

B2B Payments Market Study

About Us

Straits Research Pvt Ltd is a leading market research firm offering comprehensive insights on market demand, trends, growth prospects and regional analysis. With over 35 years of combined experience, we provide premium qualitative insights on consumer preferences, regulatory landscape, and technological advancements along with quantitative insights on industry market size, global economic scenario and revenue opportunities. These reports are backed by high-quality data sourced from primary sources and large secondary databases. With analyst perspectives and insights included in every report, Straits Research delivers comprehensive market intelligence and detailed analysis to help clients make informed decisions.

Table of Content

Market Summary

- Market Overview
- Market Trends

Segment Overview

- By Payment Type
- By Payment Mode
- By Payment Method
- By Industry Vertical
- By Enterprise Size

Regional Overview

Company Profiles

American Express

Bank of America Corporation

Capital One

Mastercard

Payoneer Inc.

PayPal Holdings Inc.

Square Inc.

Stripe

TransferWise Ltd.

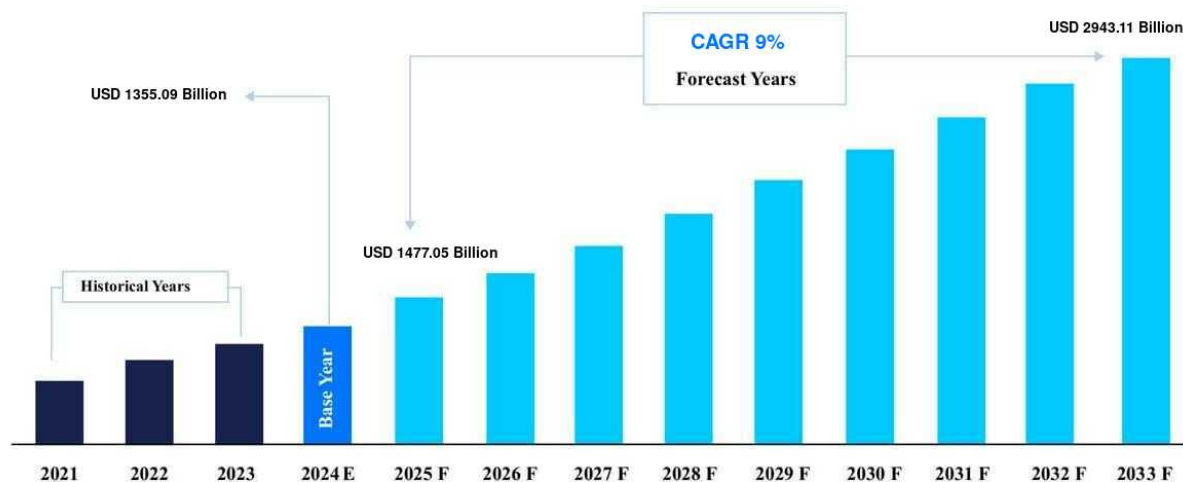
Visa Inc.

Note: More company profiles available on full reports.

Top 5 Company Market Share



Top 5 company market share



Source: Straits Research

Emerging Countries

United States

Germany

China

Emerging Companies

American Express

Bank of America Corporation

Capital One

Market Trends

Growth Trends

- Rising adoption of B2B e-commerce platforms which require B2B payment solutions
- Growth in the number of startups and small businesses which might leverage B2B payment solutions
- An increasing shift towards digital and cashless transactions in businesses
- Advancements in technology such as AI and machine learning being incorporated into B2B payment solutions
- Increased demand for secure and efficient payment solutions
- Rise in the integration of cloud-based solutions with B2B payments
- Increasing importance of data analytics in B2B transactions and payments

Factors considered while calculating market size and share

- The number of businesses or industries that rely on B2B payments
- Market trends and developments in B2B payment technologies
- Market penetration and adoption of B2B payments solutions
- Current and future regulations affecting the B2B payments market
- The influence of digital transformation on B2B transactions
- Size of the existing customer base and potential for market expansion
- Revenue generated by B2B payment solution providers
- Geographical presence and accessibility of B2B payment options

Key Market Indicators

- Rate of adoption of B2B payments technology
- Entrepreneurship and business formation rates, which will influence the potential number of B2B transactions
- Level of digitalization in businesses
- Investment in B2B payment solution development
- Number of partnerships between payment solution providers and businesses
- Market value and market share of leading B2B payment providers

Impact of covid pandemic

As a result of the unprecedented COVID-19 epidemic, a lockdown was implemented in many sectors, and enterprises were forced to implement several operational modifications. Due to restrictions imposed by the government on the flow of goods, transportation, import and export bans, travel restrictions, event cancellations, and others, many businesses have suffered losses and interruptions.

In addition, due to these abnormalities in business operations, B2B payments have been harmed by low demand for goods and services, an erratic supply chain, and the liquidation of businesses. In addition, the number of business-to-business (B2B) transactions decreased due to government-imposed limitations, resulting in a reduction in B2B payments.

Market Trends

Increased demand from some businesses

Several industries, such as healthcare and retail, experienced a surge in demand during the pandemic, increasing demand for products and services, which contributed to an increase in B2B payments. The move from cash payments to digital transactions during the pandemic further drove the need for B2B payments. Hence, the global health crisis has moderately damaged the B2B payment business. Nonetheless, industries such as healthcare and others have contributed significantly to the growth of B2B payments, which has had a favorable effect on the B2B payments market.

B2B payment providers have developed new solutions and implemented new technology to overcome obstacles. Automating accounts payable, e-invoicing and digitizing payments are some of the B2B Payments Market innovations. These capabilities have facilitated the execution of cashless B2B transactions from remote places.

Adoption of digital payment

After the COVID-19 outbreak, company owners have expanded their adoption of digital payments, creating growth equivalent to 10 years in only four months. The tendency has extended throughout B2B payment environments. According to a survey by the NCR Corporation, digital retail transactions in B2B payments have surged dramatically. Since cash transactions were banned during the epidemic, most B2B payments continue to involve paper checks and invoices, resulting in a drop in B2B payments. Some businesses that lacked digital payment capabilities before the epidemic are now progressively adopting B2B payments, a significant industry development. Sixty percent of over 2,000 participants in the 2020 NCR poll have chosen digital payments as the most crucial development in the B2B Payments Market.

The digitalization of the B2B payment arena has made it easier for firms to conduct cross-border commercial transactions, resulting in a rise in international trade and promoting economic growth. This will also aid the business's survival throughout the pandemic.

Market Segments

By Payment Type

Domestic payments dominate with a 62-65% share, driven by cost-effectiveness and streamlined local transactions, outpacing cross-border payments in the global B2B market.



62-65%

Domestic payments

By Payment Mode

Traditional payment modes hold a 55-58% share, rooted in familiarity and reliability, though digital solutions gain ground in the evolving B2B payments landscape.



55-58%

Traditional payment

By Payment Method

ACH commands a significant share, favored for its cost-efficiency and speed, surpassing wire, cheque, cash, demand draft, and credit card methods in B2B payments.



XX%

ACH

Market Segments

By Industry Vertical

Manufacturing leads the B2B payments market, driven by extensive supply chain transactions, outranking IT, BFSI, energy, and metals.



XX%

Manufacturing

By Enterprise Size

Large enterprises hold a significant share, leveraging scale and advanced payment tech, ahead of medium and small enterprises in the global B2B market.



XX%

Large enterprises

Regional Overview

North America

North America holds approximately 28-30% of the market share, with the United States as the largest contributor, accounting for around 18-20% of the global share. Strong tech infrastructure and payment solution providers drive growth in the region.



United States Market Share

Europe

Europe holds a significant share, with Germany as the largest contributor. Cross-border standardization and digital adoption fuel the market in the region.



Germany Market Share

APAC

Asia-Pacific (APAC) holds approximately 33-35% of the market share, with China as the largest contributor, accounting for around 12-15% of the global share. APAC leads with rapid digitalization and booming trade.



China Market Share

Regional Overview

Middle East and Africa

Middle East and Africa hold a significant share, with the UAE as the largest contributor. Emerging digital payment trends support growth in the region.



XX%

UAE Market Share

LATAM

Latin America (LATAM) holds a significant share, with Brazil as the largest contributor. Gradual digital uptake in SMEs boosts the market in the region.



XX%

Brazil Market Share

Company Profiles

Companies	Websites	Headquarters	Establisheds	Key Executives	Revenues
American Express	https://www.americanexpress.com/en-in/	New York, USA	1850	Stephen J. Squeri, Chairman and CEO	~\$65 billion
Visa Inc	https://www.visa.co.in/	San Francisco, California, USA	1958	Ryan McInerney (CEO)	~\$32 billion
PayPal Holdings Inc	https://www.paypal.com/in/home	San Jose, California, USA	1998	Alex Chriss (CEO)	~\$29 billion
Mastercard	https://www.mastercard.co.in/en-in.html	Purchase, New York, USA	1966	Michael Miebach (CEO)	~\$25 billion
Stripe	https://stripe.com/in	San Francisco, California, USA	2010	Patrick Collison (CEO)	~\$14 billion

Disclaimer

The information and opinions in this report were prepared by the Straits Research team. The information herein is believed to be reliable and has been obtained from authentic public sources, and as per the analyst's perspective and understanding of the market. Our customers acknowledge, when ordering, that research and analysis are for our customers 'internal use and not for general publication or disclosure to third parties', unless consent provided explicitly on email by Straits Research team. This document contains confidential information and is the exclusive property of Straits Research. Any reproduction, distribution, or quotation of its contents, in whole or in part, is strictly prohibited without prior written consent from Straits Research. This document is intended solely for the use of the purchasing client and may not be shared with any third party without explicit authorization. For further details on usage terms, please refer to the accompanying disclaimer. Quantitative market information is based primarily on interviews and therefore, is subject to fluctuation. Straits Research does not endorse any vendors, Technology or Duration depicted in their research publications. Straits Research and analysis publications consist of the opinions of research and should not be construed as statements of fact. Straits Research disclaims all warranties, expressed or implied, with respect to this research, including any warranties of merchantability or fitness for a particular purpose. Straits Research takes no responsibility for any incorrect information supplied to us by manufacturers or users or by external databases. All trademarks, copyrights and other of intellectual property belong to their respective owners and may be protected by copyright. Under no circumstance may any of these be reproduced in any Technology without the prior written agreement of their owner. No part of this strategic analysis may be given, lent, resold or disclosed to non-customers without the written permission of Straits Research. Any concerns with the scope and definition of the market needs to be understood and cleared from the Straits Research team by the customer before purchasing. Furthermore, please note that any issues arising from the use of the data provided in this report shall not be the responsibility of Straits Research. Straits Research, its parent/subsidiary companies, analysts, or management shall not be held liable or accountable to any party for questions or issues arising from the data or analysis provided herein. The information presented in this report represents the perspective of our analysts and should be utilized for business decisions at your own risk. It is important to acknowledge that the content or data included in this document, whether in sample form or in the final deliverables, does not constitute financial, legal, investment, strategic, or marketing advice. The data should be regarded as a reference point for your own market study and understanding. Any losses, legal issues, or problems incurred as a result of using the information in the sample or final report shall not be attributed to Straits Research, its parent/subsidiary companies, analysts, or management.