

# COUNTRY INFORMATION SHEET: SAUDI ARABIA



## Summary

Monarchy on the Red Sea coast, covering the greater part of the Arabian Peninsula.

### Cities

**Capital:** Riyadh

### Principal Ports

Dammam, Jeddah, Yanbu

### Population

32.92 million

### International Country Code

SA

### Language(s)

Arabic; English widely understood

## Why Select the Saudi Arabian Market?

- The Kingdom of Saudi Arabia's (KSA) total of 32 million people includes 22 million nationals and 10 million non-national residents who together purchased £4.786 billion of UK goods during 2016, down from £5.4 billion in 2015.
- Services exports estimated at £2.3 billion per annum.
- Total population growth 1.67% in 2017, ranked world's 20th largest global importer.

## Benefits for UK businesses exporting to Saudi Arabia include:

- UK's largest trading partner in the Middle East
- growing diversification within Saudi economy
- massive government investment in transport, infrastructure, healthcare, education and energy
- common use of English in business
- Saudi living costs are much lower than in other Gulf markets, so are shipping, logistics and warehousing

## Strengths of the Saudi market include:

- no taxation on personal income
- proximity to other Gulf markets
- key member of the Gulf Cooperation Council (GCC)
- largest economy and population in the Gulf region

For more in-country support and advice

Saudi British Joint Business Council

Tel: 020 7824 1933

Email: [info@sbjbc.org](mailto:info@sbjbc.org)

Web: <https://www.sbjbc.org/>



SAUDI BRITISH  
JOINT BUSINESS COUNCIL

## DOCUMENTATION GUIDE

### CERTIFICATE OF ORIGIN

Shipments from the UK may have to be supported by a CO obtained from the local Chamber of Commerce, certified by the Arab-British Chamber and legalised by the embassy (generally arranged by the Chamber); there will be fees for this. To be submitted at least in duplicate. The exact number of copies depends on the request of the importer. The Saudi Arabian Embassy, however, will usually legalise up to five copies. The CO must contain the name of the Member State. Certificates which merely contain the information "European Union" in the field "Country of Origin" (3) will not be legalised by the embassy. The CO is to contain the following declaration on the back side, signed by the exporter: *We hereby declare that the mentioned merchandise/foodstuff is being exported to Saudi Arabia on our own account. The goods are of pure national origin of ... (name of the country/countries). We certify that the goods are manufactured by: ... (name and address of the manufacturer).*

In some cases, instead of the Arab-British CO, an EC CO may be acceptable to Saudi Arabia customs (though there may be a small administration fee or penalty imposed in Saudi Arabia on your customer). Note: Although UK Chambers of Commerce will stamp an EC CO for Saudi Arabia it cannot be legalised, so exporters must be prepared to issue a letter of indemnity to protect the Chamber from any potential action against them if there is a problem at import. Goods entering Saudi Arabia with an EC CO from the UK may be subject to delays at import and may incur penalties. If payment is under a letter of credit, the terms will name the type of CO to be issued. (See Where to Obtain Certificates of Origin under Certificates of Origin in Documents.) An Israeli boycott declaration is not required though some Saudi Arabia importers may still request one.

### COMMERCIAL INVOICE

Invoices to be issued in three copies all originally signed. Invoices must include a full and accurate description of goods (including type, brand name, and material of which the product is made from and, if textiles or chemicals, including the exact composition of the goods), first six digits of the commodity code (HS code), transport details (including name of the vessel/airplane, port of loading/flight number, date of departure), weights and dimensions, value and currency of the supply including separate indication of additional costs such as freight and insurance, the shipping term (the Incoterms® 2010 rule, country of origin, name and address of the manufacturer, and the full addresses of all parties concerned. In the case of a shipment of foodstuffs, cosmetics and veterinary and human pharmaceuticals and medicines, the invoice must also contain a declaration that the products and items listed in the import regulations section are not included. Must bear the following declaration:

*We certify that the goods exported to Saudi Arabia are of pure national origin of ... (name of the country/countries). They contain ... (origin) materials and they are being exported from ... (country of exportation). The goods were manufactured by ... (name and address of the manufacturer).*