

Switzerland E-Commerce - Market Share Analysis, Industry Trends & Statistics, Growth Forecasts (2025 - 2030)

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Report description:

The Switzerland E-Commerce Market size is estimated at USD 18.76 billion in 2025, and is expected to reach USD 35.67 billion by 2030, at a CAGR of 13.71% during the forecast period (2025-2030).

The Switzerland e-commerce market has experienced notable growth in recent years, driven by technological advancements and changing consumer preferences. This expansion is largely attributed to high internet penetration and smartphone usage, which has reshaped how Swiss consumers and businesses engage in online transactions. Both the business-to-consumer (B2C) and business-to-business (B2B) sectors have flourished, benefiting from Switzerland's affluent population and a strong preference for convenience. These factors have made the country a focal point for e-commerce development, attracting domestic and international players alike.

Key Highlights

- However, the evolution of the market is not without challenges. Regulatory complexities, such as evolving taxation and customs regulations, pose significant hurdles, especially for cross-border transactions. Additionally, the initial costs for businesses to adopt digital commerce solutions can be a barrier, particularly for smaller enterprises. Despite these challenges, the overall outlook for Switzerland's e-commerce market remains promising, thanks to continued technological innovations and a growing demand for online services.

Widespread Internet and Smartphone Usage Driving E-Commerce

Key Highlights

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- High Internet Penetration: Switzerland boasts one of the highest internet penetration rates globally, with 98.4% of the population having access as of 2023. This digital infrastructure has been pivotal in driving the growth of online shopping, as consumers increasingly rely on e-commerce platforms for their purchases.
- Mobile Commerce Growth: The ubiquity of smartphones has accelerated the adoption of mobile commerce (m-commerce) in Switzerland. Consumers are using their mobile devices to shop across various categories, from fashion to electronics, with significant growth noted in these sectors. Mobile commerce offers unparalleled convenience, enabling Swiss consumers to browse and purchase products on the go.
- Consumer Behavior: Swiss consumers are known for their tech-savviness, and their shopping habits reflect this. They prefer e-commerce platforms that offer multiple payment methods such as credit cards, mobile wallets, and installment options, which provide a seamless checkout experience. This adaptability has made the Swiss online retail market highly dynamic.
- Logistics and Infrastructure: To support the growing demand for e-commerce, Swiss companies are heavily investing in efficient logistics systems. Switzerland e-commerce logistics are critical to ensuring fast and reliable deliveries, which are key to maintaining consumer satisfaction.

Cross-Border E-Commerce Transactions

Key Highlights

- Cross-Border Demand: Switzerland's geographic location and high-income consumer base make it a hub for cross-border e-commerce. Swiss consumers frequently purchase products from neighboring countries, taking advantage of the country's advanced logistics and favorable trade agreements. This demand is especially strong in niche markets, such as specialty foods and luxury goods, which may not be readily available domestically.
- Regulatory Challenges: While cross-border transactions are flourishing, they are not without complications. Swiss e-commerce regulations, particularly customs duties and the evolving taxation landscape, create obstacles that businesses must navigate. Ensuring compliance with these regulations is crucial for companies looking to expand their cross-border presence.
- Market Impact: Cross-border e-commerce significantly contributes to Switzerland's e-commerce sales statistics, reflecting its importance to the overall market. Companies that can streamline their operations and comply with regulatory requirements will be well-positioned to capitalize on this growing trend.

E-commerce in Switzerland Market Trends

Reliance on E-Commerce for Travel Bookings

- Travel E-Commerce Growth: One of the most prominent segments in Switzerland's online retail market is travel bookings. E-commerce platforms specializing in hotel and flight reservations have seen a surge in demand, driven by Swiss consumers' preference for the convenience of online services. The ability to compare prices, read customer reviews, and customize bookings has made these platforms highly popular.
- Consumer Preferences: Swiss consumers value flexibility and convenience when arranging travel plans, which has led to a reliance on online booking systems. These platforms offer tools like price comparisons and tailored travel packages, making them an essential part of the Swiss consumer experience.
- Industry Impact: The travel e-commerce segment has also led to strategic partnerships between Swiss companies and global players, enhancing the range of services available to consumers. E-commerce platforms in Switzerland continue to evolve, focusing on user experience, security, and customer service to remain competitive.
- Market Leaders: Companies like Brack.ch and Digitec Galaxus AG are leading the charge in Switzerland's travel e-commerce sector, leveraging their strong market presence to offer a wide range of travel-related services. Their leadership ensures a

sustained influence in the broader e-commerce market.

Food and Personal Care Segment Drives E-Commerce Growth

- **Rising Demand for Essentials:** The food and personal care segments are among the fastest-growing in Switzerland's e-commerce market. Consumers are increasingly turning to online platforms for essential items such as groceries, health products, and beauty care. Major players like Coop and Migros have responded by expanding their digital offerings, providing consumers with a wide selection of products and rapid delivery options.
- **Mobile Commerce in Personal Care:** The rise of mobile commerce has played a crucial role in the growth of the personal care sector. Swiss consumers are using their smartphones to purchase personal care products, benefiting from competitive pricing and a broader product range than what is typically available in physical stores.
- **Cross-Border Shopping for Food Products:** The Switzerland B2C e-commerce market is also experiencing significant growth, particularly in cross-border transactions. Consumers are increasingly seeking international products that were previously unavailable in Switzerland, contributing to the expansion of cross-border e-commerce.

E-commerce in Switzerland Industry Overview

Fragmented Market: Switzerland's e-commerce market is highly fragmented, with a mix of local and international players competing across various sectors. No single company dominates the market, allowing for intense competition across product categories such as electronics, groceries, and pharmaceuticals.

Key Market Players: Major players like Zur Rose Group, Nespresso, Digitec Galaxus AG, Microspot.ch, and Zalando Group are leading the market. Each of these companies has carved out a niche, from pharmaceuticals to electronics, contributing to the overall vibrancy of the Swiss e-commerce landscape.

Strategic Trends: Successful companies in Switzerland's e-commerce market are focusing on logistics, customer service, and sustainability. These factors are becoming critical for long-term success, especially as consumer expectations for quick and reliable deliveries increase.

Future Outlook for Switzerland's E-Commerce Market

Market Growth Projections: The Switzerland e-commerce forecast remains optimistic, with continued growth anticipated across multiple sectors. Younger, tech-savvy generations are expected to drive much of this growth as they become the dominant consumer group.

Technological Innovation: Advances in digital infrastructure, such as artificial intelligence (AI) and virtual reality (VR), are expected to shape the future of Swiss e-commerce. These technologies will enable more immersive and personalized shopping experiences, helping retailers stay competitive.

Long-Term Potential: As businesses adapt to the evolving regulatory landscape and invest in emerging technologies, Switzerland's e-commerce market will continue to grow. The market outlook remains strong, with increasing consumer demand and technological advancements driving sustained expansion across all sectors.

Additional Benefits:

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- The market estimate (ME) sheet in Excel format
- 3 months of analyst support

Table of Contents:

1 INTRODUCTION

- 1.1 Study Assumptions and Market Definition
- 1.2 Scope of the Study

2 RESEARCH METHODOLOGY

3 EXECUTIVE SUMMARY

4 MARKET INSIGHTS

- 4.1 Market Overview
- 4.2 Industry Attractiveness-Porter's Five Forces Analysis
 - 4.2.1 Bargaining Power of Suppliers
 - 4.2.2 Bargaining Power of Buyers/Consumers
 - 4.2.3 Threat of New Entrants
 - 4.2.4 Threat of Substitute Products
 - 4.2.5 Intensity of Competitive Rivalry
- 4.3 Impact of COVID-19 on the e-commerce sales

5 MARKET DYNAMICS

- 5.1 Market Drivers
 - 5.1.1 High Dependency for Booking of Hotels and Flights
 - 5.1.2 Penetration of Internet and Smartphone Usage
- 5.2 Market Restraints
 - 5.2.1 Evolving Taxation Landscape and Custom Regulations has Increased the Complexity of Trade
 - 5.2.2 Digitization of e-commerce may Incur Expenses for Consumers

6 MARKET SEGMENTATION

- 6.1 By B2C ecommerce
 - 6.1.1 Application
 - 6.1.1.1 Beauty & Personal Care
 - 6.1.1.2 Consumer Electronics
 - 6.1.1.3 Fashion & Apparel
 - 6.1.1.4 Food & Beverage
 - 6.1.1.5 Furniture & Home
 - 6.1.1.6 Others (Toys, DIY, Media, etc.)
- 6.2 By B2B ecommerce
 - 6.2.1 Market Size for the Study Period

7 COMPETITIVE LANDSCAPE

- 7.1 Company Profiles*
 - 7.1.1 Zalando Group
 - 7.1.2 Digitec Galaxus AG

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- 7.1.3 Amazon.com, Inc.
- 7.1.4 Nestle Nespresso SA
- 7.1.5 Brack.ch
- 7.1.6 Microspot.ch
- 7.1.7 LeShop.ch
- 7.1.8 Apple Inc.
- 7.1.9 Coop Group
- 7.1.10 Zur Rose Group AG

8 INVESTMENT ANALYSIS

9 MARKET OPPORTUNITIES AND FUTURE TRENDS

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