Quality Guard acquires Otami and connects food safety with better management of costs and margins

With the acquisition of the French specialist in purchasing management for food professionals, the group expands its offering and strengthens its position in France, with the ambition to make the daily operations of food companies simpler.

Roeselare - Pau, 20 November 2026. Quality Guard, the European provider of software solutions for food safety and compliance, announces the acquisition of Otami, a French software company from Pau specialised in purchasing management, cost price calculation and margin management for food companies. After the acquisitions of Kooklin in the first half of 2026 and recently Betterlife in Germany, the group continues its growth through targeted acquisitions with this transaction. Quality Guard has been supported by Gimv since November 2025.

Food companies are today confronted with high requirements in the area of food safety and traceability, while rising and volatile costs, more complex supply and pressure on margins make their daily operations increasingly challenging. With Otami, Quality Guard wants to support them more broadly: in addition to working safely and compliantly, the group also wants to help customers better manage their activities and profitability.

Otami: born in the bakery

Otami was founded in Pau by Guillaume Philipson and Johan Pickus based on their experience with bakers and pastry chefs, who had difficulty accurately monitoring their purchases, cost prices and margins. Otami's SaaS solution automates, among other things, the processing of supplier invoices with the help of artificial intelligence and simplifies the monitoring of purchase prices, recipes and profitability. The solution was originally developed for bakers and pastry chefs, but today also targets restaurants, caterers and other food companies.

Otami today serves approximately 2,000 customers, has 30 employees and realises approximately €2.5 million in annual recurring revenue (ARR).

A broader offering that responds to the needs of customers

The solutions of Quality Guard and Otami complement each other concretely. Product, ingredient and recipe data can, for example, in time be used to further simplify the management of allergens, nutritional values and labelling and to limit duplicate data entry. The integration takes place step by step. Initially, the focus is on commercial synergies and the possibility to offer customers the various solutions within the group. The technical integration then follows in phases.

Achile Van Gierdegom, CEO of Quality Guard: “Food safety and compliance remain the foundation of Quality Guard. With Otami, we add a very complementary dimension to that: helping food professionals to better manage their purchases, cost prices and margins. By gradually bringing these different applications closer together, we want to help our customers not only to work safely and compliantly, but also more efficiently and profitably. At

the same time, with Otami we strengthen our presence and expertise in France, an important market for the further development of the group."

Guillaume Philipson and Johan Pickus, co-founders of Otami: "We founded Otami from the conviction that food professionals should get more grip on their costs and margins, without additional administrative complexity. In Quality Guard, we have found a partner that shares our entrepreneurial mentality and gives us the means to accelerate our development. By bringing our expertise and teams together, we can offer our customers an increasingly complete solution and continue our growth in France and beyond."

Further expansion of a European group

The two co-founders of Otami remain actively involved in the further development of the company and the group. Guillaume Philipson will, among other things, contribute to the commercial development in France and the collaboration between the teams. Johan Pickus continues the technological development of Otami and contributes his expertise in artificial intelligence and automation.

Quality Guard combines organic growth with targeted acquisitions in its growth strategy. After the recent acquisition of Betterlife in Germany, Otami now strengthens the position of the group in France. With the acquisition of Otami, Quality Guard serves approximately 12,000 customers in Europe and the group expects to close 2026 with an ARR of approximately €14 million.

David De Peuter, Partner at Gimv: "What convinces us most in the combination with Otami is the complementarity of the solutions and the value that this can create for customers. Food companies must simultaneously deal with increasing requirements in the area of safety and compliance, considerable operational complexity and persistent pressure on their costs and margins. By gradually bringing these different needs together in a more integrated offering, Quality Guard strengthens its relevance as a partner in their daily operations."

No financial details about the transaction are disclosed.

About Otami

Otami is a French SaaS software company from Pau that is specialised in purchasing management, recipes, cost price calculation and margin management for food companies, from bakers to restaurants and caterers. With the help of artificial intelligence and automated processing of supplier documents, the solution helps customers to better control their costs and steer their profitability. Otami serves approximately 2,000 customers and has 30 employees.

www.otami.fr

About Quality Guard

Quality Guard develops software solutions for food safety, HACCP management, traceability and compliance. The group is active in several European countries and serves approximately 12,000 customers. Through autonomous growth and targeted acquisitions, Quality Guard continues to build an integrated European software platform that helps food companies manage their daily activities safely and compliantly, but also more efficiently and

profitably. Quality Guard has been supported since 2025 by the European investment company Gimv.

www.qualityguard.com

About Gimv

Gimv is a European investment company, listed on Euronext Brussels and member of the Euronext BEL ESG index. With more than 45 years of experience in private equity, Gimv manages approximately €2.5 billion in assets, spread over a portfolio of some sixty companies that together realise approximately €5 billion in turnover and have more than 20,000 employees. Gimv invests via the platforms Consumer, Healthcare, Smart Industries and Sustainable Cities, supplemented by Gimv Anchor Investments.