



Guide for Qatari Companies Exporting to the Saudi Market

Regulatory Requirements, Customs Procedures, and Product
Registration Pathways



Content Review Date:
August 2026



Edition:
2026

From Qatar to the Saudi Market

Saudi Arabia is one of the most strategic markets for Qatari companies, thanks to its strong purchasing power, diversified economy, broad investment opportunities, and the growing economic integration among GCC member states.

Key Qatari exports to Saudi Arabia include:

- Food products
- Dairy products
- Juices and bottled water
- Plastic products
- Petrochemical products
- Fertilizers and chemicals
- Iron and steel products
- Aluminum products
- Electrical cables
- Construction materials
- Glass and marble products
- Cleaning products
- Paper products
- Industrial equipment
- Furniture

Although GCC Common Market agreements facilitate regional trade, access to the Saudi market still requires compliance with a range of regulatory and technical requirements that vary depending on the nature of the product.

Depending on the product, exporters may need to:

Depending on the product



- Register with the Saudi Food and Drug Authority (SFDA).
- Obtain Certificates of Conformity through the SABER platform.
- Obtain a GCC Certificate of Origin.
- Provide accredited laboratory test reports.
- Secure additional regulatory approvals for certain product categories before export.

Qatar's trade and investment support organizations also provide a wide range of services to exporters, including advisory services, export support programs, trade promotion initiatives, and participation in international exhibitions, helping Qatari products successfully enter the Saudi market.

Why the Saudi Market?

Saudi Arabia is one of the largest consumer and industrial markets in the Middle East, offering significant opportunities for Qatari businesses across multiple industries.

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 growth in 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 that help companies meet Saudi and GCC regulatory requirements while accelerating market access.

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

GCC Countries

- GCC Conformity Mark (G-Mark) certification

Sultanate of Oman

- Oman Quality Mark certification

Arab Republic of Egypt

- Inspection and verification certificates
- Carbon footprint calculation services

Key Authorities Throughout the Export Journey

Qatari Authorities

General Authority of Customs

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

AI Nadeeb Customs System

The electronic customs platform used to complete export procedures online, submit customs declarations, upload required documents, and track inspection and customs clearance processes.

Qatar Chamber

Provides Certificate of Origin issuance and authentication services, exporter support, trade event organization, and market intelligence on international markets.

Ministry of Commerce and Industry

Responsible for issuing Certificates of Origin for Qatari national products and approving trade documents related to exports.

Saudi Authorities

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



Certificate of Origin and Customs Treatment

| GCC Certificate of Origin

Eligible Qatari companies may obtain a GCC Certificate of Origin for qualifying national products in order to benefit from the preferential customs treatment available within GCC member states.

To qualify for these customs benefits, 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 shipment must not simply be a re-export of foreign goods.

| Qatari Product vs. Re-export

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

Important Note

A Certificate of Origin does not exempt products from SABER requirements, SFDA regulations, VAT obligations, or any other applicable regulatory fees or compliance requirements.

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Certificate of Origin and Customs Treatment

| SASO & SABER Pathway

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

- The compliance journey begins by:
- Identifying the correct HS Code.
- Determining the applicable Technical Regulation.
- Identifying the appropriate conformity assessment pathway.
- Depending on the product, exporters may need:
- A Product Certificate of Conformity (PCoC).
- A Shipment Certificate of Conformity (SCoC).
- Accredited laboratory test reports.
- Assessment by an approved 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.



Before Exporting

Coordinate with a licensed Saudi importer and ensure that:

- Products are registered where required.
- All SFDA requirements have been fulfilled.
- Product labeling complies with Saudi regulations.

Food Label

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

Food Products and Beverages

Compliance Pathways for Key Product Sectors

Electrical Appliances	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 where applicable
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 and storage requirements, and permits for 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 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 Export Mistakes

- Shipping before completing regulatory approvals.
- Using an incorrect HS Code.
- Assuming GCC 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. Therefore, every product should undergo an independent technical assessment before manufacturing, contracting, or shipping, and exporters should verify the latest regulatory requirements in force in the Kingdom of Saudi Arabia.



Contact Information

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

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