

**From:** STENGG Werner (CAB-VESTAGER)  
**Sent:** lundi 4 mars 2024 13:50  
**To:** [REDACTED] (CAB-VESTAGER)  
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**Subject:** minutes of meeting with Mistral, 1 March

**Categories:** To register!

Meeting with Mistral, 1 March 2024, on artificial intelligence

Mistral: [REDACTED]  
European Commission: Werner Stengg

The meeting took place at the request of Mistral, to introduce the company and discuss recent events around the announced partnership with Microsoft Azure.

Mistral mentioned that:

- There was no concerted lobbying strategy (with Microsoft or the French government) at the trilogue negotiations leading up to the AI Act.
- Microsoft's financial contribution, as part of Mistral's fundraising in December 2023, was limited to €15m (out of a total of €325m) – not giving it any control over Mistral. Of Mistral's total capital (of some €500m), 75% comes from European sources.
- For future fundraising, [REDACTED] it will, however, be challenging to raise most funds in Europe (where risk capital is scarce). Yet, it is the declared intention of the company's founders that Mistral remains an independent European company.
- Mistral's partnership with Microsoft Azure is part of its strategy and necessity to be present on all major cloud companies.
- Mistral is in direct competition with OpenAI when it comes to LLM and generative AI.
- Part of its products are deployed open source, where downstream developers build their solution on top of Mistral's models. The remainder is subject to commercial deployment, with its largest LLM just released (and where large companies, using APIs, can add their own data). Examples of clients include logistics companies or banks.
- Mistral also offers "on premise" solutions, to guarantee privacy in sensitive areas such as health or cyber security.

The Commission took good note of these explanations.