

<p>Informazione Regolamentata n. 20310-4-2026</p>	<p>Data/Ora Inizio Diffusione 16 Marzo 2026 15:07:01</p>	<p>Euronext Growth Milan</p>
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Societa' : SIMONE

Utenza - referente : SIMONEEST01 - Aprea Roberto

Tipologia : REGEM

Data/Ora Ricezione : 16 Marzo 2026 15:07:01

Data/Ora Inizio Diffusione : 16 Marzo 2026 15:07:01

Oggetto : SIMONE ANNOUNCES PRELIMINARY 2025 REVENUES OF €17.0M, UP 7% COMPARED TO 2024 POSITIVE CONTRIBUTION FROM ADVANCED LEGAL TRAINING AND CHILDREN'S PUBLISHING

*Testo del comunicato*

Vedi allegato



## SIMONE ANNOUNCES PRELIMINARY 2025 REVENUES OF €17.0M, UP 7% COMPARED TO 2024 POSITIVE CONTRIBUTION FROM ADVANCED LEGAL TRAINING AND CHILDREN'S PUBLISHING

Year characterised by two strategic developments with strong mid- to long-term value creation potential:

- entry into the Advanced Legal Training market with a focus on public procurement, targeting the public sector, companies and professionals
- launch of a European publishing platform in Children's Publishing

Naples, 16 March 2026

**SIMONE** (SMN:IM) reports preliminary consolidated revenues of €17.0m as of 31 December 2025, not subject to statutory audit, up 7% compared with €16.0m as of 31 December 2024.

**Luca Misso**, CEO: *"The year was characterised by two strategic developments with a significant impact on the Group's positioning and medium- to long-term value creation potential: the entry, through the acquisition of Dike Formazione, into the advanced legal training market, focusing on the public sector and public procurement, and the launch of the Group's international expansion in children's publishing, through the acquisitions of Topipittori and Éditions Mémo.*

*Dike Formazione represents a strategic diversification lever, **extending the Group's core publishing business towards high value added, recurring and scalable models** with strong growth potential in regulated sectors characterised by strong institutional demand. Through vertical projects such as Obiettivo Magistrato, Il Diritto per i Concorsi and ItaliAppalti, Dike Formazione operates in niche markets characterised by high barriers to entry, built on scientific reputation, the quality of its faculty, continuous regulatory updates and integrated editorial and educational expertise. The strategic value of this initiative lies in the convergence of **highly specialised legal content, proprietary digital platforms and access to qualified training for the public sector**, within a regulatory environment that is increasingly recognising the importance of certified training in the field of public procurement. In this context, Dike's accreditation from the **Scuola Nazionale dell'Amministrazione (SNA)** represents a key differentiating factor, in a market that is still relatively uncrowded and characterised by a limited number of structured private operators.*

*At the same time, the international expansion in trade publishing lays the foundations for the creation of a **European publishing platform focused on high quality children's publishing.***

### **Legal & Professional Publishing**

Revenues from the Legal & Professional Publishing segment amounted to €11.9m, down 1.6% compared with €12.1m in 2024.

#### *Publishing*

Revenues from the Publishing business line amounted to €11.9m, slightly below the 2024 level (€12.1m), but characterised by **an improved sales channel mix driven by the growth in direct sales**. This trend mainly reflects the timing of the publication of civil service examination notices, which resumed in July 2025. The dynamics observed are consistent with the forecasts communicated during the year and confirm the Group's ability to rapidly recover volumes in the presence of a favourable regulatory and recruitment environment.

Looking ahead, the full reinstatement from **1 January 2026** of the regulation introduced by Article 35, paragraph 5-ter of Legislative Decree 165/2001 (the so-called "*taglia-idonei*" rule) outlines a potentially favourable scenario for the Group. The regulation, by drastically limiting the number of candidates included in eligibility lists to **only 20% of the**



**positions advertised in addition to the winners**, effectively neutralises the phenomenon of so-called “*dormant rankings*”, which in the past saturated hiring requirements for several years.

The almost immediate exhaustion of eligible candidates will require public administrations to launch new recruitment examinations significantly more frequently than in the past. This transition from sporadic large-scale competitions to a **cyclical and recurring recruitment model** ensures a more stable demand for specialised preparation manuals, stabilising revenues and reducing the typical seasonality of the sector.

Furthermore, the need for candidates not only to qualify but to **rank among the top positions** in order to avoid definitive exclusion further increases the perceived value of the Group’s preparation tools.

The introduction of the aforementioned regulation already produced effects at the end of 2025, when public sector institutions issued **more than 70 recruitment examination notices within a short period of time**, the impact of which on the Company’s revenues began to materialise from January 2026.

### Advanced Legal Training

In 2025 the Group **entered the Advanced Legal Training segment** with the acquisition of Dike Formazione. Revenues generated by this business line amounted to €0.28m.

Dike Formazione is a platform providing advanced legal and institutional training, designed for sectors with high regulatory complexity, strong technical specialisation, and public relevance.

Its competitive advantage is based on a combination of factors that are difficult to replicate: highly specialised and constantly updated content, a faculty with strong academic and professional credentials, the integration between long-standing editorial expertise and advanced digital tools, and the ability to offer scalable training programmes through online models, subscription services and continuous updates. These elements are further reinforced by the regulatory complexity of the markets addressed, which strengthens barriers to entry.

Dike Formazione has developed an ecosystem of vertical projects: “*Obiettivo Magistrato*” is dedicated to preparation for the Italian magistracy examination, one of the most selective and complex recruitment processes in the Italian legal system; “*Il Diritto per i Concorsi*” focuses on advanced legal preparation for various civil service examinations; “*ItaliAppalti*” is a project dedicated to training and continuous professional development in the field of public contracts, procurement and administrative procedures, targeting both public and private stakeholders operating in public procurement markets, with particular attention to regulatory and practical developments.

A key strategic differentiating factor is the accreditation obtained from the **Scuola Nazionale dell’Amministrazione (SNA)**, the public body tasked with accrediting public and private training providers for qualification in public procurement matters. This accreditation enables the delivery of relevant training programmes for public officials, procurement managers and professionals involved in public sector activities. Within this framework, Dike Formazione has developed content, teaching methodologies and training programmes aligned with these standards, positioning itself in a market segment still characterised by the presence of few truly structured private operators.

The company primarily targets public sector professionals responsible for managing public procurement procedures, roles for which training is not optional but represents a critical factor for operational effectiveness and for mitigating administrative and accounting liabilities. At the same time, training programmes are also aimed at companies and professionals operating in public procurement markets who require continuous regulatory and operational updates to effectively interact with public sector institutions.

### Children’s Publishing

The Children’s Publishing segment recorded significant revenue growth, reaching €0.9m (€0.2m in 2024), mainly following the acquisition in July of the publishing house Topipittori. This transaction, together with the acquisition of



the publishing house Éditions Mémo (completed in October and not consolidated in 2025), marked the beginning of the Group's international expansion.

Children's publishing is characterised by potentially **high margins** due to its **strong international scalability**. The strategic objective is to create a **European hub of high-quality independent publishing houses**, capable of producing high-quality content but often too small to face international market challenges independently.

### **Educational Publishing**

In the Educational Publishing segment, revenues amounted to €3.5m, down 2.7% compared with €3.6m in 2024.

This result reflects a challenging market environment, as highlighted by data from the observatory of the Italian Publishers Association on the school sector and editorial supply, which outlines the main structural challenges for educational publishing. Over the past ten school years (2015/2016 compared with 2024/2025), **student numbers in primary and secondary schools (excluding private schools) have declined by 8.4%**, and a further decline of **19%** is expected over the next decade. At the same time, the number of students with **specific learning disorders** has increased by **39%**, as has the number of teachers, particularly support teachers. These developments require the creation of increasingly personalised educational content aimed at supporting a more inclusive pedagogical approach.

In 2025, with the objective of supporting the technological development of the business, the Group's R&D team focused on a project centred on accessibility and innovation that led to the creation of "**Liber 360**", an innovative proprietary platform that makes books and content accessible through both standard tools (such as voice reading and zoom) and features designed for specific visual conditions (such as low vision and colour blindness). The platform also enables deeper multimedia exploration of content, with a dual function: subject knowledge deepening and reinforcement learning, particularly useful for children with attention disorders.

For the development of this segment, the Group intends to seize the opportunity offered by the **new ministerial guidelines for primary schools**, which officially recognise the importance of illustrated books. Ardea's projects will integrate excerpts from illustrated titles published under the Il Gatto Verde brand to increase attractiveness among primary school teachers. Sales growth will also be supported by **multichannel marketing**, enabling the Group to reach its target audience through training initiatives, webinars and diversified product offerings.

Simone S.p.A., established in Naples in 2011, is a publishing company. It is at the head of the Group of the same name, which includes six companies, Simone S.p.A., Editrice Ardea S.r.l., Dike Giuridica S.r.l., Il Gatto Verde Edizioni S.r.l., Font Cafè S.r.l., Libri e Professioni S.r.l., Sa.Graf. S.r.l., Topipittori S.r.l., Dike Formazione S.r.l., Éditions MéMo and a brand, Edizione Simone, with over fifty years of history. Today, the company is a point of reference for the entire Italian publishing sector, in which it stands out for the large amount of highly specialised content it develops, prints, publishes, promotes and sells. Thanks to its brands, it is able to offer study manuals not only in the legal field but also for public competitions, professional qualifications, university entrance examinations and teaching in schools, not forgetting children's books.

Press release available at [www.emarketstorage.it](http://www.emarketstorage.it) and [www.investors.simone.it](http://www.investors.simone.it)

#### CONTACTS

##### INVESTOR RELATIONS

Simone | Luca Misso | [investor.relator@simone.it](mailto:investor.relator@simone.it) | T +39 081 8043920  
IRTOP Consulting | Maria Antonietta Pireddu | [m.pireddu@irtop.com](mailto:m.pireddu@irtop.com) | T +39 02 45473884

##### FINANCIAL MEDIA RELATIONS

IRTOP Consulting | Domenico Gentile | [d.gentile@irtop.com](mailto:d.gentile@irtop.com) | T +39 02 45473884

##### EURONEXT GROWTH ADVISOR

Integrae SIM | [info@integraesim.it](mailto:info@integraesim.it) | T +39 02 80506160

Fine Comunicato n.20310-4-2026

Numero di Pagine: 5