

# Leading in the Age of AI







We've operated in Europe for more than 40 years – and we have been and always will be a steadfast partner to Europe.



Wir verstehen die Bedenken, nehmen sie ernst und gehen sie an. Ich habe für Microsoft sehr konkrete Zusagen gemacht, was den Schutz europäischer Kunden und ihrer Daten angeht. Die schreiben wir jetzt auch in unseren Kundenverträgen fest. Wir unterstützen Europa in seinem Streben nach Resilienz, investieren Milliarden in Datenzentren wie in Nordrhein-Westfalen und helfen aktiv im Kampf gegen Cyberkriminelle und ausländische Einflussversuche.

Der ICC war und ist unser Kunde, unsere Dienste dort laufen weiter. Bei dem Vorfall aus dem Februar ging es um einen einzelnen sanktionierten Beamten. Wir haben uns das noch mal angeschaut und stellen mit unseren internen Vorgaben sicher, dass sich Vergleichbares nicht wiederholt.

## Strafgerichtshof: Microsofts E-Mail-Sperre als Weckruf für digitale Souveränität

Microsoft hat nach Trump-Sanktionen das Mail-Konto des Chefanklägers des Internationalen Gerichtshofs blockiert. Kritiker: "Wir brauchen dringend Alternativen."

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Der internationale Strafgerichtshof in Den Haag. (Bild: ICC)

**»IST TRUMP FÜR SIE  
EIN GESCHÄFTSRISIKO,  
HERR SMITH?«**

Ein Interview mit Microsoft-Vizechef Brad Smith

# Microsoft's European Digital Commitments



1

# We will help build a broad AI and Cloud ecosystem in Europe

- **Expansion of Datacenter Capacity:** Microsoft plans to increase European datacenter capacity by 40% over the next two years, expanding operations in 16 countries.
- **Public Cloud Datacenters:** Introduction of Microsoft Cloud for Sovereignty to help governments run on Azure with greater control over data location, encryption, and administrative access.
- **Sovereign Cloud Datacenters:** Partnerships in France (with Capgemini and Orange) and Germany (with SAP and Arvato Systems) to create sovereign cloud platforms.
- **Support for European Cloud Providers:** Collaboration with European cloud providers to offer Microsoft applications and services on their local infrastructure.
- **Respect for European Laws:** Commitment to comply with European laws and regulations, including competition law and the Digital Markets Act.

2

We will uphold  
Europe's digital  
resilience even  
when there is  
geopolitical  
volatility

- **European Cloud for Europe:** European datacenter operations overseen by a European board of directors.
- **Digital Resilience Commitment:** Legal commitment to contest any government order to suspend or cease cloud operations in Europe.
- **Business Continuity Partnerships:** Contingency arrangements with European partners for operational continuity and secure code storage in Switzerland.

3

## We will continue to protect the privacy of European data

- **EU Data Boundary Project:** European customers can store and process their data within the EU and EFTA regions.
- **Additional Security and Encryption Options:** Confidential Compute offerings, lockbox capabilities, and customer-controlled encryption keys.
- **Strong Legal Track Record:** Commitment to challenge unauthorized access to European data and compensate customers if data is disclosed in violation of EU law.

# 4

## We will always help protect and defend Europe's cybersecurity

- **Support for Ukraine:** Evacuation of Ukraine's critical data and technology services to European datacenters.
- **Uninterrupted Cybersecurity Protection:** Continuous support to NATO, Ukraine, and other European governments against cyberattacks.
- **New Cybersecurity Measures:** Appointment of a new Deputy CISO for Europe and compliance with emerging cybersecurity regulations.

5

We will help  
strengthen  
Europe's  
economic  
competitiveness,  
including for  
open source

- **AI Access Principles:** Ensuring open access to AI and cloud platforms for open-source development.
- **Open Access Across Europe:** Hosting over 1,800 AI models, including open-source models, and eliminating fees for data transfer to other cloud providers.
- **Foundation for European Competitiveness:** Support for European startups and organizations to innovate and compete in the AI economy.

# Customer Control over Data

Holistic approach	Defend your Data Commitments	Transparency	What our report shows
Combination of technical, organizational and contractual controls	<p>Substantial addition to our foundational privacy promises. We use strong encryption. We stand for customer rights and do not provide any government with direct, unfettered access to customer data.</p> <p>For more information visit: <a href="#">Data Protection with Microsoft Privacy Principles</a></p>	<p>We are publishing information about government demands for customer data (<b>Government Requests for Customer Data Report</b>) and sued the U.S. government over the ability to disclose more data about the national security orders we receive seeking customer data.</p>	<p>In the first half of 2024, Microsoft received <b>166 total requests</b> from law enforcement around the world for accounts <b>associated with enterprise cloud customers</b>. Of those 166 requests, Microsoft provided content data to U.S. law enforcement related to <b>one non-U.S. enterprise customer</b> whose data was stored outside the U.S. The <b>customer was not based in the EU/EFTA</b><sup>1</sup>. There were no other cross-border enterprise content disclosures without consent. Microsoft does not provide any government with our encryption keys or the ability to break our encryption.</p> <p>For more information visit: <a href="#">Transparency reports</a></p>

1) European Free Trade Association

# GDPR, International Transfers and Data Location

Compliance	Data Transfers	SCCs and DPF	Our DPA & Terms
Microsoft is committed to complying with all laws and regulations which are applicable to Microsoft and its products and services, including the GDPR <sup>1</sup> .	The <b>GDPR</b> allows data transfers to third countries, including the U.S., under authorized transfer mechanisms, including subject to appropriate safeguards (e.g., <b>SCCs</b> <sup>2</sup> , or an adequacy decision such as the <b>EU-US DPF</b> <sup>3</sup> , and in conjunction with supplementary measures, as needed.	As of 24 March 2025, both the SCCs Microsoft has in place and the EU-US DPF under which Microsoft is certified are both valid and in force. Recent decisions from the US Government have not changed this.	Microsoft's commitments in relation to location of customer data are included in the <b>DPA</b> <sup>4</sup> (section "Data Transfers and Location") and in the <b>Privacy &amp; Security Terms</b> of the Microsoft Product Terms (sections "Location of Customer Data at Rest for Core Online Services" and "EU Data Boundary Services"). As stated in Microsoft's DPA, <b>no government has direct access to customer's data.</b>

1) General Data Protection Regulation 2) Standard contractual clauses.  
3) Data Protection Framework 4) Data Protection Addendum  
Classified as Microsoft Confidential.

# Microsoft Supports all Aspects of Digital Sovereignty

	National	Economical	Personal	Technological	Legal
Commitment	<i>„Microsoft promotes the <b>digital sovereignty of states</b> by providing solutions that enable governments to fully control their data and IT infrastructures without having to forego global innovation capabilities.*</i>	<i>"Microsoft supports <b>economic digital sovereignty</b> through flexibility, partnerships, and interoperability, without making local companies dependent."</i>	<i>"Microsoft offers users the ability to have <b>full control over their data</b> and security, instead of forcing users into closed ecosystems."</i>	<i>„Microsoft promotes <b>technological sovereignty</b> through regional investments, open-source approaches, and strategic partnerships with local technology firms."</i>	<i>"Microsoft respects <b>local laws</b> and actively <b>advocates for data protection, compliance, and a sovereign legal framework</b> for the digital future."</i>
Implementation	<ul style="list-style-type: none"><li>• <b>Local datacenters</b></li><li>• Implementation of <b>EU-Data Boundary</b></li><li>• <b>Delos Cloud</b> as a dedicated sovereign offering</li><li>• <b>Technical features:</b> Azure Information Protection, Double Key Encryption, Hold Your Own Key, Bring Your Own Key</li></ul>	<ul style="list-style-type: none"><li>• Dedicated European Cloud Infrastructures (<b>Delos</b> (DE), Bleu (FR), go local)</li><li>• <b>Hybrid Infrastructure</b> offerings</li><li>• Engagement in <b>Open Standards</b> Initiatives</li><li>• Cooperation with <b>local companies</b> for sovereign solutions</li></ul>	<ul style="list-style-type: none"><li>• Public commitment &amp; <b>compliance with GDPR</b></li><li>• <b>Full control</b> over personal data with granular settings</li><li>• <b>Zero-Trust</b> Principles</li><li>• Engagement in <b>Skilling</b> Initiatives</li></ul>	<ul style="list-style-type: none"><li>• Worldwide DCs</li><li>• Collaboration with <b>local tech companies</b> for sovereign solutions</li><li>• Engagement in <b>Open-Source</b> Initiatives</li><li>• Heavy tech <b>investments in Europe</b></li></ul>	<ul style="list-style-type: none"><li>• Strong <b>commitment to GDPR</b></li><li>• <b>EU Data Boundary</b></li><li>• Support of <b>lawsuits against US-laws</b> for government data access</li><li>• <b>Support of national law makers</b> (i.e., in EU AI Act)</li></ul>

# Microsoft pursues a holistic approach for digital sovereignty



## Public Cloud

Add advanced sovereignty controls to the Microsoft public cloud

- technical
- process
- contractual

## National Sovereign Clouds

In-region clouds addressing the needs of specific markets and/or regulated industries e.g.

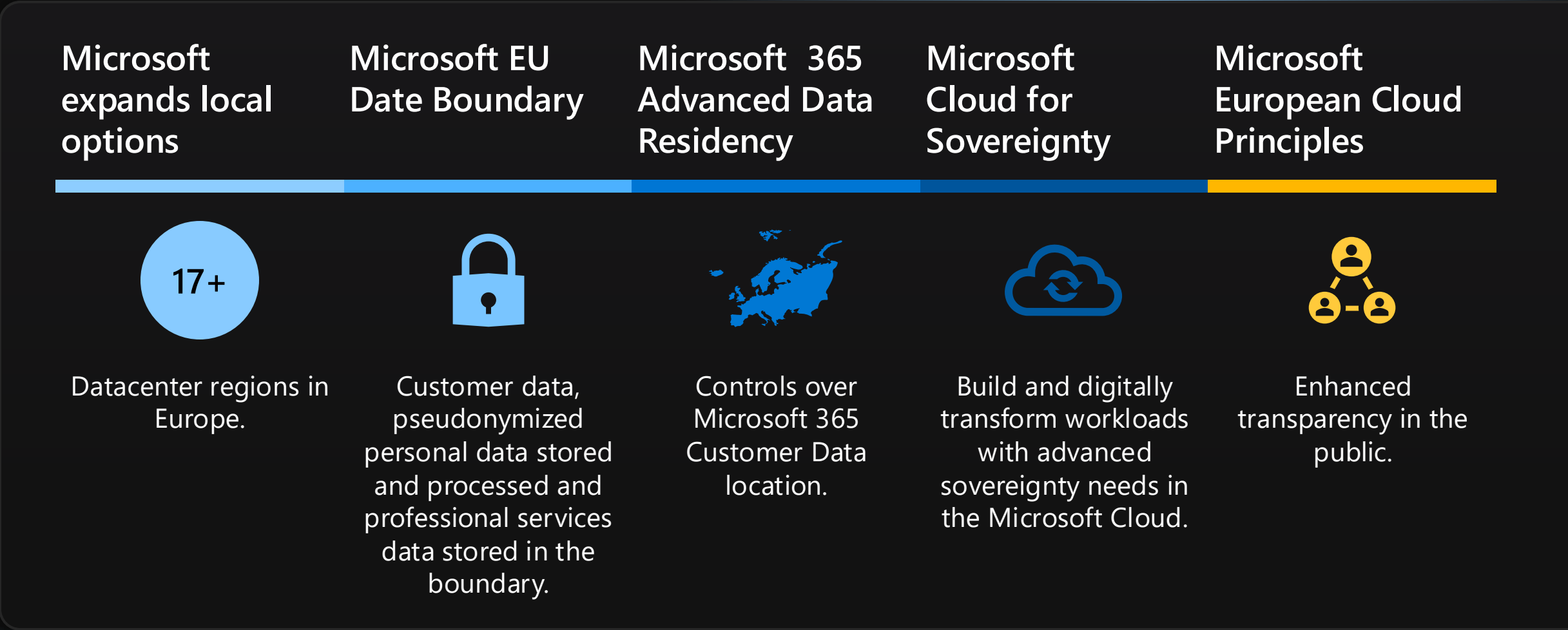
- Delos (Germany)
- Bleu (France)
- Azure Cloud China (21vianet)

## Own Datacenter and Hybrid Scenarios

Support specific scenarios and enable consistent management and security

- Coexistence scenarios
- Low latency needs
- Unreliable Uplink scenarios

# Microsoft is committed to European Sovereignty



# Microsoft glaubt an Deutschland

Der US-Konzern braucht für Cloud und KI neue Rechenkapazitäten – und gibt für den Standort D die größte Investition seiner Firmengeschichte bekannt.

Investitionen in die Zukunft  
Deutschlands im KI-Zeitalter



”

DIE INVESTITION  
IST EINE SEHR GUTE  
NACHRICHT FÜR  
DEUTSCHLAND

OLAF SCHOLZ  
Bundeskanzler

## Microsoft-Chef verrät, was er an Deutschland so schätzt

Berlin – Er ist der Präsident des weltweit größten Software-Herstellers viel liest. Und erstellt Fragen. Deutschlands Stärken „Gespräche konzentriert, dass eine von Deutschlands Stärken seine Offenheit gewesen ist – nicht nur beim Was die Zukunft betrifft: Wir brauchen vor allem Menschen, die über mehrere Wissens-

## Microsoft ist schon längst da

FRANKFURT Von den 3,2 Milliarden Euro, die Microsoft in Deutschland investieren will,

technischen Anschlüsse rund eine Million Euro Kosten an. Obendrauf komme die technische Ausstattung etwa mit Routern und Servern – die deutlich teurer sei als die Gebäudehülle. Daraus lässt sich schließen, dass der Standort im früheren Kohlerevier sein, glaubt nicht nur Kraft. Ans werden für den Standort bede-

## Milliarden für KI in Deutschland

Microsoft baut zwei neue Rechenzentren im Braunkohlerevier. Hoffnung auf Hunderte neue Jobs

## Microsoft investiert 3,2 Milliarden Euro in Deutschland

Ausbau von Rechenzentrumskapazitäten im Rheinischen Revier und in Hessen für Künstliche Intelligenz

Nordrhein-Westfalen und Hessen profitieren  
Microsoft investiert KI-Milliarden in Deutschland

### MICROSOFT IN DEUTSCHLAND

#### Drei-Milliarden-Investition

Microsoft wird in den kommenden zwei Jahren knapp 3,2 Milliarden Euro in Deutschland investieren – vor allem in Nordrhein-Westfalen und Hessen –, um seine Rechenzentrumskapazitäten für Anwendungen im Bereich Künstlicher Intelligenz (KI) und beim Cloud Computing massiv auszubauen.

Investitionen in die Zukunft  
Deutschlands im KI-Zeitalter



# Microsoft's AI advantage

The **proven leader** for AI transformation

Extensible, AI-first apps in the context of your work



Build your own transformational AI experiences



World's most loved developer tools



10,000+ frontier and open-source AI models



Unified data estate integrated with an end-to-end AI toolchain



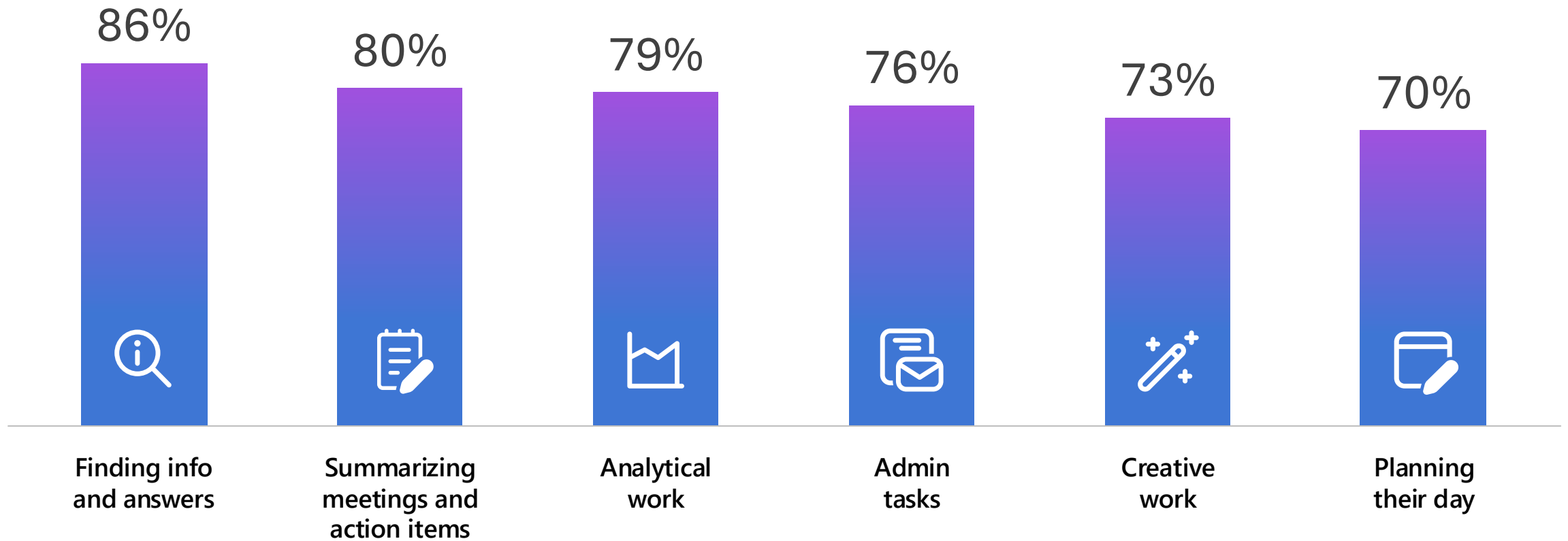
Enterprise-grade security and compliance



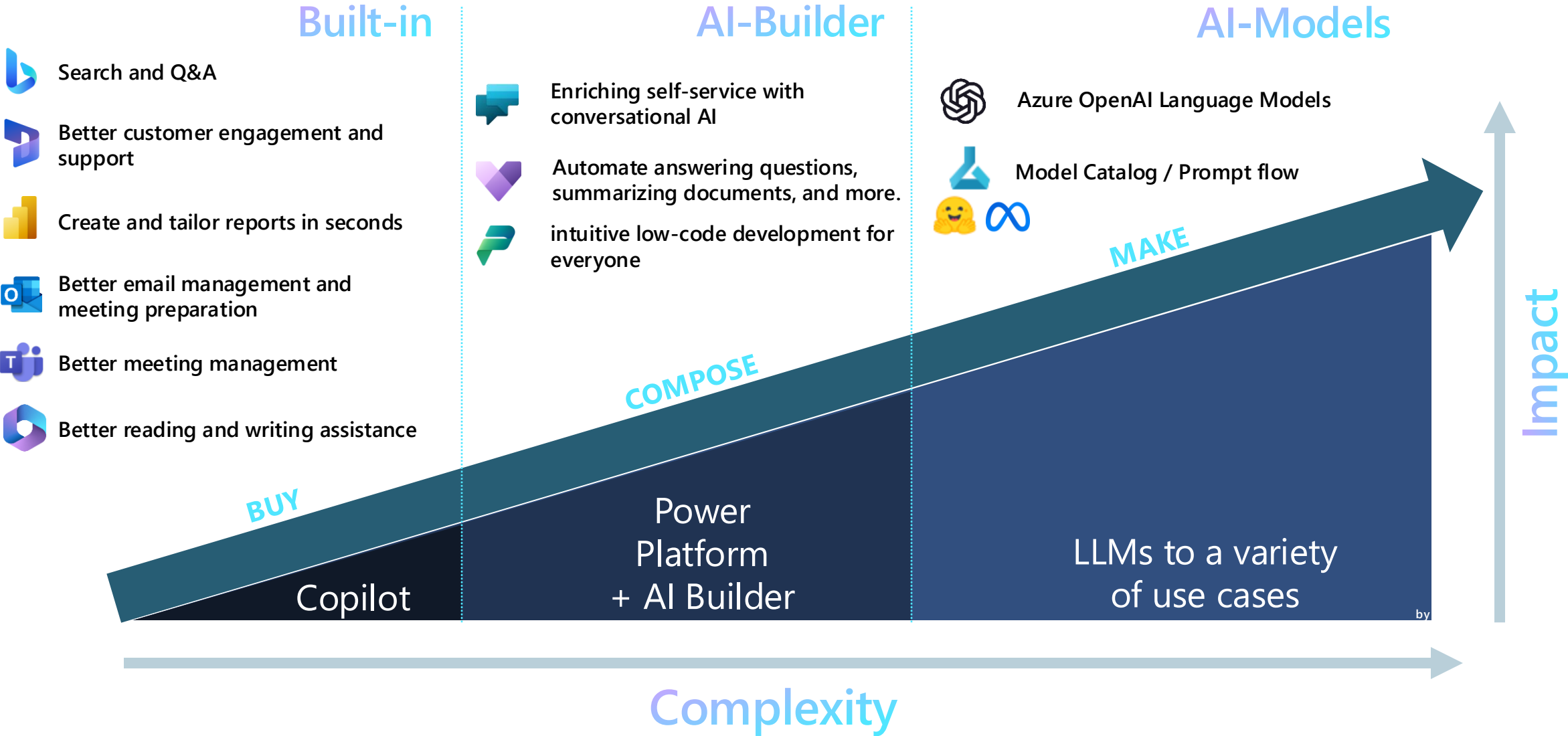
Leaders in trustworthy AI



# What employees want from AI



# From Copilot to enterprise Scale AI



# A copilot (+50) for every Microsoft Cloud experience

## Microsoft 365 Copilot

Works alongside  
you in the apps  
you use every day

[Learn more](#)

## Microsoft Security Copilot

Defend at  
machine speed  
with Microsoft  
Security Copilot

[Learn more](#)

## GitHub Copilot

Increase  
developer  
productivity to  
accelerate  
innovation

[Learn more](#)

```
19 ... screenshot = imagegrab.grab()  
20 ... # Convert to text  
21 ... text = image_to_string(screenshot)  
22 ... # Parse text for email addresses  
23 ... emails = re.findall(r'[\w\.-]+@[\w\.-]+', text)  
24 ... return emails  
25  
26 def validate(addresses):  
27 ... |  
28
```



# Copilot for Microsoft 365

Unlock productivity and unleash creativity

Natural Language



Large Language  
Models

+



Microsoft Graph  
- Your Data -

+



Microsoft 365  
Apps

+



The  
Internet

# Early learnings – Microsoft 365 Copilot

Internal Microsoft 365 Copilot users across MCAPS, IT, HR, Engineering, and Marketing

## All Up Value

87% agree more productive<sup>1</sup>

79% focus on more important work

70% able to stay in the flow

69% focus on more satisfying work

79% spent less time on mundane tasks

## Value by Workflow

81% allows to spend less time searching for information

73% makes meetings more efficient

79% allows me to spend less time processing email

94% makes all easier to get started on a first draft

## Value by Role / Function

1 in 3 had >30 min time savings per day (MCAPS)

88% complete tasks faster (MCAPS)

63% simplify complex tasks (MCAPS)

58% reclaim time for more important work (managers)

## How much is Copilot worth to users?

96% would be disappointed if they no longer had access to Copilot

83% would not want to go back to working without Copilot

47% access to Copilot would influence my choice of employer



# Top use cases for Generative AI



**Enterprise ChatGPT**  
Better knowledge mining

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**Intelligent Call Centers**  
Better analytics and service

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**Build your own copilot**  
Your data. Your apps. Your people

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**Content Generation**  
New products and services

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**Hyper-personalization**  
Better sales and marketing

COMMERZBANK 

 *Fraport*

 *dm*

**SIEMENS**

**DATEV**

**RWTHAACHEN**  
UNIVERSITY

**otto group**

  
Hamburg

 **Boehringer**  
**Ingelheim**

**Bild**



Mercedes-Benz

# Anatomy of an AI Design Win



Use Case

## Data Platform



Azure Cosmos DB



Azure SQL Database



Azure Database for  
MySQL and PostgreSQL



Fabric

## AI Platform



Azure OpenAI



Model-as-a-Service



Azure AI Search



Azure AI Speech



Azure AI Vision



Azure AI Foundry



Copilot Studio

## Application Platform



Azure Kubernetes Service



Azure App Service



Azure Container Apps



Azure API Management



Azure Functions



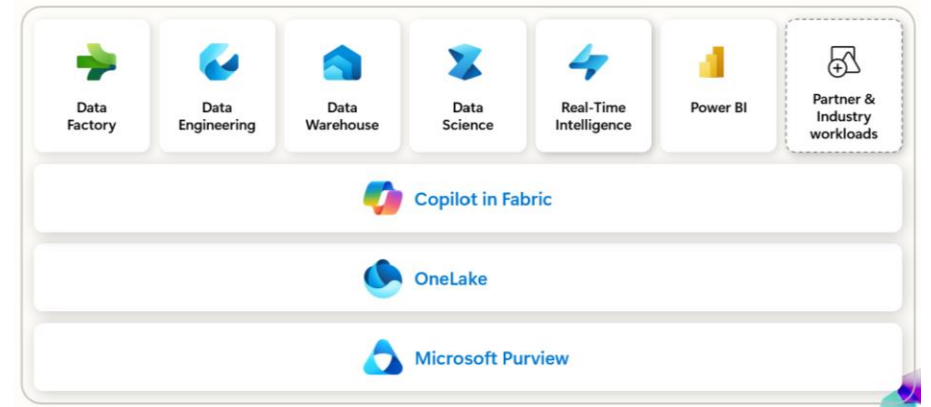
GitHub Copilot

Security, Governance, AI Safety, AI-ready infrastructure





# Everything with Data is Fabric





Microsoft has always  
been a partner-led  
company, and we  
count on our  
partners to help our  
mutual customers  
adapt and thrive in  
this age of AI.