



Global E-Commerce Intelligence
we report, you grow

SAMPLE REPORT
MIDDLE EAST B2C E-COMMERCE MARKET 2024

PUBLICATON DATE: MARCH 2024

PREFACE

Sample Report

OBJECTIVE

RELIABLE

A LIST OF ADVANTAGES

- yStats.com provides secondary market research: By using various sources of information we ensure maximum reliability of all obtained data. As a result companies get a precise and unbiased impression of the market situation.
- Only reliable sources such as national and international statistical offices, industry and trade associations, business reports, business and company databases, journals, company registries and news portals are used as a basis for the analyses, statistical reports and forecasts.
- Our international employees research and filter all sources and translate relevant information into English. This ensures that the content of the original studies is correctly interpreted.
- yStats.com delivers all research results as PowerPoint files. All data can therefore be used directly for board presentations or be individually adapted.
- If required, yStats.com provides in-depth analysis for all research projects. Simply send us a request.

TERMS OF USE AND COPYRIGHT CONDITIONS

- This report is copyrighted. All rights reserved and no part of this report may be reproduced, stored in a retrieval system or transmitted in any form without the prior permission of the publishers.
- The information in this report does not constitute the provision of investment, legal or tax advice. Any views expressed reflect the current views of the original authors, which do not necessarily correspond to the opinions of yStats.com GmbH & Co. KG.
- The information in this report is provided for informational purposes only and without any obligation, whether contractual or otherwise. No warranty or representation is made as to the correctness, completeness and accuracy of the information given or the assessments made.
- We have taken every precaution to ensure that details provided in this report are accurate. The publishers are not liable for any omissions, errors or incorrect insertions, nor for any interpretations made from the document.

LEGAL NOTICE

Sample Report

This report is subject to the Terms & Conditions of yStats.com GmbH & Co. KG, which can be found at [yStats.com](https://www.ystats.com). By selecting a particular license, you agree to the Terms & Conditions which pertain to said license. Please be aware that any misuse of this product or any other product not in accordance with the aforementioned Terms & Conditions will result in legal action.

The licensing structure is as follows:

SINGLE USER LICENSE

■ allows one (1) user to access the downloaded report.

SITE LICENSE

■ allows up to ten (10) users of a company within a specified geographic area (i.e. country) to access the downloaded report.

GLOBAL SITE LICENSE

■ allows up to ten (10) user of a company worldwide to access the downloaded report.

GENERAL METHODOLOGY OF MARKET RESEARCH REPORTS

OBJECTIVE

RELIABLE

Sample Report

Secondary Market Research

- The reports are compiled based on secondary market research. Secondary research is information gathered from previously published sources based on information and data acquired from national and international statistical offices, industry and trade associations, business reports, company databases, journals, company registries, news portals and many other reliable sources. By using various sources we ensure maximum objectivity for reported data. As a result, companies gain a precise and unbiased impression of the market situation.
- Cross referencing of data is conducted in order to ensure validity and reliability.
- The source of information and its release date are provided on every chart. It is possible that the information contained in one chart is derived from several sources. If this is the case, all sources are mentioned on the chart.
- The reports include mainly data from the last 12 months prior to the date of report publication. Exact publication dates are mentioned in every chart.

Definitions

- The reports take into account a broad definition of B2C E-Commerce, which might include mobile commerce. As definitions may vary among sources, exact definition used by the source (if available) is included at the bottom of the chart.

Chart Types

- Our reports include text charts, pie charts, bar charts, rankings, line graphs and tables. Every chart contains an Action Title, which summarizes the main idea/finding of the chart and a Subtitle, which provides necessary information about the country, the topic, units or measures of currency, and the applicable time period(s) to which the data refers. With respect to rankings, it is possible that the summation of all categories amounts to more than 100%. In this case, multiple answers were possible, which is noted at the bottom of the chart.

Report Structure

- Reports are comprised of the following elements, in the following order: Cover page, preface, legal notice, methodology, definitions, table of contents, management summary (summarizing main information contained in each section of report) and report content (divided into sections and chapters). When available, we also include forecasts in our report content. These forecasts are not our own; they are published by reliable sources. Within Global and Regional reports, we include all major developed and emerging markets, ranked in order of importance by using evaluative criteria such as sales figures.

Notes and Currency Values

- If available, additional information about the data collection, for example the time of survey and number of people surveyed, is provided in the form of a note. In some cases, the note (also) contains additional information needed to fully understand the contents of the respective data.
- When providing information about amounts of money, local currencies are most often used. When referencing currency values in the Action Title, the EUR values are also provided in brackets. The conversions are made using the average currency exchange rate for the respective time period. Should the currency figure be in the future, the average exchange rate of the past 12 months is used.

METHODOLOGY OF THE CURRENT



Sample Report

OBJECTIVE

RELIABLE

Report Coverage

- This report covers the Middle East B2C E-Commerce market. Major countries from the region are covered in the report. A broad definition of retail E-Commerce used by some original sources cited in this report might include both B2C and C2C E-Commerce.
- This report contains relevant international comparisons, information about market trends, B2C E-Commerce sales and shares, Internet users and shoppers, products, payment methods and players. Not all types of information were included for each region/country, due to varying data availability.

Report Structure

- The report starts with an overview of the regional B2C E-Commerce market data. The rest of the report is divided into country chapters and presented in the descending order of retail E-Commerce sales. Within each country chapter, B2C E-commerce market information is presented first, followed by broader E-commerce data, when available.
- Each country description starts with an overview of the market, highlighting the overall B2C E-Commerce development in that country. Depending on data availability, charts include information about the B2C E-Commerce market growth, penetration, online payment penetration as well as B2C E-Commerce player data. Not all the mentioned types of information are available for each of the countries covered.

DEFINITIONS

Sample Report

The following expressions and definitions are used in this report*:

- **B2C E-COMMERCE** the sale of products (and services) through electronic transactions via the Internet from businesses to consumers (B2C). A broader definition of retail E-Commerce applied by some sources also includes consumer-to-consumer (C2C) sales.
- **E-COMMERCE SALES** the total sales generated either on the E-Commerce market in a certain country or region, or the total sales generated through E-Commerce by a player on the market.
- **ONLINE SHOPPERS** the total number of inhabitants in a certain country or region that participates in B2C E-Commerce.
- **DIGITAL ECONOMY** digital economy refers to an economic system based on digital technologies, encompassing all businesses, transactions, and services conducted through the Internet
- **ONLINE PAYMENT** Transfer of money made over the Internet following a consumer's payment command, includes payments for product and service purchased in B2C E-Commerce and M-Commerce.
- **MOBILE PAYMENT** A wide definition of mobile payments includes payments made remotely in M-Commerce and proximity payments made in-store, such as via QR code scanning and NFC technology.
- **ALTERNATIVE PAYMENTS** Generally refers to payment methods other than credit card or bank card payments. Widely defined, alternative online payment methods include bank transfers and direct debit, digital wallets, pre-paid cards and private label cards, invoice, and digital currency. May also include cash on delivery and card schemes by local companies other than global card brands.
- **E-COMMERCE MARKETPLACE** platforms where third-party merchants (B2C) or individuals (C2C) can sell their digital or physical products online whereas the marketplace operator acts as an intermediary.

Note: *the definitions in the original sources may differ from those on the chart; exact definitions from each source, where available, are included on the respective charts

TABLE OF CONTENTS (1 OF 2)



Sample Report

- OBJECTIVE
- RELIABLE
1. **Key Takeaways**
 2. **Management Summary**
 3. **Middle East**
 - 3.1. **Regional**
 - B2C E-Commerce Market Overview and Trends, March 2024
 - Digital Economy Value, in USD billion, 2022 & 2030f
 - B2C E-Commerce Market Size, in USD billion, 2021, 2022 & 2026f
 - Share of Mobile Commerce Making Up Total Online Transaction Value, in %, 2025f
 - Share of Digital Wallets Making Up Total Online Spending, in %, 2023e
 - 3.2. **Saudi Arabia**
 - B2C E-Commerce Market Overview and Trends, March 2024
 - B2C E-Commerce Share of Total Retail Sales, in %, 2023 & 2035f
 - B2C E-Commerce Share of Total Commerce, in %, 2022
 - Millennials' Spending Share of Total B2C E-Commerce Sales, in %, 2023 & 2035f
 - Share of Adults Who Made a Purchase Using a Mobile Phone or the Internet, in %, 2022
 - Weekly B2C E-Commerce Activities, in % of Internet Users, Q3 2023
 - Top 5 Online Shopping Drivers, in % of Internet Users, Q3 2023
 - Share of Adults That Made a Digital Payment, in %, 2022
 - Breakdown of B2C E-Commerce Payment Methods, in %, 2022
 - Top B2C E-Commerce Websites, by Visits in Millions, Bounce Rate in %, and Pages Per Visit, February 2024 (1 of 2)
 - Top B2C E-Commerce Websites, by Visits in Millions, Bounce Rate in %, and Pages Per Visit, February 2024 (2 of 2)
 - Top 10 Free Mobile Shopping Apps in the Apple App Store and Google Play Store, by Rank, March 2024
 - 3.3. **UAE**
 - B2C E-Commerce Revenue, in USD billion, 2024e & 2028f
 - B2C E-Commerce Market Size, in USD billion, 2019-2026f

TABLE OF CONTENTS (2 OF 2)



Sample Report

3. Middle East (Cont.)

3.3. UAE (Cont.)

- Mobile Commerce Market Size, in USD billion, 2019-2026f
- B2C E-Commerce Share of Total Retail Sales, in %, 2026f
- Share of Adults Who Made a Purchase Using a Mobile Phone or the Internet, in %, 2022
- Weekly B2C E-Commerce Activities, in % of Internet Users, Q3 2023
- Top 5 Online Shopping Drivers, in % of Internet Users, Q3 2023
- Share of Adults That Made a Digital Payment, in %, 2022
- Top B2C E-Commerce Websites, by Visits in Millions, Bounce Rate in %, and Pages Per Visit, February 2024 (1 of 2)
- Top B2C E-Commerce Websites, by Visits in Millions, Bounce Rate in %, and Pages Per Visit, February 2024 (2 of 2)
- Top 10 Free Mobile Shopping Apps in the Apple App Store and Google Play Store, by Rank, March 2024

3.4. Israel

- B2C E-Commerce Revenue, in USD billion, 2023e & 2027f
- Fashion B2C E-Commerce Revenue, in USD billion, 2023e & 2027f
- Share of Adults Who Made a Purchase Using a Mobile Phone or the Internet, in %, 2022
- Weekly B2C E-Commerce Activities, in % of Internet Users, Q3 2023
- Top 5 Online Shopping Drivers, in % of Internet Users, Q3 2023
- Share of Adults That Made a Digital Payment, in %, 2022
- Top B2C E-Commerce Websites, by Visits in Millions, Bounce Rate in %, and Pages Per Visit, February 2024 (1 of 2)
- Top B2C E-Commerce Websites, by Visits in Millions, Bounce Rate in %, and Pages Per Visit, February 2024 (2 of 2)
- Top 10 Free Mobile Shopping Apps in the Apple App Store and Google Play Store, by Rank, March 2024

3.5. Iran

- B2C E-Commerce Value, in USD billion, March 2023 & September 2023, and Market Metrics, November 2023
- Share of Adults Who Made a Purchase Using a Mobile Phone or the Internet, in %, 2022
- Share of Adults That Made a Digital Payment, in %, 2022
- Share of Social Media Apps Making Up Total B2C E-Commerce Deals, in %, 2023*

TABLE OF CONTENTS (3 OF 3)



Sample Report

3. Middle East (Cont.)

3.6. Qatar

- B2C E-Commerce Market Size, in USD billion, 2023e & 2027f
- Share of Adults That Shop Online, in %, 2023e & 2027f
- Top 10 Free Mobile Shopping Apps in the Apple App Store and Google Play Store, by Rank, March 2024

3.7. Kuwait

- B2C E-Commerce Market Size, in USD billion, 2023e & 2027f, and Market Metrics, April 2023
- Share of Adults Who Made a Purchase Using a Mobile Phone or the Internet, in %, 2022
- Share of Internet Users Who are Aware of B2C E-Commerce Platforms, in %, 2023e
- Share of Adults That Made a Digital Payment, in %, 2022
- Top 10 Free Mobile Shopping Apps in the Google Play Store, by Rank, March 2024

3.8. Lebanon

- Share of Adults Who Made a Purchase Using a Mobile Phone or the Internet, in %, 2022
- Share of Adults That Made a Digital Payment, in %, 2022

3.9. Jordan

- Share of Adults Who Made a Purchase Using a Mobile Phone or the Internet, in %, 2022
- Share of Adults That Made a Digital Payment, in %, 2022
- Top 10 Free Mobile Shopping Apps in the Apple App Store and Google Play Store, by Rank, March 2024

3.10. Bahrain

- Share of Adults Who Made a Purchase Using a Mobile Phone or the Internet, in %, 2022
- Share of Adults That Made a Digital Payment, in %, 2022
- Top 10 Free Mobile Shopping Apps in the Apple App Store and Google Play Store, by Rank, March 2024

3.11. Oman

- B2C E-Commerce Market Size, in USD billion, June 2023e & 2028f
- Top 10 Free Mobile Shopping Apps in the Apple App Store and Google Play Store, by Rank, March 2024

TABLE OF CONTENTS



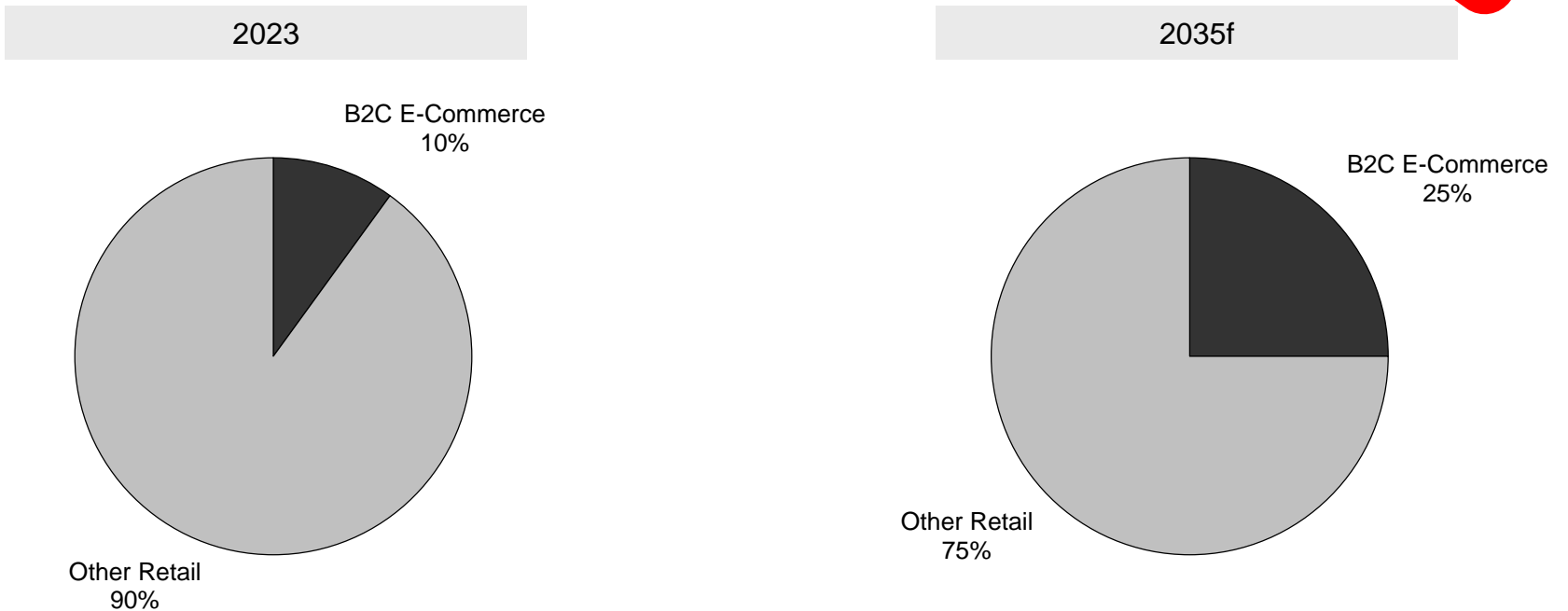
Sample Report

1.	Key Takeaways	10 – 12
2.	Management Summary	13 – 16
3.	Middle East	17 – 77
3.1.	Regional	17 – 22
3.2.	Saudi Arabia	23 – 35
3.3.	UAE	36 – 46
3.4.	Israel	47 – 55
3.5.	Iran	56 – 59
3.6.	Qatar	60 – 62
3.7.	Kuwait	63 – 67
3.8.	Lebanon	68 – 69
3.9.	Jordan	70 – 72
3.10.	Bahrain	73 – 75
3.11.	Oman	76 – 77



By 2035, the share of B2C E-Commerce making up the total retail sales in Saudi Arabia is forecasted to reach 25%, up from 10%

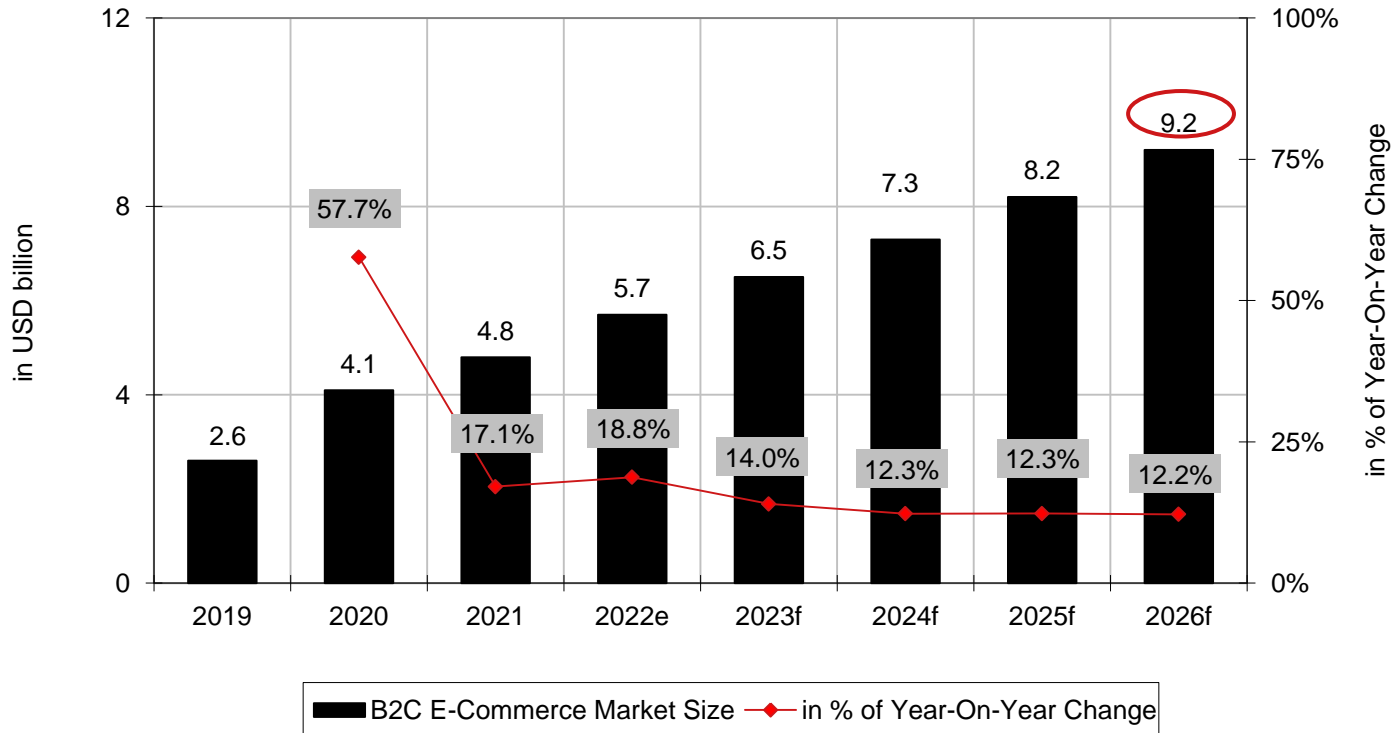
Saudi Arabia: B2C E-Commerce Share of Total Retail Sales, in %, 2023 & 2035f





By 2026, the B2C E-Commerce market in the UAE is expected to reach USD 9.2 billion (EUR 8.5 billion), displaying a declining growth rate

UAE: B2C E-Commerce Market Size, in USD billion, 2019-2026f



Note: the exchange rate used in the action title is the average rate for 12 months to March 2024: USD 1 = EUR 0.9234
 Source: Euromonitor cited by Dubai Chamber of Commerce, October 2022



Global E-Commerce Intelligence
we report, you grow

ADDRESS

yStats.com GmbH & Co. KG
Behringstr. 28a | 22765 Hamburg | Germany

CONTACT

Phone: +49 40 - 39 90 68 50 | Fax: +49 40 - 39 90 68 51 | info@ystats.com

SOCIAL MEDIA

 [linkedin.com/company/ystats](https://www.linkedin.com/company/ystats)
 twitter.com/ystats
 facebook.com/ystats
 gplus.to/ystats.com

MORE NEWS?

Please subscribe to our Newsletter at www.ystats.com