Tesla Inc. (TSLA)

3Q26 and 2026 vehicle deliveries updates; plus recent alternative data metrics on demand

TSLA	12m Price Target: **$360.00**	Price: **$358.97**	Upside: **0.3%**

We believe that Tesla's 3Q26 vehicle deliveries are tracking below consensus (at 456K per Visible Alpha) and our prior view, and we lower our forecast to 435K from 490K. This is based on monthly and/or weekly sales datapoints for key regions (e.g. China, the US, and Europe), and we think that all three regions are tracking slower than we had previously expected. However, some regions filled via exports from China (e.g. SE Asia, South America, Australia) are showing strength on yoy basis, which we think will partly mitigate the weakness.

However, typical seasonality in 4Q, plus the Model Y L ramp in the US and Europe, has the potential to help 4Q26 to improve qoq. We also think that FSD can be a driver of demand. We now model 475K deliveries in 4Q26, down from 515K prior, but above consensus at 462K.

Separately, we show recent survey data on Tesla by region (based on HundredX and Morning Consult).

Regional sales/registration datapoints
Specifically on monthly datapoints by region:

1. *USA* - Through August, QTD deliveries are tracking down in the high 20s percentage range yoy per Motor Intelligence. We note that the end of the IRA EV tax credit in 3Q25 likely led to EV pre-buying. HundredX survey data points to muted demand. We assume down ~20-30% yoy, in part due to the tough compare from 3Q25.
2. *Europe* - European registration data QTD through August shows a ~40% yoy decline, and registrations from countries with September daily data available indicate a better start to September (with MTD data up ~6% in those countries). We believe this suggests that European deliveries will be down

NEUTRAL

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Key Data

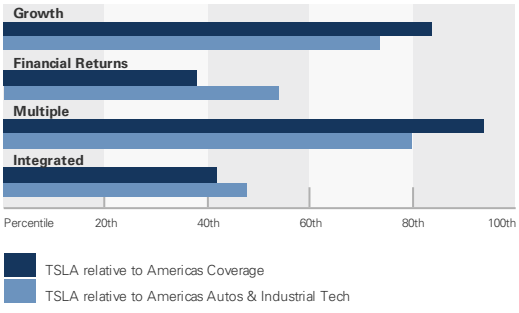
Market cap: $1.5tr
Enterprise value: $1.5tr
3m ADTV: $14.7bn
United States
Americas Autos & Industrial Tech
M&A Rank: 3

GS Forecast

	12/25	12/26E	12/27E	12/28E
Revenue ($ mn) New	**94,827.0**	**108,089.9**	**128,884.9**	**145,620.5**
Revenue ($ mn) Old	94,827.0	111,756.6	128,687.5	144,939.1
EBITDA ($ mn)	14,596.0	15,055.8	24,626.4	31,260.4
EBIT ($ mn)	4,355.0	3,730.1	8,992.3	12,384.4
EPS ($) New	**1.09**	**0.79**	**1.85**	**2.45**
EPS ($) Old	1.09	1.00	2.00	2.55
P/E (X)	NM	NM	NM	146.5
Dividend yield (%)	0.0	0.0	0.0	0.0
Net debt/EBITDA (X)	(0.8)	(1.4)	(0.5)	(0.4)

	6/26	9/26E	12/26E	3/27E
EPS ($)	0.05	0.22	0.32	0.22

GS Factor Profile



Source: Company data, Goldman Sachs Research estimates.
See disclosures for details.

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NEUTRAL

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Rating since Jun 25, 2023

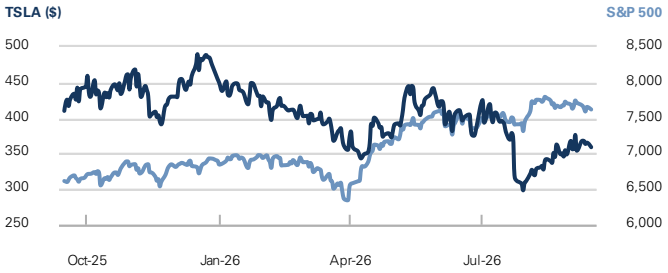
Ratios & Valuation

	12/25	12/26E	12/27E	12/28E
P/E (X)	NM	NM	NM	146.5
EV/EBITDA (X)	78.1	84.3	57.3	45.4
EV/sales (X)	12.0	11.7	11.0	9.7
FCF yield (%)	0.5	(0.6)	(0.5)	0.0
EV/DACF (X)	88.9	91.7	63.5	50.2
CROCI (%)	15.9	15.4	20.9	20.7
ROE (%)	5.0	3.6	8.1	9.4
Net debt/EBITDA (X)	(0.8)	(1.4)	(0.5)	(0.4)
Net debt/equity (%)	(13.5)	(22.6)	(12.7)	(11.6)
Interest cover (X)	12.9	10.2	22.5	31.0
Inventory days	57.3	56.5	59.5	60.9
Receivable days	17.3	15.7	14.9	15.2
Days payable outstanding	60.7	64.6	70.4	74.3

Growth & Margins (%)

	12/25	12/26E	12/27E	12/28E
Total revenue growth	(2.9)	14.0	19.2	13.0
EBITDA growth	(15.6)	1.6	86.2	33.3
EPS growth	(46.5)	(27.2)	133.4	32.2
DPS growth	NM	NM	NM	NM
Gross margin	18.0	19.0	20.7	21.0
EBIT margin	4.6	3.5	7.0	8.5

Price Performance



	3m	6m	12m
Absolute	(11.7)%	(8.2)%	(9.3)%
Rel. to the S&P 500	(13.9)%	(20.1)%	(21.7)%

Source: FactSet. Price as of 14 Sep 2026 close.

Income Statement ($ mn)

	12/25	12/26E	12/27E	12/28E
Total revenue	94,827.0	108,089.9	128,884.9	145,620.5
Cost of goods sold	(77,733.0)	(87,508.2)	(102,232.6)	(115,045.6)
SG&A	(6,328.0)	(7,732.7)	(7,901.1)	(8,183.1)
R&D	(6,411.0)	(9,119.0)	(9,758.9)	(10,007.5)
Other operating inc./(exp.)	–	–	–	–
EBITDA	**10,503.0**	**10,675.8**	**19,874.9**	**26,497.1**
Depreciation & amortization	(6,148.0)	(6,945.8)	(10,882.6)	(14,112.8)
EBIT	**4,355.0**	**3,730.1**	**8,992.3**	**12,384.4**
Net interest inc./(exp.)	1,342.0	1,250.0	1,050.0	1,010.0
Income/(loss) from associates	–	–	–	–
Pre-tax profit	**5,346.0**	**4,364.1**	**10,042.3**	**13,394.4**
Provision for taxes	(1,439.0)	(1,214.3)	(2,108.9)	(2,812.8)
Minority interest	(61.0)	(62.0)	(66.0)	(78.0)
Preferred dividends	–	–	–	–
Net inc. (pre-exceptionals)	**3,846.0**	**3,087.7**	**7,867.4**	**10,503.5**
Net inc. (post-exceptionals)	**3,794.0**	**3,087.7**	**7,867.4**	**10,503.5**
EPS (basic, pre-except) ($)	**1.19**	**0.86**	**1.98**	**2.63**
EPS (diluted, pre-except) ($)	**1.09**	**0.79**	**1.85**	**2.45**
EPS (ex-ESO exp., dil.) ($)	**--**	**--**	**--**	**--**
DPS ($)	–	–	–	–
Div. payout ratio (%)	0.0	0.0	0.0	0.0
Wtd avg shares out. (basic) (mn)	3,224.8	3,595.0	3,969.5	3,989.5
Wtd avg shares out. (diluted) (mn)	3,526.3	3,887.8	4,244.5	4,286.4

Balance Sheet ($ mn)

	12/25	12/26E	12/27E	12/28E
Cash & cash equivalents	17,950.0	28,683.1	21,138.6	21,814.3
Accounts receivable	4,576.0	4,733.3	5,755.4	6,354.2
Inventory	12,392.0	14,689.5	18,655.4	19,720.0
Other current assets	34,438.0	14,874.0	14,874.0	14,874.0
Total current assets	**69,356.0**	**62,979.9**	**60,423.4**	**62,762.6**
Net PP&E	46,670.0	66,924.2	86,081.6	102,008.8
Net intangibles	381.0	328.0	288.0	248.0
Total investments	0.0	0.0	0.0	0.0
Other long-term assets	22,113.0	25,777.0	25,777.0	25,777.0
Total assets	**137,806.0**	**155,299.1**	**171,860.0**	**190,086.4**
Accounts payable	13,371.0	17,627.4	21,830.8	24,978.7
Short-term debt	–	–	–	–
Current lease liabilities	1,640.0	1,418.0	1,418.0	1,418.0
Other current liabilities	16,703.0	18,683.0	18,683.0	18,683.0
Total current liabilities	**31,714.0**	**37,728.4**	**41,931.8**	**45,079.7**
Long-term debt	6,736.0	7,924.0	7,924.0	7,924.0
Non-current lease liabilities	–	–	–	–
Other long-term liabilities	16,491.0	17,656.0	17,656.0	17,656.0
Total long-term liabilities	**23,227.0**	**25,580.0**	**25,580.0**	**25,580.0**
Total liabilities	**54,941.0**	**63,308.4**	**67,511.8**	**70,659.7**
Preferred shares	–	–	–	–
Total common equity	**82,137.0**	**91,329.7**	**103,687.2**	**118,765.7**
Minority interest	728.0	661.0	661.0	661.0
Total liabilities & equity	**137,806.0**	**155,299.1**	**171,860.0**	**190,086.4**
BVPS ($)	23.29	23.49	24.43	27.71

Cash Flow ($ mn)

	12/25	12/26E	12/27E	12/28E
Net income	3,855.0	3,890.7	7,867.4	10,503.5
D&A add-back	6,148.0	6,945.8	10,882.6	14,112.8
Minority interest add-back	–	–	–	–
Net (inc)/dec working capital	642.0	2,497.6	(784.6)	1,484.5
Others	4,102.0	4,228.0	4,490.0	4,575.0
Cash flow from operations	**14,747.0**	**17,562.1**	**22,455.4**	**30,675.8**
Capital expenditures	(8,527.0)	(25,282.0)	(30,000.0)	(30,000.0)
Acquisitions	(6,951.0)	17,331.0	–	–
Divestitures	–	–	–	–
Others	0.0	0.0	0.0	–
Cash flow from investing	**(15,478.0)**	**(7,951.0)**	**(30,000.0)**	**(30,000.0)**
Dividends paid	–	–	–	–
Share issuance/(repurchase)	–	–	–	–
Inc/(dec) in debt	40.0	757.0	–	–
Others	1,684.0	402.0	–	–
Cash flow from financing	**1,620.0**	**1,122.0**	**0.0**	**0.0**
Total cash flow	**889.0**	**10,733.1**	**(7,544.6)**	**675.8**
Free cash flow	6,116.0	(7,756.9)	(7,544.6)	675.8
Free cash flow per share (basic) ($)	1.90	(2.16)	(1.90)	0.17

Source: Company data, Goldman Sachs Research estimates.

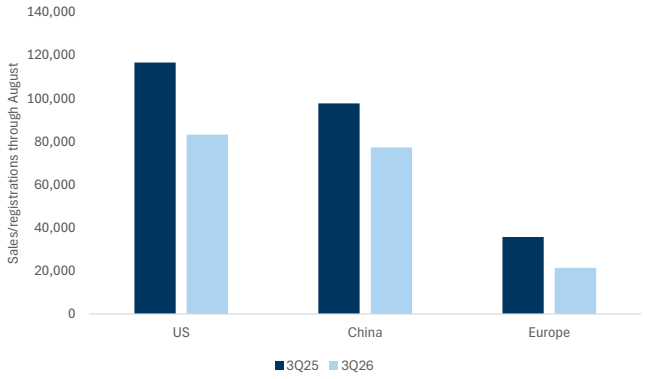
25-30% yoy in 3Q.

3. *China* - In China, CPCA data through August indicates a ~20% yoy decline. We assume some modest improvement in September reflecting the Model Y Performance trim launch and the potential for some incentives, and currently assume that sales are down in the high teens range yoy for 3Q.
4. *Other* - We note that some other countries (e.g. South Korea and Australia) have had strong sales data on a yoy basis through August, although we assume flattish sales sequentially qoq in 3Q in other regions based on the monthly sales results.

To frame regional exposure, we estimate that in 2025 deliveries in the US accounted for a mid 30% range of the total for Tesla, ~38% was from China, and 15% came from Europe (with the remaining ~10% from other geographies). From an overall company revenue standpoint (including non-auto businesses), per its 10-K, Tesla had 50% of its 2025 revenue from the US, 22% from China, and 28% from other geographies (including Europe).

We show QTD trends in key regions in Exhibit 1:

Exhibit 1: Industry and registration data through August shows weakness across key regions



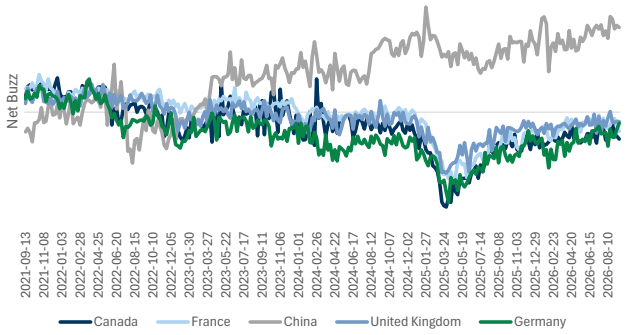
Source: CPCA, CNEVPost, Tesla Motors Club, Autodata

Consumer survey data mixed by region

We examined consumer survey data (from Morning Consult and HundredX) and net buzz (defined as the number of respondents who read or saw something positive about the brand less those that saw or heard something negative over the past two weeks from the survey date) by geography.

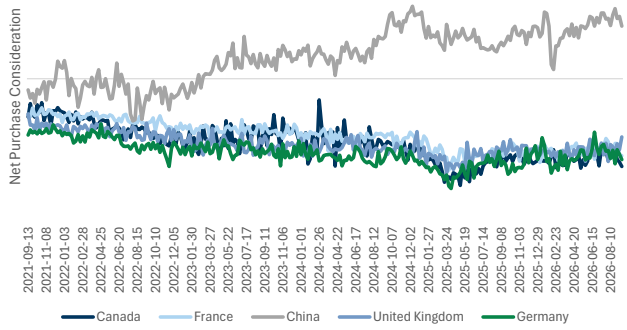
Overall, scores are high and stable in China, lower but improving in the US, and mixed in Europe.

Exhibit 2: Tesla Net Buzz by region



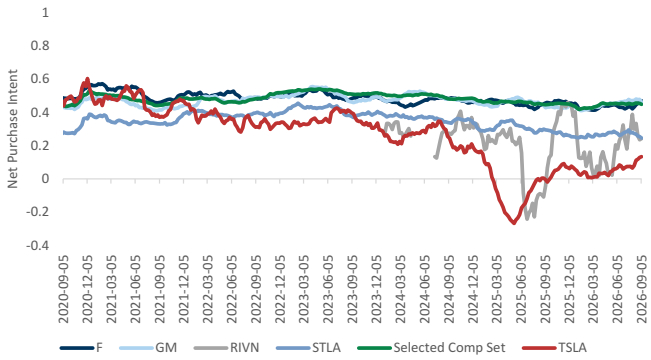
Source: Morning Consult

Exhibit 3: Net Purchase Consideration by region



Source: Morning Consult

Exhibit 4: Net Purchase Intent for US



Source: HundredX

Price target and key risks

We lower our 2026 deliveries estimate to 1.75 mn from 1.84 mn. We maintain our 1.915 mn/2.000 mn estimates for 2027/28. This compares to Visible Alpha Consensus Data at 1.75 mn/1.87 mn/2.11 mn. We note that Tesla recently launched the Model Y L in the US with lead times that currently extend into 2027 (we assume limited supply is a factor for this, given that it's a new product launch), and introduced the Performance variant in China (with more normalized lead times of 2-6 weeks). The extent to which these variants can drive demand will be key to monitor in our opinion.

We also note that Tesla plans to unveil the Roadster on October 1st per posts to its X account, although it's unclear when Roadster will start shipping and this vehicle has been delayed for many years. We expect the luxury price point (Tesla had historically listed this product at $250K) to limit absolute demand. We expect Roadster to be more of a showcase product for Tesla's technology and brand, rather than a large driver of unit volumes on its own.

We adjust our 2026/27/28 EPS estimates including SBC to $0.79/$1.85 $1.00/$2.00/$2.55 prior, reflecting the lower deliveries in 2026 and slig margins in 2H26. We also assume slightly lower Energy margins in 2H26 reflect Tesla's commentary from the 2Q call, and we also reflect the 2Q sharecount (which was higher than we had previously assumed per the

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estimates excluding SBC for 2026/27/28 are now $1.68/$2.65/$3.25.

We remain Neutral rated on TSLA shares. Our 12-month price target remains unchanged at $360, and is still based on 150X applied to our updated Q5-Q8E EPS estimate including SBC (including with timeframe reflecting that 3Q now nearly complete).

Key downside risks to our view relate to potentially larger vehicle price reductions than we expect, increased competition in EVs, a larger than expected tariff impact or negative effects from government policy changes more generally, slower EV demand, delays with products/capabilities such as FSD/4680, key person risk, the internal control environment, margins, and operational risks associated with Tesla's high degree of vertical integration. Upside risks include faster EV adoption and/or share gain by Tesla, a stronger macroeconomic environment for new vehicle sales more generally, earlier new product launches than we expect, an earlier/larger impact from AI-enabled products (e.g., FSD, Optimus and robotaxis), and a smaller than expected tariff impact than we currently anticipate.