



wirtek

Committed. Involved. Proficient.

About Wirtek

Wirtek A/S is a Danish IT consultancy company that provides software development, testing, and consultancy services to help clients worldwide.

With a team of more than 200 talented professionals, Wirtek specializes in Digitalization, Energy, Workforce & Facility Management, Wireless Communication & Automation, and Trade & E-commerce.

At Wirtek, we prioritize building long-term client relationships, with some lasting over a decade. We believe that quality partnerships are just as important as software quality in achieving our client's goals.

Established in 2001, we have offices in Denmark and Romania and have been listed on Nasdaq First North Copenhagen since 2006.

Ticker Code: [WIRTEK \(DK0060040913\)](#)



Brief Company History

2001: Wirtek A/S is established in Denmark as a spin-off from Nokia.

2006: First development and Testing Center opens in Romania, in Cluj-Napoca.

2006: Wirtek becomes a public company, listed on Nasdaq First North.

2020: Wirtek rebranding, strengthening the foundation for accelerated growth.

2021: Publication of the Accelerate25 Strategy and CoreBuild acquisition.

2022: Announcing Wirtek's Accelerate25XL strategy with raised financial goals.

2023: New structure on 5 core business domains.

2023: Martin Dommerby and Janie C. Nielsen bring new expertise to Wirtek's Board of Directors.

Fact sheet

- › 20+ years of experience in the IT outsourcing industry
- › 200 colleagues
- › HQ in Denmark (Aalborg), 3 offices in Romania (Cluj-Napoca & Bucharest)
- › Software engineering & electronic equipment services
- › Business domain expertise: Digitalization, Energy, Workforce & Facility Management, Wireless Communication & Automation, Trade & E-commerce
- › 6+ years average client partnership duration, increasing day-by-day
- › Clients: Crestron, Energinet, New Black, Scada International, Pro Mark, Keysight
- › Listed on Nasdaq Copenhagen First North Growth Market since 2006

Short financial overview

In [Q3 2023](#), we have seen an inflow of new orders from both existing and new clients, especially in our Energy business unit, having full revenue effect from 2024.

This makes us confident about an increasing activity level in 2024. That said, the market condition in Q3 2023 has been challenging for some of our clients, and an inflation-driven increase in costs has impacted our financial results. For the period Q1-Q3 2023 revenue grew by 10% and EBITDA decreased by 24% compared to the same period in 2022.

We expect double-digit organic revenue growth in both 2024 and 2025 based on our sales pipeline. Additionally, Wirtek also has a growing pipeline of potential acquisition targets, as part of accelerating the revenue growth and reaching our long-term Accelerate25XL strategy goals.

35% average annual revenue growth
the past 5 years

47% average annual EBITDA growth
the past 5 years

80% of revenue contracted
at the beginning of a fiscal year



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