

# KENTRO products. Saudi Arabia.

Choose the range.  
Prepare the papers.  
Build the business.

**For a Saudi business planning to work with KENTRO**

TENS/EMS, foot stimulation, menstrual-pain devices and specialist accessories.  
Market evidence, supplier responsibilities, Saudi requirements, cost models and a staged launch plan.



KTR-2610: supplied catalogue configuration. Picture and specifications are supplier material. [S02]

START HERE: p2 decision / p3 costs / p4 navigation / p5 portfolio

# Your first decision: prepare, then release

## PROCEED WITH PARTNER AND DOCUMENT REVIEW

Start with KTR-2610 as the primary handheld candidate. Evaluate KTR-4029 as a separate foot-platform business case. Hold commercial shipment and public promotion until the exact product, Saudi permissions, final artwork and import route are confirmed.

### What KENTRO has supplied

A catalogue and 22 quoted product configurations, with FOB prices, minimum orders, packaging and commercial terms. These are the starting inputs for this guide. [S01] [S02]

### What the Saudi partner must establish

A lawful importer/distributor and storage route, an authorized representative relationship where required, exact-model marketing authorization, channel access and a workable margin. [S03] [S06]

### What makes the order releasable

Signed SKU specification; reviewed technical files; confirmed authorization scope; approved bilingual information; written freight/customs costs; sample acceptance; local support plan; agreed purchase and quality terms.

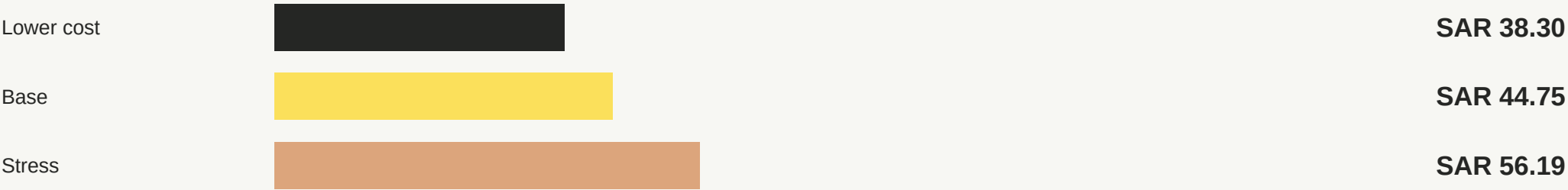
### What remains open today

No model-specific Saudi authorization certificate, Saudi partner license, freight quote, tariff ruling, customer commitments or physical sample-test result has been provided or verified. A profitable spreadsheet cannot close these gaps.

SAR PER SALEABLE UNIT / THREE PLANNING SCENARIOS

# What could one unit cost in Saudi Arabia?

## KTR-2610



## KTR-4029



Quoted product prices are fixed inputs. Freight, insurance, brokerage, inspection and duty rates are sensitivities, not vendor quotes or probabilities. Customs duty is applied to assumed CIF value; VAT cash is shown separately. Registration, authorization and other fixed costs are excluded from these unit bars. [S01] [\[S18\]](#) [\[S16\]](#)

# Find the answer you need quickly

| Client question                                        | Where to look                                                           |
|--------------------------------------------------------|-------------------------------------------------------------------------|
| What can I sell, and which model first?                | Product families, quoted range and category recommendations             |
| What is already available and what papers are missing? | Supplier evidence; Saudi route; document and responsibility matrices    |
| Who already sells these products in Saudi Arabia?      | Competitor offers, buyer groups and channel strategy                    |
| What is my real cost and selling-price floor?          | Landed cost; VAT; channel contribution; cash and stock exposure         |
| How do we start working together?                      | Partner qualification; commercial terms; pilot gates; client reply form |
| Where are the product pictures and original details?   | Category visuals and complete supplier catalogue appendix               |

Read pages 2-3 at the first meeting. Share the document checklist with the regulatory representative and broker. Agree one exact model and one primary sales route before requesting a production order. Evidence is dated 10 October 2026.

# Several product families need different plans

| Family                       | What is in the supplied material                                     | Initial commercial route to investigate                                      |
|------------------------------|----------------------------------------------------------------------|------------------------------------------------------------------------------|
| Handheld wired TENS/EMS      | KTR-209, 2230, 2610, 2262/2264, 2223; catalogue adds other handhelds | Licensed medical distributor, specialist retail; later approved online offer |
| Wireless body units          | KTR-2401, 2492/2493 bundles; additional catalogue variants           | Education-led home-use retail; verify remote technology and replacement pads |
| Foot stimulation             | KTR-4012/4015, 4029/4027/4021/4026; KTR-208 and 2401 mat             | Separate rigid-platform and mat economics; demonstration and support         |
| Menstrual-pain units         | KTR-2402 no-heat, PET heat and silicone heat; catalogue variants     | Women's-health and pharmacy channel discussions with reviewed claims         |
| Joint/wrist and pelvic-floor | Catalogue-only KTR-2212, KTR-601, KTR-2702 and probes                | Separate professional and product-specific feasibility review                |
| Electrodes / accessories     | Included pads, cables, probes and replacement needs                  | Model-compatible replenishment; quote separately and verify regulatory scope |

Family names describe product formats, not SFDA risk classes. Quoted configurations are costed in the master lists. Catalogue-only products have no usable supplier price/MOQ in the quotation and remain outside the financial models. [S01] [S02]

# See the product formats at a glance

**Handheld**

KTR-2610



US\$9 / MOQ 3,000

**Wireless**

KTR-2401 body



US\$5 / MOQ 5,000

**Foot platform**

KTR-4029



US\$24 / MOQ 1,000

**Menstrual heat**

KTR-2402 silicone



US\$10 / MOQ 3,000

Pictures show supplied catalogue formats. KTR-2402 image is the silicone heat version; KTR-4029 adapter is optional. Images do not establish Saudi authorization.  
[S02]

AVAILABLE EVIDENCE / VERIFIED SCOPE

# What the supplier can show today

| Available from the attachments      | Useful for the Saudi buyer                | What still needs proof                                                                      |
|-------------------------------------|-------------------------------------------|---------------------------------------------------------------------------------------------|
| Manufacturer name and catalogue     | Identify proposed counterpart and range   | Chinese business license, current legal/factory address, exporter and beneficiary match     |
| 22 FOB price lines                  | Compare order scale and product format    | Signed Saudi quotation; exact revision, quantity and branded-pack scope                     |
| Pictures and product specifications | Shortlist samples and draft product brief | Final approved datasheet, IFU and consistency with production                               |
| Certificate claims and thumbnails   | Identify the compliance files to request  | Complete readable certificates/reports, scope, expiry, legal manufacturer and model mapping |
| Packing and payment information     | Prepare a freight RFQ and cash schedule   | Measured sample pack weights, corrected conflicting carton data and agreed milestones       |

Public FDA records K200237 and K242332 name Shenzhen Kentro Medical Electronics Co., Ltd.; K242332 records a substantially-equivalent decision dated 5 November 2024. This supports a document request. It does not verify every quoted SKU, every promotional claim, current production conformity or Saudi authorization. [\[S12\]](#) [\[S13\]](#)

# Handheld units: quoted purchase commitments

| Exact quoted configuration | Unit      | MOQ   | Product invoice at MOQ | Quoted format                                               |
|----------------------------|-----------|-------|------------------------|-------------------------------------------------------------|
| KTR-209                    | US\$7.00  | 3,000 | US\$21,000.00          | AAA x2; dual channel; 60 modes                              |
| KTR-2230                   | US\$8.00  | 3,000 | US\$24,000.00          | AAA x3; dual channel; 50 programs                           |
| KTR-2610                   | US\$9.00  | 3,000 | US\$27,000.00          | Rechargeable; dual channel; 80 modes                        |
| KTR-2262 / 2 channels      | US\$9.50  | 3,000 | US\$28,500.00          | Rechargeable; two channels; battery conflict                |
| KTR-2264 / 4 channels      | US\$12.00 | 3,000 | US\$36,000.00          | Rechargeable; four channels; battery conflict               |
| KTR-2223 (2641)            | US\$13.00 | 3,000 | US\$39,000.00          | Heated electrodes; two channels; variant needs confirmation |

Invoice = quoted unit price x row-specific MOQ. Freight, insurance, Saudi costs, registration and selling expenses are additional. The footer states MOQ 3,000 while several rows state 1,000 or 5,000; obtain written confirmation. Adapter additions are excluded from the displayed platform invoice. [S01]

# Wireless units: quote the exact bundle

| Exact quoted configuration | Unit      | MOQ   | Product invoice at MOQ | Quoted format                |
|----------------------------|-----------|-------|------------------------|------------------------------|
| KTR-2401 / body unit       | US\$5.00  | 5,000 | US\$25,000.00          | Small wireless unit; 3 modes |
| KTR-2493 / single          | US\$8.50  | 3,000 | US\$25,500.00          | One unit + remote            |
| KTR-2493 / 2-in-1          | US\$12.00 | 3,000 | US\$36,000.00          | Two units + remote           |
| KTR-2493 / 4-in-1          | US\$19.00 | 1,000 | US\$19,000.00          | Four units + remote          |
| KTR-2492                   | US\$8.50  | 3,000 | US\$25,500.00          | One unit + remote            |

Invoice = quoted unit price x row-specific MOQ. Freight, insurance, Saudi costs, registration and selling expenses are additional. The footer states MOQ 3,000 while several rows state 1,000 or 5,000; obtain written confirmation. Adapter additions are excluded from the displayed platform invoice. [S01]

# Menstrual-pain units: keep the variants separate

| Exact quoted configuration | Unit      | MOQ   | Product invoice at MOQ | Quoted format              |
|----------------------------|-----------|-------|------------------------|----------------------------|
| KTR-2402 / no heat         | US\$6.50  | 3,000 | US\$19,500.00          | Period-pain unit; no heat  |
| KTR-2402 / PET heat        | US\$9.00  | 3,000 | US\$27,000.00          | Period-pain unit; 43C heat |
| KTR-2402 / silicone heat   | US\$10.00 | 3,000 | US\$30,000.00          | Period-pain unit; 43C heat |

Invoice = quoted unit price x row-specific MOQ. Freight, insurance, Saudi costs, registration and selling expenses are additional. The footer states MOQ 3,000 while several rows state 1,000 or 5,000; obtain written confirmation. Adapter additions are excluded from the displayed platform invoice. [S01]

# Foot platforms: quoted purchase commitments

| Exact quoted configuration | Unit      | MOQ   | Product invoice at MOQ | Quoted format                        |
|----------------------------|-----------|-------|------------------------|--------------------------------------|
| KTR-4012 (4015) / AA       | US\$18.50 | 1,000 | US\$18,500.00          | AA main unit; remote; flat platform  |
| KTR-4012 / lithium         | US\$21.00 | 1,000 | US\$21,000.00          | Lithium main unit; inclined platform |
| KTR-4029                   | US\$24.00 | 1,000 | US\$24,000.00          | Body + feet; optional adapter +US\$2 |
| KTR-4027                   | US\$27.00 | 1,000 | US\$27,000.00          | Body + feet; optional adapter +US\$2 |

Invoice = quoted unit price x row-specific MOQ. Freight, insurance, Saudi costs, registration and selling expenses are additional. The footer states MOQ 3,000 while several rows state 1,000 or 5,000; obtain written confirmation. Adapter additions are excluded from the displayed platform invoice. [S01]

# Foot platforms and mats: remaining offers

| Exact quoted configuration | Unit      | MOQ   | Product invoice at MOQ | Quoted format                                 |
|----------------------------|-----------|-------|------------------------|-----------------------------------------------|
| KTR-4021                   | US\$29.00 | 1,000 | US\$29,000.00          | Soft silicone foot surface; adapter +US\$2    |
| KTR-4026 / heat            | US\$31.00 | 1,000 | US\$31,000.00          | Heat + adapter; battery configuration unclear |
| KTR-208 / foot-body        | US\$7.50  | 3,000 | US\$22,500.00          | Foot/body wired electrodes; AAA               |
| KTR-2401 / foot mat        | US\$9.00  | 3,000 | US\$27,000.00          | Foot mat + remote; rechargeable               |

Invoice = quoted unit price x row-specific MOQ. Freight, insurance, Saudi costs, registration and selling expenses are additional. The footer states MOQ 3,000 while several rows state 1,000 or 5,000; obtain written confirmation. Adapter additions are excluded from the displayed platform invoice. [S01]

USD FOB SHENZHEN / REPRESENTATIVE QUOTED CONFIGURATIONS

# Factory prices span different product formats



These seven configurations illustrate the quoted range; they are not like-for-like performance comparisons. All 22 configurations and their MOQ commitments remain in the preceding tables. Freight and Saudi costs are extra. [S01]

# Handheld products: sell clarity and support

## Candidate

KTR-2610 is quoted at US\$9, MOQ 3,000, with rechargeable battery, dual channels and 80 modes. KTR-209 at US\$7 and KTR-2230 at US\$8 are battery-operated alternatives. [S01]

## Buyer hypothesis

An adult home user who wants understandable controls and dependable replacement pads, purchasing through a trusted medical retailer. Interview actual buyers before treating this as a measured segment.

## What earns a sale

A clear Arabic/English guide, approved intended use, easy setup, local warranty handling and accessible compatible electrodes. More modes alone do not prove better outcomes.



KTR-2610 and KTR-2230; original supplier catalogue, PDF page 3. [S02]

# Wireless products: price the whole system

## Portfolio

KTR-2401 body unit: US\$5 / MOQ 5,000. KTR-2493 single: US\$8.50 / 3,000; 2-in-1: US\$12 / 3,000; 4-in-1: US\$19 / 1,000. [S01]

## What to confirm

Remote technology, number of simultaneous units, charger/cable count, spare-pad price, pairing/reset process and replacements for one failed component. A bundled sale is one retail system; do not multiply a single-unit retail benchmark by four.

## Positioning test

Does the wireless format solve a problem worth paying for? Compare setup, pad attachment and local support against a wired alternative. Cost every remote, battery, pad and warranty case.

### Wireless TENS Unit

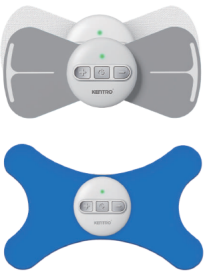


**► KTR-2401**

- Intended use: Promote blood circulation and relieve pain. Increase muscle endurance. Relieve fatigue
- Mode: 3
- Intensity: 16 levels
- Time: 15 minutes
- Certificate: MDR CE FDA510K TGA

TENS 3 Modes 16 Intensity

Relax muscles Lithium battery



**► KTR-2493 (4 in 1)**

- Intended use: Promote blood circulation and relieve pain. Increase muscle endurance. Relieve fatigue
- Mode: 9
- Intensity: 16 levels
- Time: 30 minutes
- Certificate: MDR CE FDA510K TGA

TENS 9 Modes 16 Intensity

Relax muscles Lithium battery Remote Control



**KTR-2412 ◀**

- Intended use: Promote blood circulation and relieve pain. Increase muscle endurance, relieve fatigue
- Mode: 20
- Intensity: 16 levels
- Time: 5-60 minutes

TENS 20 Modes 16 Intensity

Relax muscles Lithium battery APP control



Representative wireless formats from the supplier catalogue; not all pictured variants are quoted. [S02]

CATEGORY PLAN / SEPARATE FROM LOW-COST MATS

# Foot platforms need a demonstration business case

## Candidate

KTR-4029: US\$24 / MOQ 1,000, rechargeable, remote and body electrodes; adapter is optional at US\$2 extra. Quote that adapter and its Saudi configuration separately. [S01]

## Buyer/channel hypothesis

Medical-equipment retailers and distributors serving adults who need guided home setup. Confirm suitability against the authorized intended use. No clinical benefit or age-based suitability is inferred.

## Hold strong claims

The quotation includes blood-clot prevention language. Do not carry that claim into Saudi advertising without exact-model evidence and the applicable authorization/advertising review. Cost local demonstrations, cleaning guidance, larger parcels and returns.

### Foot TENS Unit

#### KTR-4012

Intended use: Promote blood circulation in feet and legs. Reduce pain, swelling and spasm in lower extremities to prevent blood clots

Mode: 9  
Intensity: 20 levels  
Time: 30 minutes  
Certificate: MDR CE2002 FDA510K TGA

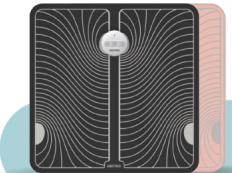


### Foot TENS Unit

#### KTR-2401

Intended use: Promote blood circulation in feet and legs. Reduce pain, swelling and spasm in lower extremities to prevent blood clots

Mode: 3  
Intensity: 16 levels  
Time: 15 minutes  
Certificate: MDR CE2002 FDA510K TGA

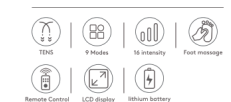


### Foot TENS Unit

#### KTR-2495

Intended use: Promote blood circulation and relieve pain. Increase muscle endurance. Relieve fatigue

Mode: 9  
Intensity: 16 levels  
Time: 15 minutes  
Certificate: MDR CE2002



### Foot TENS Unit

#### KTR-4029

Intended use: Promote blood circulation in feet and legs. Reduce pain, swelling and spasm in lower extremities to prevent blood clots. Application of electrodes could temporarily alleviate pain in body area

Mode: 9  
Intensity: 20 levels  
Time: 15/30/45/60 minutes  
Certificate: MDR CE2002 FDA510K TGA



Rigid foot-platform formats; supplier catalogue page 8. [S02]

# Menstrual-pain products need a separate launch

## Quoted choice

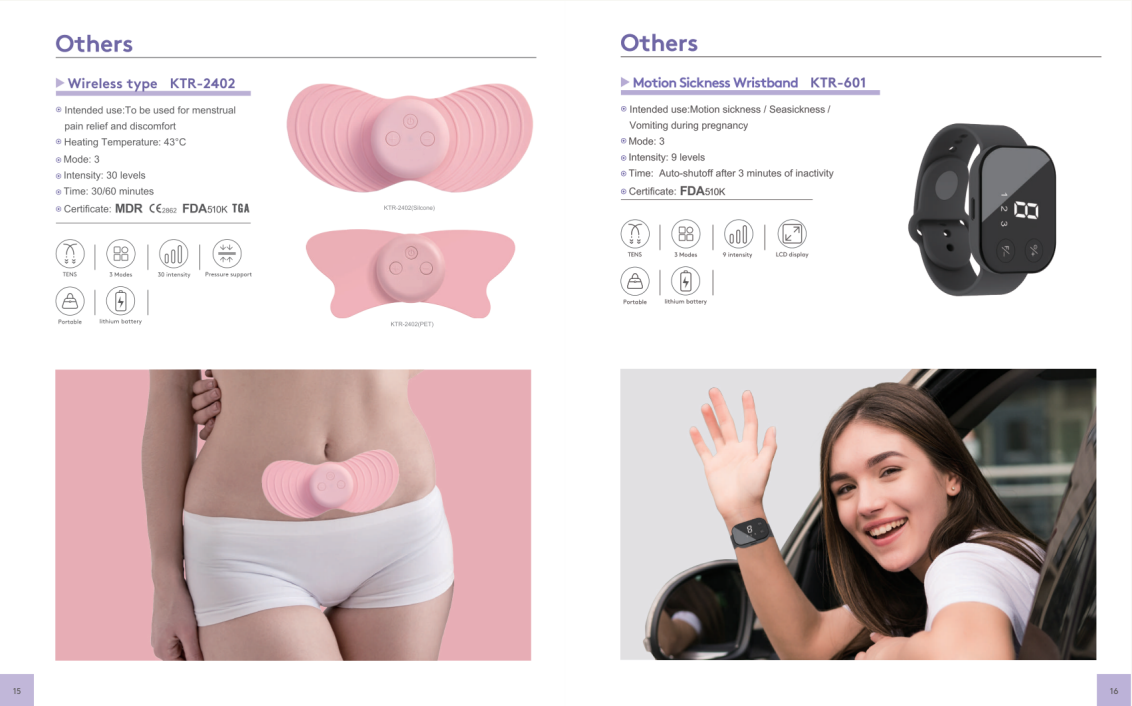
KTR-2402 no-heat US\$6.50; PET heat US\$9; silicone heat US\$10. Each row states MOQ 3,000. Heat versions state 43C and a 900mAh battery. [S01]

## Saudi comparator

Nahdi's Saudi page displays Beurer EM 50 at SAR 299. Its combination of TENS and heat provides a format comparator, not evidence that KENTRO may use the same medical claims. [S25] [S29]

## Client work before ordering

Choose exact body-contact material and gel pads; obtain skin-contact evidence, thermal tests, battery runtime and qualified review of warnings. Test discreet packaging and support with buyers; avoid promising treatment of conditions outside authorization.



KTR-2402 heat formats and KTR-601 wrist device; supplier catalogue page 10. [S02]

# Accessories can support repeat business

| Accessory opportunity                  | Supplier must specify                                                                           | Saudi partner must plan                                                        |
|----------------------------------------|-------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------|
| Adhesive electrode packs               | Connector, dimensions, gel material, usable life, storage/shelf life, MOQ and compatible models | Keep replacement stock; publish exact compatibility and approved instructions  |
| Lead wires / charging cables / remotes | Part numbers, electrical limits, original components and replacement price                      | Identify faulty accessory vs device; record substitutions and support cases    |
| Heat pads / foot contact surfaces      | Cleaning, contact material, thermal limits and approved maintenance                             | Demonstration hygiene; damage/return handling; safe storage                    |
| Vaginal / anal probes                  | Device-system compatibility, material, contact duration, reuse/cleaning and intended purpose    | Separate specialist/regulatory route; no casual consumer assortment assumption |

Replacement prices and minimum orders are not supplied. Accessories need their own regulatory-scope review; do not assume a parent-device certificate covers every third-party pad or probe. OEM compatibility and lifetime sales remain unverified. [S02] [\[S04\]](#)

EXTENDED PORTFOLIO / NO FINANCIAL FORECAST YET

# Catalogue-only devices need their own quotation

| Catalogue range                      | Business route to investigate                      | Extra evidence before a commercial offer                                                              |
|--------------------------------------|----------------------------------------------------|-------------------------------------------------------------------------------------------------------|
| Other handheld and wireless variants | Medical distributor and home-use retailers         | Model-specific RFQ; intended use; technical files; existing approvals and spare parts                 |
| KTR-2212 hand/joint device           | Specialist rehabilitation and medical retail       | Fit/positioning, use instructions, patient suitability, quoted revision and evidence                  |
| KTR-601 wrist device                 | Medical retailer or professional channel           | Exact intended purpose, material/fit, cleaning and electrical performance                             |
| KTR-2702 pelvic-floor stimulator     | Women's-health / pelvic-floor professional pathway | Qualified clinical/regulatory review; system and probe specifications; contraindications and training |
| KTR-2601M / 2602 / 2605B probes      | Model-compatible specialist replenishment          | Body-contact/biocompatibility and reuse validation; regulatory scope; hygiene and storage             |

The complete original catalogue is reproduced in the appendix so every pictured item remains available for discussion. No price or demand estimate is invented for unquoted products. The proposed first order excludes the specialist probe range. [S02]

# Saudi demand: context, then product proof

| Evidence                                                                                      | What it supports                                                 | What it cannot establish                                                       |
|-----------------------------------------------------------------------------------------------|------------------------------------------------------------------|--------------------------------------------------------------------------------|
| GASTAT 2025: 59.1% of adults report 150+ physical-activity minutes/week <a href="#">[S22]</a> | A broad active-adult context for buyer research                  | The number of TENS customers, medical suitability, spend or willingness to buy |
| Two Saudi specialist offers for Beurer EM 49 <a href="#">[S23]</a> <a href="#">[S24]</a>      | Handheld TENS/EMS already has visible branded competition        | Brand share, monthly units sold or nationwide availability                     |
| Nahdi Saudi EM 50 listing <a href="#">[S25]</a>                                               | A pharmacy storefront carries a menstrual TENS/heat format       | KENTRO demand, exact approval scope or a purchase commitment                   |
| Local medical-store foot mat <a href="#">[S26]</a>                                            | A low-cost adjacent format competes for foot-relaxation spending | A comparable price for rigid foot platforms or equivalent performance          |

No defensible Saudi TENS/EMS category revenue, model-level sales dataset, search-volume history or national brand-share estimate was obtained. Do not create an addressable market by multiplying the adult population by a catalogue price. Use paid orders and trade-buyer evidence to build the launch case.

COMPETITION / DIRECT PUBLIC PAGES RETRIEVED 10 OCTOBER 2026

# The local price picture changes by format

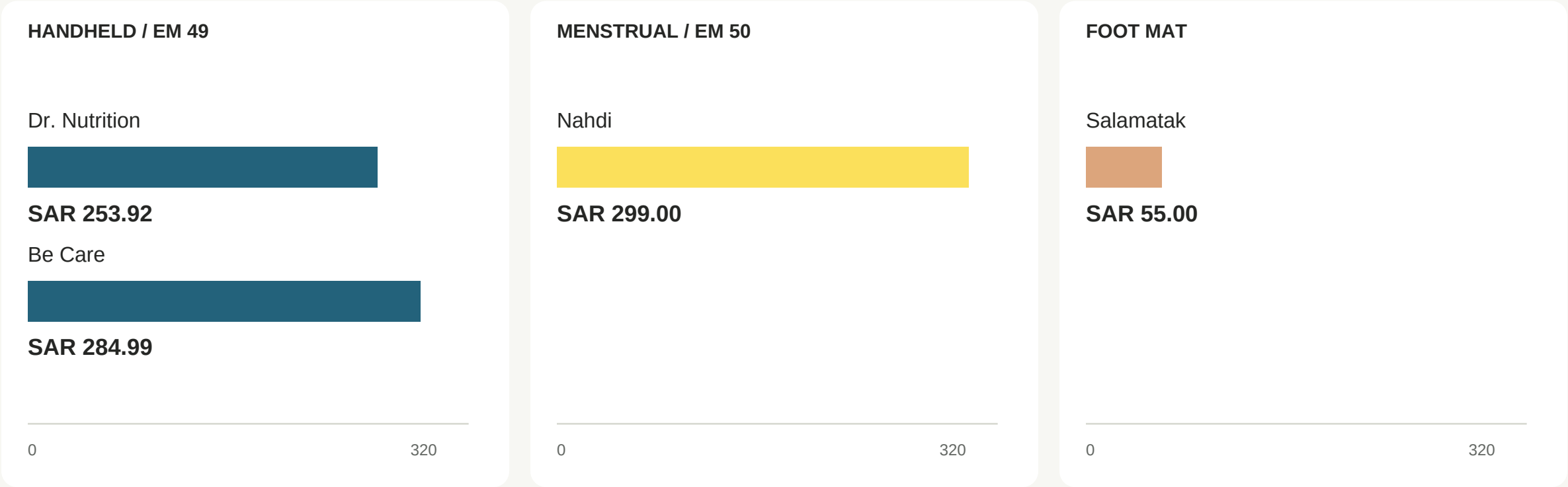
| Saudi storefront / product                              | Displayed price | Comparison boundary                                                      |
|---------------------------------------------------------|-----------------|--------------------------------------------------------------------------|
| Dr. Nutrition / Beurer EM 49 <a href="#">[S23]</a>      | SAR 253.92      | Battery-operated handheld; direct page used instead of stale index price |
| Be Care / Beurer EM 49 <a href="#">[S24]</a>            | SAR 284.99      | Promotional amount; crossed reference SAR 345; page states tax included  |
| Nahdi / Beurer EM 50 <a href="#">[S25]</a>              | SAR 299.00      | Menstrual TENS + heat; Saudi storefront amount; reconfirm checkout       |
| Salamatak / foldable EMS foot mat <a href="#">[S26]</a> | SAR 55.00       | USB-charge mat; crossed reference SAR 110; not a rigid platform          |

These are a four-offer convenience sample, not market averages. Prices, coupons, stock, shipping and tax treatment can change. No checkout or purchase was completed. Retailer medical claims are not adopted as evidence for KENTRO.

A noon indexed generic 24-mode/10-pad TENS offer showed SAR 148.40, but the delivery text was stale and direct-price retrieval failed. It is recorded as a historical signal, excluded from the current band. [\[S27\]](#)

SAR / FOUR OBSERVED STOREFRONT OFFERS

# Compare prices within the right format



Convenience sample retrieved 10 October 2026; no market average or sales-volume inference. Mat, handheld and menstrual devices are separate formats. Confirm stock, tax and delivered checkout price. [\[S23\]](#) [\[S24\]](#) [\[S25\]](#) [\[S26\]](#)

# Position against features, service and total ownership

| Comparison        | KENTRO supplied description                                          | External benchmark / client implication                                                                |
|-------------------|----------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------|
| Handheld platform | KTR-2610: 80 modes; two channels; rechargeable; 4 pads [S01]         | Beurer EM 49: two channels, 64 presets + 6 configurable programs, four electrodes, battery power [S28] |
| Menstrual unit    | KTR-2402 heat: 43C; 30 levels; 30/60-minute timer [S01]              | EM 50 instructions: heat up to 43C, 15 levels, 20-minute shutoff [S29]                                 |
| Foot use          | Rigid KTR-4029 vs KTR-2401 mat [S01]                                 | Local SAR 55 mat is an adjacent substitute; no comparable rigid-platform price verified [S26]          |
| Ownership         | Compatible gel pads, leads, charger and warranty need written quotes | Compare device plus year-one consumables, delivered price and local replacement process                |

Program count and intensity levels are product settings, not clinical-performance comparisons. Customer usability, authorized intended purpose and reliable support must justify positioning. Do not claim equivalent or superior outcomes without an appropriate study.

# Three buyer groups to interview first

| Buyer hypothesis                                     | Main buying questions                                                                                                     | Evidence to collect                                                                                              |
|------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------|
| Saudi medical distributor / retailer                 | Is the model authorized? Can the supplier provide technical files?<br>What is delivered margin and after-sales liability? | 10 qualified trade interviews; written target prices, forecast basis and sample evaluation                       |
| Home-use customer buying through an approved channel | Can I understand the controls? Are instructions and support available in Arabic? Can I replace pads locally?              | 15-20 structured interviews and usability work under qualified oversight; actual paid demand after authorization |
| Women's-health / rehabilitation professional buyer   | Is this exact device suitable for the intended pathway? What evidence, training and service support apply?                | Professional product review and institution purchasing criteria; no assumed recommendation                       |

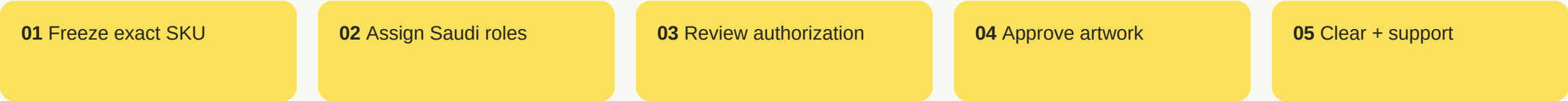
These are proposed research groups, not a surveyed demographic profile. Riyadh, Jeddah and the Eastern Province can be separate logistics/channel test areas, but no city-level sales ranking has been established. Record purchase authority and written interest separately from actual orders.

# Where to sell first

| Route                         | How to approach it                                                                                    | Release condition                                                                                         |
|-------------------------------|-------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------|
| Licensed medical distributor  | Start with exact-model document review and two sample candidates; agree support and account ownership | Verified role licenses and permissions; realistic margin; written territory/channel terms                 |
| Specialist retail / pharmacy  | Demonstration, buyer education and compatible spares; discuss initial branch or account trial         | Buyer acceptance, lawful claims/artwork, training and returns agreement                                   |
| Amazon.sa / noon              | List one authorized SKU; use exact packaged fee calculator and monitor settlement economics           | Seller and category access; product documentation; fulfillment acceptance; positive measured contribution |
| Own Saudi online store        | Arabic support, approved product information and dependable delivery                                  | Local legal/operating route, payment/logistics contract, claims approval and customer-service capacity    |
| Clinic / institutional supply | Separate procurement and professional suitability review                                              | Specification, documentation, maintenance and training accepted by the institution                        |

Recommended sequence is a business judgment: partner and documents first, then a bounded authorized commercial trial. No distributor, pharmacy, clinic or platform has committed to buy or approved this range.

# Saudi permission has several separate layers



| Layer                            | Practical question                                                                                                        | Owner                                     |
|----------------------------------|---------------------------------------------------------------------------------------------------------------------------|-------------------------------------------|
| Product authorization            | Does the MDMA cover this legal manufacturer, exact model, intended use and accessory configuration? <a href="#">[S03]</a> | Manufacturer with licensed AR / applicant |
| Establishment activities         | Who legally imports, distributes and stores, and do their licenses cover those activities? <a href="#">[S06]</a>          | Saudi partner / licensed service provider |
| Technical and user information   | Do files match the shipped design and approved English/Arabic information? <a href="#">[S04]</a> <a href="#">[S05]</a>    | KENTRO + regulatory reviewer              |
| Commercial and promotional route | Do channel access and applicable advertising approval cover this offer? <a href="#">[S08]</a>                             | Saudi seller + regulatory reviewer        |

A registration number, application submission, US clearance, CE logo, commercial registration and customs release each answer different questions. Confirm all relevant layers for the proposed transaction. No product risk class is assigned by this guide.

# What KENTRO should provide: identity and technical file

| Document / information                                                     | Why the client needs it                                         | Current status                                                        |
|----------------------------------------------------------------------------|-----------------------------------------------------------------|-----------------------------------------------------------------------|
| Chinese business license; legal name/address; factory/exporter details     | Match manufacturer, contract, certificates and bank beneficiary | Not provided in usable verification form                              |
| ISO 13485 certificate and scope                                            | Check site, legal entity, activities and issuing body           | Catalogue thumbnails/claims; complete file pending                    |
| Exact-model datasheet, intended use, revision and classification rationale | Prevent one model's files being used for another configuration  | Catalogue and quote available; signed harmonized revision pending     |
| Declaration of conformity and certificate/clearance schedule               | Map CE/FDA and other evidence to exact models/accessories       | Claims and public FDA records; complete mapping pending               |
| Risk management, verification/validation and clinical evaluation files     | Support safety/performance and proposed claims                  | Not supplied; share confidential files through AR under agreed access |
| Post-market plan and complaint/change history                              | Define continuing manufacturer responsibilities                 | Not supplied                                                          |

This is a practical request list to assemble with the regulatory applicant. Required submission content depends on classification, intended purpose and configuration. Ask for model-matched complete documents, not a generic badge sheet. [\[S03\]](#) [\[S04\]](#) [\[S01\]](#) [\[S02\]](#)

# What KENTRO should provide: product and shipment pack

| Evidence requested                                              | What to check                                                                                                          | Who reviews                             |
|-----------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------|-----------------------------------------|
| Electrical safety, EMC and stimulator test reports              | Exact model/accessories, accepted editions, laboratory and results; IEC 60601-2-10 applicability <a href="#">[S11]</a> | Qualified technical/regulatory reviewer |
| Skin-contact / gel-pad and heat evidence                        | Contact material and duration, biological/thermal risks, cleaning and replacement limits                               | Qualified technical/regulatory reviewer |
| Battery evidence                                                | Cell/battery model, Wh, UN 38.3 summary, packing and carrier acceptance <a href="#">[S20]</a>                          | KENTRO + dangerous-goods forwarder      |
| Arabic/English IFU and final labels                             | Intended user, identification, warnings, symbols and current revision <a href="#">[S05]</a>                            | KENTRO + Saudi regulatory reviewer      |
| Commercial invoice / packing list / origin and transport inputs | Consistent SKU, quantity, value, origin and package counts <a href="#">[S14]</a>                                       | Exporter + Saudi customs broker         |
| Warranty, spares, traceability and change agreement             | Batch/serial record, replacements, complaint owner and design-change notification                                      | Supplier + importer + AR                |

Included one-language manuals are commercial quote inputs, not evidence of finished bilingual Saudi information. Request complete editable and final print files. A safety test is not a customs classification or marketing authorization. [\[S01\]](#)

# What the Saudi customer must arrange

| Buyer-side item                               | Action and evidence                                                                                                                             | Status today                    |
|-----------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------|
| Legal business and commercial activity        | Provide legal company name, registration, address, authorized signatory and proposed selling activities                                         | Client details pending          |
| Importer / distributor / storage licenses     | Provide current SFDA activity licenses or identify licensed contracted entities; confirm relevant quality-system evidence <a href="#">[S06]</a> | Unverified                      |
| Authorized representative and applicant route | Agree appointment and access to technical files; establish role and responsibility split                                                        | No appointment evidenced        |
| Exact-model marketing authorization           | Provide certificate and approved scope, or obtain a written plan with costs and owners <a href="#">[S03]</a>                                    | Not verified                    |
| Customs and tax route                         | Broker classification, import permissions, Fasah procedure and model-specific VAT treatment <a href="#">[S14]</a> <a href="#">[S17]</a>         | Written confirmation pending    |
| Local sale and after-sales operation          | Channel accounts, storage, Arabic support, traceability, complaints and replacement capability                                                  | Contract/operating plan pending |

One business may hold multiple licensed roles, or contract with separate entities. Confirm the real arrangement; the client's Saudi location alone does not establish the ability to import or sell medical devices.

# Who does what: the working agreement

| Workstream                      | KENTRO                                                   | Saudi partner / AR                                        | Broker / specialist                                   |
|---------------------------------|----------------------------------------------------------|-----------------------------------------------------------|-------------------------------------------------------|
| SKU and intended purpose        | Approve design, revision and evidence                    | Confirm destination use and regulatory route              | Technical reviewer resolves scope                     |
| Technical dossier               | Supply current model-matched files                       | AR/applicant prepares submission and deficiency responses | Lab fills identified evidence gaps                    |
| Authorization / local licensing | Support manufacturer obligations                         | Obtain/verify local roles and exact-model authorization   | Regulatory specialist advises; SFDA decides           |
| Artwork and claims              | Supply source content; approve manufacturing files       | Review local language, claims and approval requirements   | Qualified translator/reviewer checks                  |
| Transport and customs           | Accurate invoice/pack/origin/battery data                | Importer is accountable for import arrangement            | Confirm classification, duties, clearance and freight |
| After-sales / complaints        | Investigate faults, support corrective action and spares | Local intake, traceability, escalation and service        | AR oversees regulatory reporting; specialist repairs  |

This matrix is a proposed contract structure. It does not transfer statutory obligations away from the relevant party. Put one named person, response deadline and cost owner against every line.

# Two parties. One coordinated launch.

## KENTRO

Manufacture + evidence

- Legal identity + exact SKU
- Technical files + model mapping
- Bilingual artwork inputs
- Packing + battery documents

## SAUDI PARTNER

Local operating route

- Importer / distributor roles
- AR + authorization process
- Customs / VAT + local storage
- Channel + Arabic support

## AGREE TOGETHER

Commercial release gate

- Sample / revision acceptance
- Written costs + sales terms
- Warranty + complaint owners
- Shipment + promotion permissions

This visual summarizes the detailed responsibility matrix. KENTRO document availability and the Saudi partner’s licenses are still to be confirmed; licensed specialists may perform assigned tasks. [\[S03\]](#) [\[S06\]](#)

# Packaging, labels and claims need one approved version

## User information

For lay users, SFDA requirements call for Arabic and English information. Have the reviewer specify the final device, unit-box and IFU contents: identity, intended use, warnings, use/cleaning instructions and traceability. [\[S05\]](#)

## UDI and records

Confirm applicable UDI / Saudi-DI obligations for the final model and packaging levels. Supplier and buyer must agree who creates, submits and updates identifiers. [\[S07\]](#)

## Advertising

Have the Saudi AR review prior approval requirements and the current MDS-REQ 8 version before public launch. Device permission and advertising permission are separate checks. [\[S08\]](#)

## Avoid unsupported claims

Do not copy blood-clot prevention, disease-treatment, guaranteed pain relief, weight loss or competitor claims into the Saudi offer unless that exact claim is evidenced and permitted. Retain the approved purpose and warnings; no clinical-use instructions are created in this guide.

# Check the adapter, remote and battery configuration

| Configuration             | What KENTRO must identify                                               | Saudi/local review                                                                                |
|---------------------------|-------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------|
| USB/rechargeable handheld | Actual battery and charging input; whether mains adapter is included    | Review charger/adapter conformity route if supplied; a cable-only pack and adapter pack differ    |
| Foot-platform adapter     | Exact included/optional part, input rating, output, plug and test scope | Confirm Saudi mains/plug compatibility and any separate applicable conformity requirements        |
| Remote control            | Infrared vs radio; frequency/protocol, module, antenna and test reports | If radio is used, check CST equipment approval and spectrum conditions <a href="#">[S21]</a>      |
| Lithium battery           | Cell/battery part, Wh, UN 38.3 summary and installed/spare arrangement  | Forwarder confirms current mode/operator packing and transport requirements <a href="#">[S20]</a> |
| Private-label variant     | New brand/model mapping, artwork and any firmware/material change       | Assess impact on regulatory files, authorization and traceability before production               |

SABER, IECEE or radio approval is not assumed to apply uniformly to every item in the catalogue. Obtain a written route for the medical device and any separately supplied regulated adapter/accessory. A 100-240V label alone is insufficient to close that review.

# Get a written customs and VAT decision

| Question for the Saudi broker / tax reviewer             | Evidence to attach                                                                                                                                                      |
|----------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| What Saudi tariff code applies to this exact SKU?        | Intended use, technical description, pictures and accessory/power configuration. Supplier code 9019101000 is a China-side input, not a Saudi determination. [S01] [S15] |
| What duties and clearance permissions apply?             | Origin China, exact tariff subheading, entry date, value, route and product authorization. No Saudi duty rate has been confirmed here.                                  |
| Is the exact model a qualifying zero-rated medical good? | Governing medical-goods criteria, model record and transaction details. Do not assume 0% because it is medical. [S16] [S17]                                             |
| Which customs value and VAT base apply?                  | FOB price plus freight/insurance; any assists, royalties or other valuation adjustments; duty and applicable fees.                                                      |
| What documents and pre-arrival process are needed?       | Invoice, transport record, packing/origin evidence and product-specific permits. ZATCA calls for advance declaration through Fasah. [S14]                               |

For illustration, the model uses duty sensitivities of 0%, 5% and 10% and a 15% VAT cash scenario. These are not findings that the models attract those particular rates. A written classification/tax confirmation should replace the sensitivities before shipment.

# Landed cost: all components are visible

| KTR-2610 line                   | Lower cost | Base      | Stress    | Basis                                           |
|---------------------------------|------------|-----------|-----------|-------------------------------------------------|
| Product FOB                     | SAR 33.75  | SAR 33.75 | SAR 33.75 | US\$9 x SAR 3.75; quoted                        |
| Freight + cargo insurance       | SAR 2.50   | SAR 5.00  | SAR 10.00 | Planning allowances; one chosen transport route |
| Customs duty                    | SAR 0.00   | SAR 1.94  | SAR 4.38  | Assumed CIF x 0% / 5% / 10%; unconfirmed        |
| Customs processing allocation   | SAR 0.05   | SAR 0.06  | SAR 0.07  | Published rule allocated to 3,000 units         |
| Broker + Saudi inland/receiving | SAR 1.50   | SAR 3.00  | SAR 6.00  | Unquoted allowances; processing fee excluded    |
| Lot inspection allocation       | SAR 0.50   | SAR 1.00  | SAR 2.00  | Unquoted per-unit allocation; not fixed tests   |
| LANDED PRODUCT COST             | SAR 38.30  | SAR 44.75 | SAR 56.19 | Sum of above before product VAT                 |

Assumed CIF = FOB in SAR + international freight/insurance. Processing = min(500, max(15, 0.0015 x CIF shipment value)) / quantity. Broker must confirm valuation, fees and any special cap. No sea and air costs are added together. Fixed regulatory/lab spending is separate. [S01] [S18] [S19]

# Foot-platform freight can change the decision

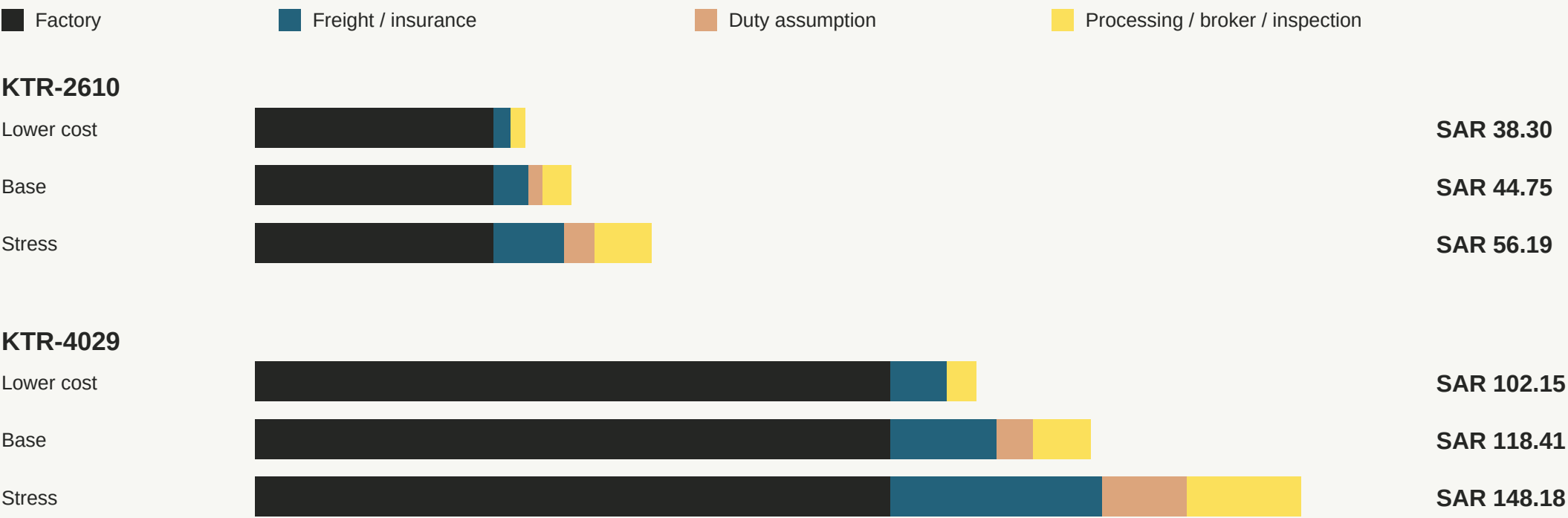
| KTR-4029 line               | Lower cost | Base       | Stress     |
|-----------------------------|------------|------------|------------|
| Product FOB / US\$24        | SAR 90.00  | SAR 90.00  | SAR 90.00  |
| Freight + insurance         | SAR 8.00   | SAR 15.00  | SAR 30.00  |
| Duty / sensitivity          | SAR 0.00   | SAR 5.25   | SAR 12.00  |
| Processing allocation       | SAR 0.15   | SAR 0.16   | SAR 0.18   |
| Broker + inland             | SAR 3.00   | SAR 6.00   | SAR 12.00  |
| Lot inspection              | SAR 1.00   | SAR 2.00   | SAR 4.00   |
| LANDED COST                 | SAR 102.15 | SAR 118.41 | SAR 148.18 |
| 15% import VAT cash example | SAR 14.72  | SAR 16.56  | SAR 19.83  |

Quantity 1,000. Optional adapter adds US\$2 = SAR 7.50 to FOB before its incremental freight, duty, processing and tax. No adapter is included in the main calculation. The report’s SAR 449 retail scenario is a test price, not a verified comparable-platform benchmark. [S01]

A KTR-4029 carton is quoted as 565 x 415 x 415mm, 6 units and 13kg. Confirm measured pack data and the 1,000-unit order’s final partial carton. Obtain air and sea/LCL quotations as alternatives with all destination charges.

SAR PER UNIT / QUOTED FACTORY PRICE PLUS ASSUMPTIONS

# What builds the landed-cost bar?



Same lower-cost, base and stress cases as page 3. Duty rates and freight are sensitivities, not confirmed tariffs or quotations. Brokerage, inspection and processing are grouped here; the preceding tables show each item. Recoverable VAT and fixed preparation costs are excluded. [S01] [S18]

TAX / ILLUSTRATION, NOT A MODEL-SPECIFIC RULING

# VAT cash and product cost are different

| KTR-2610 base example                            | Per unit  | 3,000 units    |
|--------------------------------------------------|-----------|----------------|
| Landed product cost before product VAT           | SAR 44.75 | SAR 134,236.88 |
| Assumed import VAT base: CIF + duty + processing | SAR 40.75 | SAR 122,236.88 |
| 15% import VAT cash illustration                 | SAR 6.11  | SAR 18,335.53  |
| Inventory cash including that VAT                | SAR 50.86 | SAR 152,572.41 |

Recoverable input VAT is working-capital cash, not a permanent product expense. Where it is not recoverable, include it in cost. Exact model zero-rating and taxpayer eligibility need confirmation. Service-fee VAT and the final customs tax base also need the broker’s review. [\[S16\]](#) [\[S17\]](#)

The channel examples assume a VAT-registered taxable sale at 15%, with consumer price divided by 1.15 to derive revenue. They assume eligible input tax recovery. If the product is zero-rated or VAT is unrecoverable, recompute both revenue and costs rather than deleting one tax line.

KTR-2610 / SAR PER UNIT AT 3,000 UNITS

# Separate the unit cost from the tax cash

BASE LANDED COST

**SAR 44.75**

Before recoverable product VAT

ILLUSTRATIVE VAT CASH

**SAR 6.11**

Recoverability and exact rate unresolved

Unrounded shipment totals: landed SAR 134,236.88 + VAT SAR 18,335.53

Base landed cost is SAR 44.75. Illustrative import VAT is SAR 6.11 per unit using the model’s customs tax base. Recoverable VAT is cash tied up, not permanent product expense; exact eligibility and treatment require confirmation. Rounded per-unit figures may not sum to unrounded shipment totals. [\[S16\]](#)

# Amazon and noon: verify the exact fee category

| Channel / public rule                                                                                     | What we use in the model                                                  | What the seller must confirm                                                            |
|-----------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------|-----------------------------------------------------------------------------------------|
| Amazon Health & Personal Care >SAR 50: 11%; personal-care appliances >SAR 50: 13% <a href="#">[S30]</a>   | 11% sensitivity on gross displayed price; no promotional discount assumed | Assigned category and fee base; final calculator; VAT on service fees                   |
| Amazon FBA varies with packed dimensions/weight <a href="#">[S30]</a>                                     | SAR 9.50 handheld fulfillment allowance                                   | Unit packed mass and tier; inbound, storage, return/removal and battery acceptance      |
| noon September 2026 outbound schedule; October storage SAR 2.75/CBF/month <a href="#">[S32]</a>           | No noon referral-rate promise or dedicated profit forecast                | Current product-type/brand referral rate; exceptions; outbound; storage and claims fees |
| Amazon local onboarding asks for identity, commercial registration and bank details <a href="#">[S31]</a> | Account readiness is a separate task                                      | Seller access, product/category approval and required documents                         |

Amazon’s public page still contains a 5% VAT sentence in an older subsection; use current ZATCA treatment and the actual tax invoice. noon’s page contains both historical and updated headings. Confirm fees inside the approved seller account before fixing a purchase price.

ILLUSTRATION / KTR-2610 AT SAR 169 CONSUMER PRICE

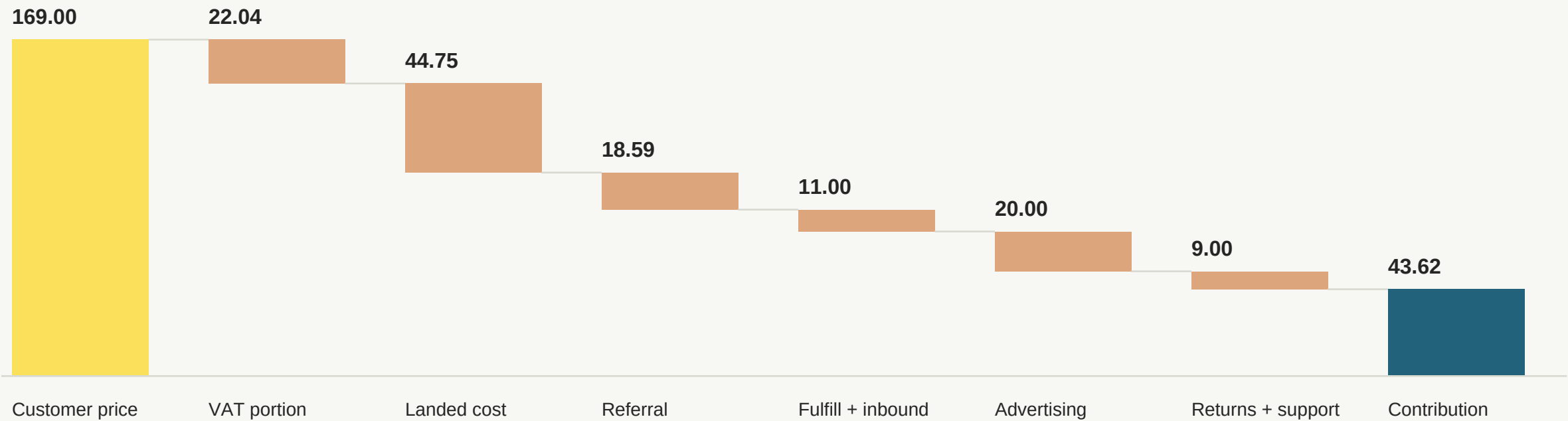
# A handheld online offer: count every order cost

| Per-order line                           | SAR        | Basis                                    |
|------------------------------------------|------------|------------------------------------------|
| Consumer price including assumed 15% VAT | SAR 169.00 | Test price; not a KENTRO retail offer    |
| Revenue excluding output VAT             | SAR 146.96 | 169 / 1.15                               |
| Landed product                           | SAR 44.75  | Base model; unconfirmed import inputs    |
| Referral allowance                       | SAR 18.59  | 11% x 169; conservative gross-price base |
| Fulfillment + inbound/storage            | SAR 11.00  | 9.50 + 1.50 allowances                   |
| Advertising + return loss + support      | SAR 29.00  | 20 + 6 + 3 allowances                    |
| CONTRIBUTION BEFORE FIXED COSTS          | SAR 43.62  | Ex-tax revenue minus variable costs      |

Contribution is not net profit. It still pays registration, product testing, content, insurance, overhead and tax administration. VAT on eligible platform/service costs is assumed recoverable; financing and settlement delays are not in this contribution number. [\[S30\]](#) [\[S16\]](#)

KTR-2610 / SAR PER ORDER / ILLUSTRATIVE AMAZON OFFER

# Follow one sale from price to contribution



**169.00 - 22.04 - 44.75 - 18.59 - 11.00 - 20.00 - 9.00 = 43.62**

SAR 169 includes assumed 15% VAT. Contribution is SAR 43.62 before fixed costs, finance and profit taxes. Referral is modeled at 11% of gross price; verify the actual category and fee base. Fulfillment, ads, returns and support are planning allowances. [\[S30\]](#)

ILLUSTRATION / KTR-2610 AT THE SAME LANDED BASE

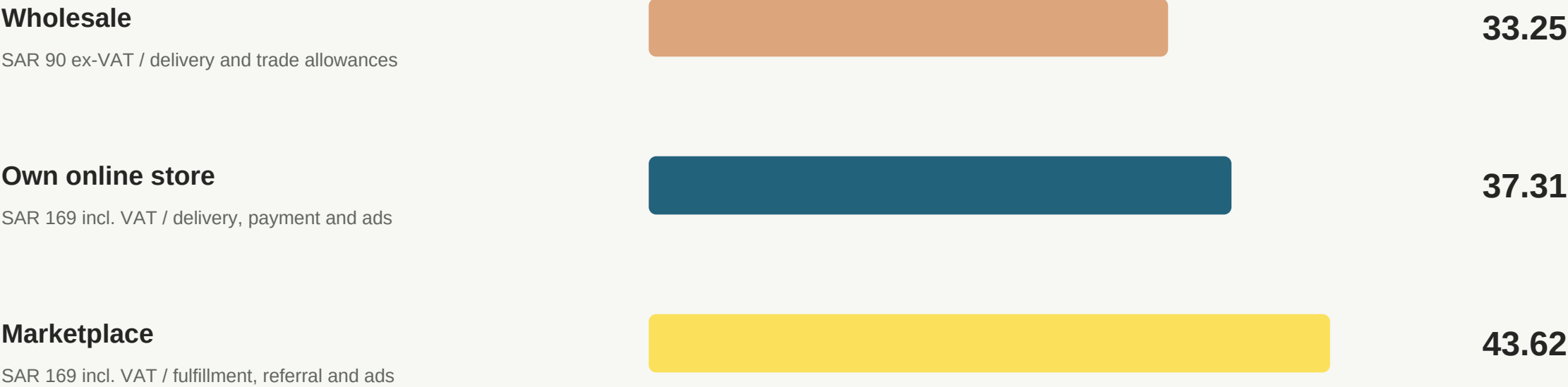
# Wholesale and own-store routes have different costs

| Cost / result                | Distributor sells wholesale | Saudi own-store sale             |
|------------------------------|-----------------------------|----------------------------------|
| Selling price                | SAR 90.00 ex VAT            | SAR 169.00 including assumed VAT |
| Revenue excluding VAT        | SAR 90.00                   | SAR 146.96                       |
| Landed product               | SAR 44.75                   | SAR 44.75                        |
| Channel / payment            | SAR 3.00 trade allowance    | 2.9% x 169 + SAR 1 = SAR 5.90    |
| Delivery / fulfillment       | SAR 3.00                    | SAR 20.00                        |
| Acquisition                  | No paid ads in this example | SAR 30.00                        |
| Returns / warranty + support | SAR 4.00 + SAR 2.00         | SAR 6.00 + SAR 3.00              |
| CONTRIBUTION                 | SAR 33.25                   | SAR 37.31                        |

Wholesale price, trade allowance, delivery and payment rates are planning assumptions. A retailer buying at SAR 90 and selling at SAR 169 incl. VAT has ex-tax gross margin  $(146.96 - 90) / 146.96 = 38.8\%$  before store expenses. This is a negotiation example, not an agreed distributor margin.

KTR-2610 / SAR PER ORDER / PLANNING EXAMPLES

# Three routes leave different contributions



**Illustrative contribution before fixed costs / not net profit**

Wholesale assumes SAR 90 ex-VAT; marketplace and own-store examples assume SAR 169 including VAT. Different prices and operating responsibilities limit direct comparison. Contribution excludes fixed costs and is not net profit.

# Price and acquisition spending can reverse the result

| Consumer price / incl. assumed VAT | Ads SAR 10 | Ads SAR 20 | Ads SAR 35 |
|------------------------------------|------------|------------|------------|
| SAR 99.00                          | SAR 0.45   | SAR -9.55  | SAR -24.55 |
| SAR 129.00                         | SAR 23.23  | SAR 13.23  | SAR -1.77  |
| SAR 169.00                         | SAR 53.62  | SAR 43.62  | SAR 28.62  |
| SAR 199.00                         | SAR 76.40  | SAR 66.40  | SAR 51.40  |

### Price floor at 20% contribution

With base non-referral costs and SAR 20 ads, solve price x (0.8 / 1.15 - 0.11) >= non-referral costs. This produces a price floor; it does not prove willingness to pay.

### Category sensitivity

Changing referral from 11% to 13% costs another SAR 3.38 at SAR 169. Recheck whether the actual offer uses Health & Personal Care, appliances or another legitimate category. [\[S30\]](#)

### Stock exposure

MOQ 3,000 sold at 50 / 100 / 250 units monthly takes 60 / 30 / 12 months to clear. Those sales rates are arithmetic assumptions, not a forecast.

### What to measure

Net paid orders, ad spending per order, refunds, unsellable losses, warranty cases, support cost and actual fee invoices. A higher headline margin can disappear if sell-through is slow.

KTR-2610 / SAR CONTRIBUTION PER MARKETPLACE ORDER

# Price and advertising move the margin together

| PRICE incl. VAT | ADS / SAR 10 | ADS / SAR 20 | ADS / SAR 35 |
|-----------------|--------------|--------------|--------------|
| SAR 99.00       | 0.45         | -9.55        | -24.55       |
| SAR 129.00      | 23.23        | 13.23        | -1.77        |
| SAR 169.00      | 53.62        | 43.62        | 28.62        |
| SAR 199.00      | 76.40        | 66.40        | 51.40        |

20% contribution target at SAR 20 ads: price floor about SAR 144.72

Cells use the same base landed cost and channel assumptions as the detailed model. Color indicates arithmetic contribution, not the probability of a sale. Willingness to pay and acquisition costs must be tested.

# Budget the order and the launch separately

| Cash commitment                             | Amount                         | How calculated                                                        |
|---------------------------------------------|--------------------------------|-----------------------------------------------------------------------|
| Product invoice                             | US\$27,000.00 / SAR 101,250.00 | 3,000 x US\$9                                                         |
| 30% product deposit                         | US\$8,100.00 / SAR 30,375.00   | Quoted deposit share                                                  |
| 70% product balance before shipment         | US\$18,900.00 / SAR 70,875.00  | Quoted payment terms                                                  |
| Inventory landed, before product VAT        | SAR 134,236.88                 | Base modeled components x 3,000                                       |
| Import VAT cash sensitivity                 | SAR 18,335.53                  | 15% illustrative customs base                                         |
| Fixed preparation budget                    | SAR 30,000.00                  | Unquoted reserve: regulatory/lab, samples, translation/artwork, setup |
| Ads + settlement/returns liquidity reserves | SAR 25,000.00                  | SAR 15,000 + SAR 10,000 planning cash                                 |
| ILLUSTRATIVE TOTAL CASH ENVELOPE            | SAR 207,572.41                 | Inventory including example VAT + fixed + liquidity                   |

The SAR 30,000 fixed budget is a placeholder, not an SFDA tariff or a regulatory-service quotation. It can be insufficient if new testing/authorization is needed. Replace it with itemized quotes. Ad and settlement reserves finance variable spending already modeled; do not count them again as fixed break-even expense.

KTR-2610 / 3,000-UNIT ORDER / ILLUSTRATIVE SAR CASH ENVELOPE

# Know where the launch cash goes

**SAR 207,572.41**

ILLUSTRATIVE TOTAL CASH



Inventory + example VAT  
**SAR 152,572.41**

Fixed preparation reserve  
**SAR 30,000.00**

Advertising liquidity reserve  
**SAR 15,000.00**

Operating liquidity reserve  
**SAR 10,000.00**

The 30% deposit is part of the product invoice, not another cash line.

Inventory includes illustrative import VAT; fixed preparation is an unquoted reserve. Ad and operating reserves finance variable costs already reflected in contribution and must not be counted again as fixed break-even costs.

# A minimum order is not proof of demand

## ILLUSTRATIVE FIXED-COST RECOVERY: 688 ORDERS

SAR 30,000 fixed preparation budget / SAR 43.62 base contribution, rounded upward. This is an arithmetic hurdle, not a sales or payback forecast.

### Request a smaller first commitment

Ask KENTRO for 3-5 technical samples, then a negotiated authorized 100-300-unit commercial pilot or split delivery. These quantities are proposals; the supplied quotation does not grant them.

### If MOQ cannot change

Secure written trade commitments, price protection and realistic cash cover before 3,000 units. Do not assume split delivery removes the total purchase obligation.

### Record the pilot outcome

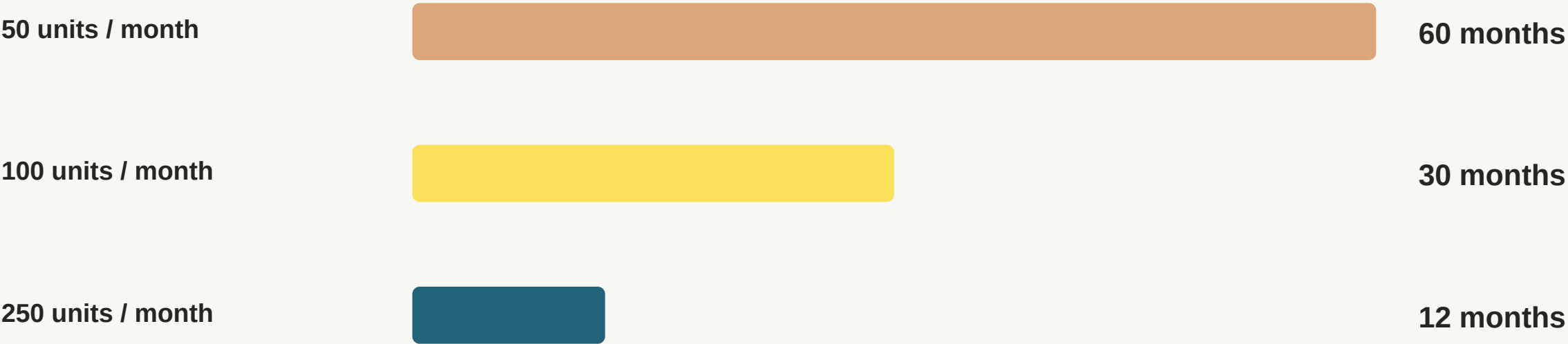
Use 8-12 weeks after lawful launch to track paid orders, margin, returns and support. Proposed stop conditions: negative contribution, unresolved safety complaints, document mismatch or weak repeat trade orders.

### Scale only after evidence

Renew documents and partner commitments, compare real costs with the model and review inventory age. A small trial can reveal problems; it cannot establish clinical safety or a low defect rate.

 MONTHS TO CLEAR / CONSTANT ASSUMED MONTHLY UNIT SALES

# How long could 3,000 units stay in stock?



**Quoted MOQ: 3,000 units / KTR-2610**

3,000 / monthly units sold = months to clear, assuming no replenishment or other stock movement. These rates are arithmetic examples, not demand forecasts. A negotiated pilot is preferable to relying on assumed sell-through.

# Agree the business terms before exclusivity

| Contract item                | Practical agreement to request                                                                                        |
|------------------------------|-----------------------------------------------------------------------------------------------------------------------|
| Brand and sales rights       | KENTRO-branded distribution vs private label; exact territory, permitted channels and artwork rights                  |
| Exclusivity                  | Define duration and measured purchase/service obligations; trial period; termination and stock transition             |
| Price, MOQ and replenishment | Signed currency, Incoterm/place, variant, validity, volume bands, accessory prices and replenishment lead time        |
| Payment and release          | Quotation states 30% deposit and balance before shipment; negotiate objective documentation and inspection milestones |
| Warranty and liability       | Dead-on-arrival treatment, spares, replacements, freight cost owner, complaint escalation and appropriate insurance   |
| Regulatory continuity        | Technical-file access, AR mandate, registration ownership/access, renewals, recalls and change notification           |

FOB Shenzhen does not include arrival in Saudi Arabia. Quote validity ends 31 December 2026 and production lead time is stated as 45-50 days after deposit plus sample/drawing confirmation. Regulatory, shipping and customs time are additional. No credit terms, warranty duration or exclusivity grant is evidenced. [S01]

# Resolve supplier-document differences first

| Issue identified                                                   | Why it matters                               | Written supplier response needed                           |
|--------------------------------------------------------------------|----------------------------------------------|------------------------------------------------------------|
| KTR-2610 timer: catalogue 15/30/45/60; quote 15/30/45              | Final specification and manual must match    | Signed datasheet for shipped revision                      |
| KTR-2262/2264: 400mAh in description, 250mAh in battery column     | Runtime, reports and transport configuration | Actual battery part and pack revision                      |
| KTR-2262 packing: catalogue 40/carton and 8.8kg; quote 60 and 14.8 | Freight and fulfillment calculations         | Measured final packing sheet                               |
| Row MOQs 1,000/3,000/5,000; footer 3,000                           | Order commitment and deposit                 | Model-specific MOQ and pilot exception                     |
| Foot rows: units/carton disagree with some container totals        | Shipment count and logistics cost            | Correct carton count and container/loading assumptions     |
| KTR-4026: mains in description, lithium in accessories             | Adapter/battery safety and transport files   | Exact mains/battery configuration and included accessories |

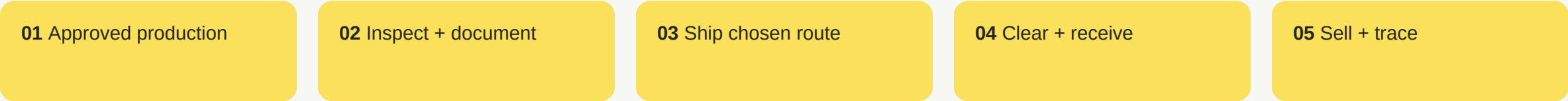
Also confirm KTR-209 intensity description, KTR-2223 model alias/levels and missing carton weight, KTR-2493 4-in-1 13.5kg catalogue vs 14kg quote, and KTR-2401 body versus foot naming. These are unresolved differences, not independently established defects. [S01] [S02]

# Inspect samples and protect the production revision

| Stage                          | Record                                                                                               | Decision                                                                                 |
|--------------------------------|------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------|
| Document match                 | Manufacturer, SKU, accessory set, battery, artwork and report identifiers                            | Hold if the files and delivered configuration differ                                     |
| Qualified technical evaluation | Output/control performance, electrical/thermal risks and required tests against agreed specification | Reviewer defines acceptance criteria; do not substitute casual trials for safety testing |
| User information evaluation    | Arabic/English comprehension, setup, cleaning, contraindication communication and support process    | Qualified reviewer approves instructions and appropriate evaluation method               |
| Pre-shipment inspection        | Random lot sample, accessories, serial/batch labels, packaging and approved checks                   | Agree an inspection plan; unresolved critical issue blocks release                       |
| Local after-sales readiness    | Spare pads/leads, warranty intake, traceability, service owner and incident escalation               | Demonstrate process before first commercial sale                                         |

The research did not inspect a factory or test a physical device. Patient-facing trials, including home-use or pelvic-floor validation, require appropriate professional and regulatory oversight. Manufacturer-defined storage conditions must be maintained in transit and local warehousing. [\[S10\]](#) [\[S09\]](#)

# How the first shipment should move



| Checkpoint                 | Supplier / client action                                                                                                                    |
|----------------------------|---------------------------------------------------------------------------------------------------------------------------------------------|
| Before deposit             | Freeze SKU and brand; establish Saudi regulatory route; collect itemized cost quotes and document commitments                               |
| Before production approval | Resolve specifications, approve bilingual artwork, confirm included accessories and quality agreement                                       |
| Before freight booking     | Forwarder accepts battery pack; final weights/dimensions; named importer, port/delivery point and insurance scope                           |
| Before arrival             | Broker verifies invoice, packing/origin, transport document and required permits; submit Fasah declaration in advance <a href="#">[S14]</a> |
| At local receipt           | Check cartons, serial/batch records and storage conditions; segregate mismatches/damage; release only lawful stock                          |
| After sale                 | Record customer/channel traceability, support costs, complaints and corrective-action communications <a href="#">[S09]</a>                  |

No fixed Saudi-arrival date is promised. Supplier production time begins only after the stated commercial and approval conditions; authorization, artwork changes, transport and clearance can add time.

PROJECT PLAN / DATES DEPEND ON PERMISSIONS

# A practical 30 / 60 / 90-day work plan

| Planning window     | Work to complete                                                                                                                                                     | Gate                                                                                |
|---------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|
| Days 0-30           | Identify Saudi business and licensed roles; choose one handheld and optional foot candidate; obtain model-matched documents; correct quote; conduct trade interviews | Written regulatory route and credible customer/cost evidence                        |
| Days 31-60          | Technical review and required applications; samples; freight/customs/VAT advice; final bilingual artwork; support and channel setup                                  | Applicable authorization and required approvals issued; no automatic day-60 release |
| Days 61-90 or later | Release approved production/first lawful shipment only when gates pass; start bounded channel trial; reconcile weekly actual economics                               | Positive contribution, acceptable quality/support and repeatable paid demand        |

These windows organize work; they are not SFDA processing-time commitments. Extend the plan if testing, authorization or partner licensing is incomplete. Medical-product promotion and distribution must follow the applicable approvals. [\[S03\]](#) [\[S08\]](#)

# Move through gates, not just dates

## 01 DAYS 0-30

### Choose + investigate

Exact SKU / local roles  
Evidence pack / real costs

**GATE: credible route**

## 02 DAYS 31-60

### Review + prepare

Technical review / permissions  
Samples / artwork / support

**GATE: approvals complete**

## 03 DAY 61+ / WHEN READY

### Launch + measure

Lawful shipment / bounded trial  
Margin / returns / paid demand

**GATE: evidence to scale**

Days organize work; they do not promise authorization or arrival. Extend any stage until its evidence and applicable permissions are complete. Commercial shipment and promotion remain conditional. [\[S03\]](#) [\[S08\]](#)

# Qualify a Saudi partner before awarding the market

| Question                                                            | Evidence and decision                                                                    |
|---------------------------------------------------------------------|------------------------------------------------------------------------------------------|
| Who is the contracting importer and who holds the local licenses?   | Legal names, current licenses, addresses and responsible people; verify exact activities |
| Which accounts and channels can you actually service?               | Specific pharmacy/retail/platform experience; references and lawful documentary evidence |
| Who handles AR duties, technical files and product permission?      | Named licensed route, agreement, fees, scope and continuing responsibilities             |
| What cash, launch quantity and sales assumptions are realistic?     | Budget and written channel plan; distinguish forecast from purchase commitments          |
| Who provides Arabic support, warranty service and replacement pads? | Operating procedure, stock plan and response commitments                                 |
| When is exclusivity earned?                                         | Agreed performance, service and compliance obligations; review and termination rights    |

Nahdi, Dr. Nutrition, Be Care, Amazon.sa, noon and medical-equipment shops are channel examples evidenced by public pages, not verified distributor leads or interested buyers. No outreach, introductions or confidential sales verification has been performed.

# Reply with these details to start a precise proposal

| Saudi client to provide                                       | KENTRO to return                                                                 |
|---------------------------------------------------------------|----------------------------------------------------------------------------------|
| Company legal name, registration, city and authorized contact | Legal manufacturer/exporter identity and commercial contact                      |
| Licensed role, AR arrangement and storage route               | Exact-model document index and Saudi authorization evidence if held              |
| Chosen models, brand, intended users and proposed channels    | Signed specification, model/brand mapping and included accessories               |
| Initial budget, required quantity and planned launch timing   | Sample/pilot terms, MOQ confirmation, production schedule and itemized quotation |
| Broker/forwarder and receiving address or port                | Final weights/cartons, origin, battery/adapter data and shipment inputs          |
| Target retail/wholesale prices and service capability         | Replacement-pad prices, warranty/service terms and change-control agreement      |

Suggested client reply: “We plan to sell [model/configuration] through [channel] in [city]. Our contracting company is [legal name]. Our importer/AR/storage route is [details]. Please send the exact-model evidence pack, sample terms and a signed quote for [quantity], including Saudi-ready user information and agreed accessories.”

# Key terms used in the calculations

| Term                        | Meaning in this report                                                                                                                         |
|-----------------------------|------------------------------------------------------------------------------------------------------------------------------------------------|
| TENS / EMS                  | Transcutaneous electrical nerve stimulation / electrical muscle stimulation. Product purpose and medical claims depend on exact authorization. |
| MDMA / AR / GHAD            | Medical Device Marketing Authorization / Authorized Representative / SFDA electronic system. These refer to separate roles and processes.      |
| FOB / CIF                   | Supplier FOB Shenzhen price excludes international arrival costs; modeled CIF adds freight/insurance for customs-value illustration.           |
| Landed cost / VAT cash      | Product plus modeled import/receiving costs; eligible recoverable VAT is shown separately as cash, not permanent expense.                      |
| Gross margin / contribution | Gross margin subtracts product cost; contribution also subtracts variable channel, acquisition and support costs. Neither is net profit.       |
| Quoted / observed / assumed | Supplier input / public offer or official rule / unquoted planning input. One category does not prove another.                                 |

# Read the calculations and evidence correctly

| Area                | Method and boundary                                                                                                                                                                         |
|---------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Product coverage    | All 22 quoted configurations reconciled to worksheet rows; remaining catalogue families screened without invented pricing. Original catalogue reproduced as supplier material.              |
| Market offers       | Four direct Saudi storefront offers, one separately marked stale indexed signal. No city-address checkout, nationwide shelf audit, seller-volume dataset or representative review analysis. |
| Regulatory work     | Official framework and applicable document questions identified. No submission, paid specialist review, model authorization verification or certificate authentication completed.           |
| Money               | Decimal arithmetic; 3.75 SAR/USD; displayed values rounded half-up to 2 decimals. Scenario duty/freight, channel prices and operational costs are explicit assumptions.                     |
| Shipment and margin | Mode-specific quotes, valuation, exact tax treatment, approved fees and actual returns must replace allowances before shipment. No ROI guarantee, clinical finding or demand forecast.      |

Online image searches returned inconsistent model descriptions. Product images here come from the supplied catalogue and are labelled as supplier material. Published pages can change; use the linked source and scope note when updating the proposal. [\[S33\]](#)

# Sources, scope and update notes

## **S01 - KENTRO September 2026 supplier quotation**

Client-supplied workbook. Tens unit rows 8-21 and Foot Tens EMS rows 6-20. Supplier statements and commercial inputs; no independent factory audit or binding Saudi quote. Client-supplied quotation: Tens unit and Foot Tens EMS sheets.

## **S02 - KENTRO 2026 product catalogue**

Client-supplied 14-page PDF. Product pictures and supplier specifications. Certificate thumbnails and marketing claims are not model-specific Saudi authorization evidence. Client-supplied catalogue: PDF pages 1-14; print-page numbers differ.

## **S03 - SFDA Implementing Regulation of the Medical Devices Law**

Medical-device marketing authorization and technical information framework. Exact model, intended use and local roles control the route.

Open source: [sfda.gov.sa](https://sfda.gov.sa)

## **S04 - SFDA MDS-REQ 1 marketing authorization**

Official requirements page and indexed official requirements text reviewed. Linked English PDF downloads were blocked. Obtain the current complete file for a submission.

Open source: [sfda.gov.sa](https://sfda.gov.sa)

## **S05 - SFDA MDS-REQ 1 bilingual information requirement**

Official indexed text: information for lay users in Arabic and English; device identification, warnings and instructions. This is a requirements check, not approval of proposed artwork.

Open source: [www.sfda.gov.sa](https://www.sfda.gov.sa)

# Sources, scope and update notes

## **S06 - SFDA MDS-REQ 9 establishment licensing, January 2025**

Local legal entity, GHAD, licensed activities and role-specific quality-system evidence. Manufacturer, AR, importer, distributor and warehouse are distinct roles.

Open source: [www.sfda.gov.sa](http://www.sfda.gov.sa)

## **S07 - SFDA MDS-REQ 7 unique device identification**

UDI and Saudi-DI requirements are a separate model/package check. No device record or UDI application was verified for this project.

Open source: [www.sfda.gov.sa](http://www.sfda.gov.sa)

## **S08 - SFDA MDS-REQ 8 advertising, version 4, July 2026**

Official indexed version dated 20 July 2026. Full download blocked. Licensing requirements also state prior SFDA advertising approval. Have the AR check the complete current rules and scope.

Open source: [oldsfda.sfda.gov.sa](http://oldsfda.sfda.gov.sa)

## **S09 - SFDA MDS-REQ 11 post-market surveillance**

Complaint/adverse-event handling, safety actions, maintenance and after-sales responsibilities. Exact procedures and deadlines need local regulatory review.

Open source: [www.sfda.gov.sa](http://www.sfda.gov.sa)

## **S10 - SFDA transport and storage requirements**

Official indexed requirements address manufacturer-defined conditions, documented procedures and licensed third-party storage. Version metadata across public files is inconsistent; confirm the governing edition before filing.

Open source: [www.wideip.sfda.gov.sa](http://www.wideip.sfda.gov.sa)

# Sources, scope and update notes

## **S11 - SFDA nerve and muscle stimulator standard**

Recognized IEC 60601-2-10 family. Test applicability and current accepted editions require qualified review; no laboratory compliance finding is made here.

Open source: [www.sfda.gov.sa](http://www.sfda.gov.sa)

## **S12 - FDA public 510(k) record K200237**

Applicant names Shenzhen Kentro Medical Electronics Co., Ltd. Supporting evidence only; no mapping to every quoted SKU or Saudi authorization inferred.

Open source: [www.accessdata.fda.gov](http://www.accessdata.fda.gov)

## **S13 - FDA public 510(k) record K242332**

Public record names KENTRO; decision Substantially Equivalent dated 5 November 2024. Ask for the cleared-model statement and intended-use scope; this is US clearance, not SFDA approval.

Open source: [www.accessdata.fda.gov](http://www.accessdata.fda.gov)

## **S14 - ZATCA import instructions**

Commercial invoice and transport document; certificate of origin conditional where fixed origin indication exists. Product-specific permissions and advance declaration through Fasah. Broker to confirm route.

Open source: [zatca.gov.sa](http://zatca.gov.sa)

## **S15 - ZATCA customs advance ruling service**

Use an exact specification and intended use to resolve classification/value/origin questions. Supplier China HS code is not a Saudi classification decision.

Open source: [zatca.gov.sa](http://zatca.gov.sa)

# Sources, scope and update notes

## **S16 - ZATCA healthcare VAT guideline, January 2023**

Standard rate 15%; qualifying medical goods may be zero-rated. Eligibility for these exact models not established. Recoverability depends on taxpayer/activity/documentation.

Open source: [www.zatca.gov.sa](http://www.zatca.gov.sa)

## **S17 - ZATCA qualifying medical goods criteria**

Official criteria page updated August 2026. Zero-rating must be checked against governing decisions and model status, not inferred from a medical-device label.

Open source: [zatca.gov.sa](http://zatca.gov.sa)

## **S18 - ZATCA customs services fee rules**

Published import processing fee: 0.15% of incoming value including freight/insurance, minimum SAR 15 and maximum SAR 500; special cap for VAT-exempt shipments. Confirm application and tax base with broker.

Open source: [zatca.gov.sa](http://zatca.gov.sa)

## **S19 - SAMA exchange-rate policy**

Official SAR 3.75 per USD anchor used for arithmetic. Bank spreads and payment charges are additional unquoted inputs.

Open source: [sama.gov.sa](http://sama.gov.sa)

## **S20 - IATA lithium-battery transport guidance**

Obtain battery model, UN 38.3 test summary, watt-hours and carrier acceptance for the exact packed configuration. Shipping rules and operator variations require forwarder confirmation.

Open source: [www.iata.org](http://www.iata.org)

# Sources, scope and update notes

## **S21 - CST equipment licensing and IoT guidance**

Radio-equipment approval is a conditional review. Remote control does not itself prove RF: identify infrared/RF/Bluetooth and check applicable CST rules.

Open source: [www.cst.gov.sa](http://www.cst.gov.sa)

## **S22 - GASTAT Physical Activity Statistics 2025**

59.1% of adults self-report 150+ activity minutes/week. Broad context only; not TENS demand, willingness to pay, clinical suitability or product sales.

Open source: [www.stats.gov.sa](http://www.stats.gov.sa)

## **S23 - Dr. Nutrition KSA Beurer EM 49 offer**

Direct public page retrieved 10 October: SAR 253.92, reference SAR 332.59. Earlier indexed extract showed 221.73; direct page used. No checkout, stock or tax verification.

Open source: [drnutrition.com](http://drnutrition.com)

## **S24 - Be Care Saudi Beurer EM 49 offer**

Direct page: SAR 284.99 promotional price and SAR 345 crossed reference; page states tax included. No transaction or store authorization audit.

Open source: [becarestore.com](http://becarestore.com)

## **S25 - Nahdi Saudi Beurer EM 50 offer**

Saudi en-sa page: displayed 299.00, treated as SAR storefront price. TENS plus heat format. Reconfirm location, checkout, stock and warranty scope.

Open source: [www.nahdionline.com](http://www.nahdionline.com)

# Sources, scope and update notes

## **S26 - Salamatak Medical Store EMS foot mat**

Direct page: SAR 55 promotion; reference SAR 110; SKU 85556, foldable USB-charge mat. Earlier indexed 165.50 is excluded. Not equivalent to a rigid foot platform.

Open source: [salamtk-store.com](https://salamtk-store.com)

## **S27 - noon Saudi generic dual-channel TENS listing**

Indexed page showed SAR 148.40, 24 modes and 10 pads. Direct-price retrieval failed and delivery text was stale. Historical public price signal only; excluded from current price band.

Open source: [www.noon.com](https://www.noon.com)

## **S28 - Beurer EM 49 official specification**

Two channels, 64 preset and 6 configurable programs, 4 electrodes, battery operation. Specifications and supplier claims; not tested in this project.

Open source: [www.beurer.com](https://www.beurer.com)

## **S29 - Beurer EM 50 official instructions**

TENS plus heat up to 43C; 15 levels and 20-minute shutoff. Comparator only: its warnings, evidence and certifications do not transfer to KENTRO.

Open source: [pim.beurer.com](https://pim.beurer.com)

## **S30 - Amazon Saudi selling fee structure**

Health & Personal Care above SAR 50: 11%; personal-care appliances above SAR 50: 13%. Exact category controls. Fees excluding VAT. FBA size/weight rates and calculator require final packaging. Page includes obsolete 5% VAT text in one subsection; ZATCA governs tax.

Open source: [sell.amazon.sa](https://sell.amazon.sa)

# Sources, scope and update notes

## **S31 - Amazon Saudi seller onboarding**

Published local onboarding includes identity, commercial registration, contact and bank details. Product/category approval is separate from account onboarding.

Open source: [sell.amazon.sa](https://sell.amazon.sa)

## **S32 - noon KSA FBN fees**

Outbound schedule effective 10 September 2026; standard parcel 0.25-0.5kg and price >25: SAR 9.5. Storage SAR 2.75/cubic foot/month from 1 October. Referral table has old/new headings: obtain exact current product-type quote.

Open source: [helpcenter.noon.partners](https://helpcenter.noon.partners)

## **S33 - Online image search, Kentro KTR-2610**

Search returned differently described 3-in-1/50-mode units under KTR-2610. The report uses the client catalogue pictures for exact supplied configurations. External image descriptions were not used as specifications.

Open source: [www.alibaba.com](https://www.alibaba.com)

# Move from this guide to an agreed Saudi offer

## CHOOSE THE MODEL. ASSIGN THE OWNERS. CLOSE THE OPEN ITEMS.

Use the client reply form and responsibility matrix to agree the product, commercial scope and Saudi operating route. Obtain a signed quote-and-document pack, then refresh the unit economics with written local costs before releasing an order.

### Supplier discussion

KENTRO products and quotations are the basis of this guide. Proposed services, document availability, support and commercial terms must be confirmed by KENTRO; this publication does not make promises on its behalf.

### ChinaConnect247 / StructuredLayer

ChinaConnect247 is operated by StructuredLayer. Custom research and sourcing workflows can organise supplier records, document comparisons, destination requirements and commercial decision reviews.

### Contact

inquiry@chinaconnect247.com  
WhatsApp +971 52 577 8897  
WeChat chinaconnect247  
Instagram @structuredlayer  
www.chinaconnect247.com

### Payments for agreed research services

Alipay, crypto, bank transfer, PayPal and Skrill are accepted. Contact WhatsApp or WeChat for payment details and agreed scope. These are not KENTRO product-payment terms.

PDF source page 1 of 14. Claims, certificate thumbnails and specifications require exact-model review.

画册成品200\*250mm  
封面:250g双铜 +内页:120g书纸  
印刷： 4C+封面/底过油  
装订方式：骑马订



**KENTRO**  
EMS & TENS PRODUCTS  

Focus on family health-care

**Shenzhen Kentro Medical Elecronics Co., Ltd**  
**China Office address:**  
2nd Floor, No. 11, Shanzhuang Road,  
Xikeng Village, Yuanshan Street,  
Longgang District, Shenzhen City,  
Guangdong Province, China

**Contact:**  
Tel: +86-755-33825998  
Email: medical@kentro.com.cn  
Website: www.kentro.com.cn

Fax: +86-755-33825998  
Date: 2026.09  
Http://kentro.en.alibaba.com



# ABOUT US

KENTRO is a high-tech enterprise specializing in the development and production of home physiotherapy device. We have focused on the health field over 20 years,our main products are TENS and EMS products.Kentro owns an advanced and integrated production system such as tooling making,plastic injection,silk printing,oil spraying, sewing,SMT,insert plug-in and general assembly,etc., Provides superior conditions for customers,seeking OEM and ODM cooperation at home and abroad, and we become one of the most competitive manufacturers in the global market.

KENTRO quality management system has passed ISO13485 certification,BSCI certification, and also our products have obtained NMPA, US 510K, EU medical CE, RoHS, FCC, REACH and many other quality and safety certifications. We are working with customers all over the world to develop the market, and looking for partners, distributors or exclusive agents in various regions to establish long-term business relationships with Mutually Beneficial Common Development.



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### Wired TENS Unit



01

### Wired TENS Unit

#### KTR-2610

- Intended use:TENS+RUSS+IF: Pain Management  
EMS: Muscle Training  
DIY:Exercise Recovery
- Mode : 15 TENS, 35 EMS, 10 RUSS, 10 IF, 10 DIY
- Intensity: 16 levels
- Time: 15/30/45/60minutes
- Certificate: **MDR** **CE**<sub>2862</sub> **FDA**510K **TGA**

  
Dual channel

  
LCD display

  
TENS+EMS+RUSS  
+IF+DIY

  
80 Modes

  
16 intensity

  
Lithium battery



  
Dual channel

  
LCD display

  
TENS+EMS+FITNESS

  
50 Modes

  
AAA battery



#### KTR-2230

- Intended use:TENS: pain relief  
EMS: muscle conditioning  
FITNESS: body relaxing
- Mode: 20 TENS, 20 EMS, 10 FITNESS
- Intensity: 16 levels
- Time: 15/30/45 minutes
- Certificate: **MDR** **CE**<sub>2862</sub> **FDA**510K **TGA**



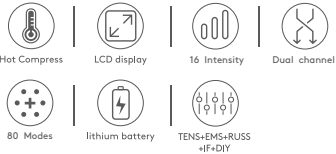
02

Wired TENS Unit



KTR-2223

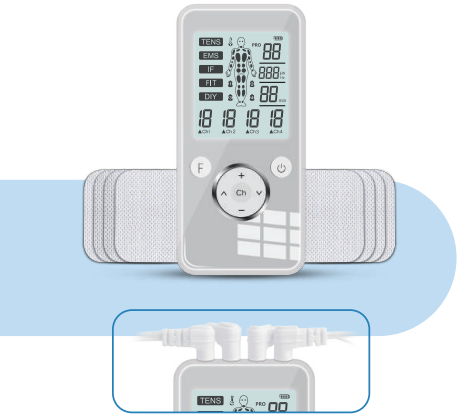
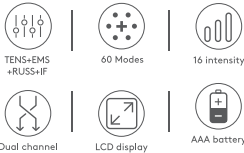
- Intended use:  
Relieve pain, Exercise muscles, Sports recovery.
- Mode : 15 TENS, 35 EMS, 10 FITNESS, 10 IF, 10 DIY
- Intensity: 16 levels
- Time: 15 / 30 / 45 minutes
- Temperature switch: L: low heat; H: high heat
- Certificate: **MDR** **CE**<sub>2862</sub>



Wired TENS Unit

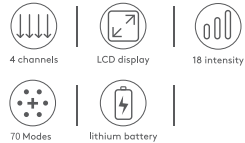
KTR-209

- Intended use:  
TENS+RUSS+IF: Pain Management  
EMS: Muscle Training
- Mode : 15 TENS, 25 EMS, 10 RUSS, 10 IF
- Intensity: 16 levels
- Time: 15/30/45/60 minutes
- Certificate: **MDR** **CE**<sub>2862</sub> **FDA**510K



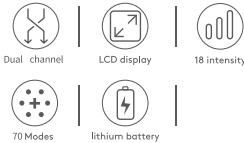
KTR-2264

- Intended use: Promote blood circulation and relieve pain. Increase muscle endurance  
Relieve fatigue
- Mode : 15 TENS, 35 EMS, 10 FITNESS, 10 IF, 10 DIY
- Intensity: 18 levels
- Time: 15/30/45/60 minutes
- Certificate: **MDR** **CE**<sub>2862</sub>



KTR-2262

- Intended use: Promote blood circulation and relieve pain. Increase muscle endurance  
Relieve fatigue
- Mode: 15 TENS, 25 EMS, 10 FITNESS, 10 IF, 10 DIY
- Intensity: 18 levels
- Time: 15/30/45/60 minutes
- Certificate: **MDR** **CE**<sub>2862</sub>



PDF source page 5 of 14. Claims, certificate thumbnails and specifications require exact-model review.

Wired TENS Unit



KTR-2032

- Intended use: TENS+RUSS+IF: Pain Management  
EMS: Muscle Training
- Mode: 60
- Intensity: 16 levels
- Time: 15/30/45/60 minutes
- Certificate: CE



KTR-211

- Intended use: Relieve pain, Exercise muscles, Sports recovery.
- Mode : 7 Major Body Areas + 6 Massage Modes
- Intensity: 16 levels
- Time: 15 - 60 minutes
- Language: Multi-Language Support
- Certificate: MDR CE2862



Wireless TENS Unit

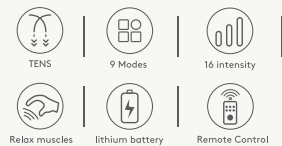


Wireless TENS Unit



KTR-2493 (4in1)

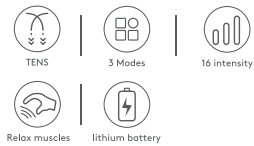
- Intended use: Promote blood circulation and relieve pain. Increase muscle endurance. Relieve fatigue
- Mode : 9
- Intensity: 16 levels
- Time: 30 minutes
- Certificate: **MDR CE<sub>2862</sub> FDA510K TGA**



Wireless TENS Unit

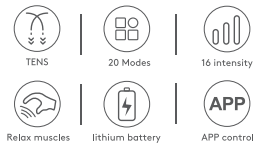
KTR-2401

- Intended use: Promote blood circulation and relieve pain. Increase muscle endurance. Relieve fatigue
- Mode: 3
- Intensity: 16 levels
- Time: 15 minutes
- Certificate: **MDR CE<sub>2862</sub> FDA510K TGA**



KTR-2412

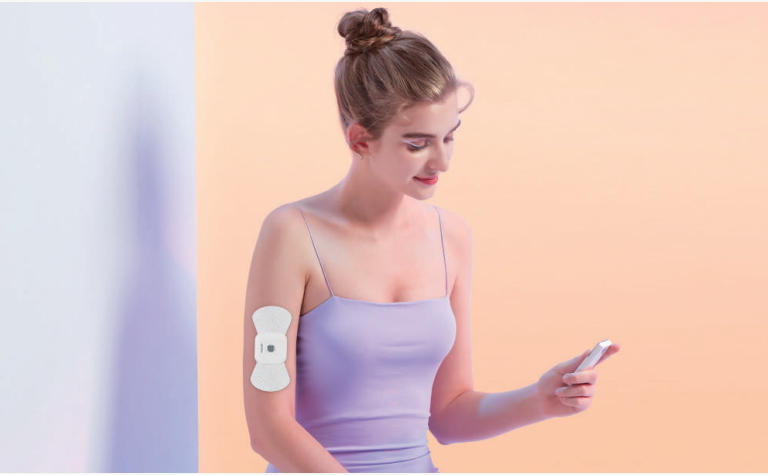
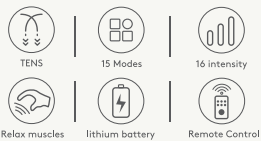
- Intended use: Promote blood circulation and relieve pain. Increase muscle endurance, relieve fatigue
- Mode: 20
- Intensity: 16 levels
- Time: 5-60 minutes



Wireless TENS Unit

KTR-2492/2493

- Intended use: Promote blood circulation and relieve pain. Increase muscle endurance. Relieve fatigue
- Mode (Remote control): auto functions(A): 6 manual functions(M): 9
- Intensity: 16 levels
- Time: 15 minutes
- Certificate: **MDR** **CE**<sub>2862</sub> **FDA**510K **TGA**



Foot TENS Unit

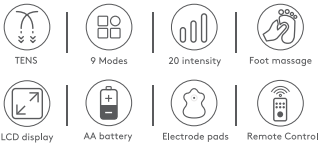


Foot TENS Unit



KTR-4012

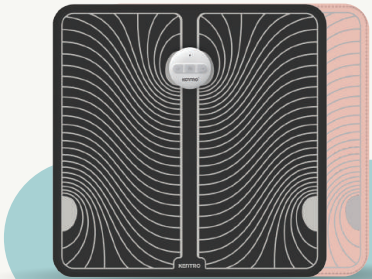
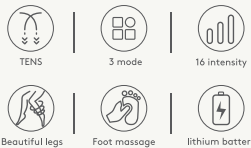
- Intended use: Promote blood circulation in feet and legs. Reduce pain, swelling and spasm in lower extremities to prevent blood clots
- Mode: 9
- Intensity: 20 levels
- Time: 30 minutes
- Certificate: **MDR CE2862 FDA510K TGA**



Foot TENS Unit

KTR-2401

- Intended use: Promote blood circulation in feet and legs. Reduce pain, swelling and spasm in lower extremities to prevent blood clots
- Mode: 3
- Intensity: 16 levels
- Time: 15 minutes
- Certificate: **MDR CE2862 FDA510K TGA**



KTR-2495

- Intended use: Promote blood circulation and relieve pain. Increase muscle endurance. Relieve fatigue
- Mode: 9
- Intensity: 16 levels
- Time: 15 minutes
- Certificate: **MDR CE2862**



KTR-4029

- Intended use: Promote blood circulation in feet and legs. Reduce pain, swelling and spasm in lower extremities to prevent blood clots. Application of electrodes could temporarily alleviate pain in body area
- Mode: 9
- Intensity: 20 levels
- Time: 15/30/45/60 minutes
- Certificate: **MDR CE2862 FDA510K TGA**

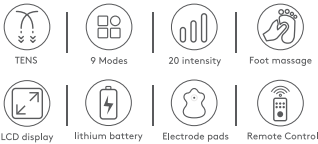


Foot TENS Unit



KTR-4021

- Intended use: Promote blood circulation in feet and legs. Reduce pain, swelling and spasm in lower extremities to prevent blood clots. Application of electrodes could temporarily alleviate pain in body area
- Mode: 9
- Intensity: 20 levels
- Time: 15/30/45/60 minutes
- Certificate: **MDR CE2862 FDA510K TGA**



KTR-4026

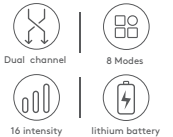
- Intended use: Promote blood circulation and relieve pain. Increase muscle endurance. Relieve fatigue
- Mode: 9
- Intensity: 20 levels
- Time: 15/30/45/60 minutes
- Certificate: **MDR CE2862 FDA510K TGA**



Others

Tendon Sheath & Joint Therapy Device KTR-2212

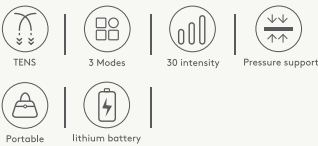
- Intended use: Promote blood circulation of hand tendon sheaths and joints to relieve pain.
- Mode : 8
- Intensity: 16 levels
- Time: 15 / 30 minutes
- Battery Capacity: 400mAh
- Certificate: **MDR CE2862**



Others

Wireless type KTR-2402

- Intended use: To be used for menstrual pain relief and discomfort
- Heating Temperature: 43°C
- Mode: 3
- Intensity: 30 levels
- Time: 30/60 minutes
- Certificate: **MDR** **CE**<sub>2862</sub> **FDA**510K **TGA**



KTR-2402(Silicone)



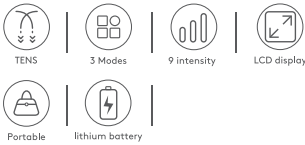
KTR-2402(PET)



Others

Motion Sickness Wristband KTR-601

- Intended use: Motion sickness / Seasickness / Vomiting during pregnancy
- Mode: 3
- Intensity: 9 levels
- Time: Auto-shutoff after 3 minutes of inactivity
- Certificate: **FDA**510K

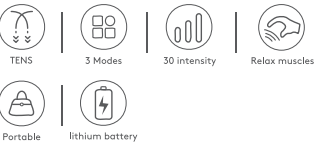


Others



► Wireless type purple

- ◉ Intended use: To be used for menstrual pain relief and discomfort
- ◉ Mode: 3
- ◉ Intensity: 30 levels
- ◉ Time: 30/60 minutes
- ◉ Certificate: **MDR** **CE**<sub>2862</sub> **FDA**510K

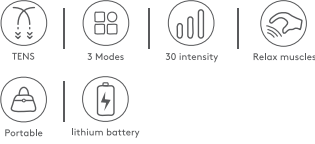


Others



► Wired type KTR-2412

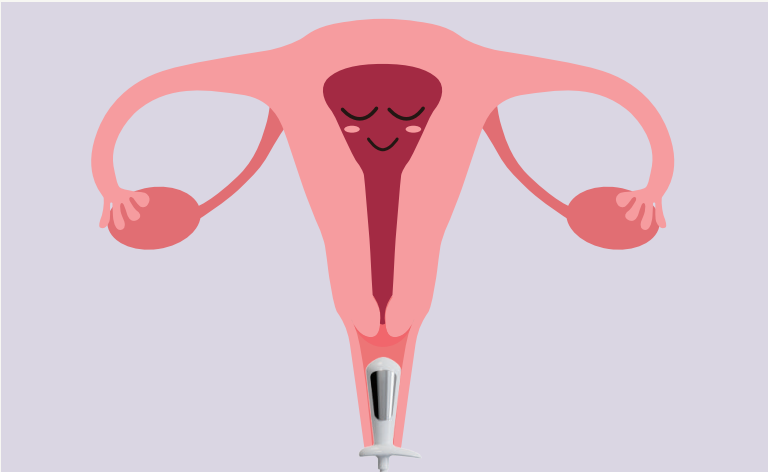
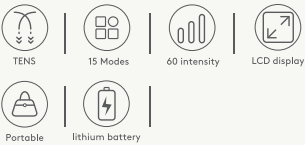
- ◉ Intended use: To be used for menstrual pain relief and discomfort
- ◉ Mode: 3
- ◉ Intensity: 30 levels
- ◉ Time: 30/60 minutes
- ◉ Certificate: **MDR** **CE**<sub>2862</sub> **FDA**510K



Others

Pelvic Floor Muscle Stimulator KTR-2702

- Intended use:rehabilitation of pelvic floor muscles
- Mode: 15
- Intensity: 60 levels
- Time: 30/60 minutes
- Certificate: **MDR** **CE**<sub>2862</sub> **TGA**



Stimulation Electrode unit



KTR-2601M

- Dimensions: 98.5 \* 30mm
- Usage site: Vagina
- Certificate: **MDR** **CE**<sub>2862</sub>



KTR-2602

- Dimensions: 102.5 \* 28mm
- Usage site: Vagina
- Certificate: **MDR** **CE**<sub>2862</sub>

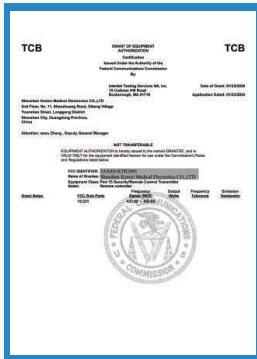
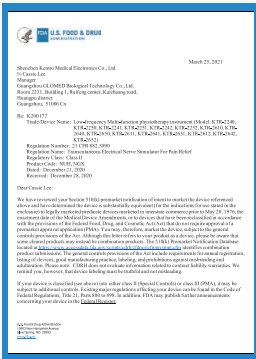
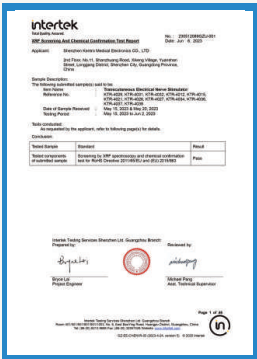
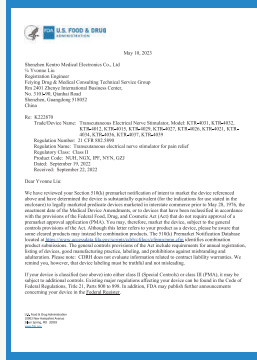


KTR-2605B

- Size: 140\*23mm
- Usage Area: Anus
- Certificate: **MDR** **CE**<sub>2862</sub>

- Product Name: Stimulation Electrode
- Intended use:Stimulation Electrode is used in conjunction with pelvic floor electrical stimulation and/or electromyographic biofeedback devices, for delivering electrical stimulation signals and transmit pelvic floor electromyographic signals.

Certification



Packing specification

| MODEL                       | CTN SIZE(MM) | QTY/CTN | GW(KG) | FCL/20             |
|-----------------------------|--------------|---------|--------|--------------------|
| KTR-2610                    | 415x345x270  | 48      | 12.8   | 28992 pcs/604 ctns |
| KTR-2230                    | 415x345x270  | 48      | 14     | 28992 pcs/604 ctns |
| KTR-2223                    | 415x345x270  | 48      | 13.9   | 28992 pcs/604 ctns |
| KTR-2264                    | 475x400x410  | 60      | 12     | 18000 pcs/300 ctns |
| KTR-2262                    | 395x380x275  | 40      | 8.8    | 22320 pcs/558 ctns |
| KTR-2032                    | 460x375x280  | 60      | 11     | 30240 pcs/504 ctns |
| KTR-209                     | 395x380x275  | 40      | 8.8    | 22320 pcs/558 ctns |
| KTR-2401(white/grey)        | 430x340x270  | 60      | 11     | 35100 pcs/585 ctns |
| KTR-2401(blue)              | 480x375x245  | 60      | 14     | 30300 pcs/505 ctns |
| KTR-2492                    | 430x340x270  | 60      | 13     | 35100 pcs/585 ctns |
| KTR-2493                    | 430x340x270  | 60      | 13.1   | 35100 pcs/585 ctns |
| Wireless Period Pain Relief | 430x340x270  | 60      | 12     | 35100 pcs/585 ctns |
| Wired Period Pain Relief    | 440x340x230  | 40      | 8.5    | 26640 pcs/666 ctns |
| KTR-211                     | 460x375x280  | 60      | 11     | 30240 pcs/504 ctns |
| KTR-4029                    | 565x415x415  | 6       | 12.5   | 1440 pcs/240 ctns  |
| KTR-4021                    | 565x415x415  | 6       | 12.8   | 1440 pcs/240 ctns  |
| KTR-4026                    | 565x415x415  | 6       | 12.8   | 1440 pcs/240 ctns  |
| KTR-2401 (Mat)              | 590x370x370  | 20      | 10.3   | 5780 pcs/289 ctns  |
| KTR-2493(4 in 1)            | 455x450x290  | 40      | 13.5   | 22320 pcs/558 ctns |
| KTR-2402(Period pain)       | 405x335x345  | 60      | 10.4   | 30000 pcs/500 ctns |
| KTR-2702                    | 485x380x445  | 30      | 17.5   | 8580 pcs/286 ctns  |
| KTR-601                     | 350x280x220  | 80      | 11     | 33760 pcs/422 ctns |
| KTR-2402                    | 460x280x250  | 60      | 8.3    | 43800 pcs/730 ctns |
| KTR-4012                    | 560x365x370  | 10      | 13     | 3100 pcs/310 ctns  |
| KTR-2495                    | 530x330x330  | 20      | 11     | 8160 pcs/408 ctns  |
| KTR-2212                    | 415x345x270  | 48      | 12     | 28992 pcs/604 ctns |