

YRC Forecasts the Next Phase of Growth for Saudi Arabia's E-Commerce Economy

YRC maps where Saudi Arabia's online retail surge heads next, and which operators are positioned to capture it

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/EINPresswire.com/ -- What if the market growing fastest is the one most likely to punish a business that is not ready for it? Demand at scale does not forgive thin systems, and Saudi Arabia's online retail boom will test that rule at full volume. Your Retail Coach (YRC), a specialist [digital commerce](#) [consulting firm](#)

[that has advised 500+ businesses across the globe](#), has released its outlook on the next phase of growth in the Kingdom's digital commerce sector, mapping where demand moves next and which operators can actually hold it.



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Most retailers chasing Saudi growth are underestimating the back end. The storefront scales in a week. The systems behind it take months, and that gap is where margin disappears.”

Rupal Agarwal, CSO at Your Retail Coach

YRC's latest report, "Saudi Arabia's E-Commerce Economy: The Next Phase of Growth," outlines the challenges and opportunities for retailers in the Kingdom's digital commerce sector.

-> Saudi Arabia's e-commerce market will climb from USD 31.29 billion in 2026 to USD 54.87 billion by 2031, a compound annual rate of 11.92%.

-> Smartphones drove 77.98% of online retail revenue in the Kingdom during 2025, leaving desktop-built checkouts increasingly stranded.

-> Internet access reaches 99% of the population while 5G

covers 78% of residents, so demand is ready well ahead of most retail operations.

-> The National Payment Network cleared USD 52.6 billion in e-commerce transactions in 2024, up 25.8% on the prior year.

-> None of this is a lucky tailwind that lifts every operator equally. It is the predictable cost of scaling storefronts, SKUs, and order volume faster than the systems that should support them, and the bill lands on whoever scaled without them.

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The outlook splits the market into modules that operators can act on directly, not just read, each grounded in current Saudi data.

-> Demand Map: location of the next spending hotspot segmented into categories and cities. Alone, Riyadh accounts for 35.01% of all the e-commerce sales revenue, and the eastern region of the country is rapidly catching up.

-> Shift in Payment: from cash on delivery to card payments and wallets, and what it means in terms of designing checkouts. Growth rate in the use of mobile wallets is 14.71% per annum, the highest among all types of payment rails used in the Kingdom.

-> Mobile First Operations: the consideration of fulfillment, UX, and loading time for a business that generates its 77.98% revenue from mobile devices.

-> New Models: fast commerce, dark stores, and the combination of D2C and marketplace operations – each having their unique operational difficulties.

-> 2030 Vision Hurdles: the effect on market entry considerations brought about by changes in regulation and spending aligned with the national vision.

-> Readiness Gaps: the specific systems, from inventory accuracy to returns handling, that separate operators who scale cleanly from those who stall at the first peak.

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Global capital is rotating toward markets that still hold structural room to grow, and the Gulf sits near the top of that shortlist. Saudi Arabia's non-oil sector now makes up 53% of real GDP, and the digital commerce build-out remains early enough that whole category positions sit unclaimed. Retailers who move now can take category share while acquisition costs stay low and the field stays thin. Those who wait will pay more for less, entering later against operators who already own the systems, the data, and the customers.

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Your Retail Coach (YRC) is a specialist retail and [0000000000 000000000000](#) serving retailers and retail chains worldwide, with 500+ businesses advised across multiple geographies and offices in Dubai, Pune, and Nigeria. The firm works across SOPs, inventory management, store design, HR systems, ERP implementation, and [0000000000 000000000000](#). Every engagement starts on the shop floor, where the real problems live, rather than in a slide deck.

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