

Saudi Arabia's Fatoorah project has transformed invoicing from a back-office process into a regulatory and strategic priority. No longer are paper or PDF invoices accepted. Every business, large or small, must now generate and exchange invoices in a structured electronic format that integrates directly with the Zakat, Tax and Customs Authority (ZATCA) platform.

For businesses, this is more than a format change. It represents a shift in how financial data is managed, how transactions are verified, and how compliance is monitored in real time. Companies that fail to adapt face exposure to penalties, operational disruption, and reputational risk. Those who embrace the change can unlock new efficiencies, reduce errors, and build stronger stakeholder trust. What this means for your business

To comply with Phase Two requirements, companies must ensure:

- Systems integration: invoicing platforms must connect directly with ZATCA's clearance portal.
- Real-time reporting: B2B invoices require immediate validation by the Authority before being issued.
- Data accuracy and consistency: master data, product codes, and tax rates must be fully alianed.
- Security and traceability: invoices must include cryptographic stamps, QR codes, and unique identifiers.
- Readiness for audit: transaction records must be complete, traceable, and accessible for regulatory review.

This means businesses cannot rely on legacy tools or manual workarounds. Compliance must be built into everyday operations, seamlessly and securely.

Why this matters

For the first time, ZATCA has direct, real-time visibility over transactions as they occur. This dramatically increases the level of scrutiny, but it also provides businesses with an opportunity to strengthen their financial systems.

For companies, the implications are clear. Invoices must be validated instantly for B2B transactions, data must be accurate and standardised, and every transaction must be secured with cryptographic identifiers. Businesses that fail to meet these requirements risk more than just penalties; they also expose themselves to operational disruption, increased audit exposure, and reputational damage with both customers and regulators alike.

At the same time, the mandate opens the door to significant benefits. By digitising invoicing, organisations can move away from manual reconciliations, reduce errors, and accelerate their financial processes. Automation makes compliance routine rather than reactive, freeing finance teams to focus on value-adding activities. For boards and executives, the result is greater transparency, control, and confidence in decision-making.

In short, e-invoicing matters because it integrates compliance into the core of a business strategy. Those who act early and invest in the right systems will not only stay compliant but also unlock efficiencies, reduce risk, and gain a competitive advantage in the Kingdom's fast-moving digital economy.

We combine local knowledge built over 40 years in the Kingdom with global expertise drawn from a network of 73,000 professionals in 150+ countries. Our Tax team brings together VAT specialists, system integrators, and regulatory experts, ensuring compliance that is both technically robust and commercially practical.

Our role in your compliance journey

At Grant Thornton, we have collaborated with a technical licensed partner that has extensive expertise in Saudi Arabia and globally.

Our solution is listed with ZATCA and supported by our experienced GT Tax team, we have successfully handled e-invoicing implementation for many large clients in Saudi Arabia.

Consequently, our clients benefit from the integrated expertise of a specialised technical partner and our trusted tax advisory services, which ensure both regulatory compliance and quality service delivery.

Our services include:

- Gap analysis & data mapping with the existing system used.
- Defining Metadata validation rules with error code & warning messages.
- Lookup tables and transformation of requirements
- API integration such as JSON / Excel / PDF / XML, CSV, etc.
- Onboarding the business in a secure environment.
- Master data synchronisation for product codes and rate standardisation.
- End-to-end automation.
- Seamless integrations.
- Automated VAT reporting.

Contact our team to discuss your E-Invoicing requirements in Saudi Arabia.



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Ganesh has advised a wide range of multinational and regional clients on VAT structuring, classification, and dispute resolution. Prior to joining Grant Thornton, he held senior roles at PwC India, EY India, and EY Saudi Arabia, where he played a key role in supporting clients through the introduction of VAT in the Kingdom of Saudi Arabia. Notably, he led VAT impact assessments and implementation support for high-profile clients such as Abdul Latif Jameel, SEDCO, and Nahdi Pharmacy



The global challenges facing businesses are unprecedented, and the untapped opportunities across Saudi Arabia are vast. This demands a different type of adviser. One willing to go beyond what's expected to deliver an experience that's more personal, agile, and proactive. That's Grant Thornton.

We are a global network with 73,000 passionate people in member firms in over 150 countries, with one common goal — to help you realise your ambitions in any environment. Across the GCC, our network is represented by 1,500 people across 10 offices. In Saudi Arabia, we are based in Riyadh, Jeddah and Khobar and have been in the market for over 40 years. Which is why we combine global scale and capability with local insights and understanding. So, whether you're growing in one market or many, looking to operate more effectively, managing risk and regulation, or realising stakeholder value, our firms have the assurance, tax, and advisory services to meet your needs.

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