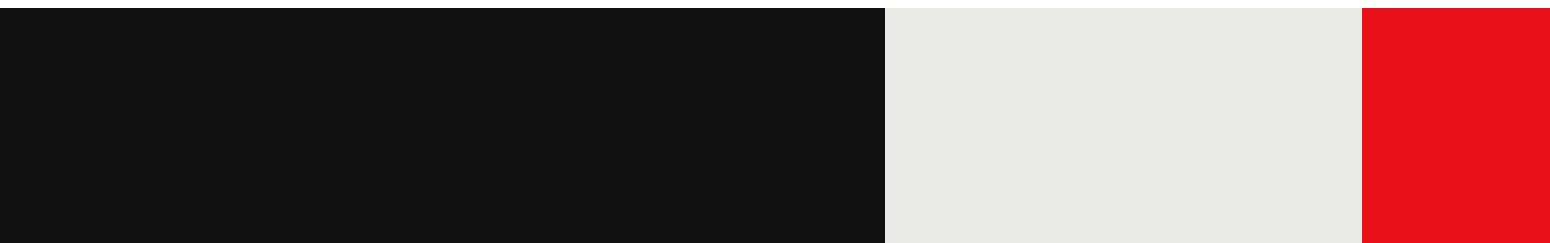



# Amazon Business has grown about 50% each year since 2018

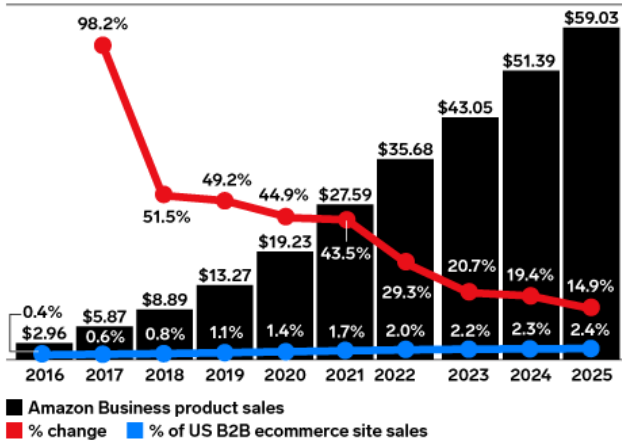
Article



**The forecast:** Amazon Business, which has grown rapidly since its launch in 2015, will increase its US product sales by **43.5%** year over year to reach **\$27.59 billion** in 2021.

## US Amazon Business Product Sales, 2016-2025

billions, % change, and % of US B2B ecommerce site sales



Note: represents the gross value of products sold on Amazon Business (browser or app), regardless of the method of payment or fulfillment; excludes travel and event tickets, Amazon Web Services (AWS) sales, advertising services, and credit card agreements; includes direct and marketplace sales  
Source: eMarketer, July 2021

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eMarketer | InsiderIntelligence.com

### Dive deeper:

- **Amazon Business** offers a B2B ecommerce platform similar to its consumer-facing website.
- Last year, Amazon Business brought in **\$19.23 billion** in US product sales.
- In 2016, the first year in our forecast period, the division netted **\$2.96 billion**. The next year, sales nearly doubled, increasing to **\$5.87 billion**. Growth has been stable ever since, at **roughly 50%** each year.
- Amazon Business continues to grow, but it will hold **only 1.7%** of overall US B2B ecommerce site sales this year, according to our estimates. For context, we forecast that US B2B ecommerce site sales will hit **\$1.583 trillion** in 2021.

**Looking ahead:** Amazon Business will continue to enjoy relatively high growth for the next few years and more than double its product sales between 2021 and 2025 to exceed **\$59 billion**.