve cost and production efficiencies, thereby strengthening margins. Along with increasing automotive revenues, the firm's energy generation and storage revenues are also boosting Tesla's prospects. Notably, both solar and storage deployments will be up at least 50% in 2020.
- ▲ With China being the biggest electric vehicle (EV) market, Tesla's ambitious plans to start production in the country bode well. The company has already begun deliveries from Gigafactory 3 plants in Shanghai. Markedly, Tesla is aiming to open Gigafactory in Europe to boost output. It announced plans to buy a 300-hectare property, wherein it aims at making electric vehicles starting 2021.
- ▲ Notably, the company's focus on expansion of product portfolio, introduction of car-sharing services and development of self-driving capability is commendable. Markedly, Tesla's Model Y crossover's production started in January while deliveries began in March 2020, significantly ahead of schedule. At the same time, Tesla revealed that it is planning to make a limited run of the Tesla Semi truck in the second half of 2020.

Rising Model 3 delivery, which forms a major chunk of the automaker's overall deliveries, is aiding the company's prospects.

Reasons To Sell:

- ▼ While Model 3 is aiding the company's growth, production and margins for Models S and X are on the decline. Ebbing demand for Model S/X are denting the profits of the firm. Moreover, Tesla's elevated leverage of more than 63.7% also plays a spoilsport.
- ▼ The company's high R&D and SG&A costs, may clip the margins, going forward. Both R&D and SG&A expenses had increased in 2015, 2016, 2017 and 2018. Though the company displayed operational efficiency this year, it is yet to be seen if it can continue the trend amid high spending plans and new launches. As we know, the firm is investing heavily to increase production capacity, boost Model 3 sales, launch Model Y, construct Gigafactories and enhance Supercharger infrastructure. These initiatives may prove beneficial in the long term, but are likely to strain near-term financial prospects of the firm. Notably, the company had generated negative FCF in 2018. While it posted positive FCF this year, high spending plans may threaten Tesla's aim of generating positive cash flow in 2019.
- ▼ With China being the biggest EV market, the country's economic slowdown is likely to weigh on the company's prospects. Further, the coronavirus pandemic has crippled the auto industry, and will lead to decline in sales and production, hurting the EV maker. Tesla's main factory in California and the solar-panel factory in New York has been shut until May 3 to curb the spread of the virus. This will affect production ramp-up plans of the Model Y crossover, for which the company had been projecting high demand.
- ▼ With Panasonic being the major battery supplier for Tesla cars, supply constraints of battery cells from the former — which has been struggling financially — remain a major headwind. The supply chain problems are restricting Tesla's ability to increase production. As it depends on Panasonic for many components, the inability of the supplier to increase volume to meet Tesla's rising demand may limit the automaker's ability to expand production capacity.

Tesla is bearing the brunt of high leverage along with high R&D costs and capex.

Last Earnings Report

Tesla Puts Up a Stellar Q4 Show

Tesla reported earnings per share of \$2.14 in fourth-quarter 2019, beating the Zacks Consensus Estimate of \$1.62. This outperformance stemmed from higher-than-expected automotive revenues, which came in at \$6.37 billion, beating the consensus mark of \$5.96 billion. The earnings figure also came in higher than the prior-year quarter's \$1.93 per share.

During the reported quarter, net income attributable to common shareholders amounted to \$105 million compared with the net income of \$140 million recorded in the year-ago quarter.

Revenues increased to \$7.38 billion from the \$7.22 billion registered in fourth-quarter 2018. Also, the revenue figure surpassed the Zacks Consensus Estimate of \$7.05 billion.

During the fourth quarter, Tesla reported record delivery of 112,095 vehicles.

Total automotive revenues, including that from automotive sales and leasing, inched up 1% year over year to \$6.37 billion in the quarter.

Energy generation and storage revenues increased from \$372 million in fourth-quarter 2018 to \$436 million in the reported quarter. Services and other revenues were up 9.23% year over year to \$580 million.

Tesla's fourth-quarter 2019 automotive gross margin was 22.5%, shrinking 179 basis points (bps) from fourth-quarter 2018.

Financial Position

Tesla had cash and cash equivalents of \$6.3 billion as of Dec 31, 2019, compared with \$3.69 billion as of Dec 31, 2018, driven by positive quarterly free cash flow of \$1 billion.

Net cash provided by operating activities amounted to \$1.43 million in fourth-quarter 2019 compared with \$1.24 billion of net cash used in fourth-quarter 2018. Capital expenditure increased to \$412 million from the year-ago quarter's \$325 million, mainly due to investments in Gigafactory Shanghai and Model Y preparations in Fremont.

Model 3 & S/X Update

In fourth-quarter 2019, Tesla reported Model 3 production and deliveries of 86,958 and 92,620 units, reflecting year-over-year increase from 61,394 and 63,359 units, respectively. During the quarter, the production rate of Model 3 continued to improve.

Model S/X production and deliveries totaled 17,933 and 19,475 vehicles, down 29% year over year.

Outlook

Tesla is making efforts to improve vehicle deliveries, sequentially and annually, with some expected fluctuations from seasonality. For full-year 2020, the company expects vehicle deliveries to exceed 500,000 units. Due to ramp-up of Model 3 in Shanghai and Model Y in Fremont, production will likely outpace deliveries this year. Both solar and storage deployments will be up at least 50% in 2020.

Quarter Ending **12/2019**

Report Date	Jan 29, 2020
Sales Surprise	4.79%
EPS Surprise	32.10%
Quarterly EPS	2.14
Annual EPS (TTM)	-0.02

Recent News

Tesla Q1 Deliveries Impress Despite Coronavirus Crisis

On **Apr 2**, Tesla registered production and deliveries of 102,672 and 88,400 vehicles, respectively, in the first quarter of 2020, marking a year-over-year jump of 56.5% and 40.3%. Notably, this is the company's best ever first-quarter performance.

Valuation

Tesla shares are up 69.7% in the year-to-date period and up 159.7% over the trailing 12-month period. Stocks in the Zacks sub-industry and the Zacks Auto-Tires-Trucks sector are down 1.9% and 17.2% in the year-to-date period, respectively. Over the past year, the Zacks sub-industry and sector are up 11.5% and down 12.4%, respectively.

The S&P 500 index is down 14.4% in the year-to-date period and down 5.5% in the past year.

The stock is currently trading at 3.68X forward 12-month price to sales ratio, which compares to 0.85X for the Zacks sub-industry, 0.58X for the Zacks sector and 3.04X for the S&P 500 index.

Over the past five years, the stock has traded as high as 5.24X and as low as 1.1X, with a 5-year median of 3.09X. Our Neutral recommendation indicates that the stock will perform in-line with than the market. Our \$752 price target reflects 3.89X forward 12-month sales.

The table below shows summary valuation data for TSLA:

Valuation Multiples - TSLA					
		Stock	Sub-Industry	Sector	S&P 500
P/S F12M	Current	3.68	0.85	0.58	3.04
	5-Year High	5.24	0.9	0.76	3.44
	5-Year Low	1.1	0.52	0.5	2.54
	5-Year Median	3.09	0.65	0.61	3.01
EV/EBITDA TTM	Current	62.06	13.56	9.03	10.07
	5-Year High	510.95	16.55	11.34	12.87
	5-Year Low	NA	6.37	6.97	8.27
	5-Year Median	75.46	11.85	9.27	10.78
P/B TTM	Current	17.24	2.89	1.38	3.65
	5-Year High	49.84	4.18	2.16	4.55
	5-Year Low	5.69	1.97	1.13	2.84
	5-Year Median	10.62	2.71	1.73	3.63

As of 04/14/2020

Industry Analysis Zacks Industry Rank: Bottom 4% (243 out of 253)



Top Peers

Autobytel Inc. (AUTO)	Neutral
Fox Factory Holding Corp. (FOXF)	Neutral
Toyota Motor Corporation (TM)	Neutral
General Motors Company (GM)	Underperform
Harley-Davidson, Inc. (HOG)	Underperform
IAA, Inc. (IAA)	Underperform
PACCAR Inc. (PCAR)	Underperform
Polaris Inc. (PII)	Underperform

Industry Comparison Industry: Automotive - Domestic				Industry Peers		
	TSLA Neutral	X Industry	S&P 500	HOG Underperform	PCAR Underperform	PII Underperform
VGM Score	D	-	-	F	C	B
Market Cap	128.73 B	3.22 B	19.79 B	2.96 B	23.14 B	3.47 B
# of Analysts	10	5.5	14	6	9	6
Dividend Yield	0.00%	0.00%	2.16%	7.86%	1.92%	4.40%
Value Score	F	-	-	C	C	C
Cash/Price	0.06	0.15	0.06	0.28	0.23	0.05
EV/EBITDA	56.67	7.97	11.74	7.97	5.71	6.83
PEG Ratio	4.39	1.30	2.15	1.30	1.75	1.09
Price/Book (P/B)	17.14	2.02	2.65	1.65	2.38	3.11
Price/Cash Flow (P/CF)	86.46	5.49	10.40	3.52	6.67	5.49
P/E (F1)	160.11	14.56	17.72	10.38	14.56	13.02
Price/Sales (P/S)	5.24	0.51	2.06	0.55	0.90	0.51
Earnings Yield	0.65%	5.54%	5.46%	9.66%	6.87%	7.67%
Debt/Equity	1.56	0.73	0.70	2.87	0.73	1.45
Cash Flow (\$/share)	8.21	3.25	7.01	5.50	10.02	10.27
Growth Score	A	-	-	F	C	A
Hist. EPS Growth (3-5 yrs)	NA%	3.88%	10.92%	-2.15%	12.15%	0.83%
Proj. EPS Growth (F1/F0)	3,448.46%	-30.85%	-2.65%	-30.41%	-33.22%	-31.44%
Curr. Cash Flow Growth	36.54%	6.65%	5.93%	-13.75%	6.65%	-0.38%
Hist. Cash Flow Growth (3-5 yrs)	54.29%	7.39%	8.55%	-5.50%	11.72%	1.56%
Current Ratio	1.13	1.22	1.24	1.31	2.32	1.06
Debt/Capital	62.18%	59.04%	42.36%	74.13%	42.29%	59.15%
Net Margin	-3.51%	4.78%	11.64%	7.90%	9.33%	4.78%
Return on Equity	-13.07%	14.52%	16.74%	28.87%	24.87%	39.84%
Sales/Assets	0.77	0.94	0.54	0.51	0.94	1.53
Proj. Sales Growth (F1/F0)	12.27%	-9.33%	0.00%	-12.56%	-19.89%	-11.09%
Momentum Score	F	-	-	F	C	F
Daily Price Chg	9.05%	1.85%	2.56%	0.62%	1.33%	4.37%
1 Week Price Chg	19.37%	24.60%	16.01%	40.49%	9.19%	43.59%
4 Week Price Chg	65.01%	3.37%	11.39%	-15.09%	11.97%	3.37%
12 Week Price Chg	29.73%	-34.32%	-19.33%	-44.98%	-13.84%	-38.47%
52 Week Price Chg	159.69%	-42.46%	-11.64%	-52.53%	-6.47%	-42.85%
20 Day Average Volume	18,617,892	1,244,424	3,452,738	3,887,355	2,500,490	1,201,447
(F1) EPS Est 1 week change	6.73%	-7.97%	0.00%	-10.88%	-3.57%	-22.13%
(F1) EPS Est 4 week change	-145.90%	-37.71%	-6.42%	-31.77%	-11.77%	-37.71%
(F1) EPS Est 12 week change	-131.17%	-37.92%	-8.69%	-37.92%	-17.55%	-36.40%
(Q1) EPS Est Mthly Chg	-80,700.44%	-52.43%	-11.08%	-40.61%	-18.60%	-62.01%

Zacks Style Scores

The Zacks Style Score is as a complementary indicator to the Zacks rating system, giving investors a way to focus on the highest rated stocks that best fit their own stock picking preferences.

Academic research has proven that stocks with the best Value, Growth and Momentum characteristics outperform the market. The Zacks Style Scores rate stocks on each of these individual styles and assigns a rating of A, B, C, D and F. We also produce the VGM Score (V for Value, G for Growth and M for Momentum), which combines the weighted average of the individual Style Scores into one score. This is perfectly suited for those who want their stocks to have the best scores across the board.

Value Score	F
Growth Score	A
Momentum Score	F
VGM Score	D

As an investor, you want to buy stocks with the highest probability of success. That means buying stocks with a Zacks Recommendation of Outperform, which also has a Style Score of an A or a B.

Disclosures

This report contains independent commentary to be used for informational purposes only. The analysts contributing to this report do not hold any shares of this stock. The analysts contributing to this report do not serve on the board of the company that issued this stock. The EPS and revenue forecasts are the Zacks Consensus estimates, unless indicated otherwise on the reports first page. Additionally, the analysts contributing to this report certify that the views expressed herein accurately reflect the analysts personal views as to the subject securities and issuers. ZIR certifies that no part of the analysts compensation was, is, or will be, directly or indirectly, related to the specific recommendation or views expressed by the analyst in the report.

Additional information on the securities mentioned in this report is available upon request. This report is based on data obtained from sources we believe to be reliable, but is not guaranteed as to accuracy and does not purport to be complete. Any opinions expressed herein are subject to change.

ZIR is not an investment advisor and the report should not be construed as advice designed to meet the particular investment needs of any investor. Prior to making any investment decision, you are advised to consult with your broker, investment advisor, or other appropriate tax or financial professional to determine the suitability of any investment. This report and others like it are published regularly and not in response to episodic market activity or events affecting the securities industry.

This report is not to be construed as an offer or the solicitation of an offer to buy or sell the securities herein mentioned. ZIR or its officers, employees or customers may have a position long or short in the securities mentioned and buy or sell the securities from time to time. ZIR is not a broker-dealer. ZIR may enter into arms-length agreements with broker-dealers to provide this research to their clients. Zacks and its staff are not involved in investment banking activities for the stock issuer covered in this report.

ZIR uses the following rating system for the securities it covers. **Outperform-** ZIR expects that the subject company will outperform the broader U.S. equities markets over the next six to twelve months. **Neutral-** ZIR expects that the company will perform in line with the broader U.S. equities markets over the next six to twelve months. **Underperform-** ZIR expects the company will underperform the broader U.S. equities markets over the next six to twelve months.

No part of this report can be reprinted, republished or transmitted electronically without the prior written authorization of ZIR.