



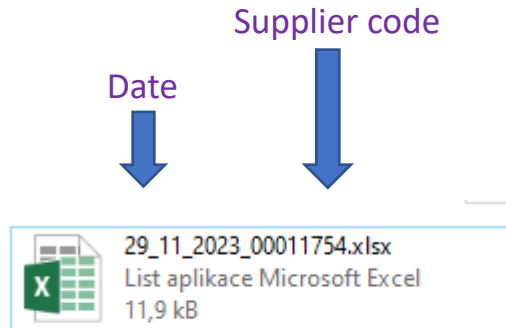
WE BRING TECHNOLOGY TO LIGHT



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File itself, file name and generic email



- Forecasting is shared in Microsoft Excel form
- File name contains date of creation and supplier code from Meopta ERP

From: Meopta team <forecast@meopta.com>
Sent: Tuesday, September 8, 2026 10:39 AM
To: Zaal Robert <Robert.Zaal@meopta.com>
Subject: Forecast



Generic email example

Dear Supplier,

Please find attached the Meopta rolling Forecast as of the current calendar week.

The file contains three sections for each part:

1. **Production Requirement** – weekly figures for the near term, then aggregated 4-week (monthly) buckets further out.
2. **Open Orders** – your currently confirmed orders, in the same weekly/monthly structure.
3. **Cumulative NET Balance (Missing Orders Coverage)** – the running difference between Production Requirement and Open Orders.

This forecast is non-binding and should be used for:

1. **Capacity planning** – based on the weekly and monthly figures, plan your capacity to cover Meopta's needs.
2. **Price setting with our Strategic Purchasing** – the forecast shows expected volumes as a basis for pricing.

Please check the **NET Balance** column for each part. A **negative value** means the volume is not yet covered by confirmed open orders. If you see figures you are not able to fulfill, please inform your Meopta contact person as soon as possible.

Sincerely,

Meopta team

- Forecasting is shared via email on weekly basis
- Responsible strategic buyer in CC



Part number/ Revision	Part name	Resp. Buyer	Leadtime	Supplier	Unit
1015412	QUAD CELL PHOTDET 8.41QMM RND HAMAMATSU S4349-01	Petr Novák	180	Company XYZ	pcs
1030609_A	SINGLE SQUARE PHOTDET 2.4X2.4 HAMAMATSU S1227-33BQ	Petr Novák	180	Company XYZ	pcs

- Part number/Revision – Meopta part number under which you deliver your product
- Part name – name of your product in Meopta system
- Resp. Buyer – your operational buyer responsible for this item
- Leadtime – lead time we count with for ordering
- Supplier – name of supplier for this item
- Unit – in which unit we order this item

Forecast report

Demand backlog G

Demand by weeks H - W

Forecast by months X - AE

</

W1 is week when you receive actual file – our data is rolling



Important notes:

- open PO's are not deducted from Demand !
- dates in overview = date when parts are needed already at Meopta

- Backlog – backlog on open orders
- Demand weeks - expected usage of your parts in Meopta production for next 16 weeks
- Forecast months - expected usage of your parts in Meopta production 8 months after those 16 weeks

You can see expected netto demands of your parts in Meopta production for 1 year ahead – 16 weeks and then following 8 months

Open orders report

Open orders backlog AF

Open orders by weeks AG - AV

Open orders by months AW - BD

Backlog2	Weeks																Months							
	W1	W2	W3	W4	W5	W6	W7	W8	W9	W10	W11	W12	W13	W14	W15	W16	W17+4	W21+4	W25+4	W29+4	W33+4	W37+4	W41+4	
0	0	0	0	0	2000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
0	0	0	0	0	0	0	0	17	10	0	0	33	0	0	0	165	10	0	0	0	0	0	0	
0	0	0	0	0	10	18	0	10	0	10	0	10	0	54	0	0	10	0	0	0	0	0	0	

W1 is week when you receive actual file— our data extract is rolling

- Backlog – your backlog for open orders
- Open orders weeks - requested dates on open PO's for next 16 weeks
- Open orders months – requested dates on PO's for 8 months after those 16 weeks

You can check your actual open orders with Meopta for 1 year ahead – 16 weeks and then following 8 months

Cummulative NET Balance

NET Balance backlog



Demand minus Open Orders QTY by weeks



By months



Cummulative NET Balance (Missing Orders Coverage and potential shortage for Meopta)																								
Weeks																	Months							
Backlog3	W1	W2	W3	W4	W5	W6	W7	W8	W9	W10	W11	W12	W13	W14	W15	W16	W17+4	W21+4	W25+4	W29+4	W33+4	W37+4	W41+4	W45+4
0	0	0	0	0	0	0	527	527	527	527	527	527	518	478	478	478	238	118	118	118	118	118	118	118
0	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	94	94	94	94	94	94	94
0	80	80	80	80	80	80	80	80	80	80	80	80	80	67	67	67	27	7	7	7	7	7	7	7

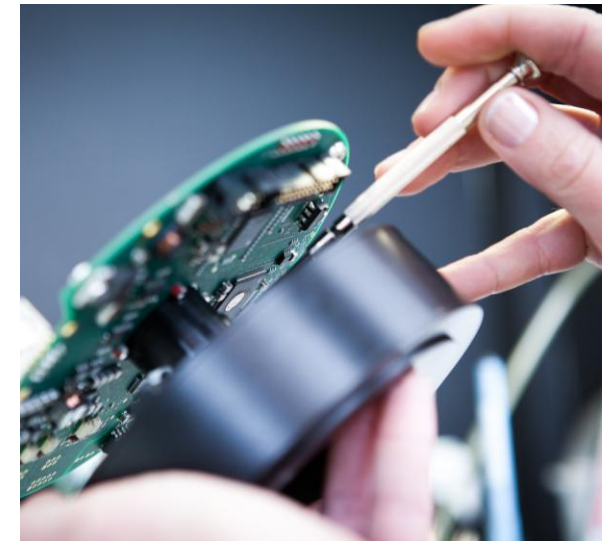
W1 is week when you receive actual file– our data is rolling

- Backlog – your backlog for open orders
- Open orders weeks - requested dates on open PO’s for next 16 weeks
- Open orders months – requested dates on PO’s for 8 months after those 16 weeks

You can check coverage netto demand x purchase order.

- Positive value – netto demand covered with purchase order
- Negative value – not covered with purchase order

- Check Forecast on weekly basis
- Compare our open orders and lead time with your system
- Check on regular basis if your capacity can cover Meopta needs
- Check if you can see Forecast for all your parts you deliver to Meopta



If you find any problem or something is not clear – contact Meopta immediately!