



Going further
for health

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How HARTMANN supports nursing care

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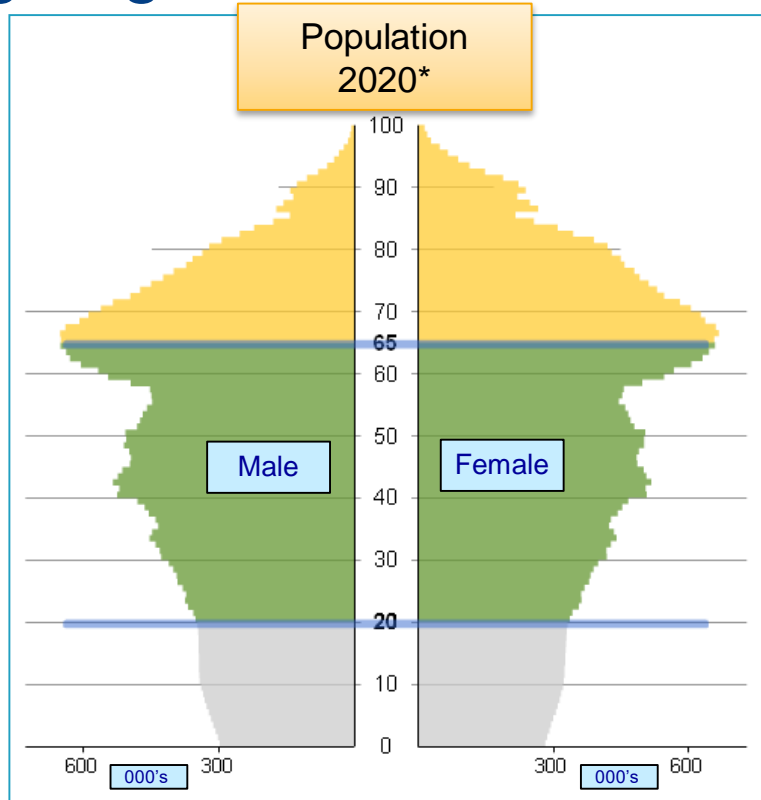
HARTMANN at a glance



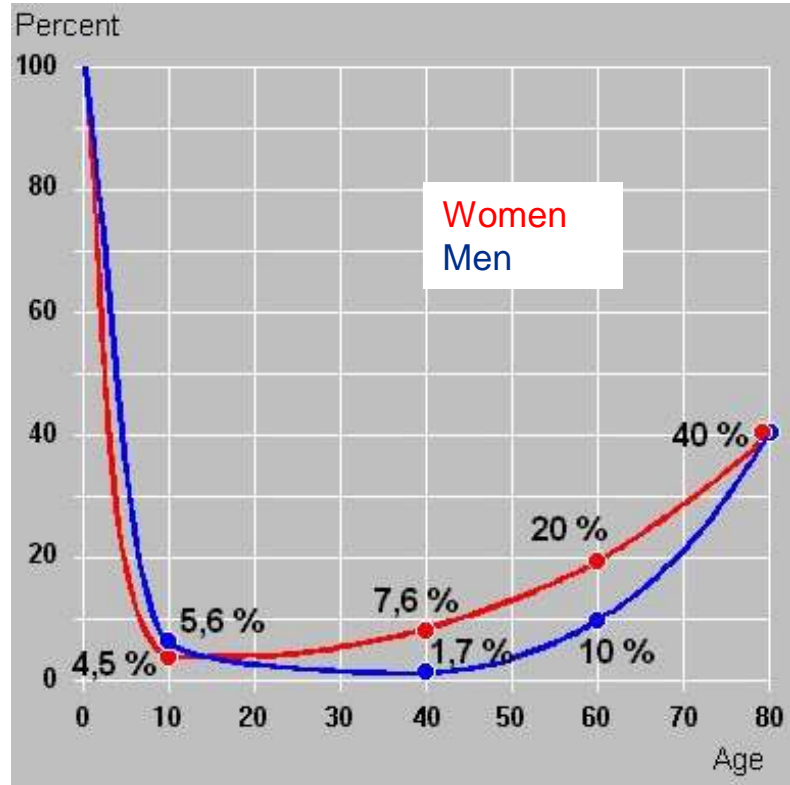
- HARTMANN is a leading international manufacturer of medical and hygiene products.
- Our core focus are professional solutions for incontinence, wound treatment, hygiene and infection prevention.
- In 2017, we employed 10,764 staff worldwide and generated sales of EUR 2,058 million.
- Headquartered since 1818 in Heidenheim / Germany



Ageing and Incontinence



*demographics typical EU Market



Trending age and incontinence

Skills shortage in the care e.g. Germany

Serious prognoses for 2030 are estimating a lack of skilled caregivers in Germany from 168.000 up to 215.000 (Ehrentraut et al. 2015).

Key issue is that caregivers in Germany leave their job after an average of 7-8 years.

Key reason cited is physical stress.



The main challenges... that HARTMANN wants to address are...

How to **help caregivers**
to carry our **optimal quality of care**,
without **becoming exhausted**,
by **relieving his/her physical tensions**
while promoting **patient comfort**,
saving time
and ultimately keeping **staff healthy**?

....within incontinence care.



The Ergonomic study identifies some key issues

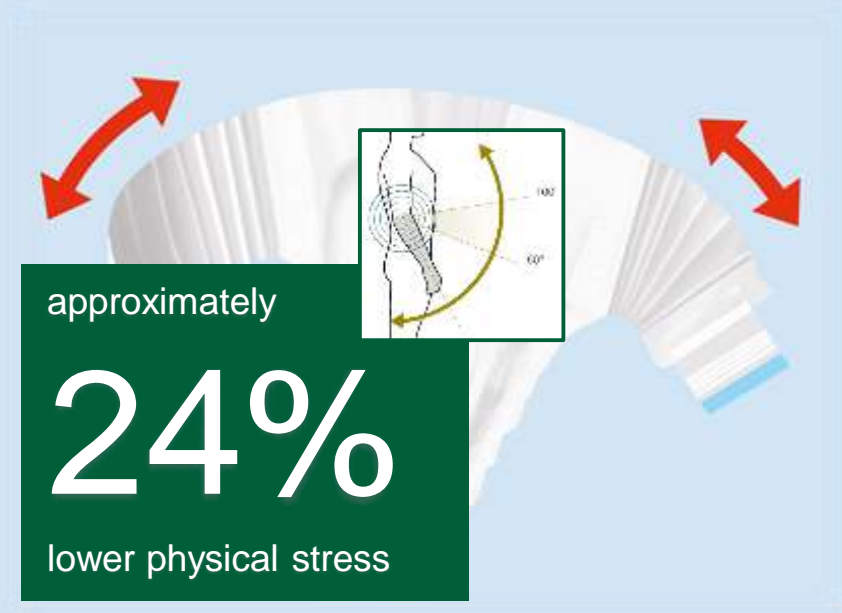


Painpoints in incontinence care

Study for ergonomic evaluation of incontinence products MoliCare variants A and B. Main test 5th – 8th October 2015 in Dijon, France (W. Schneider, H. Mutschler, R. Haller, C. le Mathe)

MoliCare® Premium Elastic can reduce stress injuries for carers

Development of the
MoliCare® Premium Elastic



MoliCare® Premium Elastic ergonomic benefits

Reduction of repetitive strain injury (RSI)



-24 %
finger



-27 %
hand



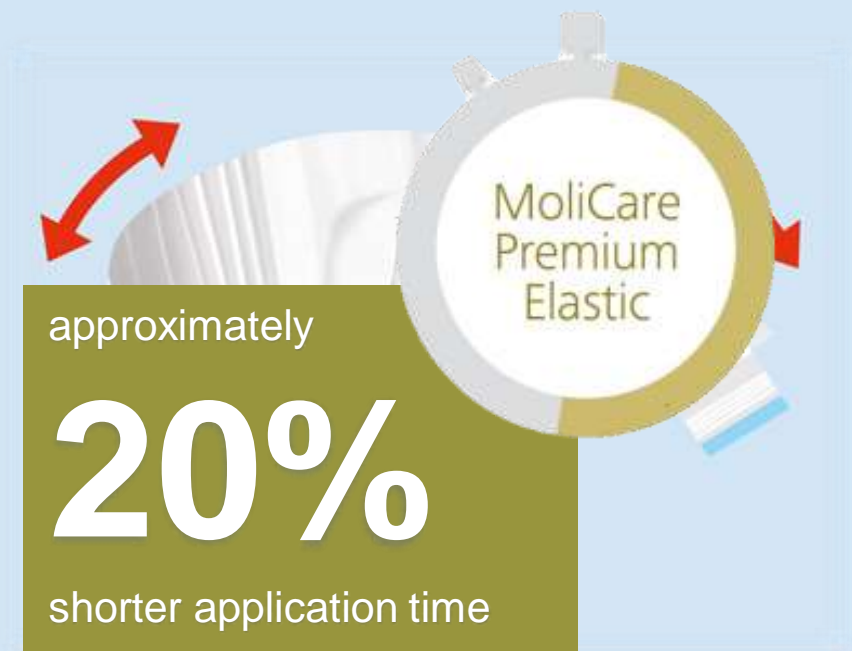
-28 %
arm



-21 %
back

And it reduces time spent for application and handling

Development of the
MoliCare® Premium Elastic



100%⁽¹⁾



100% caregivers prefer MoliCare
Premium Elastic
to standard incontinence pads

96%⁽¹⁾



96% caregivers appreciate
MoliCare Premium Elastic's
+ easier and + faster
application

Thank you



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We wish you an informative and productive conference!

The team are looking forward to speaking to you on the
Hartmann stand!