Our Mission
To accelerate the world’s transition to sustainable transportation and energy solutions.
California’s Automaker

Major Employment Centers

Tesla Factory - Fremont, CA
+5,000 employees

Tesla Manufacturing - Lathrop, CA
+350 Employees

Tesla HQ - Palo Alto, CA
+1,500 Employees

Tesla Design Center - Hawthorne, CA
+200 Employees

Additional employment areas: Fremont, Sunnyvale, Newark, Sales & Service
Product Roadmap – Elon’s “Secret Plan”
Better driving at an increasingly lower price

Vehicle Affordability

Market Size

1st Generation: Roadster
2nd Generation: Model S & X
3rd Generation: Model III
The Model X

EPA estimated range of 250 miles per charge

- 0-60mph in 3.2 seconds
- Dual Motor AWD
- Towing capabilities
- Seating for seven, plus storage
Safety First Design

Side Impact Occupant Compartment Intrusion

*Model X has yet to be officially tested by NHTSA. Results shown are based on Tesla Internal testing (same protocol) at facility where NHTSA completes its tests.
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Autopilot
Advanced Safety Systems progressively enabled via over-the-air updates

7.0 Features:
• Side Collision Avoidance
• Automatic Lane Changing
• Automatic Parallel Parking
• Automatic Steering w/ traffic aware cruise control

Autopilot uses a combination of cameras, radar, ultrasonics, GPS and high resolution digital maps to comprise a mutually reinforcing system that pilots the Model S along the highway, staying within the lane, even in stop and go traffic.

Real time feedback from the Tesla fleet ensures the system is continually learning and improving upon itself.
Tesla Charging Solutions
Home Charging

Tesla Fleet: +90 Percent of charging occurs at a residence
Supercharger

<400 Supercharger Stations worldwide
100% Privately Funded

236 Million miles traveled
68 Million kWh Delivered
269 Million Lbs CO2 Offset
10 Million Gal Gas Saved
Supercharger Expansion

January 2013

Jan 2013 8 stations & 850 visits
3,100 Model S (global)

October 2015

Sep 2015 242 stations & > 85,000 visits
> 75,000 Model S (global)

End of 2016

Dec 2016 >400 stations
> 200,000 vehicles (global)

Model S Released

Q3 2015: Model X Released

2016: Gigafactory Starts Production

2017: Model 3
“I will go out of my way to support businesses hosting charging stations. I even opened up a line of credit to support a bank hosting a station.” – Mark in Fullerton, CA
Destination Charging

To incentivize early-adopters, Tesla is offering free charging equipment to qualifying sites, as well as a possible subsidy for installation.

Over 1400 locations including:
- Grand Hyatt San Antonio
- The St. Regis Houston
- Silver Fox Steakhouse, Dallas
- The Ritz-Carlton, Naples Golf Resort
- South Coast Plaza Shopping
- Four Seasons Hotel Boston
- Dallas Marriott City Center
- Muskoka Bay Club
- Le Parker Meridien, Palm Springs
- Meadowood, St. Helena
Early Infrastructure Indicators

Sample Size
- +75K Vehicles on road (with 200 mile range or greater)
- +1 Billion Miles Driven
  - Small sample size – limited variables – substantial indicators

Home Charging availability is key
- +90% of charging occurs in the home
  - Building codes and prewiring for new construction is low hanging fruit
  - Multi-unit Dwellings, retrofits and existing construction should be key focus areas for policy and investment in near term

Distance Travel – Fast Charging
- Supercharger indicates private market solutions are available to enable all long distance travel routes
- Public funding can be used to spur increased coverage and route diversity
  - Focus should be “agnostic” infrastructure – Make Ready installs – to leverage private investment
Appendix
Tesla Model S Fleet
+75,000 owners...and growing

Fleet Statistics
• +1 Billion EV Miles Driven
• 570,000 Tons of CO2 Emissions Abated
• Highest Safety Rating in America (and Europe)

Recent Product Updates
• Dual Motor – Advanced AWD System
  • Increased Torque, Increased Range
• 70S – Base price returns to 70K w/10kwh more energy
• 90D - Option increases range by additional 6 percent
• Ludicrous Mode
  • 0-60 Seconds in 2.8 seconds

“Better than anything we’ve ever tested”
“99 out of 100 points”
<table>
<thead>
<tr>
<th>Time to charge</th>
<th>Slow (6-70 hours)</th>
<th>Fast (2-6 hours)</th>
<th>Fastest (&lt;1 hour)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Power</td>
<td>&lt;3kW @ 120V AC</td>
<td>3-30kW @ 240V AC</td>
<td>30-120 kW @ 480V DC</td>
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<tr>
<td>Standards</td>
<td>J1772, NEMA 14-50, common wall outlet</td>
<td>J1772, Tesla</td>
<td>Tesla, CHAdeMO, SAE Combo</td>
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</table>
California’s Automaker
Largest manufacturing employer in the State

The Tesla Team
- More than 9,000 Employees in the State
  - +60% of employees self identify as an ethnic/racial minority
  - 25% of manufacturing employees are Central Valley residents
  - Special programs to emphasize hiring of veterans and women in STEM fields
  - Tesla Motors was recently acknowledged as one of the “Best Places to Work for LGBT Equality” by the Human Rights Campaign.

Largest Concentration of Investment
- Tesla direct economic impact on California exceeds $3.3B
- More than 40 percent of Tesla suppliers are in California

Largest Sales and Service Presence
- More than 16,000 Vehicles delivered in the State (Roadster/Model S)
- 18 Store/Service Locations / 15 Service Centers
- In 2014, Sales Tax generated from CA vehicle sales exceeded $50 Million
# Introduction to Electric Vehicle Charging Standards

<table>
<thead>
<tr>
<th></th>
<th>Tesla</th>
<th>CHAdeMO</th>
<th>SAE Combo</th>
<th>J1772</th>
</tr>
</thead>
<tbody>
<tr>
<td>DC and AC</td>
<td>120kW (DC), 22kW (AC)</td>
<td>DC only</td>
<td>AC and DC</td>
<td>AC only</td>
</tr>
<tr>
<td>Tesla</td>
<td></td>
<td>Up to 50kW (30kW typical)</td>
<td>Up to 60kW</td>
<td>Up to 22kW (Tesla), 3-6kW typical</td>
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<tr>
<td></td>
<td></td>
<td>Japanese Manufacturers (Nissan, Mitsubishi)</td>
<td>BMW, Volkswagen</td>
<td>All manufacturers</td>
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</tbody>
</table>

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Supercharger Station Layout

Lake City, FL

EQUIPMENT ENCLOSURE

TRANSFORMER

CHARGE POST

Lake City, FL (overhead view)