

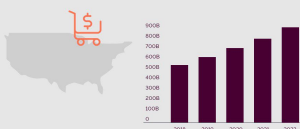
B2B eCommerce Trends 2019

B2B eCommerce is growing faster than ever, forrester estimates that B2B eCommerce will top \$1.8 trillion and account for 13.1% of all B2B sales in the US by 2021.

1 B2B eCommerce Market Growth in US



Projected sales 2018-2022 USD



2 Shifting trend from B2C to B2B



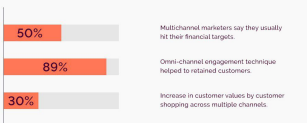
3 10 largest ecommerce markets in the world (by billion USD)



4 B2B Multichannel Marketing Challenges



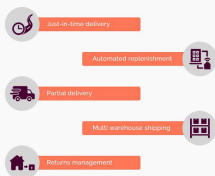
5 B2B effectiveness of multichannel Marketing



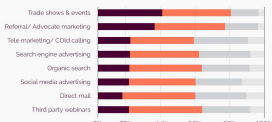
6 Who will be targeted B2B ecommerce customers?



7 B2B Ecommerce Delivery Options



8 Most effective B2B Marketing Channels



9 Domestic Shoppers Look Beyond their Borders When They Go Online

