

ELITE SCREENER

Analyst:

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RATING DETAILS

RATINGS CATEGORY	Initial Rating	
	Long-term	Short-term
ENTITY	BBB-	A3
RATING OUTLOOK/ WATCH	Stable	
RATING ACTION	Initial	
RATING DATE	April 03, 2026	

Shareholding (5% or More)

Mr. Minhaj ul Shams – 100%

Other Information

Incorporated in 1987

Sole Proprietorship

Chief Executive: Mr. Minhaj ul Shams

External Auditor: Syed Hasan & Co. Chartered Accountants

Applicable Rating Methodology

VIS Entity Rating Criteria Methodology – Corporates Ratings
<https://docs.vis.com.pk/docs/CorporateMethodology.pdf>

Rating Scale

<https://docs.vis.com.pk/docs/VISRatingScales.pdf>

Rating Rationale

The assigned ratings reflect Elite Screener (“ES” or “the Firm”) and its position within the Printed Circuit Board Manufacturing Industry in Pakistan. The Firm manufactures printed circuit boards (PCBs), including both bare and assembled boards, catering to customers in the home appliances, lighting, automobile, electronics, and power equipment segments. ES operates as a family-run sole proprietorship, with its production facility spanning across two ~600 Square Yards plots (covered area of 9’645+3084 =12’729 Sq. Ft) with 100KVA dedicated PMT with 2 x commercial Gas connections, located in Karachi.

At the industry level, the business risk profile remains influenced by competition from imported products and sensitivity to economic cycles. Profitability is also exposed to exchange rate volatility and fluctuations in international commodity prices, given the sector’s significant reliance on imported raw materials.

The ratings also incorporate the Firm’s profitability profile, with gross margins remaining in the range of 13%–17% over the past three years, while net margins have been maintained between 2.5% and 5%. The ratings further reflect the Firm’s capitalization indicators, where an increase in short-term borrowings resulted in gearing and leverage rising to 1.18x and 1.78x, respectively, which remain manageable at current levels. Liquidity indicators have weakened, as the Firm utilized short-term financing to fund fixed asset expansion, resulting in a current ratio of 0.93x (FY24: 1.6x). However, coverage metrics remain adequate, with the debt service coverage ratio (DSCR) reported at 1.48x. Overall, the Firm’s financial risk profile is considered adequate from a ratings perspective. Going forward, rating stability will depend on the Firm’s ability to diversify its customer base while maintaining prudent capitalization levels and improving liquidity indicators.

Company Profile

Elite Screener “ES” or “the Firm” operates as a sole proprietorship and is principally engaged in the import, manufacturing, and assembly of Printed Circuit Boards (PCBs) and Printed Circuit Board Assemblies (PCBAs), serving diverse electronic applications. The operational scope spans design facilitation, fabrication, component assembly and testing, enabling the firm to deliver customized solutions in line with client requirements and prescribed technical standards.

The Firm primarily caters to the home appliances, power equipment, and broader electronics sectors, along with academic and research institutions. It also undertakes prototype development and customized hardware solutions, supporting universities and technology start-ups in converting conceptual designs into functional hardware. The manufacturing facility is located in Karachi. The Firm is recognized by the Engineering Development Board (EDB) and the Ministry of Science and Technology, Islamabad.

Management and Governance

The Firm operates as a family-run sole proprietorship, managed by Mr. Minhaj ul Shams along with his spouse and two sons. Mr. Minhaj ul Shams has been serving as Chief Executive Officer since inception and oversees overall strategic direction. Functional responsibilities are distributed within the family, with Human Resource Management and Accounting managed by Mrs. Sara Minhaj, Operations overseen by Mr. Umair Ahmed, and Sales & Marketing handled by Mr. Zaid Ahmed.

The Firm maintains a lean organizational structure and employs two engineers, designated for design and maintenance functions, respectively. The Firm has a total of 32 permanent office and operational employees.

CEO Profile:

Mr. Minhaj ul Shams has completed a Diploma of Associate Engineering (DAE) in Mechanical Technology in 1st Division from Sindh Board of Technical Education in 1987. He also took a training of Printed Circuit Boards (PCBs) Designing, Fabrication, Installation & Commissioning from Bungard Electronik, Windeck Germany and presently a Sole representative for Pakistan of this institution. He has executed turnkey projects for defense, nuclear, and space technology sectors, including SUPARCO, NDC, MTC, and AWC, as well as leading academic institutions such as NED University, University of Karachi, LUMS, and NIE Islamabad.

IT Infrastructure / Certifications:

The Firm operates a custom designed ERP software to manage Accounting, Inventory tracking and production tracking functions. The Firm operates on a per job basis; hence inventory and manufacturing are measured relative to timelines, and additionally reviewed every month. The data backup is cloud based.

Business Risk

Industry Brief:

Pakistan's PCB market is dominated by imports from China, Singapore, Taiwan and South Korea. The country's indigenous manufacturing only produces single- and double-sided PCBs, that lack behind the modern multi-layered standard. Pakistan's domestic manufacturing serves to substitute imported PCBs for simpler electronics such as home appliances, general power equipment, lighting etc.

The total number of domestic producers are limited to 2-3 players, as per the management of Elite screener. Domestic firms are currently serving a range of industries including but not limited to defense, automotive, electronics and telecommunications. The Government of Pakistan has recognized indigenous tech capacity building as a core policy concern, and PCB manufacturing is the foundation for it, with demand expected to rise for both commercial, educational and research uses.

The industry in its current state is completely dependent on imports of machinery along with key raw materials. The process starts with copper clad sheets that are processed into the final PCBs, along with electrical components to make stuffed boards, hence exchange rate risk is high. Furthermore, since the ultimate consumers of this industry are sensitive to economic cyclicality hence this industry has medium risk.

Operations & Profitability:

The Firm primarily operates as a contract manufacturer, executing production orders as received from its clients. Accordingly, sales volumes across individual SKUs vary on a year-on-year basis depending on the nature and volume of orders secured during the period.

The Firm's topline registered a growth of 37% Y/Y in FY25 (FY24: 47% Y/Y), primarily driven by higher revenues from PCBAs (stuff boards) and tooling & CAD services. The notable Y/Y increase was observed in tooling and CAD services, which grew nearly sixfold to PKR 47.5 Mn in FY25. PCBAs continued to represent the largest segment of the Firm's revenue base, contributing approximately 73% of total sales in FY25 (FY24: 60%). Customer concentration, excluding the sister concern, remains relatively low, with the top 5 customers accounting for approximately 7% of total sales. However, the sister concern represents a significant portion of the revenue base, contributing 84.48% of total sales.

The Firm's gross margins remained broadly in the range of 13%-17% over the last three years, while net margins have been maintained between 2.5% and 5%. Profitability indicators remain sensitive to fluctuations in international prices of copper, semiconductors, and other imported components, as approximately 75% of the Firm's raw materials are sourced from imports. In addition, profitability is exposed to movements in the PKR/USD exchange rate.

Financial Risk**Capital Structure:**

The Firm's debt profile comprises long-term borrowings amounting to Rs. 12.50 Mn at end-FY25, with scheduled repayments of Rs. 2 Mn annually. In addition, the Firm has notably increased its short-term borrowings of Rs. 60.67 Mn at end-FY25 to support its working capital requirements, along with lease liabilities of Rs. 11.80 Mn at end-FY25. Consequently, the Firm's total debt stood at Rs. 116.45 Mn at end-FY25. With equity (excluding revaluation surplus) reported at Rs. 138.35 Mn at end-FY25 (end-FY24: Rs. 113.87 Mn), the gearing ratio came in at 1.18x (end-FY24: 0.56x). Meanwhile, the Firm's leverage ratio was recorded at 1.78x at end-FY25, compared to 1.28x at end-FY24.

Debt Coverage & Liquidity:

The Firm's current ratio declined to 0.93x at end-FY25 (end-FY24: 1.64x), primarily due to an increase in short-term borrowings alongside higher investment in fixed assets, resulting in a balance sheet mismatch. Nevertheless, the Firm's coverage metrics, including FFO-based coverage indicators and the debt service coverage ratio remained at adequate levels.

Financial Summary		Appendix I		
Balance Sheet (PKR Millions)	FY23	FY24	FY25	
Property, Plant and Equipment	111	268	359	
Stocks in trade	33	78	56	
Trade debts	40	24	1	
Other receivables	40	27	43	
Other current assets	17	16	16	
Cash and bank balances	7	10	1	
Total Assets	246	422	476	
Long term debt (inc. current portion)	15	14	13	
ST debt	30	18	61	
Total Debt	45	32	73	
Lease liabilities (inc. current portion)	18	32	43	
Trade and other payables	25	61	47	
Other liabilities	35	21	83	
Total Liabilities	123	146	246	
Owner's Capital	108	114	138	
Surplus on revaluation of PPE	16	162	91	
Total Equity	124	276	229	

Income Statement (PKR Millions)	FY23	FY24	FY25	
Revenue	174	256	351	
Gross Profit	29	37	44	
Operating Profit	21	27	35	
Finance costs	-16	-19	-18	
Profit/(Loss) Transferred to Capital Ac	5	8	17	
FFO	18	13	29	

Ratio Analysis	FY23	FY24	FY25	
Gross Margin (%)	16.5%	14.4%	12.7%	
Net Margin (%)	2.6%	3.1%	4.7%	
FFO to Long-Term Debt (x)	0.54	0.28	0.53	
FFO to Total Debt (x)	0.28	0.20	0.25	
Current Ratio (x)	1.78	1.64	0.93	
Debt Servicing Coverage Ratio (x)	1.97	1.19	1.48	
(Stock in trade + trade debts) / STD (x)	3.77	7.25	1.64	
Gearing (x)	0.82	1.10	1.18	
Leverage (x)	1.14	1.28	1.78	
ROAA (%)	1.9%	2.4%	3.7%	
ROAE (%)	4.3%	7.1%	13.1%	
Inventory Days	82	130	66	
Receivable Days	167	72	46	
Payable Days	64	102	55	
Cash Conversion Cycle (days)	185	100	57	

*Annualized, if required

A - Actual Accounts

P - Projected Accounts

M - Management Accounts

REGULATORY DISCLOSURES Appendix II

Name of Rated Entity	Elite Screener				
Sector	Electronics & Electrical Goods				
Type of Relationship	Solicited				
Purpose of Rating	Entity Ratings				
Rating History	Rating Date	Medium to Long Term	Short Term	Rating Outlook	Rating Action
	RATING TYPE: ENTITY				
	03/04/2026	BBB-	A3	Stable	Initial
Instrument Structure	N/A				
Statement by the Rating Team	VIS, the analysts involved in the rating process and members of its rating committee do not have any conflict of interest relating to the credit rating(s) mentioned herein. This rating is an opinion on credit quality only and is not a recommendation to buy or sell any securities.				
Probability of Default	VIS' ratings opinions express ordinal ranking of risk, from strongest to weakest, within a universe of credit risk. Ratings are not intended as guarantees of credit quality or as exact measures of the probability that a particular issuer or particular debt issue will default.				
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Due Diligence Meetings Conducted	Name		Designation		Date
	Mr. Minhaj ul Shams		Chief Executive Officer (CEO)/ Proprietor		18 th February 2026
	Mr. Zaid Ahmed		Executive Officer		