



Guide for Turkish Companies Exporting to the Saudi Market

Regulatory and Customs Requirements and Product
Registration Pathways



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From Türkiye to the Saudi Market

Saudi Arabia represents an important market for Turkish exports, with economic and trade relations between the two countries continuing to develop.

In 2025, Saudi Arabia's imports from Türkiye reached approximately SAR 14.7 billion, representing an increase of around 6.6% compared with 2024, according to DataSaudi. In 2025, aircraft, spacecraft and their parts; machinery and equipment; and iron and steel articles ranked among the leading categories of imports from Türkiye by value.

Türkiye benefits from a diverse industrial base and a strategic geographic position connecting Europe, Asia, and the Middle East, in addition to extensive expertise in manufacturing, food production, textiles, construction materials, furniture, and machinery.

Key Turkish products exported to Saudi Arabia include:

- Carpets and floor coverings.
- Furniture and furnishings.
- Textiles and ready-made garments.
- Food products and beverages.
- Agricultural products and processed foods.
- Construction materials.
- Marble and processed stone.
- Iron, steel, and related products.
- Industrial machinery and equipment.
- Electrical appliances and electrical panels.
- Automotive spare parts and accessories.
- Plastic products.
- Chemical products.
- Packaging products.
- Household tools and equipment.
- Paper and cardboard products.
- Cosmetics and personal care products.

The Turkish Ministry of Foreign Affairs identifies carpets, processed construction stones, tobacco products, food products, and furniture among the major Turkish exports to Saudi Arabia.

Recent Saudi data also indicates that imports from Türkiye include advanced industrial sectors. In 2025, aircraft, spacecraft and their parts, followed by boilers, machinery, appliances and equipment, and then iron and steel articles, ranked among the leading import categories from Türkiye by value.

Despite the strength of bilateral trade relations, Turkish products entering the Saudi market must comply with applicable Saudi regulations and technical regulations. Requirements vary depending on the type of product and the relevant regulatory authority.

A product may require:

- Register the product on the SABER platform.
- Obtain a Product Certificate of Conformity (PCoC).
- Obtain a Shipment Certificate of Conformity (SCoC).
- Register the product with the Saudi Food and Drug Authority (SFDA).
- Obtain the Saudi Quality Mark (SQM).
- Obtain the Gulf Conformity Mark (G-Mark) for products covered by the relevant Gulf technical regulations.
- Fulfill additional regulatory requirements depending on the product category.

For this reason, advance planning and completing compliance requirements before export are essential to successfully entering the Saudi market.



Why the Saudi Market?

Saudi Arabia is one of the largest consumer and industrial markets in the region, offering significant opportunities for Turkish companies across a wide range of sectors.

Key factors making Saudi Arabia a strategic destination for Turkish exports include:

- The largest economy in the Arab region.
- A large consumer market.
- High purchasing power.
- Major projects under Saudi Vision 2030.
- Continued expansion across industrial and commercial sectors.
- Growth in construction and building.
- Expansion of the tourism and hospitality sector.
- Growth in the food and restaurant industry.
- Expansion of technology and e-commerce.
- Increasing demand for industrial products and equipment.
- Growing opportunities in energy and infrastructure.
- Saudi Arabia's position as a regional commercial and logistics hub.

Trade and investment relations between Saudi Arabia and Türkiye are also expanding, creating opportunities for Turkish companies in manufacturing, contracting, food, furniture, consumer products, and other sectors.



Tabseer... Your Partner for Compliance and Market Access in Saudi Arabia

Tabseer provides integrated conformity assessment and technical compliance solutions, helping Turkish companies and manufacturers meet Saudi and Gulf regulatory requirements and manage conformity procedures before their products enter 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).
- Saudi Food and Drug Authority (SFDA) certification services.
- Registration of food and cosmetic products through 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

- Inspection and testing certificates.
- Carbon footprint calculation services.

Key Authorities in the Export Journey

First: Turkish Authorities

Republic of Türkiye Ministry of Trade – Ticaret Bakanlığı

The Ministry of Trade is responsible for policies related to foreign trade and the regulation of Türkiye's export system, including the regulatory framework governing exports and programs supporting and developing foreign trade.

Türkiye regulates its export system through the Export Regime, which establishes the general rules and principles governing the export of goods, as well as programs supporting and developing exports and international trade.

Turkish Standards Institution – TSE

The Turkish Standards Institution (TSE) is one of Türkiye's key technical organizations, specializing in standards, testing, and relevant certification services. Test reports or certificates issued by Turkish organizations may form part of a product's technical file, depending on the nature of the product and the applicable Saudi requirements.

Important: Having a certificate or test report issued by TSE or another Turkish organization does not automatically exempt a product from Saudi conformity requirements.

Union of Chambers and Commodity Exchanges of Türkiye – TOBB

The Union of Chambers and Commodity Exchanges of Türkiye (TOBB) serves as an important umbrella organization for chambers of commerce and industry across Türkiye.

Exporting companies may benefit from chambers of commerce and industry in services related to foreign trade, documentation, and certificates of origin, in accordance with their respective mandates and applicable procedures.

Turkish Exporters Assembly – TİM

The Turkish Exporters Assembly (Türkiye İhracatçıları Meclisi – TİM) is a key organization supporting and developing Turkish exports and represents exporters and various export sectors.

Turkish Chambers of Commerce and Industry

Türkiye has an extensive network of chambers of commerce and industry across its cities and industrial regions. Exporters can benefit from these chambers for trade services and export-related documentation.

Turkish Customs Authorities and Entry Points

Turkish customs authorities handle the procedures for shipments leaving Türkiye in accordance with applicable customs regulations and export procedures.

Türkiye has several major ports and airports serving international trade, including:

- Mersin Port.
- Istanbul Port.
- Izmir Port.
- Ambarlı Port.
- Istanbul Airport.
- Sabiha Gökçen Airport.

Second: Saudi Authorities

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

The role of each authority varies depending on the type and classification of the product and the regulations and requirements applicable to it.



Industrial and Consumer Products

| SASO and Saber Pathway

Many industrial and consumer products exported from Türkiye to Saudi Arabia are subject to technical regulations issued by SASO. Products falling under the platform's requirements are handled through the electronic SABER platform.

The compliance process begins by determining whether the product is:

- Subject to a Saudi technical regulation.
- Not subject to a technical regulation.
- Subject to self-declaration.
- Required to undergo assessment by an approved conformity assessment body.

| Product Conformity Certificate (PCoC)

A Product Certificate of Conformity (PCoC) is issued for products subject to technical regulations after reviewing the technical file and demonstrating conformity with the applicable Saudi technical regulation through an approved conformity assessment body.

| Shipment Conformity Certificate (SCoC)

Once the requirements for the Product Certificate of Conformity have been fulfilled, where applicable, a Shipment Certificate of Conformity (SCoC) is issued for each shipment exported to Saudi Arabia in accordance with the applicable procedures.

Before Shipping, Make Sure You Have:

- Registered the product on the SABER platform.
- Obtained the Product Certificate of Conformity when required.
- Obtained the Shipment Certificate of Conformity for the shipment.
- Confirmed the correct HS Code.
- Ensured that product information is consistent across all documents.
- Ensured that labels and product information comply with Saudi requirements.
- Ensured that the Turkish manufacturer's name and country of origin are consistent across the technical file and commercial documents.



Food, Beverages, Cosmetics, and Personal Care Products

Food, beverages, cosmetics, animal feed, and health products are regulated by the Saudi Food and Drug Authority (SFDA), with compliance procedures varying according to the product category.

I Before Export

The Turkish manufacturer or exporter should coordinate with a licensed Saudi importer and ensure that all required registrations and regulatory notifications have been completed before shipping the products.

I Cosmetics

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

I Customs Clearance

Customs clearance procedures are completed after confirming:

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

I Food Labeling

Food labels must comply with 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 applicable.

I Medical Devices and Supplies

Medical devices and supplies are regulated by 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 Saudi Arabia, where required.

Important Note

Turkish certificates or approvals should not be assumed to be sufficient on their own to market a medical device in Saudi Arabia. The applicable Saudi requirements must be verified based on the product and its classification before shipment.

Pathways for Key Sectors

These requirements are linked to the product and the applicable technical regulation, rather than the country of origin alone.

Electrical and electronic products	SABER registration, 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 applicable SABER requirements.
Construction materials	SABER registration, conformity certificates, test reports, Saudi Quality Mark for certain products, and Saudi Building Code requirements where applicable.
Plastic products	SABER requirements, the 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 substances.



Why Do We Use the Phrase “May Require”?

Compliance requirements are not determined solely by the product sector. They depend on several factors, including:

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

For this reason, each product must be assessed individually.

Common Export Mistakes When Shipping from Türkiye to Saudi Arabia

1. Shipping Before Completing Conformity Procedures

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

2. Using an Incorrect HS Code

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

3. Assuming Turkish Products Do Not Require Conformity Assessment

Manufacturing a product in Türkiye or holding a Turkish Certificate of Origin does not exempt the product from Saudi conformity requirements, SABER registration, or SFDA requirements where applicable.

4. Inconsistent Information Across Documents

Common causes of delays include discrepancies in:

- Product name.
- Model number.
- Manufacturer name.
- Country of origin.
- Brand name across the invoice, conformity certificates, labels, and technical file.

5. Using Non-Compliant Labels

Failure to provide mandatory information in Arabic or including inaccurate information on the label may result in observations or delays in customs clearance.

6. Working with an Unqualified Importer

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

7. Relying Solely on Foreign Certificates

Certificates such as:

- CE
- TSE
- ISO
- Turkish test reports.
- Other international certificates.

may support the product's technical file, but they do not automatically replace Saudi requirements where a technical regulation or specific regulatory requirement applies.



- Have you identified the correct HS Code?
- 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?
- Have the test reports been issued by suitable bodies for the required compliance pathway?
- Does the product label comply with Saudi requirements?
- Have you selected a qualified Saudi importer?
- Are the Turkish manufacturer's details consistent across all documents?
- Is the country of origin correctly and consistently stated?
- Have you confirmed all conformity requirements before shipping?

Before You Start Exporting from Türkiye to Saudi Arabia

Make sure you can answer yes to the following questions:



Legal Disclaimer

This guide has been prepared for general awareness and guidance purposes only 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.

Updates issued by Saudi regulatory authorities.

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



Contact Information

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

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