

**MONDAY, 27 APRIL 2026, 07:00 CET**

*Frankfurt, Germany*

## **QuoIntelligence Closes EUR 7.3 Million Series A to Scale Unified Risk Intelligence Across Europe**

*Round led by Elevator Ventures, the venture capital arm of Raiffeisen Bank International, and co-led by BMH, as NIS2 and DORA deepen Europe's cyber risk management requirements – and Frankfurt-based QuoIntelligence emerges as the only fully European provider built to meet it without requiring organisations to build a team.*

**Frankfurt, Germany - 27 April 2026 - QuoIntelligence GmbH**, the Frankfurt-based provider of Unified Risk Intelligence, today announced the close of a EUR 7.3 million Series A financing round. The round is led by **Elevator Ventures**, the venture capital arm of Raiffeisen Bank International, and co-led by **BMH Beteiligungsgesellschaft Hessen (BMH)**, with participation from returning investor **eCAPITAL ENTREPRENEURIAL PARTNERS**, and further supported by **Mercurius Private Equity**. Proceeds will be deployed across go-to-market expansion, product development, and team growth, to establish QuoIntelligence as the category leader in Unified Risk Intelligence across Europe.

NIS2 and DORA together mandate proactive and preemptive cyber risk management and supply chain oversight across more than 160,000 European organisations – creating structural demand for continuous, forward-looking intelligence. Most have no in-house function, and building one requires a significant six-figure investment in talent alone – before accounting for the time to operationalise it. At the same moment, European procurement frameworks are increasingly requiring that highly sensitive data remains under EU jurisdictions, thus disqualifying the non-EU vendors that have historically dominated the market. QuoIntelligence is the answer: finished intelligence, produced by European technology, stored in German soil, delivered within hours of onboarding, requiring no internal team to operate.

The company enters this financing round with strong revenue growth momentum recording zero client churn in 2025. Its customer lifetime value has grown nearly six times since 2023 – reflecting both expanding deal sizes and deepening customer relationships. A channel-led go-to-market strategy is being prioritised this year, with system integrators, resellers and service providers beginning to drive a growing share of new business.

European sovereignty is not just a differentiator for QuoIntelligence – it is a structural fact. The company is incorporated under German law, operates two additional entities in Spain and Italy, and stores all intelligence data under EU jurisdiction – regardless of where its clients are located. QuoIntelligence is one of the few providers able to satisfy those requirements while matching the intelligence depth previously available only from US, Russian or Israeli vendors.

Elevator Ventures' deep roots in DACH and CEE banking and financial services make it a strategically significant partner: QuoIntelligence's primary growth vector runs directly through financial sector clients navigating DORA and NIS2 compliance requirements, and Elevator Ventures' network opens doors that are central to that expansion. BMH, as Hessen's leading public equity investor and a wholly owned subsidiary of Landesbank Hessen-Thüringen Girozentrale (Helaba), connects QuoIntelligence directly to the German

Mittelstand it is building for - an institutional endorsement that carries particular weight with the manufacturing and financial services companies at the centre of NIS2 enforcement in Germany.

QuoIntelligence was established in Frankfurt in early 2020 - deliberately, not incidentally. Frankfurt is Europe's financial capital, home to the European Central Bank and the operational centre of much of the German Mittelstand now falling inside NIS2 and DORA scope. For a company building Unified Risk Intelligence for regulated European organisations, Frankfurt is not a satellite to the market – it is the market. QuoIntelligence's management team spent many years in the region's financial and technology institutions, and the company is the continuation of that trajectory: a European-built response to a gap its founder observed from inside the continent's financial infrastructure.

**Marco Riccardi, CEO and Founder, QuoIntelligence:**

*“World-class threat intelligence has always been described as something only large teams can produce. We built QuoIntelligence to prove that wrong: our vision is Unified Risk Intelligence - cyber threats, physical risks, and geopolitical signals converging into decisions, not just alerts, for any organisation, within hours of onboarding, under European law. NIS2 and DORA have turned what was a competitive advantage for our customers into a regulatory baseline for every mid-market company in Europe. This round gives us the fuel to build that standard at scale, and Elevator Ventures, BMH, and eCapital are the partners who make it possible.”*

**Magdalena Chalas, Senior Investment Manager, Elevator Ventures:**

*“In today's global landscape, accelerating the growth of homegrown cybersecurity leaders like QuoIntelligence is essential to safeguarding European digital infrastructure and sovereignty. By empowering organisations across Europe to proactively address evolving cyber threats, QuoIntelligence plays a crucial role in reinforcing Europe's independence and security in the digital age. QuoIntelligence is revolutionising the threat intelligence market while being fully compliant with EU regulations and we are proud to support its team as they drive their mission forward.”*

**Tobias Weissgerber, Senior Investment Manager at Technologiefonds Hessen IV, a fund of BMH:**

*“Threat intelligence has historically required large teams and large budgets. QuoIntelligence changes that equation. Their model makes enterprise-grade intelligence accessible to any European organisation, within hours, under EU law. The commercial traction they have built is impressive, and we look forward to supporting QuoIntelligence in their scaling journey.”*

**Dirk Seewald, Managing Partner, eCAPITAL ENTREPRENEURIAL PARTNERS:**

*“Cyber threat intelligence is moving from a specialist function into core risk management. Our follow-on investment reflects a conviction we had from day one and that QuoIntelligence has since validated: it can deliver relevant, tailored intelligence to Europe’s mid-market firms in regulated sectors without requiring them to build an in-house function. As DORA raises the bar for cyber resilience and third-party risk management in financial services, that combination of analyst expertise, scalable delivery and a European operating model becomes more valuable.”*

**About QuoIntelligence**

QuoIntelligence is building the Unified Risk Intelligence standard for European mid-market organisations, delivering finished threat intelligence that arrives already analysed, already contextualised, and ready to act on, with no in-house team required to operate it. Its analyst-first model combines Mercury, an AI-powered threat intelligence platform, with a team of European analysts who review, curate, and contextualise every intelligence output in the client’s language and sector. KARLA, the company’s conversational AI analyst, makes that intelligence accessible at every level of an organisation – from board to security analyst. Founded in Frankfurt in 2020 by Marco Riccardi, QuoIntelligence meets ISO 27001, NIS2 and DORA requirements, is an official ENISA provider, and serves organisations in finance, government, manufacturing, retail and transportation across Europe. For more information, visit [www.quointelligence.eu](http://www.quointelligence.eu)

**About Elevator Ventures**

Elevator Ventures is the venture capital manager of Raiffeisen Bank International (RBI), backed by RBI, Raiffeisen-Holding Niederösterreich-Wien, and Raiffeisen-Landesbank Steiermark, managing assets in excess of €100 million. The firm focuses on elevating the growth of technology companies in Fintech and Beyond Banking, with a broad sourcing and business development network across DACH and CEE. Elevator Ventures leverages the deep expertise, network and corporate strength of its investors to help portfolio companies scale across the region and beyond. For more information, visit [www.elevator-ventures.com](http://www.elevator-ventures.com).

**About BMH**

BMH Beteiligungs-Managementgesellschaft Hessen mbH is a medium-sized investment and venture capital company based in Wiesbaden. Founded in 2001, it is a wholly owned subsidiary of Landesbank Hessen-Thüringen Girozentrale (Helaba). As Hessen’s leading public equity and venture capital firm, BMH manages

six investment funds with assets under management exceeding €450 million and has invested in more than 500 companies since inception. Technologiefonds Hessen IV (TF H IV), a fund of BMH, primarily invests in seed and Series A financing rounds, focusing on highly scalable technological business models. The company's investment focus includes the software/analytics, fintech/insuretech, life sciences, deep tech, IoT/industrial tech and cleantech sectors. For more information, visit [www.bmh-hessen.de](http://www.bmh-hessen.de).

### About eCAPITAL ENTREPRENEURIAL PARTNERS

Founded 1999 in Germany, eCAPITAL is a venture capital investor focusing on European early- and growth-stage deep-tech companies with a positive impact on society. With entrepreneurial spirit and assets under management totaling over €400 million, the eCAPITAL team is investing in the verticals of Cybersecurity + Defense Tech, AI Tech + Infrastructure Software, Climate Tech, New Materials + Semiconductors. In addition to financial resources, eCAPITAL offers its portfolio companies strategic support and access to an international network of entrepreneurs, scientists, investors and founders. For more information visit [www.ecapital.vc](http://www.ecapital.vc).

### Media Contact

**Antonio Arias Lopez**

COO

QuoIntelligence GmbH

[media@quointelligence.eu](mailto:media@quointelligence.eu)

+49 69 33 99 79 38

[www.quointelligence.eu](http://www.quointelligence.eu)

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