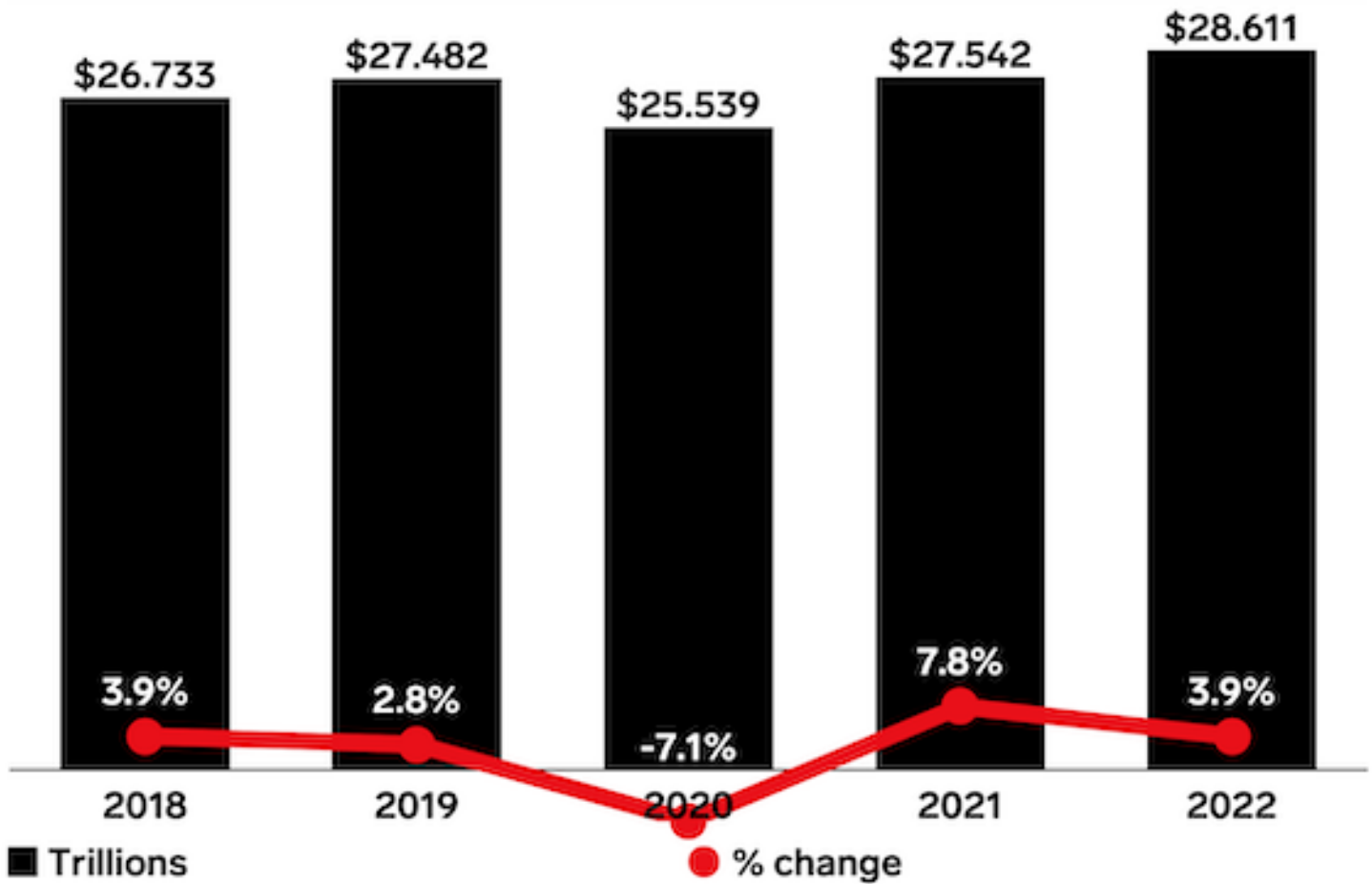


US B2B payments declined in 2020, but the pandemic spurred businesses to try different payment options

Article

The forecast: US B2B payments declined slightly faster than expected in 2020 at **-7.1%** as opposed to **-4.9%** for an actual sales value of **\$25.539 trillion** in 2020. By year end 2021, those sales will grow by **7.8%** for an overall sales value of **\$27.542 trillion**.

B2B Payment Transaction Value US, 2018-2022



Note: Payment transaction value for products or services from one business to another; includes payments for goods and services made via cash, check, ACH, card, wire, and other methods; net of cash advances, chargebacks, and balance transfers

Source: eMarketer, July 2021

Methodology: Estimates are based on the analysis of survey and traffic data from other research firms, historical consumer adoption trends, company data, internet and mobile adoption trends and demographic adoption trends.

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Dive deeper:

- US businesses opted for more digital options of payment completion in 2020.
- **Check and cash** is still the most popular option of B2B payments with a share of **50.0%** in 2019. That said, in 2020 its transaction value declined by **16.4%**, reducing its share to **45.0%**.
- **Automated Clearing House (ACH)** payments are the second most popular B2B payment option with a share of **39.2%** in 2020, reaching above **\$10 trillion** for the first time.
- Card payments took a hit in 2020 with a decline of approximately **5%**, which lead to a payment value of **\$1.434 trillion**. We expect this payment type will rebound in 2021 and end up taking a **6.0%** share of overall B2B payments.
- Wire transfers and other payments took up just over a **10%** share in 2020 and are expected to stay around that mark in the coming years.

Looking ahead: B2B payments will continue to rise after the hit they took in 2020. In 2022 B2B payments will total **\$28.611 trillion**.