

Global Business-to-Business (B2B) E-commerce Competitive Landscape Professional Research Report 2025

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Abstracts

Market Overview

According to DIResearch's in-depth investigation and research, the global Business-to-Business (B2B) E-commerce market size will reach 11,677 Million USD in 2025 and is projected to reach 20,392 Million USD by 2032, with a CAGR of 8.29% (2025-2032). Notably, the China Business-to-Business (B2B) E-commerce market has changed rapidly in the past few years. By 2025, China's market size is expected to be Million USD, representing approximately % of the global market share.

Research Summary

Business-to-Business (B2B) e-commerce refers to online transactions and commercial activities conducted between businesses rather than between businesses and individual consumers. It involves the buying and selling of products, services, and information through digital platforms or electronic networks. B2B e-commerce platforms facilitate interactions between businesses, allowing them to engage in activities such as online procurement, supply chain management, electronic data interchange (EDI), online marketplaces, and collaborative commerce. B2B e-commerce offers numerous benefits, including streamlined processes, increased efficiency, cost savings, expanded market reach, improved transparency, and enhanced business relationships. It enables businesses to find and connect with suppliers, customers, and partners globally, access a wider range of products and services, and conduct transactions in a secure and efficient manner. B2B e-commerce has revolutionized the way businesses operate, transforming traditional procurement and sales processes into digital, automated, and data-driven transactions that facilitate seamless business interactions on a global scale.

The major global suppliers of Business-to-Business (B2B) E-commerce include Amazon, Alibaba, Rakuten, IndiaMART, Walmart, Mercateo, Magento (Adobe), Global Sources, Cdiscount Pro, Fnac Pro, PriceMinister, Pixmania, Vente-privée, Thomas, EC21, etc. The global players competition landscape in this report is divided into three tiers. The first tier comprises global leading enterprises that command a substantial market share, hold a dominant industry position, possess strong competitiveness and influence, and generate significant revenue. The second tier includes companies with a notable market presence and reputation; these firms actively follow industry leaders in product, service, or technological innovation and maintain a moderate revenue scale. The third tier consists of smaller companies with limited market share and lower brand recognition, primarily focused on local markets and generating comparatively lower revenue.

This report studies the market size, price trends and future development prospects of Business-to-Business (B2B) E-commerce. Focus on analysing the market share, product portfolio, prices, sales, revenue and gross profit margin of global major suppliers, as well as the market status and trends of different product types and applications in the global Business-to-Business (B2B) E-commerce market. The report data covers historical data from 2020 to 2024, based year in 2025 and forecast data from 2026 to 2032.

The regions and countries in the report include North America, Europe, China, APAC (excl. China), Latin America and Middle East and Africa, covering the Business-to-Business (B2B) E-commerce market conditions and future development trends of key regions and countries, combined with industry-related policies and the latest technological developments, analyze the development characteristics of Business-to-Business (B2B) E-commerce industries in various regions and countries, help companies understand the development characteristics of each region, help companies formulate business strategies, and achieve the ultimate goal of the company's global development strategy.

The data sources of this report mainly include the National Bureau of Statistics, customs databases, industry associations, corporate financial reports, third-party databases, etc. Among them, macroeconomic data mainly comes from the National Bureau of Statistics, International Economic Research Organization; industry statistical data mainly come from industry associations; company data mainly comes from interviews, public information collection, third-party reliable databases, and price data mainly comes from various markets monitoring database.

Global Key Suppliers of Business-to-Business (B2B) E-commerce Include:

Amazon

Alibaba

Rakuten

IndiaMART

Walmart

Mercateo

Magento (Adobe)

Global Sources

Cdiscount Pro

Fnac Pro

PriceMinister

Pixmania

Vente-privée

Thomas

EC21

Business-to-Business (B2B) E-commerce Product Segment Include:

Buyer-oriented E-commerce

Supplier-oriented E-commerce

Intermediary-oriented E-commerce

Business-to-Business (B2B) E-commerce Product Application Include:

Small and Medium Enterprise

Large Enterprise

Chapter Scope

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