

Wirtek delivers stable revenue and positive EBITDA in the first quarter of 2026

Wirtek today published its quarterly report for the first quarter of 2026, in which operating performance improved significantly on stable revenue.

In the first quarter, Wirtek generated revenue of DKK 15.5 million, which was on par with the same period last year. Margins also improved significantly: EBITDA in the first quarter last year was negative by DKK 1.1 million, whereas this year it was positive by DKK 0.6 million, corresponding to an EBITDA margin of 3.9%. Just a few years ago, Denmark accounted for more than half of revenue, but in the first three months of this year Denmark accounted for less than 30% of revenue, underscoring the company's focus on international growth.

Wirtek is seeing that the cost-optimization measures implemented during last year are beginning to show in the figures. In addition, the company is already seeing the early effects of AI-assisted execution, which is a major focus area for Wirtek and part of the strategy presented at the end of 2025.

The company's services business remains the cornerstone of its operations. At the same time, there is significant focus on the solutions division, where development in the first quarter was in line with plan. During the first quarter, Wirtek continued its work to mature the Wirtek IoT Suite platform, but solutions still contribute only modestly to revenue and remain in the investment phase. In the longer term, however, the goal is to scale this part of the business, which can secure recurring revenue through subscriptions.

For the full year, Wirtek maintains its previously announced guidance of revenue of DKK 65-70 million and EBITDA of DKK 3-6 million. This corresponds to expected revenue growth of 1-9% and expected EBITDA growth of 76-253%. The first quarter is normally the company's weakest quarter of the year, and the result is in line with the course that has been set.

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