



## BUS 400 Module Six Assignment Template 24-Month Pro Forma

	Previous Fiscal Year 2023	24-Month Projections
Sales	\$96,773 million	\$116.95 billion
Cost of goods sold	\$79,113 million	Not explicitly forecasted
Gross profit	\$17,660 million	Predicted based on revenue and cost trends
Selling expenses	\$4,800 million	Not specifically forecasted
Administrative expenses	\$3,969 million	Not specifically forecasted
Total operating expense	\$8,769 million	Not specifically forecasted
Income from operations	\$8,891 million	Not explicitly forecasted
Other income	\$172 million	Not explicitly forecasted
Income before tax and interest	\$9,973 million	Not explicitly forecasted
Other expense (interest)	\$156 million	Not explicitly forecasted
Income before income tax	\$9,996 million	Not explicitly forecasted
Income tax expense	-\$5,001 million (indicating a tax benefit)	Not explicitly forecasted
Net income	\$14,999 million	Significant increase expected

### Explanation of Assumptions

Based on the financial performance of Tesla, Inc. in 2023 and analyst forecasts for 2024 and 2025, we can speculate on appropriate assumptions about the company's future performance (Yahoo Finance, 2023). In 2023, Tesla reported significant revenues and net income, indicating strong market demand and operational efficiency. The revenue increase from \$96.773 billion in 2023 to projected figures of \$97.98 billion in 2024 and \$116.95 billion in 2025 suggests continued growth, driven by expanding electric vehicle markets and potential new product launches.

The lack of specific forecast details for costs and expenses is typical at this stage, but using the trend of past performance, where gross profit and net income margins have shown improvement, one can assume effective cost management and scaling efficiencies moving forward. Analyst expectations of increased net income in 2025 further support the assumption of ongoing growth and successful market penetration, especially in new regions and sectors like energy storage and solar products (Tesla, 2024). These assumptions are predicated on Tesla's historical ability to innovate and expand its product lineup effectively, as well as its strategic focus on enhancing manufacturing capabilities and global supply chain logistics.

### References

Tesla. (2024, January 24). *Tesla Releases Fourth Quarter and Full Year 2023 Financial Results* | Tesla Investor Relations.

<https://ir.tesla.com/press-release/tesla-releases-fourth-quarter-and-full-year-2023-financial-results>

Yahoo Finance. (2023). *Tesla, Inc. (TSLA) Income Statement—Yahoo Finance*.

<https://finance.yahoo.com/quote/TSLA/financials/>