

NatPower and Tesla sign a strategic agreement for more than 25 GWh of Battery Energy Storage Systems in Europe

June 23rd, 2026 - NatPower and Tesla have entered into a multi-year supply and execution agreement covering more than 25 GWh of battery energy storage systems (BESS) across European markets. Projects under the agreement will be sited in Italy and the United Kingdom and will be owned and operated by NatPower. Tesla will provide Megapack, their battery energy storage system, as well as EPC and bankable trading services, with long-term revenues warranties, through Tesla's Autobidder platform.

The agreement goes beyond the supply of technology alone: it establishes an integrated structure combining electrical infrastructure, industrial capacity and advanced energy trading models, which provide the flexibility and certainty required to finance and deliver projects of NatPower's scale.

As part of this strategic collaboration, Tesla will offer its best and latest product, integrating both technological and financial services. Through this agreement, NatPower strengthens its European leadership in energy infrastructure by developing highly advanced storage assets capable of optimizing electrical capacity for years to come.

This industrial synergy responds rapidly to the power system's need to address the challenges of the energy transition, further accelerated by growing demand linked to artificial intelligence.

A TURNING POINT

For the first time at this scale, BESS is being delivered and allocated through a coordinated system that directly links production, financing and execution on a multi-country basis, moving beyond an opportunistic and local approach.

At a time when electricity is becoming both increasingly constrained and increasingly vital, the scale and execution timeline of this agreement represent an industrial enabler of economic growth.

FROM TECHNOLOGY TO EXECUTION

The agreement encompasses five initial projects, in Italy and in the United Kingdom, constituting the first delivery phase of a program with a total capacity target exceeding 100 GWh. Aggregate construction value across the full scope is estimated at \$4-5 billion and expected projects revenues exceeding \$15 billions over 20 years.

For the first time at this scale, BESS procurement, financing and execution have been coordinated across multiple jurisdictions under a single integrated framework, linking manufacturing allocation directly to project delivery. The agreement addresses five operational requirements simultaneously:

- Manufacturing capacity reservation
- Grid access and connection
- Permitting and regulatory compliance
- Financial structure

- Execution scheduling and timeline management

OPERATIONAL SIGNIFICANCE

At +25 GWh, the storage capacity covered by this agreement constitutes systemic grid infrastructure. Deployed assets will provide grid stabilisation, renewable generation optimisation, and dispatchable capacity for high-demand end users including data centres and energy-intensive industrial operations.

The agreement directly responds to accelerating demand pressures on European power systems, driven by electrification, renewable intermittency, and AI energy demand explosion, where delivery capability has become the primary constraint on energy system expansion.

“The significance of this agreement lies in its ability to turn project development into concrete execution. The sector has access to technology and capital but still struggles to deliver infrastructure consistently and within the required timelines. What we have built with Tesla is an ecosystem that enables alignment between capital and execution, and that can be replicated across multiple markets. Today, with this strategic agreement, we are launching the delivery of the first five major projects developed over recent years in Italy and the United Kingdom. This is a historic moment for our companies, not only because of the scale of the agreement, but also because of the impact it will have on the energy infrastructures.” – **Fabrizio Zago, CEO of NatPower**

“Tesla is excited to partner with NatPower on this long-term agreement. They have a strong vision for scaling battery deployments quickly and efficiently across Europe. Our team of experts are helping accelerate these deployments through our vertically integrated offering, providing hardware, software, construction, trading optimization and service to bring projects online faster and ensure they operate smoothly throughout the lifetime of the product” – **Mike Snyder, VP Tesla Energy & Charging**

CONCLUSION

This agreement adds significant storage and trading capacity to the system.

It also defines a replicable model for how industrial capacity can be reserved, allocated and converted into operational infrastructure in a context of increasingly stringent constraints.

In a market where energy demand is growing faster than the ability to deliver it, execution control becomes the key variable.

NatPower

NatPower is an independent energy infrastructure platform founded in 2019, led by a team with over 25 years of international experience in the energy sector. The company develops and delivers large-scale energy systems by integrating infrastructure, technology, and financial, enabling the execution of complex projects across multiple markets.

With a pipeline exceeding 24 GW across key energy transition technologies, NatPower is one of the leading players in the development of next-generation energy infrastructure.

In 2022, NatPower launched NatPower Marine, with the objective of deploy a global network of port electrification and charging infrastructure for the maritime sector.

NatPower operates through offices in Luxembourg, Milan, London, Washington D.C., with a team of over 100 professionals.

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