



Guide for Indian Companies Exporting to the Saudi Market

Regulatory and Customs Requirements and Product
Registration Pathways



Content Review Date:
August 2026



Edition:
2026

From India to the Saudi Market

The Kingdom of Saudi Arabia is an important market for Indian exports, and India and Saudi Arabia have growing trade and economic relations. According to data from the Embassy of India in Riyadh, bilateral trade between India and Saudi Arabia amounted to approximately USD 41.88 billion during the 2024–2025 financial year, while India's exports to the Kingdom amounted to approximately USD 11.76 billion.

Indian exports to the Kingdom are diverse and include a range of products and sectors, most notably:

- Engineering products.
- Rice, grains, and food products.
- Petroleum products.
- Chemical products and materials.
- Textiles and clothing.
- Ceramic products and tiles.
- Machinery and equipment.
- Vehicles and spare parts.
- Electrical and electronic appliances.
- Iron and metal products.
- Pharmaceutical and medical products.
- Tea, spices, and agricultural products.
- Meat products and other food products.

Trade data for 2025 indicates that India's leading exports to Saudi Arabia included vehicles, cereals, machinery and equipment, copper, organic chemicals, electrical and electronic appliances, iron and steel products, meat, textiles, and other products.

Despite the diversity of products and the strong trade relationship between the two countries, the entry of Indian products into the Saudi market requires compliance with Saudi regulations and technical regulations. Requirements vary according to the type of product and the competent regulatory authority.

A product may require:

- Registration on the SABER Platform.
- Obtaining a Product Conformity Certificate.
- Issuing a Shipment Conformity Certificate.
- Registration with the Saudi Food and Drug Authority (SFDA).
- Obtaining the Saudi Quality Mark.
- Or fulfilling additional regulatory requirements depending on the type of product.

Therefore, advance planning and completion of compliance requirements before export are the most important factors for the successful entry of Indian products into the Saudi market. The SABER Platform is used to register products and manage Product Conformity Certificates and Shipment Conformity Certificates for products imported into the Kingdom.



Why the Saudi Market?

The Saudi market is one of the largest consumer and industrial markets in the Middle East and offers extensive opportunities for Indian companies across various sectors.

- Key advantages that make the Saudi market a strategic destination for Indian exports include:
- The largest economy in the Arab region.
- More than 36 million consumers.
- High purchasing power.
- Major projects under Saudi Vision 2030.
- Continued expansion across industrial and commercial sectors.
- A strategic location connecting Asian and Arab markets.
- Growing trade and investment relations between India and Saudi Arabia.
- A diverse range of sectors in which Saudi Arabia imports from India.
- Growing demand for Indian products across several sectors.

Official trade relations data confirms that India is one of Saudi Arabia's major trading partners and that the volume of bilateral trade reflects the importance of the Saudi market to Indian companies.



Tabseer... Your Compliance and Market Entry Partner

Tabseer provides integrated solutions in conformity assessment and technical compliance, helping Indian companies fulfill Saudi and GCC regulatory requirements and accelerate the market entry of their products.

Kingdom of Saudi Arabia

- Product registration on the SABER Platform.
- Issuance of Product Conformity Certificates (PCoC).
- Issuance of Shipment Conformity Certificates (SCoC).
- Obtaining the Saudi Quality Mark (SQM).
- Issuance of Saudi Food and Drug Authority (SFDA) certificates.
- Registration of food products and cosmetics through the Ghad Platform.
- Issuance of lifting equipment certificates.
- Obtaining the Oxo-Biodegradable Plastic Logo.

Gulf Cooperation Council

- Issuance of the Gulf Conformity Mark (G-Mark).

Sultanate of Oman

- Obtaining the Omani Quality Mark.

Arab Republic of Egypt

- Issuance of inspection and verification certificates.
- Carbon footprint calculation services.

Key Authorities in the Export Journey

First: Indian Authorities

Ministry of Commerce and Industry –

Directorate General of Foreign Trade (DGFT)

The Directorate General of Foreign Trade (DGFT) oversees various foreign trade procedures in India. One of the key requirements for exporters is obtaining an Importer Exporter Code (IEC), which is essential for conducting import and export activities in India.

Indian Customs Electronic Gateway (ICEGATE)

The ICEGATE platform is used to carry out a range of electronic customs procedures related to foreign trade, including the submission of customs documents and declarations.

Key documents associated with export procedures and commercial documentation include:

- Commercial invoice.
- Packing list.
- Bill of lading or air waybill.

Additional documents and certificates depending on the nature of the product.

Chambers of Commerce and Authorized Bodies Issuing Certificates of Origin

Authorized bodies in India issue the certificates of origin required for exports in accordance with applicable rules and procedures. They also support exporters in completing documentation related to origin and international trade. Procedures for issuing certificates of origin in India are increasingly being carried out through electronic platforms authorized by the DGFT.

Relevant Indian Regulatory Authorities

The relevant Indian authorities may vary depending on the type of product, including authorities responsible for food, pharmaceuticals, agricultural products, standards and industrial products, and other sectors.

Second: Saudi Authorities

- Saudi Standards, Metrology and Quality Organization (SASO).
- SABER Platform.
- Saudi Food and Drug Authority (SFDA).
- Zakat, Tax and Customs Authority (ZATCA).

Industrial and Consumer Products

| SASO and SABER Pathway

Many industrial and consumer products exported from India to the Kingdom of Saudi Arabia are subject to technical regulations issued by the Saudi Standards, Metrology and Quality Organization (SASO) and are processed through the SABER electronic platform. The compliance process begins by determining whether the product is:

Subject to one of the Saudi technical regulations.

Not subject to technical regulations.

Subject to self-declaration.

Required to undergo conformity assessment by an accredited conformity assessment body.

| Product Conformity Certificate (PCoC)

A Product Conformity Certificate is issued for products subject to technical regulations after reviewing the technical file and demonstrating that the product complies with the relevant Saudi technical regulation through an accredited conformity assessment body.

| Shipment Conformity Certificate (SCoC)

After the product requirements have been fulfilled, a Shipment Conformity Certificate is issued for each shipment exported to the Kingdom where applicable. It is one of the documents associated with customs clearance procedures.

Before Shipment, Make Sure That:

- The product is registered on the SABER Platform.
- The Product Conformity Certificate has been issued where required.
- The Shipment Conformity Certificate has been issued for each shipment where applicable.
- The HS Code is correct.
- Product information is consistent across all documents.
- Labels and product information comply with Saudi requirements.
- All required commercial and customs documents are complete.



Food, Beverages, Cosmetics, and Personal Care Products

Food, beverages, cosmetics, animal feed, and healthcare products are subject to the supervision of the Saudi Food and Drug Authority (SFDA), and compliance procedures vary according to the type of product.

I Before Export

The Indian manufacturer or exporter should coordinate with a licensed Saudi importer registered with the Saudi Food and Drug Authority. Registration procedures and regulatory notifications vary according to the type of product.

I Cosmetics

Cosmetic and personal care products are registered through the unified electronic Ghad system by a licensed Saudi establishment. All marketing claims must comply with the applicable regulations, while unauthorized therapeutic or medical claims must be avoided.

I Medical Devices and Medical Supplies

Medical devices and medical supplies are subject to the supervision of the Saudi Food and Drug Authority. The registration pathway varies according to:

- Medical device classification.
- Risk level.
- Intended use.
- Country of manufacture.
- Available international certificates.
- The presence of an authorized representative in the Kingdom, where required.

I Food Labeling

Food labels must comply with Saudi and GCC requirements and must include mandatory information in Arabic, such as:

- Product name.
- List of ingredients.
- Country of origin.
- Weight or volume.
- Production and expiry dates.
- Manufacturer and importer details.

I Clearance

Electronic clearance procedures are completed after confirming:

- Registration is complete.
- The product matches the registered information.
- Labels are compliant.
- Required documents are complete.

Note

The requirements of the Saudi Food and Drug Authority and the necessary regulatory documentation must be fulfilled before placing the medical device on the Saudi market.

Pathways for Selected Key Sectors

Electrical and electronic appliances	Registration on the SABER Platform, Product Conformity Certificate, electrical safety test reports, energy efficiency requirements, and IECEE requirements where applicable.
Children Toys and low-voltage products	Gulf Conformity Mark (G-Mark), in addition to SABER Platform requirements where applicable.
Building materials	Registration on the SABER Platform, conformity certificates, test reports, Saudi Quality Mark for certain products, and Saudi Building Code requirements where applicable.
Plastic products	SABER requirements, Oxo-Biodegradable Plastic Logo for certain products, and food-contact material requirements where applicable.
Industrial machinery and equipment	Risk assessment, technical file, operating manual, test reports, and technical inspection for certain products.
Chemical products	Safety Data Sheet (SDS), chemical classification, and transportation, storage, and specific permitting requirements for hazardous or restricted substances.



Why Do We Use the Phrase “May Require”?

Compliance requirements are not determined solely by the sector. They are based on several factors, the most important of which are:

- HS Code.
- Nature of the product.
- Intended use.
- Applicable technical regulation.
- Product components.
- Country of manufacture.
- Regulatory category.

Therefore, each product must be assessed independently.

Most Common Mistakes When Exporting from India to Saudi Arabia

1) Shipping Before Completing Conformity Procedures

Some exporters begin shipping products before completing registration or obtaining conformity certificates, which may result in customs clearance delays or shipment rejection.

2) Selecting an Incorrect HS Code

Selecting an inaccurate HS Code may result in the application of different regulatory requirements that are not appropriate for the product.

3) Assuming That Indian Products Do Not Require Conformity

The fact that a product is manufactured in India or carries an Indian certificate of origin does not exempt it from Saudi conformity requirements or registration on the SABER Platform or with the Saudi Food and Drug Authority, where applicable.

4) Inconsistencies Across Documents

Common causes of delays include:

- Differences in the product name.
- Differences in the model number.
- Differences in the manufacturer name.
- Differences in the country of origin.
- Differences in the brand name between the invoice, conformity certificates, labels, and technical file.

5) Using Non-Compliant Labels

Failure to provide the mandatory information in Arabic on the label, or the inclusion of incorrect information, may result in observations or shipment rejection.

6) Working with an Unqualified Importer

The success of registration and customs clearance procedures depends significantly on the Saudi importer's experience in managing technical files and dealing with electronic systems.

The importer must also complete customs clearance procedures through the FASAH Platform and submit the required documents in accordance with applicable requirements.

7) Relying Solely on Foreign Certificates

Certificates such as:

- CE
- UL
- FDA
- ISO

may support the technical file, but they do not replace Saudi requirements where a technical regulation or specific regulatory requirements apply.



Before You Start Exporting

Make sure you can answer the following questions:

- Has the correct HS Code been identified?
- Is the product subject to a Saudi technical regulation?
- Does the product require registration on the SABER Platform?
- Does the product require registration with the Saudi Food and Drug Authority?
- Is the technical file complete?
- Are the test reports issued by accredited bodies?
- Does the label information comply with Saudi requirements?
- Has a qualified Saudi importer been selected?
- Have the commercial invoice, certificate of origin, packing list, and bill of lading been prepared?
- Have the customs requirements been completed before the shipment arrives?

The Zakat, Tax and Customs Authority requires importers to submit essential documents, including the commercial invoice, bill of lading, and certificate of origin where required, in addition to other documents depending on the nature of the goods. Customs clearance procedures must also be completed through the FASAH Platform before the shipment arrives, in accordance with the applicable timelines and procedures.



Legal Disclaimer

This guide has been prepared for general awareness and guidance purposes and does not constitute prior approval of any product or shipment.

Regulatory requirements may vary depending on:

Nature of the product.

HS Code.

Intended use.

Applicable technical regulations.

Country of manufacture.

Updates issued by Saudi regulatory authorities.

Therefore, each product must be assessed independently, and the latest requirements must be verified before production, contracting, or shipment.



Contact Information

We help Indian companies access the Saudi market quickly and efficiently through integrated solutions for technical compliance, conformity certificate management, and coordination with regulatory authorities.

Support@tabseergroup.com

+966920010756

www.tabseer.co