



Guide for Korean Companies Exporting to the Saudi Market

Regulatory and Customs Requirements and Product
Registration Pathways



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From Korea to the Saudi Market

The Kingdom of Saudi Arabia and the Republic of Korea enjoy growing economic and trade relations covering numerous sectors, from energy, industry, and infrastructure to automotive, electronics, and advanced technologies.

South Korea has a highly developed industrial and technological base, and Korean products have a strong global presence, particularly in the automotive, electronics, electrical appliances, machinery and equipment, chemical products, and advanced technology sectors.

The Saudi market also represents an important opportunity for South Korean companies seeking to expand in the Middle East, particularly in light of the Kingdom's major development and industrial projects under Saudi Vision 2030.

Among the key South Korean products that may find opportunities in the Saudi market are:

- Food products and beverages.
- Cosmetics and personal care products.
- Perfumes and beauty products.
- Electrical and electronic appliances.
- Smartphones and smart devices.
- Cars and vehicles.
- Automotive spare parts and tires.
- Industrial machinery and equipment.
- Mechanical equipment.
- Iron and steel products.
- Plastic products and packaging materials.
- Chemical products.
- Furniture and furnishings.
- Textiles and ready-made garments.
- Medical equipment and healthcare devices.
- Paper and cardboard products.
- High-tech products and technologies.

Despite the strength of Korean products and their high levels of quality and manufacturing standards, entering the Saudi market requires compliance with Saudi regulations and technical regulations, with requirements varying according to the type of product and the competent regulatory authority.

A product may require:

- Registration on the SABER Platform.
- Obtaining a Product Certificate of Conformity (PCoC).
- Issuing a Shipment Certificate of Conformity (SCoC).
- Registration with the Saudi Food and Drug Authority (SFDA).
- Obtaining the Saudi Quality Mark (SQM).

Therefore, advance planning and completion of compliance requirements before export are the most important factors for the successful entry of South Korean products into the Saudi market.



Why the Saudi Market?

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

- Key advantages that make the Saudi market a strategic destination for Korean 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.
- Growth in the automotive, manufacturing, and technology sectors.
- Increasing demand for high-quality products and advanced technologies.
- Expansion of infrastructure, energy, and smart-city projects.
- Growing opportunities for Korean companies in industrial and technology sectors.
- Growth in tourism, hospitality, and entertainment.
- Expansion of supply chains and logistics services.

These factors create opportunities for Korean companies seeking to enter the Saudi market or expand their operations there, particularly in sectors where South Korea has advanced industrial and technological expertise.



Tabseer — Your Compliance Partner for Entering the Saudi Market

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

Kingdom of Saudi Arabia

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

Gulf Cooperation Council Countries

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

Sultanate of Oman

- Obtaining the Omani Quality Mark.

Arab Republic of Egypt

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

Key Authorities in the Export Journey

First: South Korean Authorities Korea Customs Service (KCS)

The Korea Customs Service (KCS) is responsible for regulating customs clearance procedures for exports and imports. Export procedures include submitting an export declaration to Customs, reviewing the declaration, granting export approval, and then loading the goods and dispatching them overseas.

The exporter must provide accurate information about the goods in the export declaration, including product information, classification, quantity, value, and other required details. Certain shipments may also be subject to documentary review or customs inspection.

Korea Trade-Investment Promotion Agency (KOTRA)

KOTRA is one of the leading Korean organizations supporting companies in international trade and investment. Korean companies can benefit from its services and information relating to foreign markets, export opportunities, and investment opportunities.

Korea Chamber of Commerce and Industry (KCCI)

The Korea Chamber of Commerce and Industry provides services related to international trade, including the issuance of certificates of origin and commercial documents.

The Korea Customs Service indicates that the Korea Customs Service and the Korea Chamber of Commerce and Industry are among the authorities that may issue certificates of origin, subject to the applicable cases and procedures.

Certificate of Origin

A Certificate of Origin is used to establish the country of origin of goods and may be required as part of export or import documentation, depending on the nature of the transaction and the applicable requirements.

The Korea Customs Service explains that a Certificate of Origin is a document confirming that the goods were produced, manufactured, or processed in Korea in accordance with the relevant rules.

The issuance of a Certificate of Origin may also require documents such as a copy of the export declaration, invoice or contract, and supporting documents proving origin, where required.

Relevant Korean Regulatory Authorities

Depending on the nature of the product, certain Korean products may be subject to additional requirements or permits from the relevant government and regulatory authorities, particularly food, agricultural, animal, pharmaceutical, and controlled products. Therefore, the exporter should identify the specific requirements applicable to the product before starting the export procedures.

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 South Korea 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 electronic SABER Platform.

- The compliance pathway begins by determining whether the product:
- Is subject to one of the Saudi technical regulations.
- Is not subject to technical regulations.
- Is subject to self-declaration.

Requires assessment by an approved conformity assessment body.

| Product Conformity Certificate (PCoC)

A Product Certificate of Conformity 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 approved conformity assessment body.

| Shipment Conformity Certificate (SCoC)

Following the issuance of the Product Certificate of Conformity, a Shipment Certificate of Conformity is issued for each shipment exported to the Kingdom, in accordance with the requirements applicable to the product.

Before Shipment, Make Sure That:

- The product is registered on the SABER Platform.
- The Product Certificate of Conformity has been issued where required.
- A Shipment Certificate of Conformity has been issued for each shipment.
- The HS Code is correct.
- Product information is consistent across all documents.
- Labels and product information comply with Saudi requirements.
- Korean export documentation has been completed.
- The Certificate of Origin has been prepared where required.
- Any product-specific certificates or permits have been obtained.



Food, Beverages, Cosmetics and Personal Care Products

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

I Before Export

The Korean manufacturer or exporter should coordinate with a licensed Saudi importer registered with the Saudi Food and Drug Authority, as the importer is responsible for the required registration and regulatory notification procedures according to the nature of the product.

I Cosmetics

Cosmetic and personal care products are registered through the unified electronic system, GHAD, by a licensed Saudi establishment.

All marketing claims must comply with the applicable regulations, and unauthorized therapeutic or medical claims must be avoided.

I Medical Devices and Supplies

Medical devices and 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 the applicable Saudi and Gulf requirements and 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.
- Storage and usage instructions, where required.

I Customs Clearance

Electronic customs clearance procedures are completed after confirming:

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

Important Note

A marketing authorization issued by the Saudi Food and Drug Authority is the primary document permitting the medical device to be placed on the market in the Kingdom of Saudi Arabia. The regulatory pathway varies according to the device classification and the Authority's requirements.

Pathways for Key Sectors

Electrical and electronic appliances	Registration on the SABER Platform, Product Certificate of Conformity, 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, transportation and storage requirements, and permits for hazardous or restricted materials.



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 include:

- 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 South Korea to Saudi Arabia

1) Shipping Before Completing Conformity Procedures

Some exporters begin shipping products before completing registration or obtaining the required conformity certificates, resulting 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 may not be appropriate for the product.

3) Assuming That Korean Products Do Not Require Conformity

The fact that a product is manufactured in South Korea or carries a Korean Certificate of Origin does not exempt it from Saudi conformity requirements, registration on the SABER Platform, or SFDA requirements where applicable.

4) Inconsistent Information Across Documents

Some of the most common causes of delays include:

- Different product names.
- Different model numbers.
- Different manufacturer names.
- Different countries of origin.
- Different brand names between the invoice, conformity certificates, labels, and technical file.

5) Using Non-Compliant Labels

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

6) Failure to Complete Korean Export Procedures

The exporter must ensure that the export declaration is submitted and customs clearance procedures in South Korea are completed before shipping the goods overseas. The Korea Customs Service explains that exports involve submitting the export declaration to Customs, its review and acceptance, followed by loading the goods onto the means of transport and their departure overseas.

7) Relying Solely on Foreign Certificates

Certificates such as:

- CE
- UL
- FDA
- ISO

Korean product-specific certificates 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?
- Have the export procedures in South Korea been completed?
- Is the product subject to a Saudi technical regulation?
- Does it require registration on the SABER Platform?
- Does it require registration with the Saudi Food and Drug Authority?
- Is the technical file complete?
- Are the test reports issued by approved bodies?
- Does the label comply with Saudi requirements?
- Has a qualified Saudi importer been selected?
- Have the Certificate of Origin and required commercial documents been prepared?
- Do the details on the invoice, Certificate of Origin, label, and conformity certificates match?
- Have all product-specific requirements been confirmed before shipment?

The Korea Customs Service explains that exporters are required to provide accurate information in the export declaration, and that certain goods may be subject to control requirements or special export approvals depending on their nature.



Legal Disclaimer

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

Regulatory requirements may vary depending on:

Nature of the product.

HS Code.

Intended use.

Applicable technical regulations.

Product components.

Country of manufacture.

Regulatory category.

Korean export requirements.

Updates issued by Saudi regulatory authorities.

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



Contact Information

We help Korean companies and manufacturers understand Saudi regulatory requirements, prepare conformity files, manage conformity certificates, and coordinate with regulatory authorities, supporting the efficient entry of products into the Saudi market.

Support@tabseergroup.com

+966920010756

www.tabseer.co