



hpo
forecasting

we predict your business

Ready for the
next storm?
Thanks to
individualized
forecasts of
incoming orders

Company-specific forecasts of incoming orders increase your planning reliability.

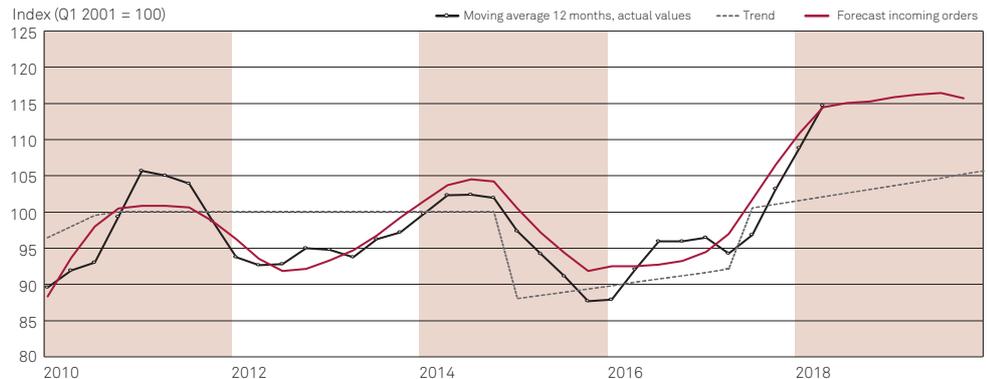
Companies constantly have to make important decisions. The more risky the decision, the more important valid **forecasting** becomes.

hpo forecasting predicts the order intake of industrial companies. Forecasts are tailored to the specific company and its market environment, come complete with charts and comments and are self-explanatory. They increase planning security and give the customer an **objective second opinion on expected orders**.

hpo forecasts are based on the **Peter Meier Forecasting Model**, a scientifically sound and empirically tested model for predicting new industrial orders (capital goods and consumer durables). The model is based on the key insight that **business activity behaves like an oscillating system** as seen, for example

in mechanical engineering. It makes the prediction of incoming orders possible, even in very volatile sectors. The forecasting period extends over 18 months, and rough long-term forecasts are also possible. The Peter Meier Forecasting Model was developed by Peter Meier, ETH plant engineer and former

Managing Director of starrag ag. He has been working intensively in **economic research** for twenty years and, among other things, correctly predicted two major crises (dotcom bubble in 2001 and financial crisis in 2008) at an early stage. He continues to act as an advisor to hpo forecasting.



Example forecast

Dozens of companies have been relying on the Peter Meier Forecasting Model for years.

What are the advantages of our forecasting?

- **Simple:** The forecasts are clear, simple and self-explanatory. They contain detailed charts, as well as short commentaries on the order intake trend and on general economic cycles.
- **Company specific:** The model is configured individually for each company, making it possible to forecast at the level of individual companies or their divisions.
- **Scientific:** Order predictions are based on the scientifically proven Peter Meier Forecasting Model.
- **Empirical:** On the basis of this model, the last two major crises (dotcom crisis in 2001/ financial crisis in 2008) as well as other less grave economic fluctuations, were predicted at an early stage. Dozens of companies have been basing their decisions on these forecasts for years.
- **Quarterly:** Forecasts are updated by hpo forecasting experts every three months, and delivered to customers electronically.

What are the benefits for your company?

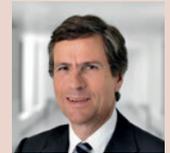
- **Increased planning security:** Reliable forecasts of incoming orders can be used as a basis for capacity planning, investment risk assessment, and other strategic management and board level decisions.
- **Independent second opinion on your company's order estimates:** Company sales teams know the market very well, but their predictions may be influenced by personal sales successes or failures in the recent past. hpo forecasting offers an independent second opinion. The prediction of economic watersheds is a unique selling point.

“Trumpf has been relying on the Peter Meier Forecasting Model for more than a decade, and we're always surprised at how accurate the forecasts of our business performance are.”

TRUMPF



Dr. Ing. Mathias Kammüller
Managing Partner



“The forecasts provide good quality trend indications. They are often and willingly incorporated by our member companies as important building blocks in their own forecasts.”

 **SWISSMEM**

Hans Hess
President



Interested? Put us to the test!



The Swiss newspaper NZZ reported on the Peter Meier Forecasting Model

The NZZ reported on the work of Peter Meier on 14 May 2018. The article "When will the next crisis take place?" explains that we can expect a global economic watershed in 2019, as has been observed every seven to twelve years.

Who is hpo forecasting?

Our specialists at hpo have an in-depth understanding of the macroeconomic context and sound knowledge of the industries in which their clients operate. Prediction is their passion. They enjoy working in a team and are committed to the concerns of their clients.

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Your contact at hpo forecasting



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