



EPMA

european powder metallurgy association

Press&Sinter Parts Makers Trend Survey 2025

Your Details

The EPMA launches every year an anonymous trends survey to track the general trends of the Structural Parts Makers Sector in terms of recent sales trends, business attitudes and effect of the new state of global economy (Period for this survey: full year 2024).

The answers are collected in anonymous form and the participants of the survey will receive only aggregated results in the form of a report.

Please note that in order to provide you with better survey results:

- The answers must reflect the **OVERALL Press&Sinter performance of your organisation** (or the overall PM division, not the performance of a plant or subsidiary).
- **In the past, some questions required answers at European level, some others at Global level (sales, business). From 2024, to simplify the questionnaire, we will not distinguish, so please consider in general the questions as referring to the GLOBAL market.**

*** 1. Please enter your name**

*** 2. Please enter your company**

*** 3. Email address (optional)**



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General Information

4. What is your company's current Ferrous Structural Parts related sales range?

- ☐ Less than 10,000,000 €
- ☐ 10,000,000 - 50,000,000 €
- ☐ 50,000,000 - 100,000,000 €
- ☐ 100,000,000 - 150,000,000 €
- ☐ More than 150,000,000 €



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Global Sales Trend

*** 5. In 2024, how did your Global Ferrous Structural Parts related sales perform compared to the previous year? (Global = Europe AND rest of the world; Slight = less than 5%; Strong = more than 5%)**

- ☐ Strong decrease (more than 5%)
- ☐ Slight decrease (less than 5%)
- ☐ More or less the same
- ☐ Slight increase (less than 5%)
- ☐ Strong increase (more than 5%)

6. If your Global Ferrous Structural Parts sales increased, what do you feel was the main cause?

- ☐ Produced more parts for more or less the same customers
- ☐ Added important new customers in known markets
- ☐ Opened important new markets
- ☐ Increased average part selling price

7. If your Global Ferrous Structural Parts sales decreased, what do you feel was the main cause?

- ☐ Competition from other European companies
- ☐ Competition from non-European companies
- ☐ Competition with other technologies
- ☐ Less parts produced for existing customers

*** 8. According to you, what will be the trend for your Global sales in the next 12 months? (Slight = less than 5%; Strong = more than 5%)**

- ☐ Strong decrease (more than 5%)
- ☐ Slight decrease (less than 5%)
- ☐ More or less the same
- ☐ Slight increase (less than 5%)
- ☐ Strong increase (more than 5%)



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Business Attitudes

*** 9. How do you rate the Global business nowadays?**

- ☐ Very poor
- ☐ Poor
- ☐ Fair
- ☐ Good
- ☐ Very good

*** 10. How do you rate the Global trend of business over the next 12 months?**

- ☐ Very poor
- ☐ Poor
- ☐ Fair
- ☐ Good
- ☐ Very good

11. Can you indicate roughly how much of your current Global Ferrous Structural Parts capacity is used at the moment, in %?

Please give a figure as exact as possible e.g. 76 for 76%, or just slide the indicator on the bar.

0

100

*** 12. Will you be adding production capacity in the next 12 months?**

- ☐ Yes
- ☐ No

*** 13. Which of the following sectors do you see offering the best medium-term prospects for Ferrous Structural Parts?**

- ☐ Automotive
- ☐ Aerospace
- ☐ Construction
- ☐ Consumer Goods
- ☐ Hydraulics
- ☐ Electronics
- ☐ Medical
- ☐ Other (please specify)

*** 14. In your opinion, what are the main problems that slow down the widest acceptance of Ferrous Structural Parts?**

	Extremely important	Very important	Important	Not very important	Irrelevant
Price competition with other technologies	☐	☐	☐	☐	☐
Technical competition with other technologies	☐	☐	☐	☐	☐
Price competition from low-production-cost countries	☐	☐	☐	☐	☐
Customers reluctant to access new technologies in a period of economic uncertainty	☐	☐	☐	☐	☐
Long time to market	☐	☐	☐	☐	☐
Difficult to market the technology due to the lack of trained agents	☐	☐	☐	☐	☐
Insufficient awareness of Ferrous Structural Parts by customers and their designers	☐	☐	☐	☐	☐
Bad quality parts supplied by some companies that damage customer trust on all Ferrous Structural Parts companies	☐	☐	☐	☐	☐
Lack of an international standard on properties of Ferrous Structural Parts materials	☐	☐	☐	☐	☐



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Sustainability

We are asking here simple questions about your entity's attitude towards sustainability. We also have a thorough questionnaire that you are welcome to take later if you want to compete for the EPMA Sustainability Award for 2025 (<https://europm2025.com/epma-sustainability-award/>).

15. Does your company have (tick the relevant boxes):

- ☐ a regular sustainability report
- ☐ a sustainability website/website section
- ☐ a business ethic code of conduct

16. Does your company have running (answer yes using the dropdown menus if you have an action and/or a target for each issue):

	An action	A target
LCA (Life Cycle Assessment / Life Cycle Analysis / Life Cycle Thinking)		
CO2 reduction		
CO2 neutrality		
Reduction of energy consumption		
Reduction of water consumption		
Gender equality		
Diversity & inclusion		
Reduction of frequency of accidents		



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Impact of New State of Global Economy

*** 17. What influence did the new state of global economy bring into the Ferrous Structural Parts supply chain, from your point of view?**

- ☐ Changed the choice of powder/equipment suppliers
- ☐ Increased the competition among powder/equipment suppliers
- ☐ Forced to look for new customers in different markets
- ☐ Forced to select customers according to payments
- ☐ Increased the appeal of cost-effective technologies like PM
- ☐ Increased the competition from other Ferrous Structural Parts companies
- ☐ Increased the competition from other technologies

*** 18. Rate the effect of the new state of global economy on your company:**

- ☐ Severe, critical for survival
- ☐ Bad but not critical
- ☐ Only a limited reduction of sales
- ☐ No effect
- ☐ We increased our sales

19. Regarding the impact of the current state of global economy on World PM Parts Production and distribution, have you seen any improvement? Have you felt any change in the World PM Parts Distribution since the last trend survey(s)? (Please note that the answer in its anonymous form may be discussed in the next EuroPress&Sinter Meeting, unless you state otherwise)

20. Please add any comments on how we could improve this survey - new topics etc.