



Guide for Omani Companies Exporting to the Saudi Market

Regulatory and Customs Requirements and Product
Registration Pathways



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From the Sultanate of Oman to the Saudi Market

Saudi Arabia is one of the most important export markets for Omani companies, supported by the strong economic relationship between the two countries, GCC agreements, regional trade integration, and the steadily growing demand for industrial, consumer, and food products. The Sultanate of Oman is one of the region's key industrial economies and exports a wide range of products to Saudi Arabia, including:

- Food products
- Fish and seafood products
- Dates
- Dairy products
- Water, juices, and beverages
- Plastic products
- Packaging materials
- Petrochemical products
- Cement and construction materials
- Marble and natural stone
- Iron and steel products
- Electrical cables
- Pipes
- Industrial equipment
- Wooden furniture
- Cleaning products and chemicals
- Paper products

Despite the close economic ties between the two countries, access to the Saudi market is not automatic. Many products are subject to regulatory and technical requirements that vary depending on the product category and the competent regulatory authority.

Depending on the product, exporters may need to:

A product may require:

- Register with the Saudi Food and Drug Authority (SFDA).
- Obtain Certificates of Conformity through the SABER platform.
- Obtain a GCC Certificate of Origin.
- Submit accredited laboratory test reports.
- Fulfill additional requirements for certain products before shipment.

Government entities in the Sultanate of Oman also provide a variety of export support programs, trade advisory services, logistics support, and participation in international exhibitions, helping Omani businesses expand into the Saudi market and other regional markets.



Why the Saudi Market?

Saudi Arabia is one of the largest consumer and industrial markets in the Middle East, offering significant opportunities for Omani 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 across GCC countries

An advanced investment environment that supports high-quality products



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

Tabseer provides comprehensive conformity assessment and technical compliance solutions, helping companies meet Saudi and GCC regulatory requirements while accelerating market access.

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 certification

Gulf Cooperation Council Countries

- GCC Conformity Mark (G-Mark) certification

Sultanate of Oman

- Obtaining the Omani Quality Mark.

Arab Republic of Egypt

- Inspection and verification certificates
- Carbon footprint calculation services

Key Authorities Throughout the Export Journey

Omani Authorities Directorate General of Customs Royal Oman Police

Responsible for export customs clearance procedures, approving customs declarations, verifying shipment documentation, and supervising exports before goods leave the Sultanate of Oman.

Bayan Customs System

The electronic customs platform used to complete export procedures by submitting customs declarations, uploading the required documentation, and tracking inspection and customs clearance processes.

Oman Chamber of Commerce and Industry

Provides Certificate of Origin issuance and authentication services, exporter support, trade missions, and market information for international markets.

Ministry of Commerce, Industry and Investment Promotion

Responsible for issuing Certificates of Origin for national products, supporting exporters, improving the investment environment, and promoting foreign trade.

Second: Saudi Authorities

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



المواصفات السعودية
Saudi Standards



سابر
saber



الهيئة العامة للغذاء والدواء
Saudi Food & Drug Authority



هيئة الزكاة والضريبة والجمارك
Zakat, Tax and Customs Authority

Certificate of Origin and Customs Treatment

GCC Certificate of Origin

Omani companies may obtain a GCC Certificate of Origin for qualifying national products to benefit from the preferential customs treatment granted to eligible products exported within GCC member states.

- To qualify, the following conditions must be met:
- Compliance with the GCC Rules of Origin.
- Accurate manufacturer and product information.
- Consistency between the Certificate of Origin, commercial invoice, and customs declaration.
- The transaction must not simply be the re-export of foreign goods.

Omani Product	A product manufactured or substantially transformed in the Sultanate of Oman in compliance with the GCC Rules of Origin.
Re-exported Product	A foreign product imported into Oman and subsequently re-exported without acquiring Omani origin status.

Important Note

Preferential customs treatment based on GCC origin does not exempt products from Saudi conformity assessment requirements, SABER registration, SFDA requirements, or applicable taxes and regulatory fees.

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(SASO & SABER Pathway)

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

The compliance process begins by determining whether the product is:

Subject to a Technical Regulation.

Non-regulated.

Subject to Supplier's Declaration of Conformity (Self-Declaration).

Required to be assessed by an approved Conformity Assessment Body.

Depending on the product, exporters may need to:

Obtain a Product Certificate of Conformity (PCoC).

Obtain a Shipment Certificate of Conformity (SCoC).

Provide accredited laboratory test reports.

Have the technical file reviewed by a Conformity Assessment Body.

Do not ship until you have verified:

The product has been registered.

The Certificate of Conformity is valid.

The HS Code is correct.

Invoice information matches all supporting documents.

The Shipment Certificate of Conformity has been issued.



I Before Export

Coordinate with a licensed Saudi importer and ensure that:

- Products are registered where required.
- SFDA requirements have been fulfilled.
- Product labels comply with Saudi regulations.

I Food Labeling

All mandatory information must be provided in Arabic and comply with applicable GCC and Saudi regulations.

Food Products and Beverages

Pathways for Key Sectors

Electrical and Electronic Products	SABER registration, Product Certificate of Conformity, electrical safety reports, and energy efficiency requirements
Children Toys	GCC Conformity Mark (G-Mark), in addition to SABER requirements
Construction Materials	Certificates of Conformity, laboratory test reports, and the Saudi Quality Mark for selected products
Plastic Products & Packaging Materials	SABER requirements, food contact material requirements, and the oxo-biodegradable plastic logo where applicable
Machinery & Lifting Equipment	Risk assessment, technical documentation, operating manuals, and technical inspection
Chemical Products	Safety Data Sheets (SDS), transportation requirements, and permits for hazardous substances

Most Common Export Mistakes

- Shipping before completing regulatory approvals.
- Using an incorrect HS Code.
- Assuming that a GCC Certificate of Origin eliminates conformity assessment requirements.
- Inconsistencies in product information across supporting documents.
- Using non-compliant Arabic labels.
- Working with an unqualified importer.
- Relying solely on foreign certificates without fulfilling Saudi regulatory requirements.



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 the product classification, HS Code, intended use, applicable technical regulations, and updates issued by the competent authorities.

Accordingly, every product should undergo an independent technical assessment, and exporters should verify the latest regulatory requirements in force in the Kingdom of Saudi Arabia before manufacturing, contracting, or shipping.



Contact Information

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

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