



Guide for U.S. Companies Exporting to the Saudi Market

Regulatory and Customs Requirements and Product
Registration Pathways



Content Review Date:
August 2026



Edition:
2026

From the United States to the Saudi Market

The United States is one of Saudi Arabia's key trading partners, with U.S. exports to the Kingdom spanning a diverse range of industrial, consumer, food, medical, and technology products. According to the Office of the U.S. Trade Representative, U.S. goods exports to Saudi Arabia reached approximately \$14.1 billion in 2025, **representing a 7.2% increase compared with 2024, while total U.S.-Saudi goods trade reached approximately \$24.6 billion.**

Key U.S. products and sectors exported to Saudi Arabia include:

- Aircraft, equipment, and spare parts.
- Industrial machinery and equipment.
- Electrical equipment and appliances.
- Automobiles and automotive parts.
- Medical equipment, devices, and healthcare supplies.
- Pharmaceutical products.
- Chemical and petrochemical products.
- Plastic products.
- Food and beverages.
- Grains and agricultural products.
- Meat, poultry, and animal products.
- Cosmetics and personal care products.
- Electronic and technology products.
- Oil, gas, and energy equipment.
- Construction and building equipment.
- Metal products.
- Professional tools and equipment.
- Aerospace and defense products permitted for export.
- U.S. consumer products and branded goods.

The diversity of these products reflects the broad opportunities available to U.S. companies in the Saudi market, particularly across the energy, aerospace, healthcare, food, technology, manufacturing, construction, and services sectors.



Why the Saudi Market?

The Saudi market represents a strategic opportunity for U.S. companies seeking to expand across the Middle East, driven by:

- The large consumer market.
- High purchasing power.
- Major projects under Saudi Vision 2030.
- Expanding infrastructure.
- Growth in the healthcare sector.
- Growth in tourism and hospitality.
- Expansion of local industries.
- Rising demand for technology and industrial products.
- Growth in the food and beverage sector.
- Expansion of energy, transportation, and logistics projects.
- Saudi Arabia's position as a regional hub for trade and business.

However, entering the Saudi market requires compliance with applicable Saudi regulations and technical requirements, which vary depending on the product and the competent regulatory authority.

Depending on the product, requirements may include:

- Registration through the SABER platform.
- Obtaining a Product Conformity Certificate (PCoC).
- Issuing a Shipment Conformity Certificate (SCoC).
- Registration with the Saudi Food and Drug Authority (SFDA).
- Obtaining the Saudi Quality Mark.
- Meeting additional regulatory requirements applicable to specific products.

Early planning and completion of compliance requirements before export are therefore critical to successful market entry.



Tabseer... Your Partner for Compliance and Market Access

Tabseer provides integrated conformity assessment and technical compliance solutions to help U.S. companies and international manufacturers meet Saudi and Gulf conformity requirements.

Kingdom of Saudi Arabia

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

Gulf Cooperation Council

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

Sultanate of Oman

- Obtaining the Omani Quality Mark.

Arab Republic of Egypt

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

Key Authorities in the U.S. Export Journey

First: U.S. Authorities

U.S. Department of Commerce

The U.S. Department of Commerce is one of the key authorities supporting U.S. international trade and exports. It provides information and resources for companies seeking to expand into international markets.

I U.S. International Trade Administration (ITA)

The International Trade Administration, part of the U.S. Department of Commerce, provides programs, information, and resources to support U.S. companies in exporting and expanding into global markets.

I U.S. Customs and Border Protection (CBP)

U.S. Customs and Border Protection is responsible for a range of activities related to customs, borders, exports, and international trade.

I U.S. Food and Drug Administration (FDA)

The FDA regulates food, pharmaceutical products, medical devices, cosmetics, and other products falling under its jurisdiction in the United States.

Important: U.S. approval or registration does not automatically exempt a product from the requirements of the Saudi Food and Drug Authority.

I U.S. Department of Agriculture (USDA)

The U.S. Department of Agriculture is responsible for various aspects of agricultural, animal, and food products, including issuing certain export-related certificates depending on the product.

I Other Export Regulatory Authorities

Depending on the nature of the product, U.S. exporters may need to coordinate with additional regulatory authorities, particularly for agricultural, animal, medical, chemical, or export-controlled products.

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 U.S. products exported to Saudi Arabia are subject to Saudi technical regulations depending on their type and classification.

- Before shipment, exporters should:
- Determine the correct HS Code.
- Determine the product classification.
- Identify the applicable technical regulations.
- Register the product on SABER where required.
- Prepare the technical file.
- Review the applicable test reports.
- Obtain a Product Conformity Certificate (PCoC) where required.
- Obtain a Shipment Conformity Certificate (SCoC) for the shipment where applicable.

SASO's conformity framework provides for imported products subject to technical requirements to be processed through the SABER system. Products that are not subject to technical regulations follow their applicable pathways, including self-declaration where applicable.

| Shipment Conformity Certificate (SCoC)

Once the product-specific requirements have been fulfilled, the Shipment Conformity Certificate is processed for shipments according to the applicable product pathway. The Product Conformity Certificate and Shipment Conformity Certificate should not be confused: each serves a different function within the conformity assessment framework.

| Product Conformity Certificate (PCoC)

The Product Conformity Certificate is used to demonstrate that a product complies with the applicable Saudi technical regulation when the product falls within its scope. The technical file, supporting documentation, and test reports are assessed according to the product requirements and the applicable technical regulation.



Food, Beverages, Cosmetics, and Personal Care Products

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

Before Export

The U.S. manufacturer or exporter should coordinate with a licensed Saudi importer registered with the SFDA, as the importer is responsible for completing the applicable local registration and notification procedures.

Cosmetics

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

Medical Devices and Supplies

Medical devices and medical supplies are regulated by the Saudi Food and Drug Authority (SFDA). The registration pathway varies according to:

- Medical device classification.
- Risk level.
- Intended use.
- Country of manufacture.
- Available international certifications.
- Whether an authorized representative in Saudi Arabia is required.

Note

The Marketing Authorization issued by the SFDA is the key authorization allowing a medical device to be placed on the Saudi market.

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.
- Net weight or volume.
- Production and expiry dates.
- Manufacturer and importer details.
- Storage and usage instructions, where applicable.

Customs Clearance

Electronic clearance procedures are completed after verifying:

- Registration is complete.
- The actual product matches the registered product information.
- Labels comply with applicable requirements.
- All required documentation is complete.

Pathways for Selected Key Sectors

Electrical and Electronic Products	SABER registration, Product Conformity Certificate, 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 registration and Saudi shipment requirements.
Building Materials	SABER registration, conformity certificates, test reports, the Saudi Quality Mark for certain products, and Saudi Building Code requirements where applicable.
Plastic Products	SABER requirements, the Oxo-Biodegradable Plastics 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, and requirements related to the transportation and storage of chemicals and permits for hazardous or 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 are:

- 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.

Common Export Mistakes When Shipping from the United States to Saudi Arabia

1. Assuming an FDA or U.S. Certificate Is Sufficient

A U.S. certificate or approval may form part of the technical file, but it does not automatically demonstrate compliance with Saudi market requirements.

2. Shipping Before Completing Compliance Requirements

Shipping before completing the required conformity procedures may result in customs clearance delays or the need to complete additional procedures after the shipment arrives.

3. Using an Inaccurate HS Code

An incorrect HS Code may result in different or unexpected regulatory requirements being applied to the product.

4. Inconsistent Product Information

The information provided on the following documents should be consistent:

Commercial invoice.

Bill of lading.

Certificate of origin.

Conformity certificate.

Product label.

Technical file.

5. Overlooking Arabic Language Requirements

For products requiring Arabic labeling or product information, the relevant information should be prepared in accordance with applicable Saudi and Gulf requirements.

6. Relying on Outdated Test Reports

Test reports should be reviewed to ensure that they correspond to the current product, model, and applicable technical regulation.

7. Failing to Monitor Regulatory Updates

Requirements may change over time. Exporters should therefore review the product's regulatory status before each export operation.



- Has the correct HS Code been identified?
- 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 (SFDA)?
- Is the technical file complete?
- Were the required test reports issued by accredited bodies?
- Does the product label comply with Saudi requirements?
- Has a qualified Saudi importer been selected?

Before You Start Exporting

Make sure you can answer the following questions:

Legal Disclaimer

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

Regulatory requirements may vary depending on:

The nature of the product.

The HS Code.

The intended use.

Applicable technical regulations.

Updates issued by Saudi regulatory authorities.

Accordingly, each product should be assessed independently, and the latest applicable requirements should be verified before manufacturing, contracting, or shipment.



Contact Information

We help U.S. companies access the Saudi market quickly and efficiently through integrated technical compliance solutions, conformity certification management, and coordination with relevant regulatory authorities.

Support@tabseergroup.com

+966920010756

www.tabseer.co