



Behind the Baltic Cloud:

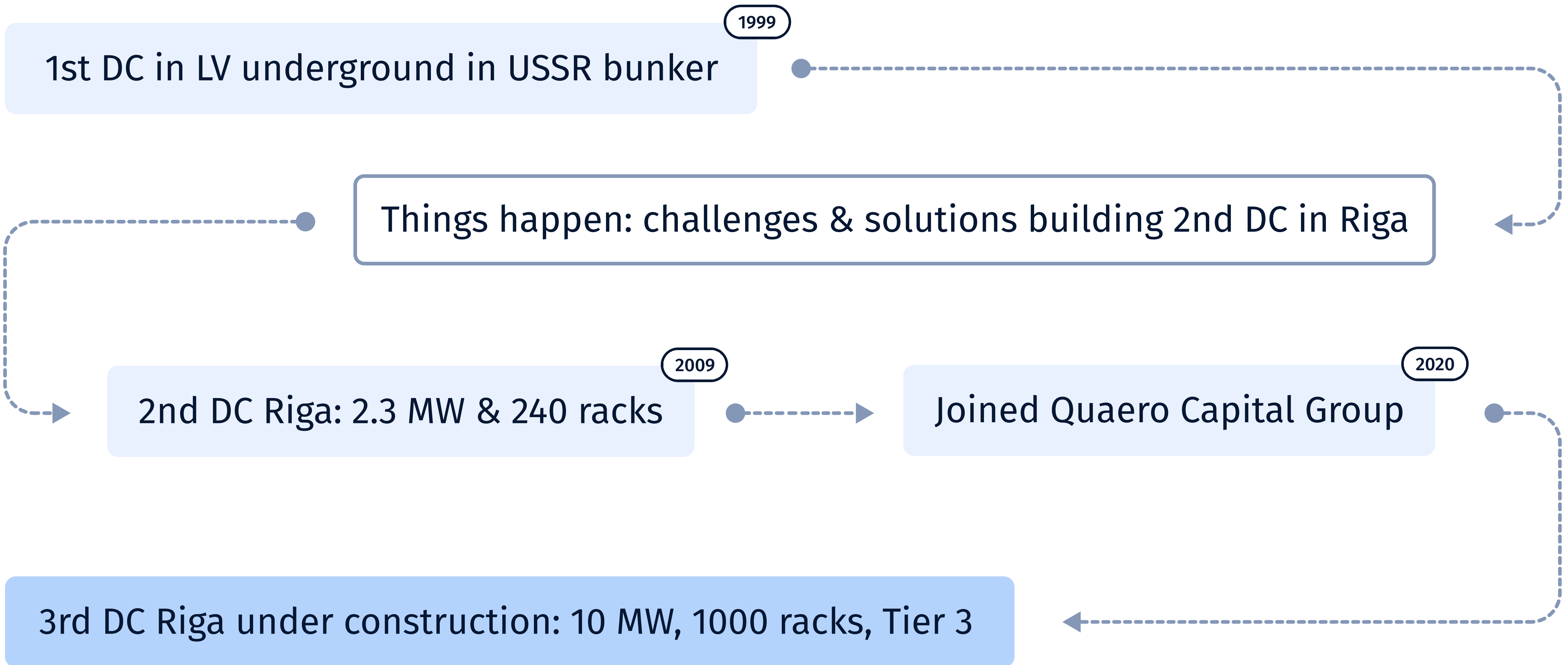
The Growth and Evolution of the Data Center Industry
in Latvia

DEAC & DLC CEO

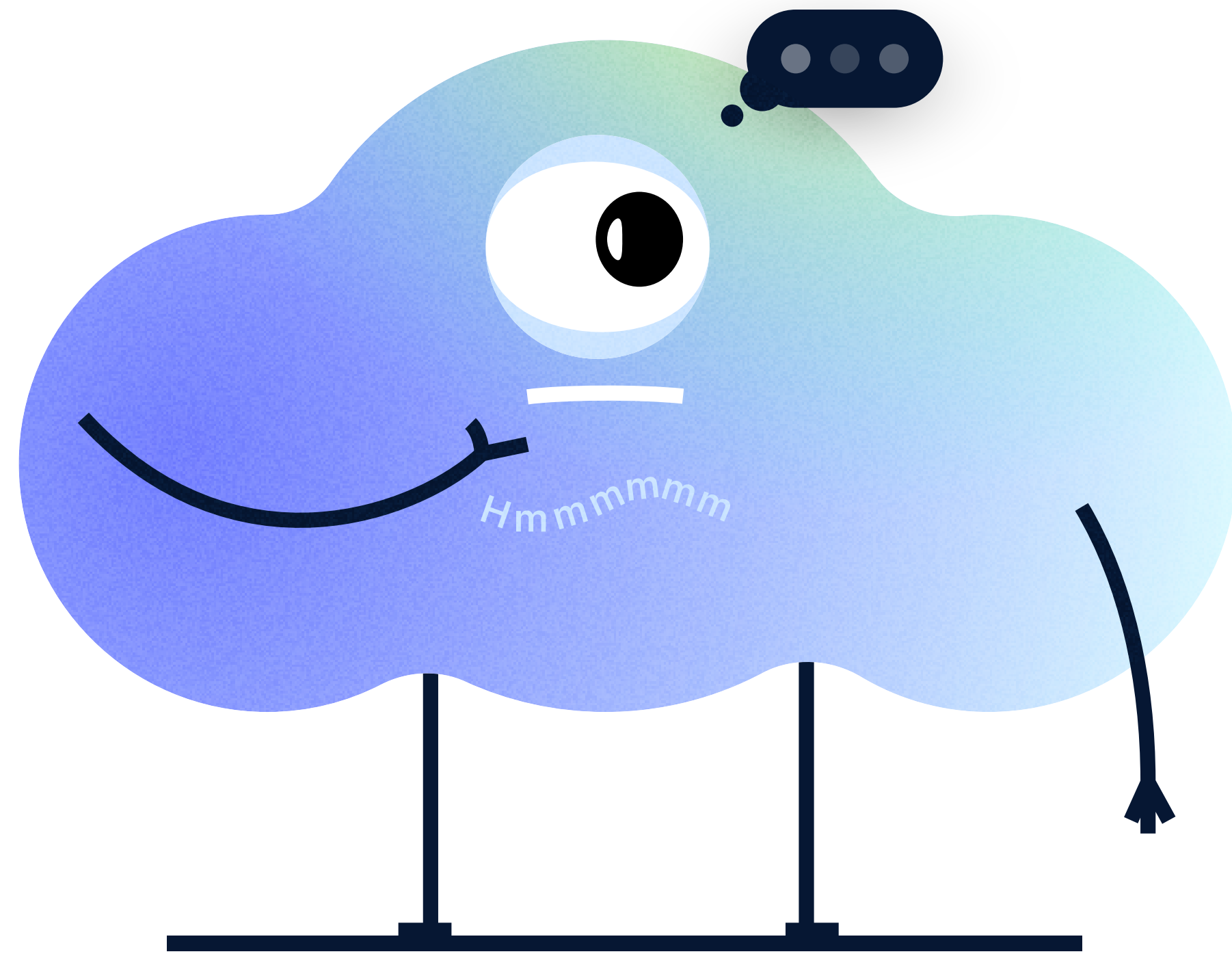
Andris Gailitis



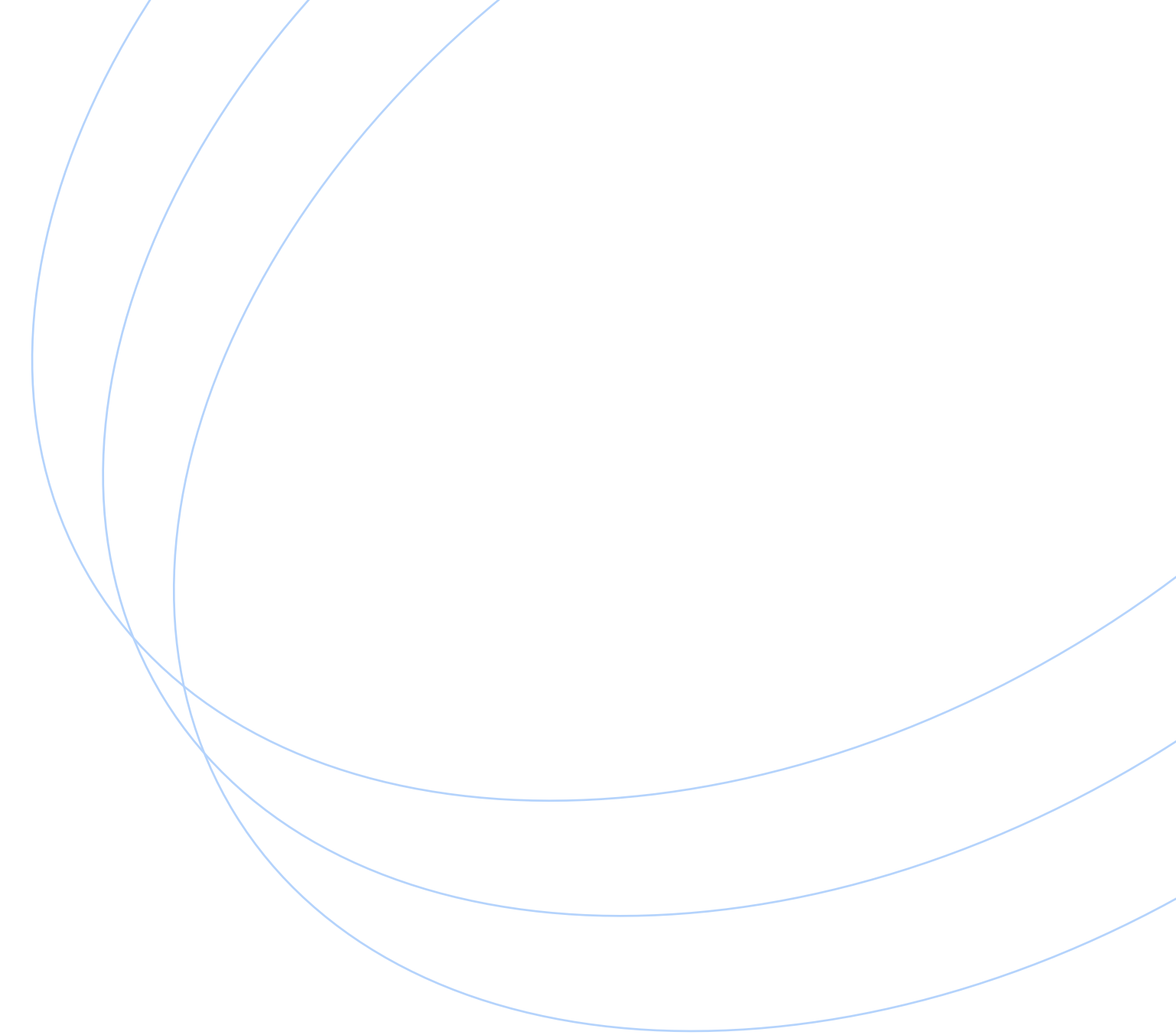
Long story short... The cloud is born



Once the Internet appeared,



the cloud was born...



Then

... 4 Latvian investors

started a Data Center-Hosting-Cloud business **in 1999.**



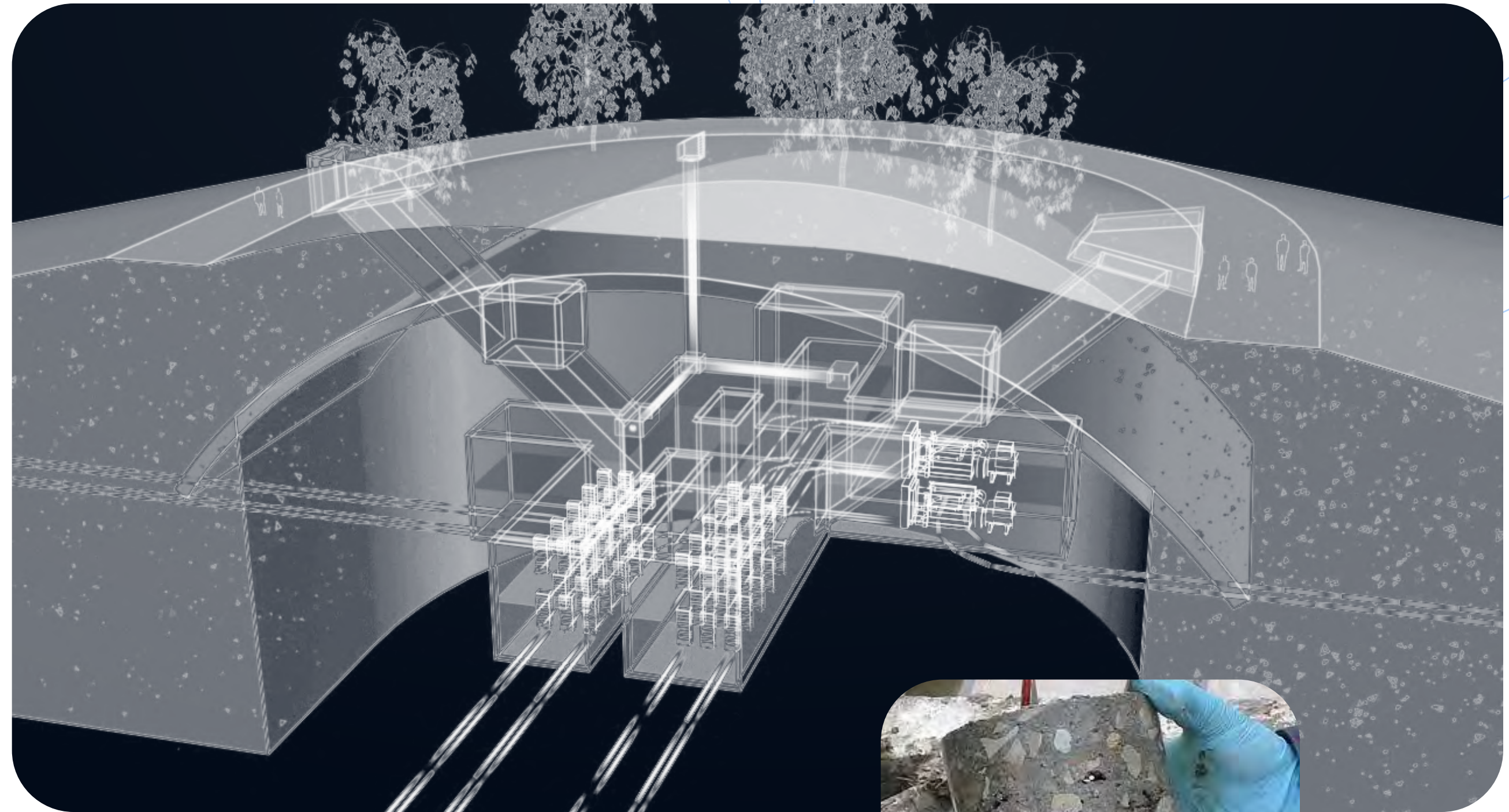
As data security is paramount,



It's me...

USSR command post bunker was rebuilt into an **underground data center.**

*1st underground DC in LV

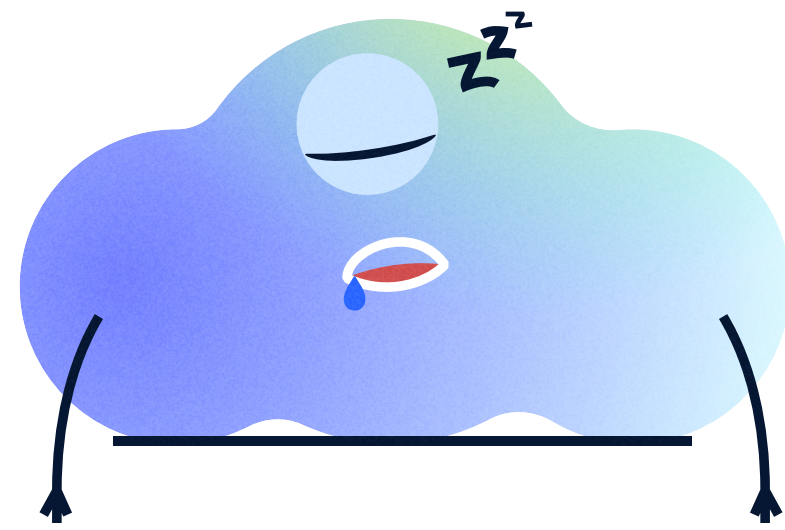


Army facility built according to standards with the highest-grade reinforced concrete and wall thickness

of 0.5 - 1 m.



It took time...



Challenges:

Why data should not be on a computer under the table or on a server in the warehouse?



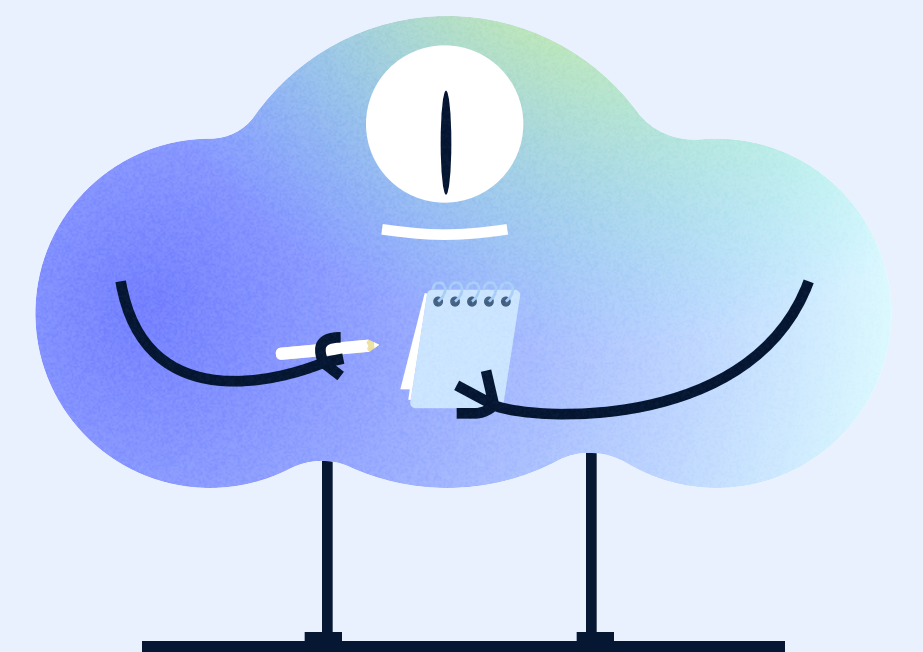
Stereotype –

DCs are for:

- computer systems of educational institutions & large state organizations,
- telco companies internal PBX/server rooms.

Solutions:

- ✓ **Market education.**
- ✓ **Offering full spectrum of services – colo, dedicated, cloud & managed.**



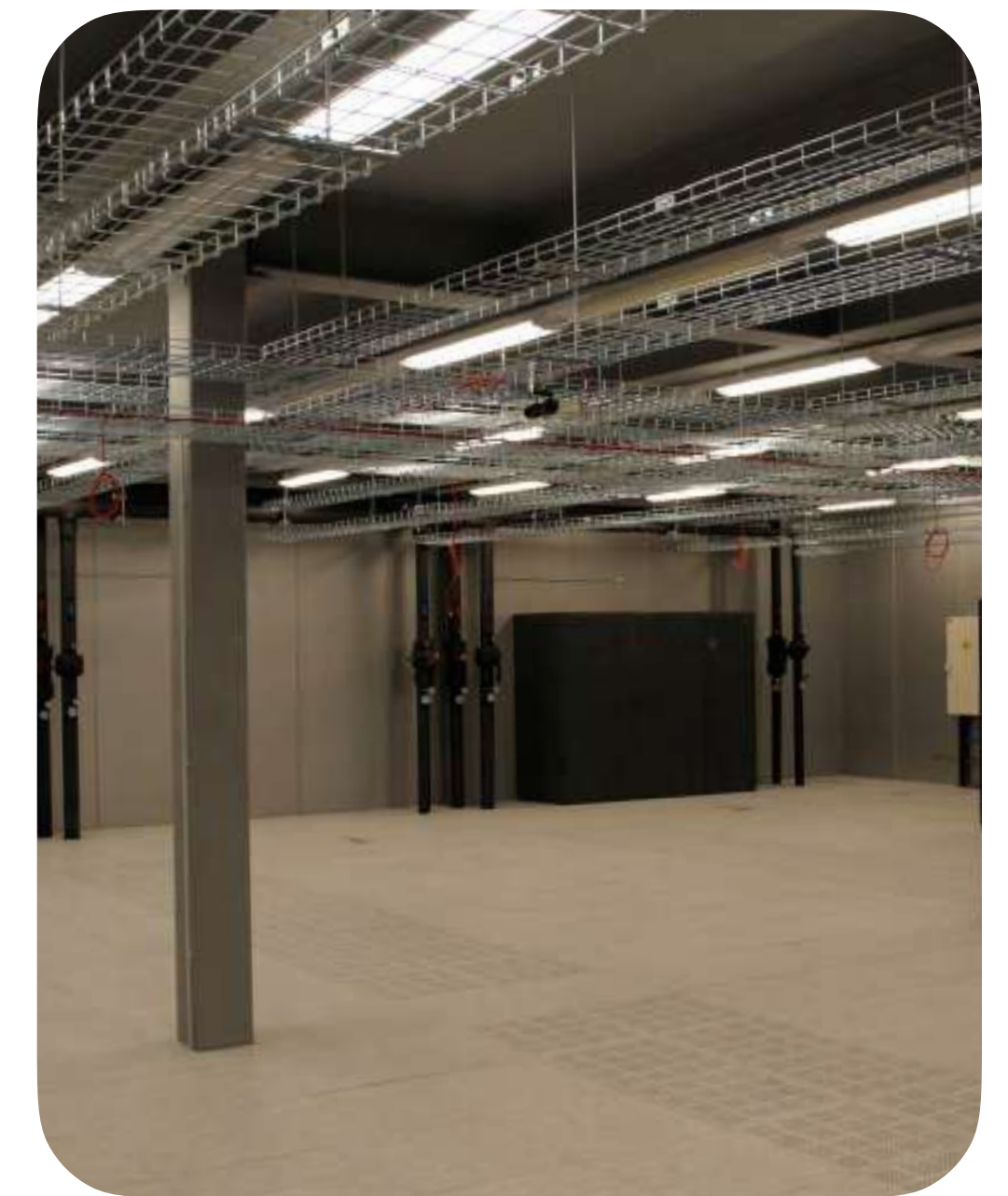
A stylized world map in light blue and white. A dark blue speech bubble with a white outline is positioned over the African continent. The text "Dream Big..." is written in white, bold, sans-serif font inside the speech bubble. The map shows the outlines of continents and countries.

Dream Big...

Year 2009

*From underground to 2nd larger DC in Riga

2.3 MW, 240 racks

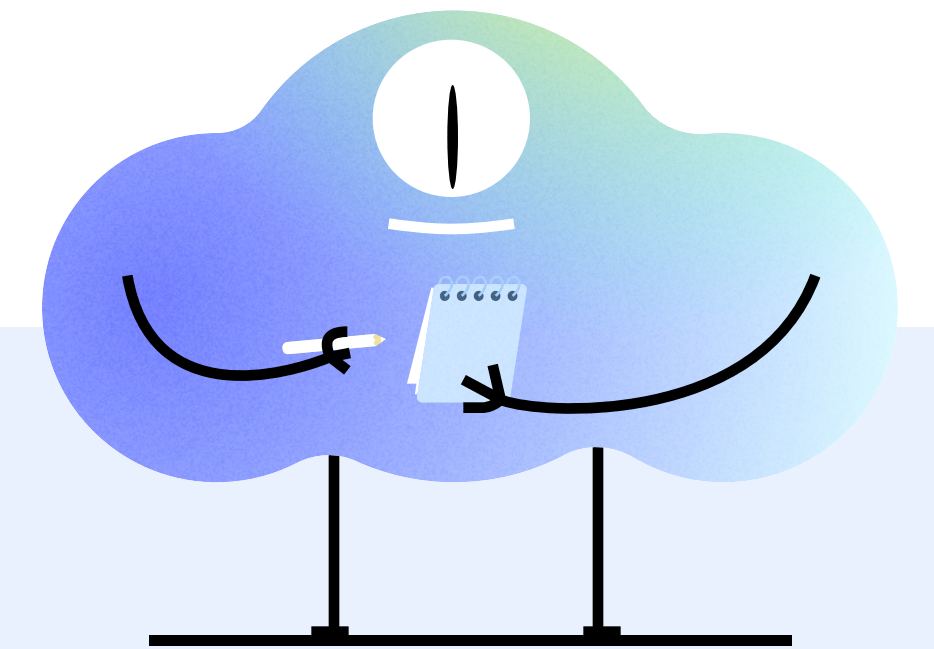




Challenge:

... Lack of specialized large DC design & construction competencies...

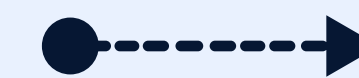
Solution:



Learned ourselves



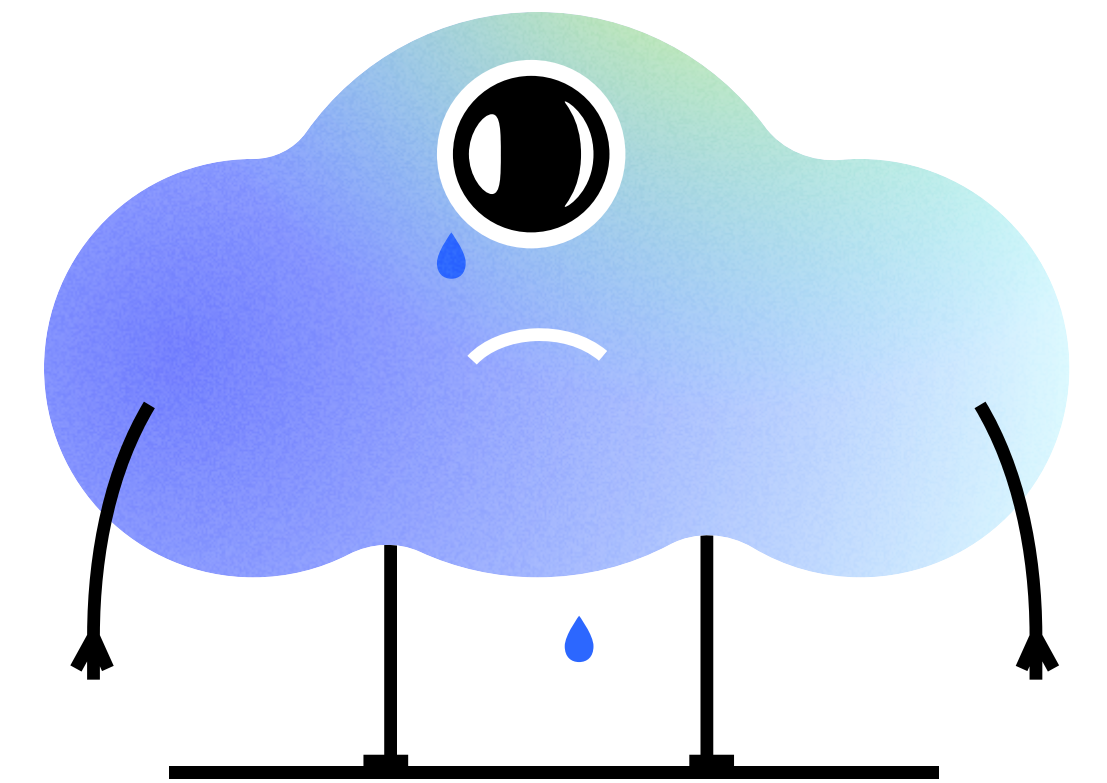
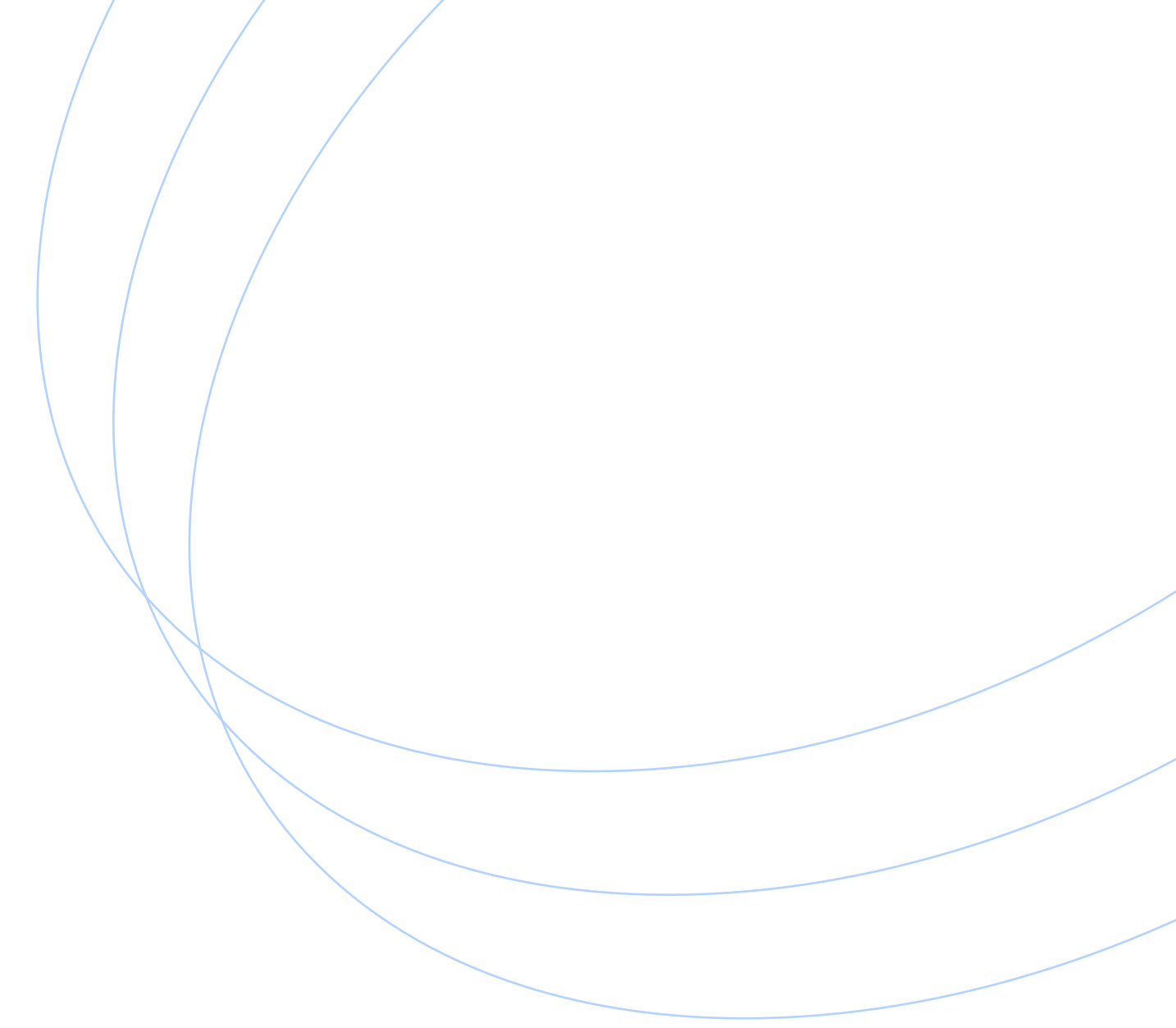
Collected experience
abroad



In-house planning &
project management

Things happen...

3x excavator cut the high-voltage cables...



Story at the conference years ago:

Me, My CTO



We just finished
2.3 MW DC —
woohoo!

Cool guys!
We have 7 DCs with 60 MW
in total!

Then we realized...

**the size of the industry & limitless
potential for growth!**

Other company CTO



Year 2020

*Next phase: 2nd DC Riga development



Joined
Quaero Capital Group



Increased capacity
of the existing Riga DC



Improved energy
efficiency, using DCs heat
to heat office



Today

***3rd DC Riga: final design phase**

Construction from

August 2023

Specs:

**10 MW, 1000 racks, Tier 3,
<20kW/rack, hypoxic fire
prevention system**

Target:

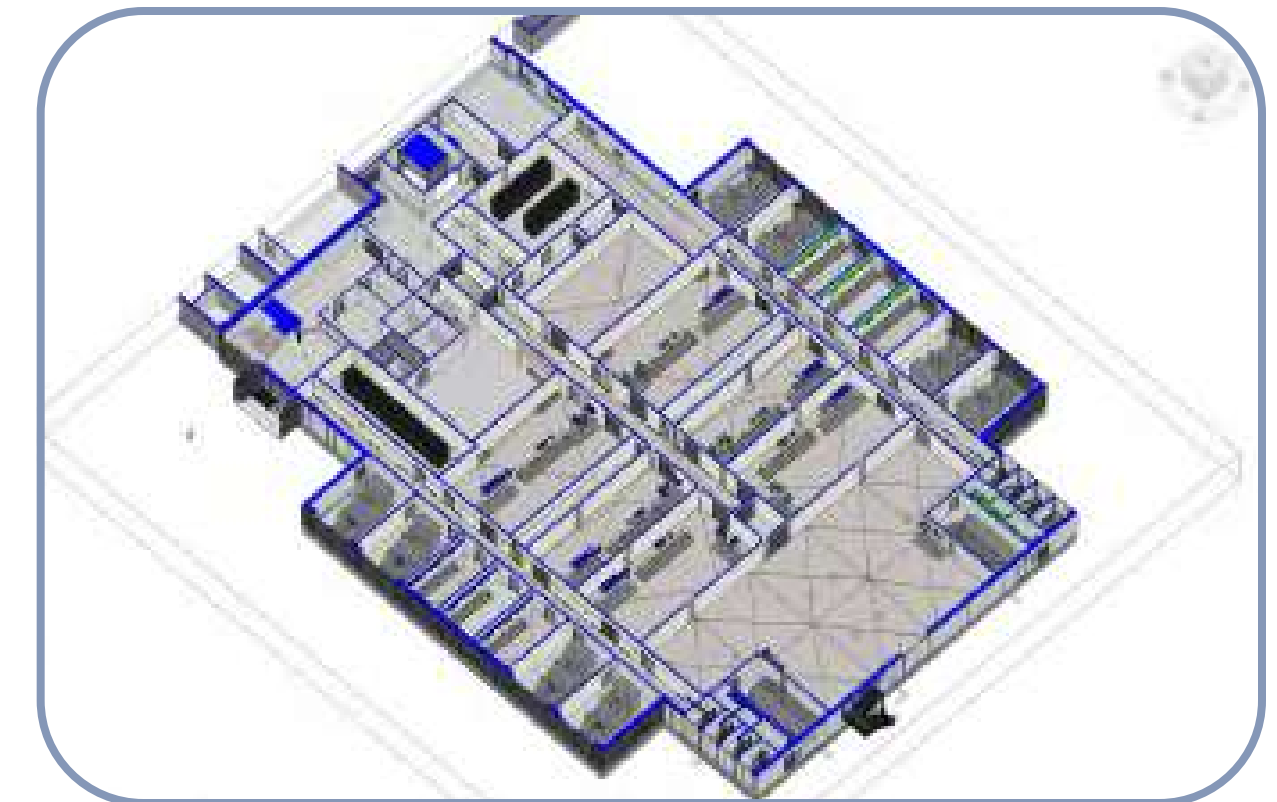
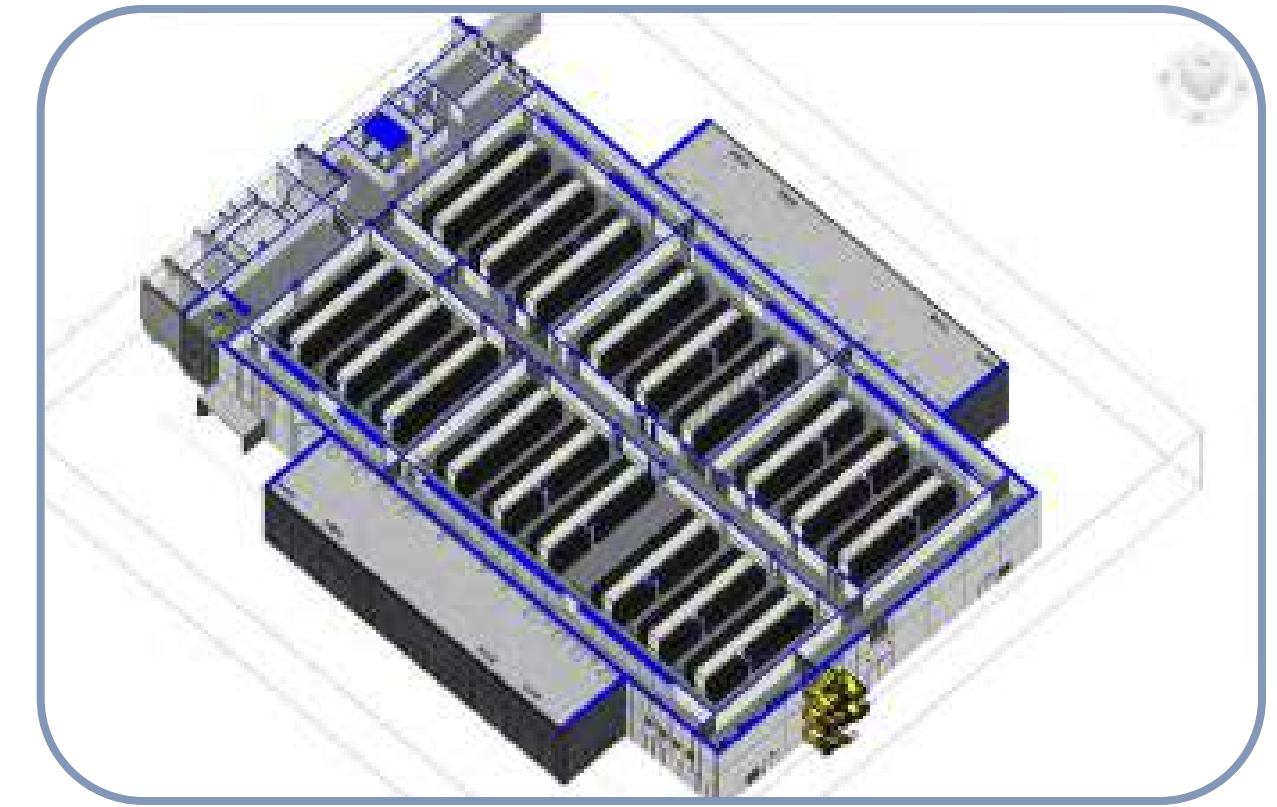
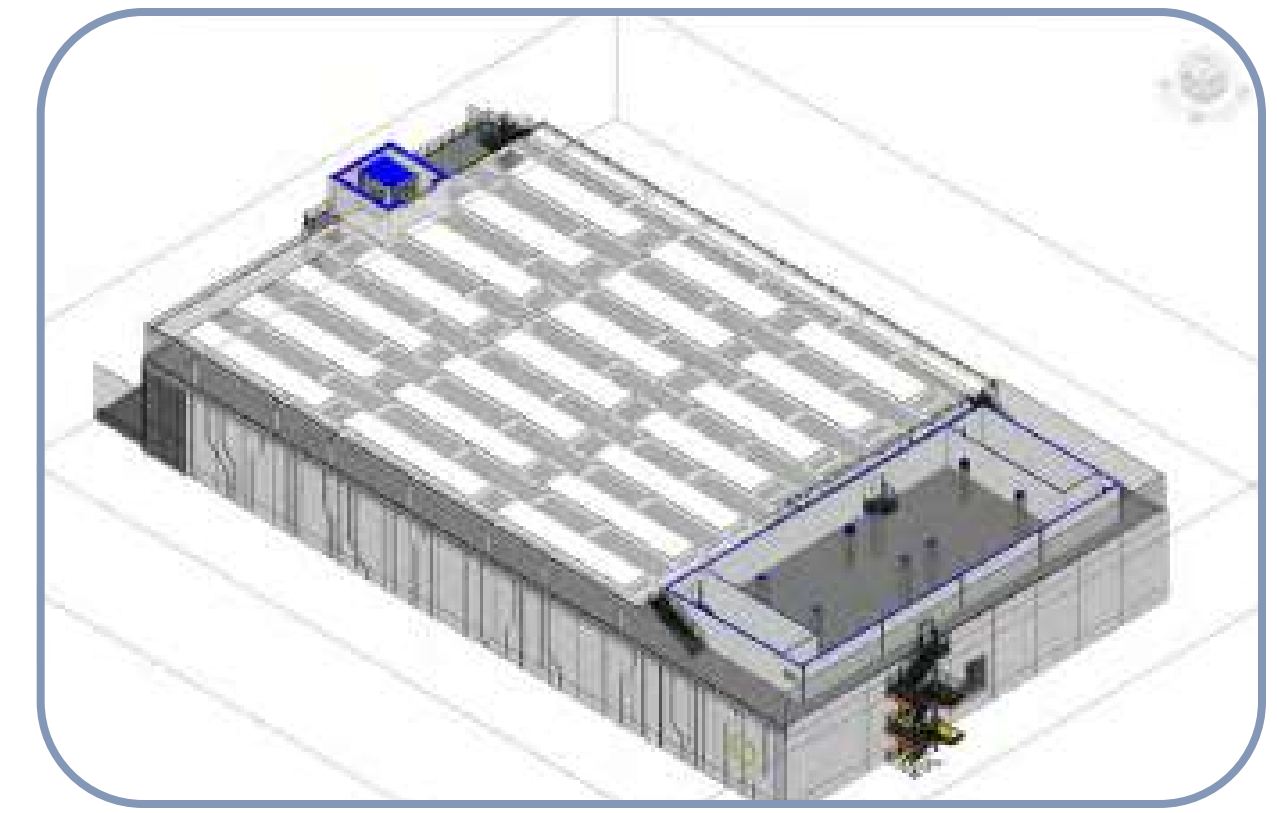
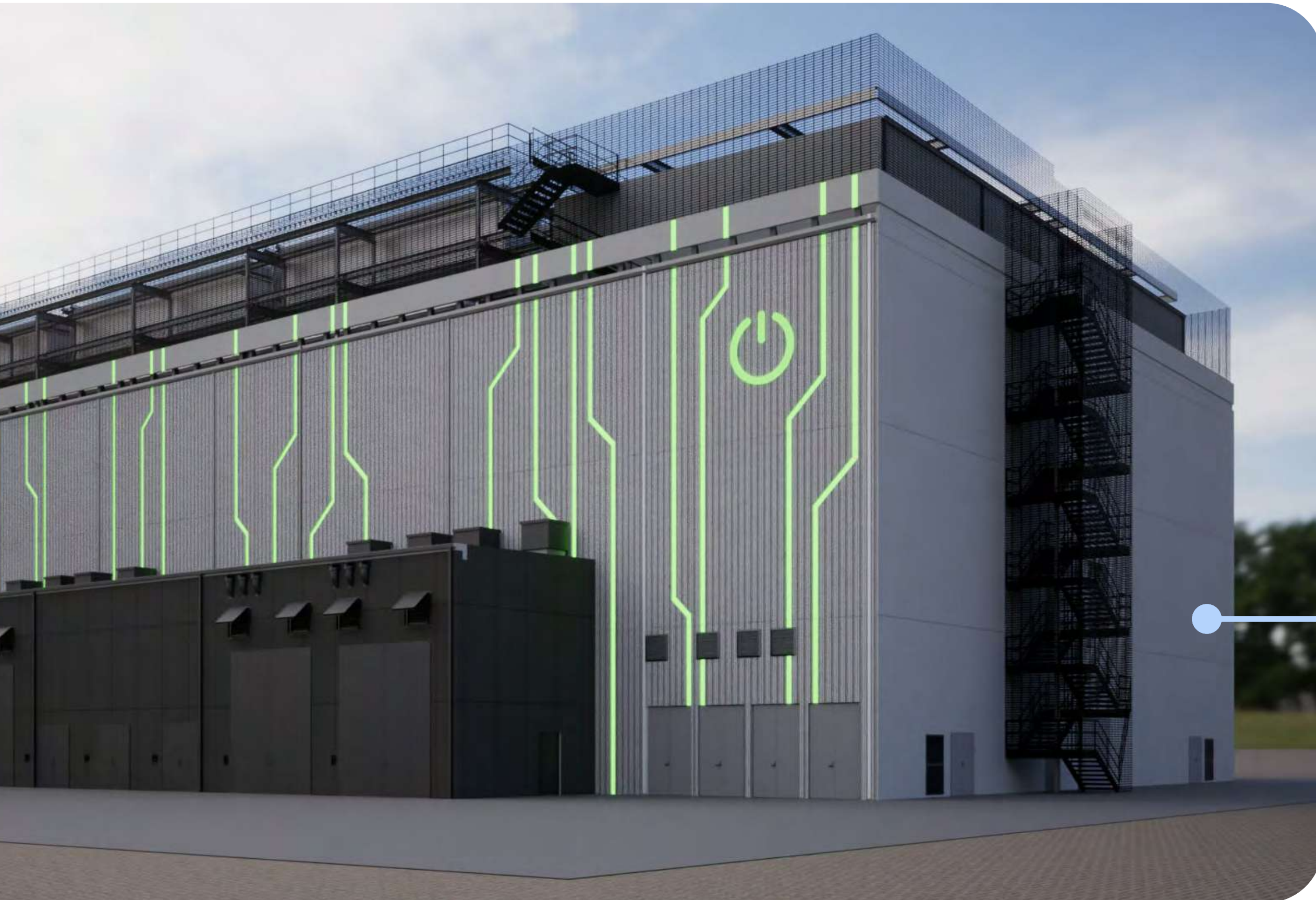
**Basic consumer market
& hyper-scale demanding
customers**

Geography:

**Baltics, Scandinavia,
Poland**

Architecture

New DC Riga: plans



*Low CO2 emissions by **2030**

100% renewable electricity: from Northern Europe wind farms & on-site solar panels.

Backup power: MY Neste Diesel — up to 90% less emissions compared to fossil.

Cooling systems: ultra-low GWP gas R1234ze & eco-friendly coolant – propylene glycol.

Very low water consumption: only humidification on rare occasions.

Other side: using eco-friendly glycol & freon decreases cooling efficiency by ~10-20%.

*Baltic Data Centers & Communications Platform

Quaero Capital Group



Colocation, Cloud,
Bare Metal



Colocation, DWDM,
Cloud

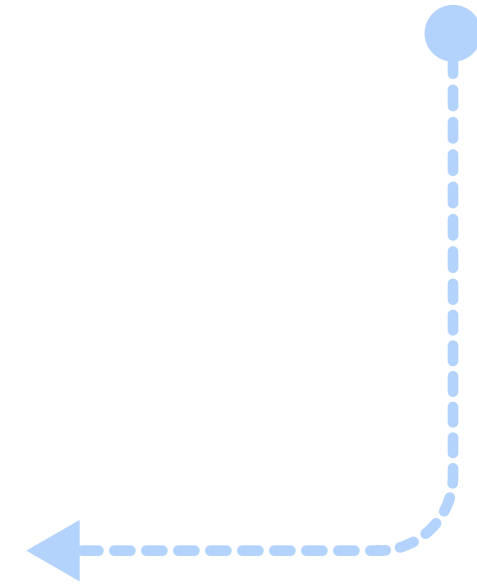


Dark Fibre

***Let's connect!**



LinkedIn



Andris Gailitis

DEAC & DLC CEO

