

MISTRAL AI'S SUBMISSION TO THE EUROPEAN COMMISSION'S CALL FOR CONTRIBUTIONS

1 PRESENTATION OF MISTRAL AI

1. Mistral AI is a French company headquartered in Paris and founded in April 2023 by three experts in artificial intelligence (“AI”)¹. It specialises in the development of generative AI foundation models², particularly large language models. Mistral AI is controlled by its founders and its largest shareholders are pure venture investors such as Andreessen-Horowitz and LightSpeed Ventures.

Mistral AI aims at becoming an independent European leader with a global outreach.

2. **First**, in just a few months, Mistral AI has successfully developed highly performing foundation models, challenging those already present on the market³.

Mistral AI distinguishes itself notably by its European implantation and fundings and the priority given to high quality data sources that are not US-centric.

3. **Second**, Mistral AI stands out in its efforts to make AI widely available. It released some of its most successful models openly and will continue to do so going-forward⁴. Mistral AI seeks to build a community around its models that can contribute to their adoption and improvements.

In parallel, Mistral AI monetises its products in particular through the sale of more advanced or specialised versions of its models (such as Mistral Large)⁵. Even for such licensed versions, Mistral is releasing the key specifications (architecture and trained weights) of its foundation models, giving a high level of transparency on its models.

Mistral AI considers openness in AI *(i)* encourages global transparency and accountability, public scrutiny and research in the field of AI; *(ii)* fosters trust from business users that need to understand the model before feeding it sensitive data, so as to guarantee the output to be safe; *(iii)* makes it easier for businesses to connect to other components of their data products or workflows; *(iv)* allows the foundation models to be installed on private clouds or on-premises⁶, creating room for use *e.g.*, in the bank, insurance, health and dual-use sectors or where privacy is a key concern.

4. **Third**, Mistral AI sells its product through various channels to reach customers wherever they may be. As an independent pure player, Mistral AI remains agnostic as to the environment in which its models are distributed. On top of distribution on its proprietary platform and under the

¹ Arthur Mensch, formerly at Google's Deepmind, Guillaume Lample and Timothée Lacroix, both formerly involved in Meta's Llama.

² A foundation model is a model trained on broad data at scale such that they can be adapted to a wide range of downstream tasks (as defined by the Stanford Institute for Human-Centered Artificial Intelligence's Center for Research on Foundation Models).

³ Mistral AI notably released open-source models called Mistral 7B in September 2023 and Mistral 8x7B in December 2023. These models outperform most other currently available models. On 26 February 2024, Mistral AI released a Mistral Large, a cutting-edge model second only to GPT4 and launched a chat interface (“Le Chat”) available [here](#).

⁴ Mistral's models have been (and will continue to be) released under an open-source licence (Apache 2.0) that imposes no restriction on use or reproduction beyond attribution.

⁵ Including through *(i)* third-party vendors or marketplaces; *(ii)* a subscription-based access to its own platform offering an application programming interface and a chat-like interface.

⁶ Under this model, Mistral sends to a client the weights, deployment code and artefacts of a commercial model for that client to deploy under its own control.

on-premises model, its models can be distributed through any ecosystem or by all types of players in the value chain. For instance, Google⁷, Amazon⁸ and Microsoft⁹ are distributing its products through their cloud marketplaces.

2 TO BE COMPETITIVE, THE AI PLAYING-FIELD MUST REMAIN LEVELLED AND OPEN

5. There is currently a host of players developing foundation models or downstream products.

Mistral AI's own successes so far testifies to the ability of small and agile players to compete for the development of foundation models. To reach its customers, Mistral AI benefits from partnerships with various third parties, including cloud services providers that offer access to multiple foundation models.

Yet, the current landscape could evolve fast and certain factors could impact competition and the growth of pure players.

6. *First*, the development of foundation models requires significant investments to obtain key inputs such as computing power, very large datasets of high-quality, and access to highly specialized talent.

Yet, access to these inputs could be hindered or their price could increase. For instance, a significant portion of data owners could implement policies restricting further access. Similarly, restrictive changes to the legal framework applicable to copyrighted material could affect access to sufficient data. Any data scarcity, whatever its cause, would adversely affect the ability to train models or their quality (as would a degraded access to computing power).

By contrast, ensuring a fair, reasonable and non-discriminatory access to the necessary inputs would contribute to maintaining a level playing field.

7. *Second*, foundation models are characterized by virtuous cycles that benefit from large numbers of users (*e.g.*, the larger the user base, the more developers can rely on user input and feedback to improve their models). As a result, access to business or end-users is a key factor of competition, on top of being indispensable to achieve profitability.

From this perspective and to preserve competition on the merits, access to users should remain open and non-discriminatory. In addition, users' ability to switch from one to the other should be preserved.

8. **All in all, maintaining a dynamic, innovative and contestable AI sector in the medium-term requires that it remains possible to access talent, data and compute power as well as preserving the ability to deploy foundation models in the downstream markets at scale and to compete on the merits to attract users.**

⁷ Mistral-7B and Mistral-7B-Instruct models are now available to Google Cloud customers on Vertex AI Notebooks, Google Cloud's platform. More information is available [here](#).

⁸ Mistral-7B and Mistral-7B-Instruct models are now available to AWS customers through the platform SageMaker JumpStart. More information available [here](#).

⁹ Mistral-7B and Mistral-7B-Instruct models are now on Microsoft's Azure AI catalogue through inference APIs and hosted-fine-tuning. More information available [here](#). Mistral Large is available through Azure AI, as [announced](#) on 26 February 2024.