



# AEDIFICEM

Futurization evolving commerce

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# Futurization

the idea of predicting potential outcomes

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# Commerce by Time



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# Statement

Non hybrid shops are a losing market

# Local Shops

## Pros

- **Loyal clients** (people that respect your business)
- **Smaller supply and demand** (opportunity to take risk)
- **Fair and direct trade** (you can personally fix the problems)

## Cons

- **Close Competitor Risk** (lower price, bigger budget)
- **Small Client Area** (less people to reach)
- **Distribution Cost** (transport from different partners)

# Presence Upgrades

- Municipal and communal support (local ads)
  - Signboard (shop is always visible)

# E-Shops

## Pros

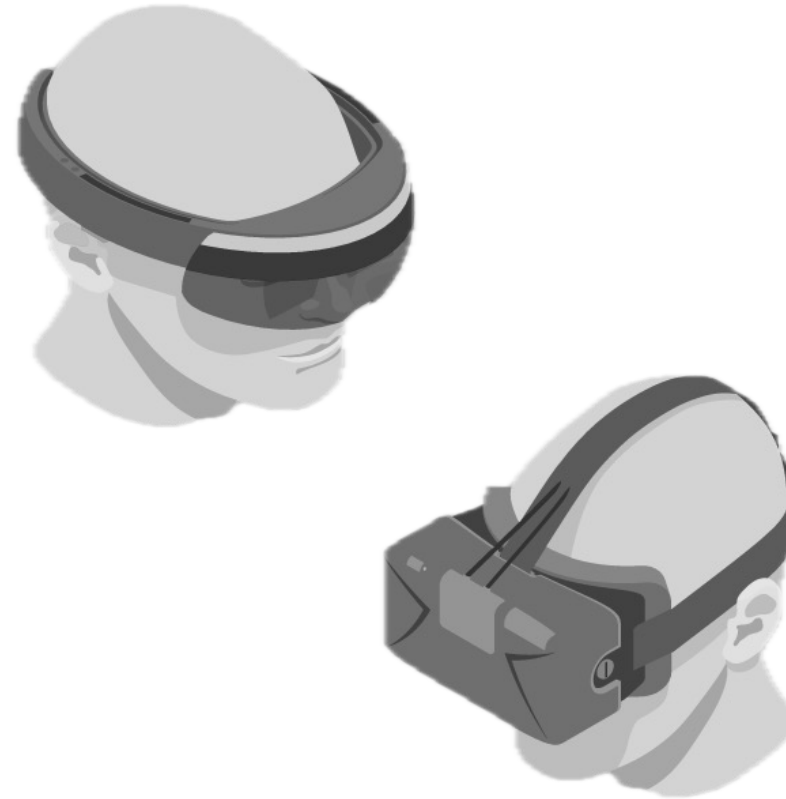
- Low entry
- Scalable
- Wide audience (possibility to send it everywhere)

## Cons

- Digital awareness (visibility)
- More competition
- Price based clients

# Future Proof

- Online Advertising
- Digital Times
  - Currencies
  - Visibility
  - AR / VR

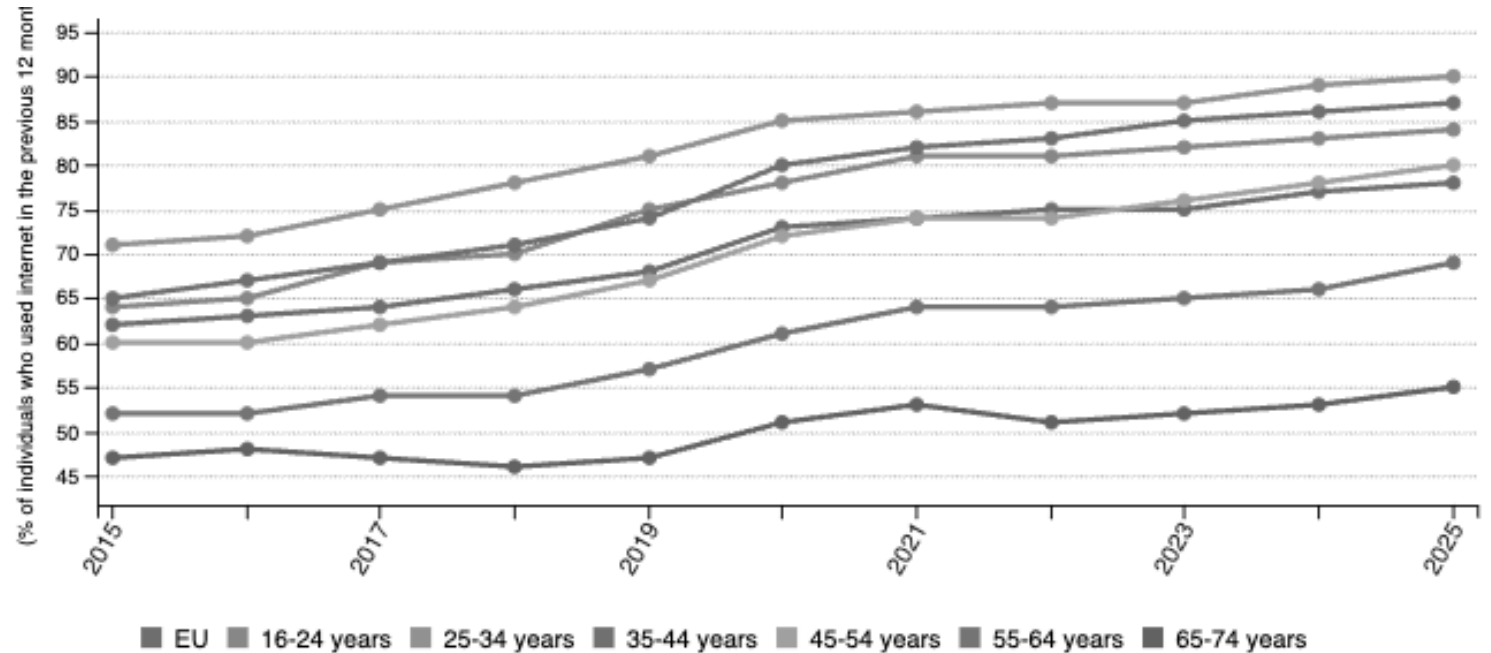


# Hybrid Shops

- In-shop with ecommerce, from shop to house delivery
- Possibility to choose your audience reach (city – region – country)
- Unique and trust by accessible shop.
- Diversified risk online / estate / in-person

# Risk

- Aging population
- Time efficiency



Note EU: 2020 estimation, 2021 break in time series

Source: Eurostat (online data code: isoc\_ec\_ibuy and isoc\_ec\_ib20)

eurostat

*Internet users who bought or ordered goods or services for private use by age group, EU, 2015-2025*



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From concept to execution, we help you align your goals with actionable strategies.



### Operational & Technical Support

Streamline your systems, solve bottlenecks, and optimize performance.



### Project Development & Partnerships

Let's build something together. We support joint ventures, co-creation, and scalable initiatives

## Let's Build Together

Whether you're looking for strategic guidance, operational support, or have a specific challenge you'd like to tackle, we'd love to hear from you.

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