



TENA

95%

of care homes show clear
care improvements¹

Solutions

Optimal continence care can reduce
unnecessary workload by 44%²



The references are available in the speaker notes and on the two last slides



TENA Solutions

Together we make a difference

Essity is a Leading Global Hygiene and Health Company

Hygiene and health are essential to people's well-being.
We at Essity are ***dedicated to improving well-being*** through
leading hygiene and health solutions



Essity Facts and Figures



Headquarters in Stockholm, Sweden.
Sales in approximately

150 countries



Approximately

48,000

Employees

Net Sales 2017 (SEKm)

109,265



Essity educated more than

2,500,000 women,
men, children and caregivers in
hygiene and health in 2017

**Did you know
that...**

... Essity partners with the United Nations
Foundation in support of Sustainable
Development Goals health and well-being



**The
Essentials
Initiative**

Initiative that aims to
drive and support a
global dialogue
around hygiene,
health and well-being
to improve hygiene
standards worldwide

Global nursing home trends

Increasing difficulties providing best continence care with available budgets

- **Worsening residents' profiles** due to ageing, multi-pathologies, dependancy and 90% inco prevalence
=> More daily living support, medical care and palliative care with shorter stays
- **Heavy workload** with recruitment, sickleave and training issues
=> Shortage of qualified staff and issues with care routines
- **Issues with fundings** putting pressure on spendings pro resident
=> Managers striving to balance increasing costs vs available fundings



50 years

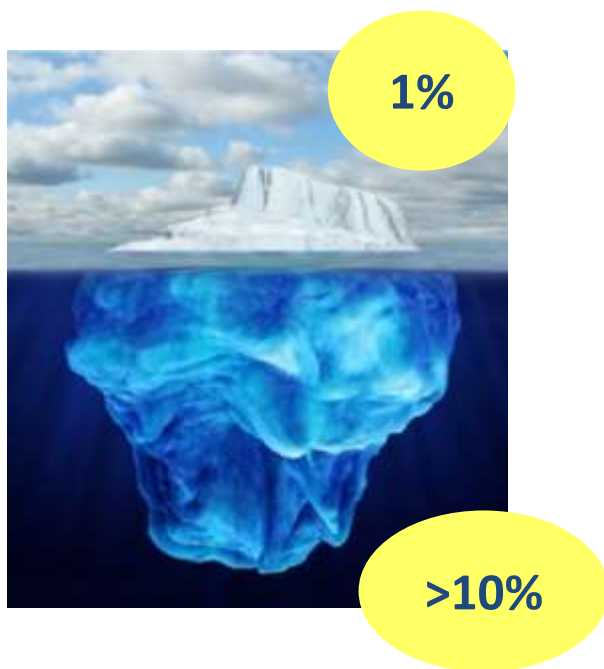
Care home
experience



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Have you heard about the hidden costs for continence care?



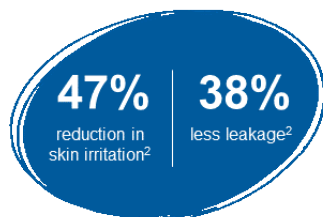
Reasons for consequence costs		Share of total costs*
Inappropriate product selection and routines, resulting in too many product changes	3 %	10% Consequence costs
Leakage leading to change of bedding/clothes, more work and extra laundry	2 %	
Skin breakdown requiring treatment	3 %	
Staff-related costs e.g. sick leave, staff turnover	2 %	
Cost to change products		4% Working time costs
Cost for products		1% product costs**
Incontinence management-related costs		15%

* the percentages used in this table are based on extensive internal and external research, experience and accumulated data

** products make up 1% of the total costs Source: CREMS, University Carlo Cattaneo, Italy 2010

Holistic approach to cope with this situation

Where TENA Solutions is implemented around the world, the results show clear care improvements in 95% of care homes



Resident well-being



Working atmosphere



Budget



Environment



181 case studies around the world, mainly in Europe, but also Canada and USA – thousands of care staff



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What does it mean practically? How to achieve improvements?

Creating lasting results thanks to a proven 3-stage approach



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Partnership for better care

Working together for a range of improvements

- TENA supports care homes in delivering better care by providing **best-practice routines, tools, training** and a wide range of **innovative products**
- Working together, our nurse advisors and account managers help to **put care improvements into practice**
- TENA Solutions is **designed to meet real needs**, helping to provide more **individualized care** for residents



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References

Claims related to the 2011-2013 A&T

Claim	Reference
95% of care homes show clear care improvements	Where TENA Solutions is implemented around the world; SCA Data on file: All statistics are based on average percentages from 181 TENA Solutions case studies around the world, mainly Europe but also USA, Canada and China. Results vary across countries and care homes. 2011-2013.
47% reduction in skin irritation	Where TENA Solutions is implemented around the world; SCA Data on file: All statistics are based on average percentages from between 85-181 TENA Solutions case studies around the world, mainly Europe but also USA, Canada and China. Results vary across countries and care homes. 2011-2013.
38% less leakage	Where TENA Solutions is implemented around the world; SCA Data on file: All statistics are based on average percentages from between 85-181 TENA Solutions case studies around the world, mainly Europe but also USA, Canada and China. Results vary across countries and care homes. 2011-2013.
29% lower incontinence-related costs	Where TENA Solutions is implemented around the world; SCA Data on file: All statistics are based on average percentages from between 85-181 TENA Solutions case studies around the world, mainly Europe but also USA, Canada and China. Results vary across countries and care homes. 2011-2013.
44% time saved on incontinence-related tasks	Where TENA Solutions is implemented around the world; SCA Data on file: All statistics are based on average percentages from between 85-181 TENA Solutions case studies around the world, mainly Europe but also USA, Canada and China. Results vary across countries and care homes. 2011-2013.
37% less laundry	Where TENA Solutions is implemented around the world; SCA Data on file: All statistics are based on average percentages from between 85-181 TENA Solutions case studies around the world, mainly Europe but also USA, Canada and China. Results vary across countries and care homes. 2011-2013.
31% less waste	Where TENA Solutions is implemented around the world; SCA Data on file: All statistics are based on average percentages from between 85-181 TENA Solutions case studies around the world, mainly Europe but also USA, Canada and China. Results vary across countries and care homes. 2011-2013.



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References

Claims related to the 2012-2014 Staff questionnaires

Claim	Reference
77% of staff agree that residents have a better night's sleep	In the framework of TENA Solutions and the implementation of TENA good practices/recommended TENA continence or personal hygiene care routines, compared to their previous habits; SCA Data on file (staff questionnaires): All statistics are based on results from between 47-95 TENA Solutions case studies involving 438-1018 respondents (depending on question) around the world, mainly Europe but also USA and Canada. Results vary across countries and care homes. 2012-2014.
81% of staff agree residents' overall well-being is improved	In the framework of TENA Solutions and the implementation of TENA good practices/recommended TENA continence or personal hygiene care routines, compared to their previous habits; SCA Data on file (staff questionnaires): All statistics are based on results from between 47-95 TENA Solutions case studies involving 438-1018 respondents (depending on question) around the world, mainly Europe but also USA and Canada. Results vary across countries and care homes. 2012-2014.
79% of staff agree they have better care routines	In the framework of TENA Solutions and the implementation of TENA good practices/recommended TENA continence or personal hygiene care routines, compared to their previous habits; SCA Data on file (staff questionnaires): All statistics are based on results from between 47-95 TENA Solutions case studies involving 438-1018 respondents (depending on question) around the world, mainly Europe but also USA and Canada. Results vary across countries and care homes. 2012-2014.



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