**Cloud:**
**The Heart of**
**European AI**

iliad GROUP | Scaleway

Scaleway

# Why Scaleway?
## Championing European Values

**Thousands of GPUs**

**Fast growing with clear focus on open-source**

**Full service growing European CSP**

**100,000s Servers** in multiple **Sovereign** & **Sustainable** Data Centers

**+100 IaaS, PaaS, Public Cloud & AI Products**

**Super-Computers to power future AI & HPC**
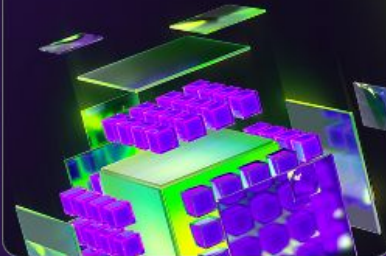
# Cloud at heart

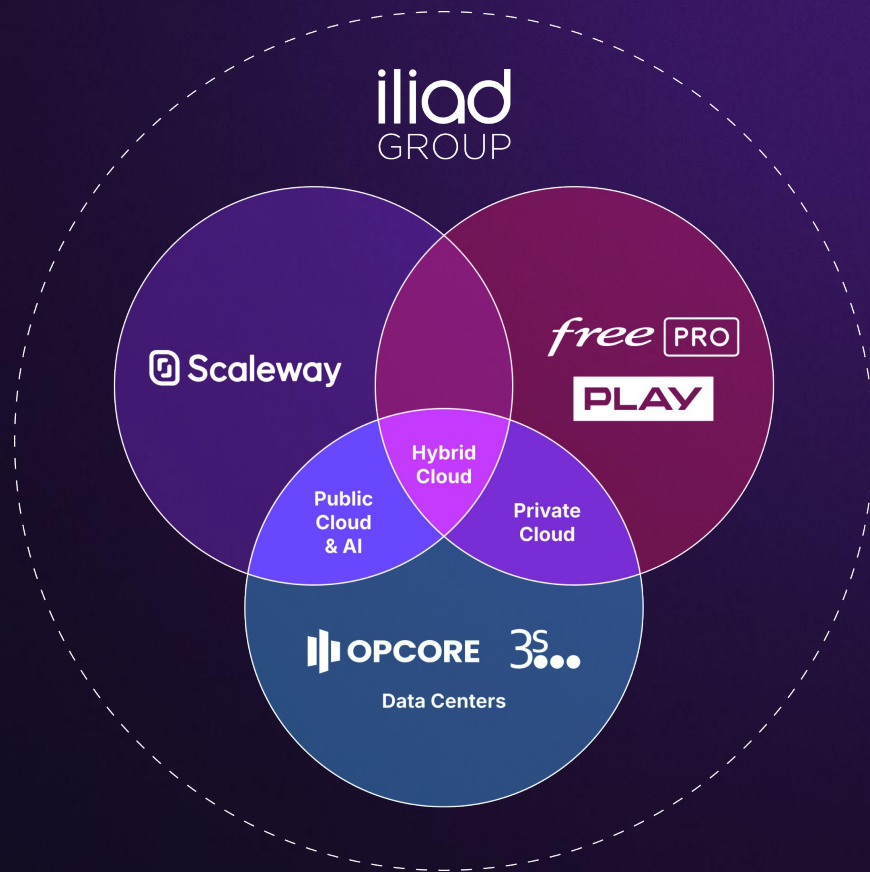**Europe's leading AI computing power**
- Thousands of GPUs

**Sovereign and independent technologies**
- Immune to non-European regulations
- Engaged in SecNum Cloud & HDS

**Responsibility and Sustainable**
- Server life cycle
- Environmental impact calculator
- Energy efficient data centres



Scaleway

# The iliad Group

**+25 years**
History

**18 000**
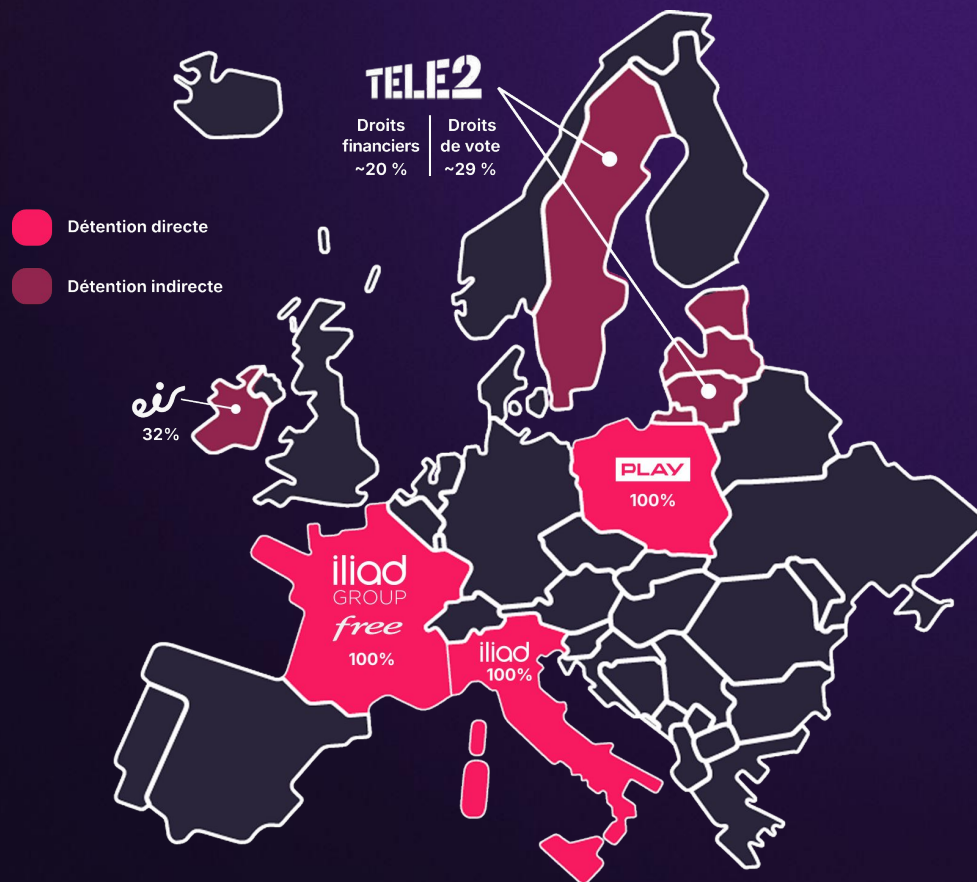Employees

**N°2**
Telecom operator in France

**50 M**
subscribers

**10.4%**
Revenue growth

**10 Mds**
turnover

TELE2
Droits financiers ~20 %  |  Droits de vote ~29 %

Détention directe

Détention indirecte

ei
32%

PLAY
100%

iliad GROUP free
100%

iliad
100%

Scaleway

# Expanding our GLOBAL presence



VPS Only

Full Region

Plan 2025/2026

Private Cloud

Vancouver, Seattle, Montréal, Toronto, New-York, Salt Lake City, Washington, Los Angeles, Dallas, Miami, Mexico City, San Juan, Guatemala City, San Jose, Bogota, Lima, São Paulo, Santiago, Buenos Aires

Oslo, Helsinki, Dublin, Amsterdam, Warsaw, Kyiv, Paris, Florence, Istanbul, Lisbon, Madrid, Athens, Fez, Tel-Aviv, Dubai, Mumbai, Lagos, Johannesburg, Tokyo, Taipei, Hong Kong, Kuala Lumpur, Singapour, Sydney

**Scaleway offers a complete suite of cloud & AI products and managed services.**

**Delivering a secure , sustainable and reliable environment for the most demanding clients in Europe.**

# Our unique value proposition:
# Europe's best hyperscaler alternative

## BIG

### Covering every need

**Deep AI capability** and Leader in GPU capacity

**+100 Public Cloud Products** covering IaaS, PaaS and AI

**Full Private Cloud** offering with local iliad Group implementations

## Open

### The European way

**Predictable & Transparent** pricing

**No vendor lock-in** and independent Tech

**Proximity-based partnerships** and customer experience

## Efficient

### Sovereign & Sustainable

Immune to **extraterritorial legislation**

**Responsible & Sustainable** by design

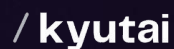**Certified** at the highest level

# Tailored for Enterprise Clients

## Acclaimed by our customers

Scaleway offers a reliable and robust ecosystem, supported by leading European customers.

# **Championed** by the European Parliament

## *"Let's choose Scaleway"*

*"Real digital sovereignty means having **the capacity to scale and choose European critical technology**...We must address the real problems with American and Chinese companies and stop handing our data for them for free. We must put European companies first in our public procurement. Yes, you need to make an effort to choose European cloud, cyber and software but we can do that. **Let's choose Scaleway** and ESET."*



*Aura Salla, Member of European Parliament*

# Scaleway passes milestone 1 of the SecNumCloud qualification
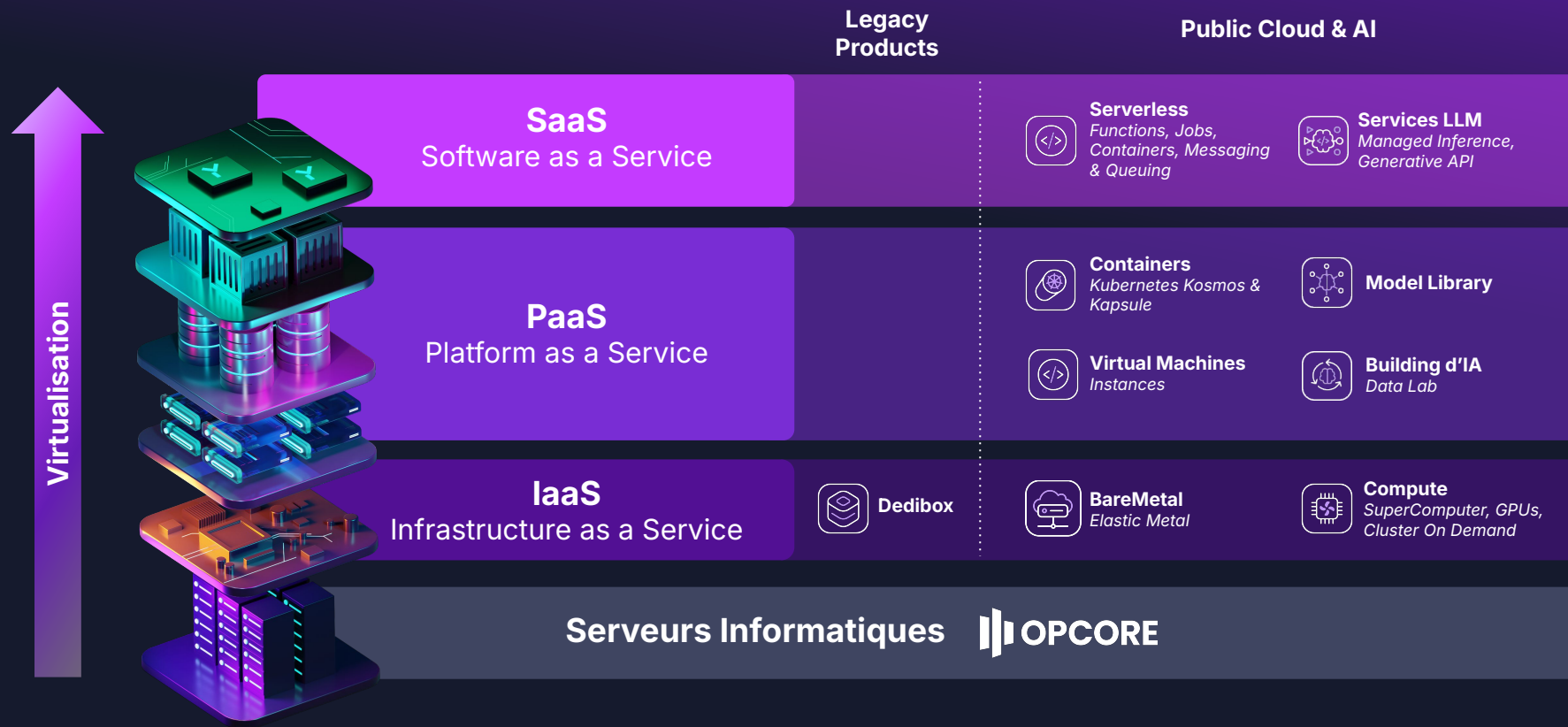
**J0** —— **J1** —— **J2**

**Our transition to J1 marks a decisive step forward that confirms our commitment to achieving full qualification and meeting the needs of the most sensitive sectors.**

SecNumCloud, issued by ANSSI (the French National Cybersecurity Agency), is the benchmark label guaranteeing the highest standards of cloud security
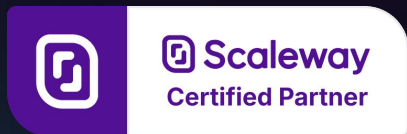
# Scaleway is focusing on IaaS & PaaS services

**Legacy Products**

**Public Cloud & AI**

**Virtualisation**

## SaaS
Software as a Service

**Serverless**
*Functions, Jobs, Containers, Messaging & Queuing*

**Services LLM**
*Managed Inference, Generative API*

## PaaS
Platform as a Service

**Containers**
*Kubernetes Kosmos & Kapsule*

**Model Library**

**Virtual Machines**
*Instances*

**Building d'IA**
*Data Lab*

## IaaS
Infrastructure as a Service

**Dedibox**

**BareMetal**
*Elastic Metal*

**Compute**
*SuperComputer, GPUs, Cluster On Demand*

**Serveurs Informatiques** OPCORE

# A partner ecosystem for all your needs

**Scaleway Certified Partner**

- A dedicated network of technical experts committed to your project's success
- Certified for Scaleway Cloud & AI, enabled by our Solutions Architects
- Specialized Integrators and MSPs offering a wide range of expertise on Build and Run
- Proven track record in delivering successful projects across industries
- Turnkey SaaS solutions available on the marketplace, easily deployable via our platforms

ARTEFACT     SCC     enix     OCTO TECHNOLOGY — Part of Accenture     kaliop     theodo. Cloud     we scale

# Scaleway for Startups

## Meta ✕ 🤗 Hugging Face

- 4 month programme
- **50 000€ cloud credits**
- Dedicated CSM
- Get invited to exclusive events
- Networking opportunities.

## Scaleway ✕ NVIDIA INCEPTION PROGRAM

**An Exclusive VIP Experience for Startups**
- 12 Month Programme
- **42 000€ cloud credits**
- Scaleway Foundation certification
- Increased Social Media Visibility
- Your support plan offered for 1 year.

| Early | Growth |
|---|---|
| <ul><li>6 Month Programme</li><li>**3 600€ cloud credits**</li><li>Personalised Support</li><li>Exclusive Events</li><li>Networking Opportunities</li></ul> | <ul><li>12 month Program</li><li>**36 000€ cloud credits**</li><li>Personalized Support</li><li>Exclusive Events & Networking Opportunities</li><li>Access Emerging Tech</li><li>Leverage Iliad Ecosystem</li></ul> |

# The best user & developer experience

Our products are **intuitive**, **secure**, and can be **easily automated.** Deploying and managing workloads has never been more simple or intuitive.

## Included features

User-friendly **Console** and **CLI**

Integrated **IAM**

Exhaustive **Documentation**

Dev Tools compatible
Including **Terraform**, **Pulumi**, **Ansible...**
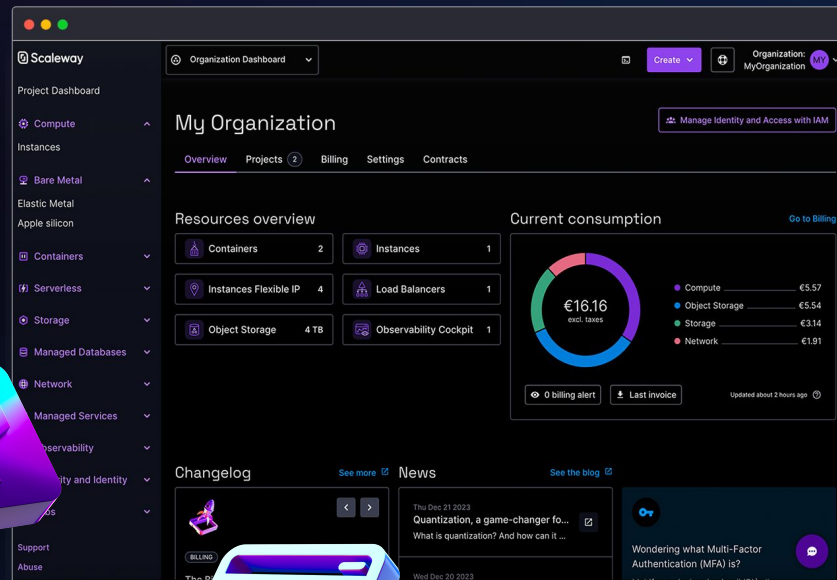
# Keep control of your resources and expenses

Controlling costs has never been so important. Scaleway gives you the keys to scale and manage your resources efficiently and anticipate expenses.

## Included features

✓ Fully-managed **observability**

✓ **Real-time consumption** dashboards

✓ Billing **API endpoints**

✓ Transparent **pricing & calculator**

*Using Cockpit, you can monitor your logs and metrics and applications from Scaleway, or from any other cloud provider*

# A whole dedicated team at your service

**Scaleway's Unique Values**

*Available subject to subscription to the Support Gold plan.

**Available subject to minimum monthly consumption

## Product Roadmap
Led by Product Managers and Engineering team continuously innovating to deliver cutting-edge features.

## Account Executive
Your trusted advisor, aligning the best solutions to your evolving business needs.

## Support
Assisting in the rapid resolution of issues to keep your operations running smoothly.

### Exclusive Access to Leadership
Meet Key C-Level Executives

## Solution Architect
Your pre-sales interface designing tailored, scalable architectures to meet your unique technical needs.

## Technical Account Manager*
Your technical partner, providing expert insights and personalized optimizations.

## Customer Success Manager**
Ensuring your long-term success with proactive guidance and support.
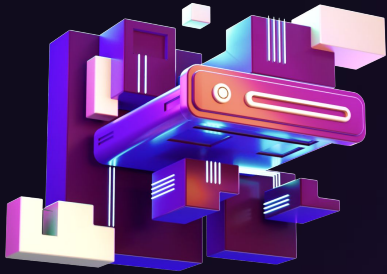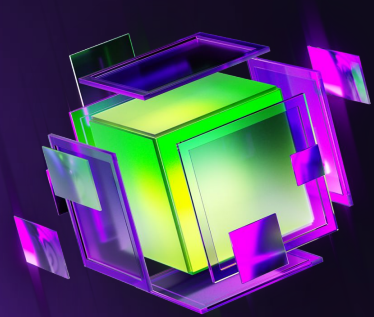
Thank you !

# Appendix

# Multiple needs, one ecosystem



**Bare Metal**

**Public Cloud**

**AI**

# Scaleway Bare Metal

## Dedibox

Next-generation, ultra-secure dedicated servers to help startups, SMEs, and large enterprises benefit from tailor-made adaptability and total environment customization

───────── Dedicated Servers ─────────

⌂ **Start**

⌃ **Pro**

▤ **Core**

▤ **Store**

🌐 **Dedibox VPS**

▧ **Dedibox GPU**

## Elastic Metal

The reliability of Bare Metal, the elasticity of the cloud. Combine dedicated performance with flexible pricing and native integration into our complete cloud ecosystem

───────── Cloud Bare Metal ─────────

Al **Aluminium**

Be **Beryllium**

Ir **Iridium**

Li **Lithium**

Ti **Titanium**

## Apple Silicon

On-demand dedicated Mac mini with performance and efficiency of Apple silicon chip. The right alternative to a physical machine, accessible easily on remote desktop or SSH.

M1 **Mac mini M1**

M2 **Mac mini M2**

M2 **Mac mini M2 Pro**

# Public Cloud - Compute

## Virtual instances

Fully integrated into Scaleway's cloud ecosystem, designed to offer the best price/performance ratio. Delivered in seconds, our Virtual Instances range is made to meet all your workload needs.

- Production-Optimized Instances
- Workload-Optimized Instances
- Cost-Optimized Instances
- Learning Instances
- GPU Instances

## Containers

Move faster, scale your services and expand your capabilities with containerization offering you the automation and monitoring your infrastructure needs.

- Kubernetes Kapsule
- Kubernetes Dedicated Control Plane
- Kubernetes Kosmos
- Container Registry

## Serverless

Simplify application deployment by allowing developers to focus on writing code rather than managing servers. Automatically scale applications, ensuring optimal performance and cost-efficiency.

- Serverless Functions
- Serverless Containers
- Serverless Jobs

# Public Cloud - Storage & Network

## Storage

Fully integrated into Scaleway's cloud ecosystem, designed to offer the best price/performance ratio. Delivered in seconds, our Virtual Instances range is made to meet all your workload needs.

- **Object Storage**
- **Scaleway Glacier**
- **Block Storage**

## Network

Move faster, scale your services and expand your capabilities with containerization offering you the automation and monitoring your infrastructure needs.

- **Virtual Private Cloud**
- **Load Balancer**
- **Public Gateway**
- **IPAM (IP Address Manager)**
- **Edge Services**

# Public Cloud - Data & Tools

## Data

- Managed Database for PostgreSQL & MySQL
- Managed Database for Redis™
- Serverless SQL DB
- Managed MongoDB©
- Messaging & Streaming
- Distributed Data Lab

## Business Applications

- Domains and DNS
- Web Hosting
- Transactional Email
- IoT Hub
- Cockpit

## Security & Organisation

- IAM
- Secret Manager
- Cost Manager
- Environmental Footprint Calculator
- Key Manager
- Audit Trail

## Developer Tools

- API
- CLI
- Terraform
- SDK (inc Saagie)

# Scaleway AI Portfolio

## Clusters

- **Custom-build Clusters**
- **On-Demand Clusters**

## GPU Instances

- **AMD Instinct MI300 Series**
- **NVIDIA Blackwell**
  *Coming soon*
- **H100 PCIe**
- **L40S**
- **L4**
- **P100**

## Model-as-a-service

- **Managed Inference**
- **Generative API**