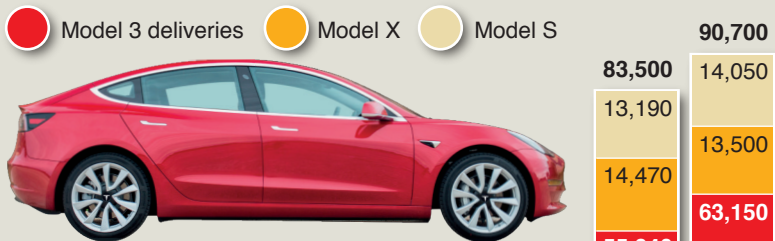


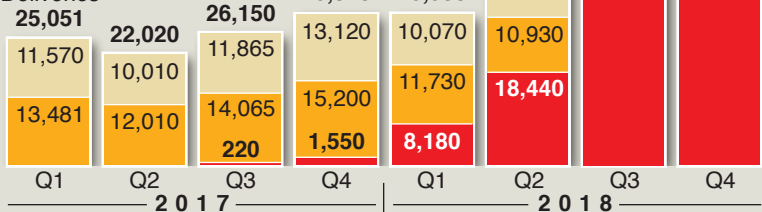
Tesla's record Model 3 output

Tesla's electric car deliveries hit 244,920 in the U.S. in 2018, up 138% from 2017, driven by a surge in Model 3 sales. The success has triggered a phase-out of a \$7,500 federal tax credit for buying a new plug-in car



Jul 2017: Model 3 launched – production less than anticipated at 220 vehicles in Q3

Deliveries



Tax credit: Ends when cumulative U.S. sales of EVs hit 200,000 units



Tesla
244,920



GM
203,941



Nissan
126,875



Ford
111,715



Toyota
93,011



BMW
79,679