



Guide for Kuwaiti Companies Exporting to the Saudi Market

Regulatory and Customs Requirements and Product
Registration Pathways



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From Kuwait to the Saudi Market

Saudi Arabia is Kuwait's largest trading partner and one of the most significant regional markets for Kuwaiti businesses. This is driven by the Kingdom's large market size, strong purchasing power, economic integration among GCC countries, and the ease of cross-border trade and land transportation.

Kuwaiti exports to Saudi Arabia are primarily concentrated in industrial, petrochemical, and food products, including:

- Food products
- Water, juices, and beverages
- Dates and processed agricultural products
- Plastic products
- Petrochemical products
- Paints and chemical products
- Household cleaning products
- Construction materials
- Pipes and metal products
- Electrical cables and wires
- Electrical appliances
- Industrial equipment
- Furniture and furnishings
- Paper and packaging products
- Clothing and textiles

Despite the strong trade relationship between the two countries, access to the Saudi market requires compliance with regulatory and technical requirements that vary depending on the product category and the responsible regulatory authority.

Depending on the product.

A product may require:

- Register the product on the SABER platform.
- Obtain a Certificate of Conformity.
- Register with the Saudi Food and Drug Authority (SFDA).
- Obtain a GCC Certificate of Origin.
- Submit accredited laboratory test reports or technical certificates.



The State of Kuwait, through its government entities and organizations supporting foreign trade, offers a variety of services to assist Kuwaiti exporters, including providing trade information, facilitating participation in international exhibitions, and supporting expansion into regional markets.

Why the Saudi Market?

Saudi Arabia is one of the largest consumer and industrial markets in the Middle East, offering extensive opportunities for Kuwaiti companies across a wide range of sectors.

Key advantages include:

- The largest economy in the Arab region
- A consumer market of more than 36 million people
- Strong purchasing power
- Mega projects under Saudi Vision 2030
- Continuous expansion of industrial and commercial sectors
- Seamless trade movement within the GCC
- An advanced investment environment that values high-quality products



Tabseer... Your Partner for Accessing the Saudi and GCC Markets

Tabseer provides specialized conformity assessment and technical compliance solutions, including:

Kingdom of Saudi Arabia

- Product registration through the SABER platform
- Product Certificate of Conformity (PCoC)
- Shipment Certificate of Conformity (SCoC)
- Saudi Quality Mark (SQM)
- Saudi Food and Drug Authority (SFDA) certification services
- Registration of food products and cosmetics through the GHAD platform
- Lifting equipment certification
- Oxo-biodegradable plastic logo

Gulf Cooperation Council Countries

- GCC Conformity Mark (G-Mark) certification

Sultanate of Oman

- Omani Quality Mark

Arab Republic of Egypt

- Inspection and testing certificates
- Carbon footprint calculation services

Key Authorities Throughout the Export Journey

Kuwaiti Authorities

General Administration of Customs – State of Kuwait

Responsible for export customs clearance procedures, receiving customs declarations, verifying export documentation, and supervising shipments through land, sea, and air ports.

Ministry of Commerce and Industry – State of Kuwait

Responsible for issuing Certificates of Origin for Kuwaiti national products and overseeing certain regulatory aspects related to foreign trade.

Kuwait Chamber of Commerce and Industry

Provides support services to exporters, including issuing selected trade documents, document authentication, international trade information, and assisting Kuwaiti companies in expanding into overseas markets.

Second: Saudi Authorities

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



Certificate of Origin and Customs Treatment

■ GCC Certificate of Origin

Eligible Kuwaiti products may benefit from the preferential customs treatment granted to GCC national products, provided they satisfy the GCC Rules of Origin.

The Certificate of Origin is one of the key documents proving the country of manufacture and is used to benefit from customs privileges within GCC member states.

Kuwaiti Product	A product manufactured or substantially transformed in Kuwait that complies with the GCC Rules of Origin.
Re-export	A foreign product imported into Kuwait and subsequently re-exported without acquiring Kuwaiti origin status.

Important Note

A Certificate of Origin does not exempt a product from Saudi conformity assessment requirements, SABER registration, or SFDA regulations.

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المواصفات السعودية
Saudi Standards



سابر
saber



الهيئة العامة للغذاء والدواء
Saudi Food & Drug Authority



هيئة الزكاة والضريبة والجمارك
Zakat, Tax and Customs Authority

Industrial and Consumer Products

| SASO and SABER Pathway

Many industrial and consumer products are subject to Saudi technical regulations.

The compliance journey begins by:

- Identifying the correct HS Code.
- Determining whether the product is:
- Subject to a Technical Regulation
- Not regulated
- Subject to Supplier's Declaration of Conformity (Self-Declaration)
- Requiring assessment by an approved Conformity Assessment Body
- The following steps are then completed:
- Obtain a Product Certificate of Conformity (PCoC).
- Obtain a Shipment Certificate of Conformity (SCoC) for every shipment.

Do not ship until you have verified:

- Product registration has been completed.
- The conformity certificate is valid.
- The HS Code is correct.
- Invoice information matches all compliance documents.
- The Shipment Certificate of Conformity has been issued.



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

Ensure that:

- A licensed Saudi importer has been appointed.
- The facility and products are registered where required.
- Product labeling complies with Saudi requirements.
- The technical file has been completed.
- Marketing claims have been reviewed.

I Customs Clearance

Electronic customs clearance procedures are completed after verifying:

- Registration has been completed.
- Product details match the registered information.
- Product labels comply with requirements.
- All required documentation is complete.

I Cosmetics

Cosmetics and personal care products must be registered through the unified electronic GHAD system by a licensed Saudi establishment.

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

Pathways for Key Sectors

Electrical Appliances	SABER + Certificate of Conformity + Test Reports + Energy Efficiency requirements
Children Toys	SABER + GCC Conformity Mark (G-Mark)
Construction Materials	SABER + Test Reports + Saudi Quality Mark for selected products
Plastic Products	SABER + Food Contact Material requirements + Oxo-biodegradable Plastic Logo (where applicable)
Machinery & Equipment	Risk Assessment + Technical Drawings + User Manuals + Certificates of Conformity
Chemical Products	Hazardous substance requirements + Regulatory approvals

Most Common Export Mistakes

- Shipping before obtaining the required approvals.
- Using an incorrect HS Code.
- Assuming GCC origin eliminates conformity assessment requirements.
- Inconsistencies between product information on invoices and certificates.
- Non-compliant product labeling.
- Working with an unqualified importer.
- Relying solely on foreign certificates.
- Failing to prepare a complete technical file.



- Identified the correct HS Code.
- Verified the competent regulatory authority.
- Determined whether the product falls under SABER, SFDA, or another regulatory framework.
- Completed the technical file.
- Prepared all required laboratory test reports.
- Reviewed Arabic product labeling.
- Obtained a Certificate of Origin where applicable.
- Obtained the Product Certificate of Conformity.
- Obtained the Shipment Certificate of Conformity.
- Verified consistency across all supporting documents.

Pre-Export Checklist for Saudi Arabia

Before shipping any product from Kuwait to the Kingdom of Saudi Arabia, ensure that you have:



Legal Disclaimer

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

Requirements may vary depending on:

Product type

Intended use

HS Code

Applicable technical regulations

Updates issued by the competent regulatory authorities

Accordingly, every product should be evaluated individually, and the latest regulatory requirements should be verified before manufacturing, contracting, or shipping.



Contact Information

We help Kuwaiti companies access the Saudi market quickly and efficiently through integrated technical compliance solutions, conformity certification services, and regulatory support.

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