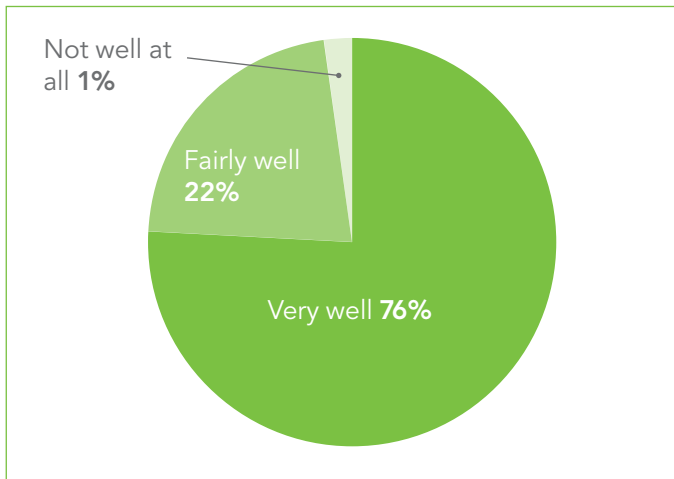


CONFIDENCE NATURAL CLOSED

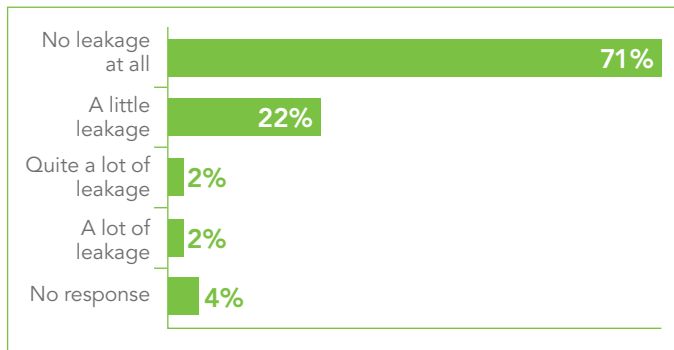
Patient product assessment

Completed assessments: 24 female, 35 male

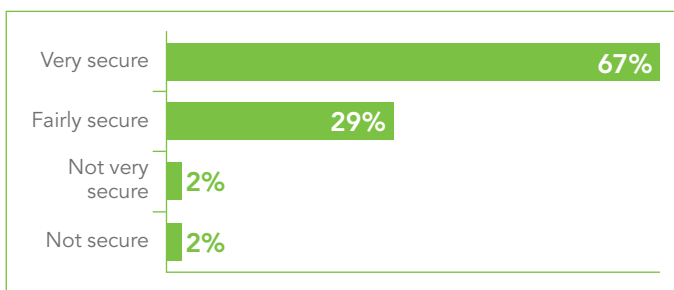
How well did the pouch adhere when you put it on?



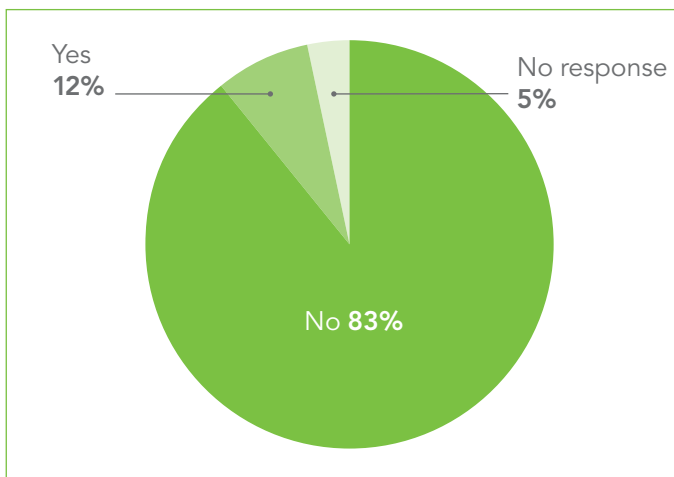
Did you experience any leakage?



How secure were the edges of the adhesive during wear?



Did you notice the formation of creases in the adhesive during wear?

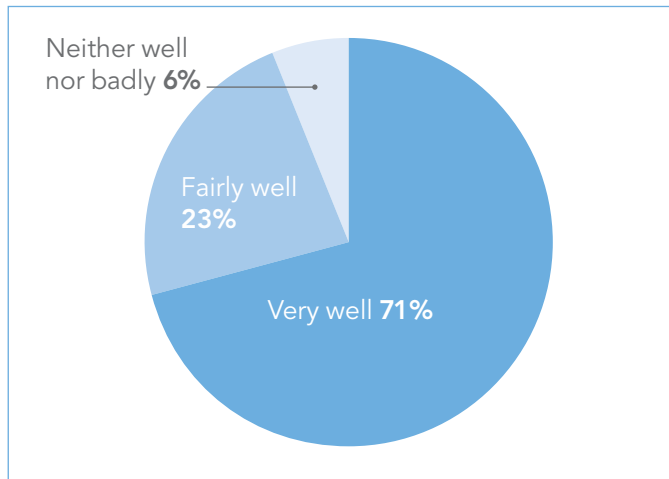


CONFIDENCE NATURAL DRAINABLE

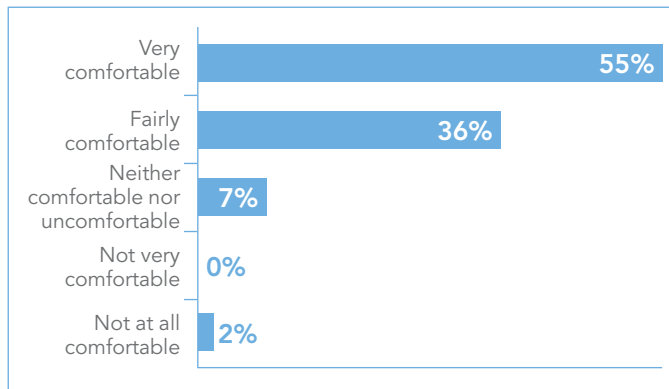
Patient product assessment

Completed assessments: 28 female, 28 male

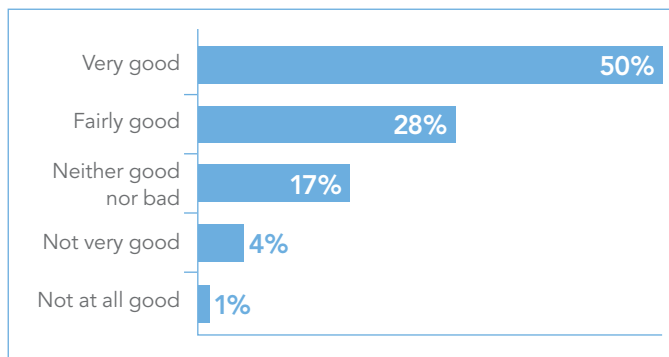
How well did the pouch adhere when you put it on?



How comfortable was the pouch when wearing it?



How do you rate the shape of the adhesive?



Summary and conclusions: Closed

• Overall, 80% of patients rated Confidence Natural Closed 'a lot better/a little better' than their usual pouch

Summary and conclusions: Drainable

- Over 60% of patients did not notice any creases in the wafers during normal use
- Over 85% said the edges of the wafer were secure during wear time
- Over 76% of patients said that this pouch was 'a lot better/a little better' than their usual pouch
- Over 83% of patients said there was 'none or a little' residue on their skin following wafer removal



We've found a perfect fit for every patient

Whatever your patient's shape, size or stoma type, Salts helps you find the perfect fit. Our unique, five-sided Flexifit™ wafer fits more closely to your body's natural contours, which can reduce leaks and irritation,

even if you have a hernia or uneven skin. Confidence Natural offers excellent adhesion and flexibility to fit closely to any body shape. *So why not recommend it to your patients today?*

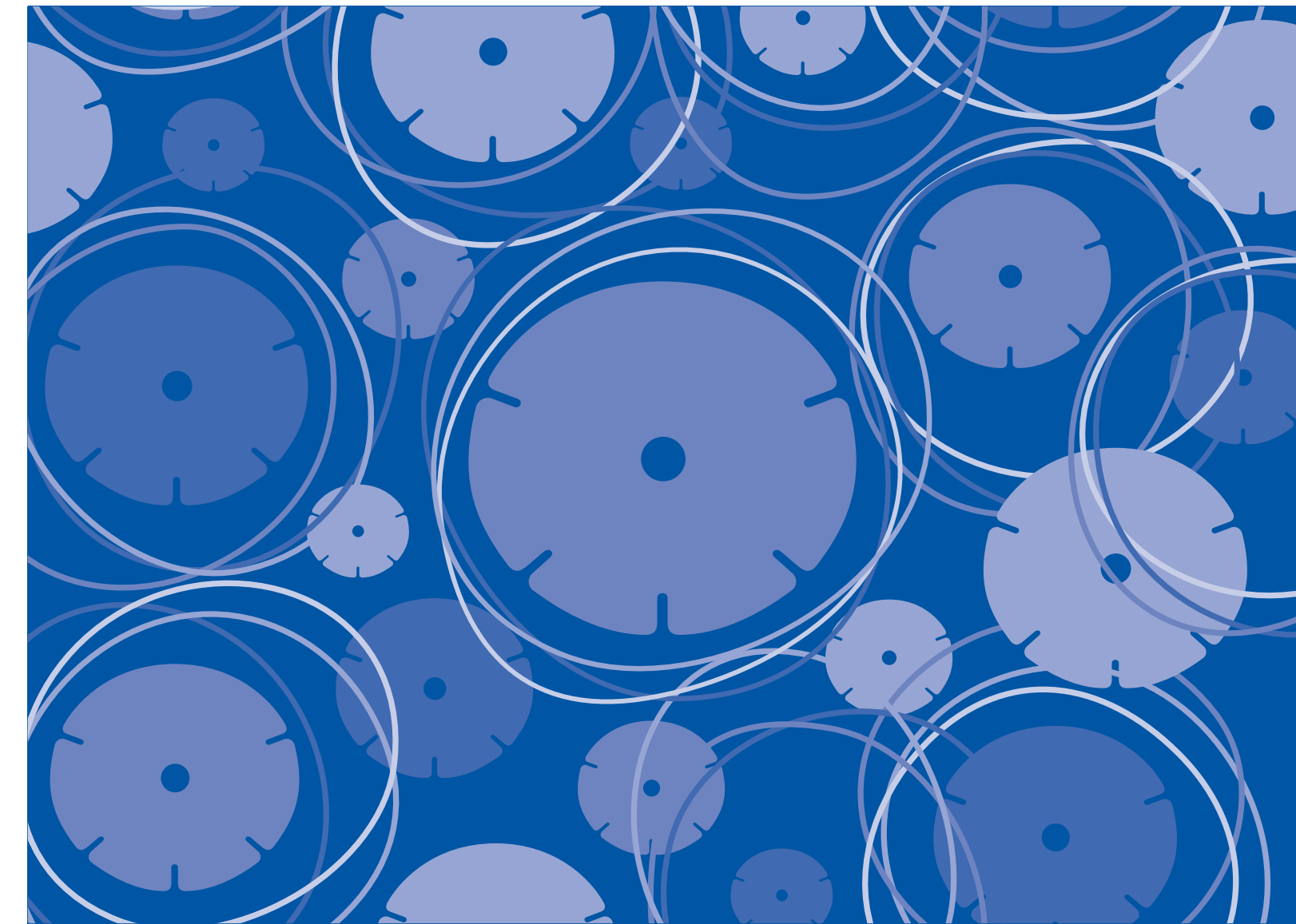


SALTS
HEALTHCARE
Excellence in stoma care

For free samples or further information, call FREEPHONE 0800 626388 or visit www.saltsstomacare.co.uk

Confidence® **Natural**
WITH ALOE VERA

The shape of things to come – patient product assessments



BRITISH SKIN FOUNDATION
Validating Salts research into healthy stoma skin

HERNIA FRIENDLY

SALTS
HEALTHCARE
Excellence in stoma care

THE *Natural* CHOICE FOR YOUR PATIENTS

If your patients have a hernia or uneven skin around their stoma it can be difficult to find a pouch that fits. With Confidence® Natural, Salts Healthcare brings you one of the world's most innovative **stoma care pouches that's designed to fit all shapes, sizes and stoma types.**

Available in a choice of closed, drainable or urostomy pouches, Confidence Natural features a **unique five-sided Flexifit® wafer** which is specially shaped to fit more closely to the body's natural contours, helping to reduce leaks and irritation. The skin-friendly hydrocolloid **contains Aloe Vera to protect delicate skin.** With softer edges, excellent flexibility and stronger adhesion, Confidence Natural offers your patients **more comfort and security than ever before.**

NEW Natural softness

Skin-friendly hydrocolloid contains Aloe Vera



NEW Natural fit

Unique, five-sided Flexifit® wafer for a more secure fit, even with hernias



NEW Natural protection

Skin-friendly hydrocolloid, research into which is validated by the British Skin Foundation



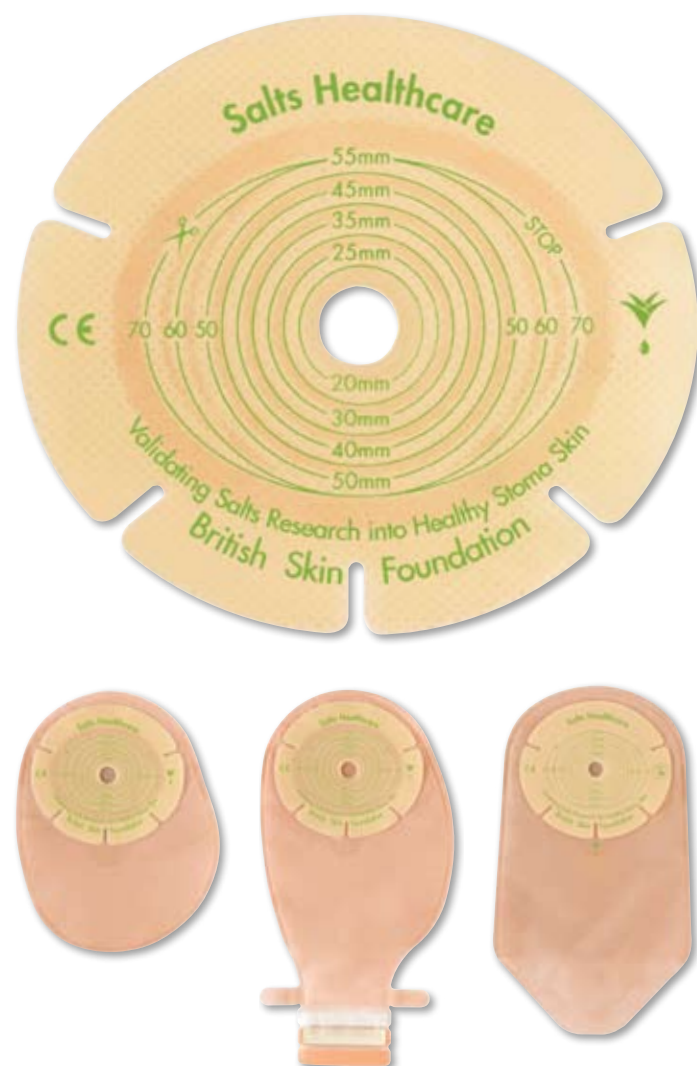
NEW Natural comfort

New wafer position for increased comfort and discretion



NEW Natural security

Stronger urostomy adhesive keeps the pouch firmly in place



CLOSED, DRAINABLE AND UROSTOMY

What our patients say...

Our products are tested against some of the world's leading brands and consistently perform exceptionally well. **In recent clinical trials, many patients preferred Confidence Natural over their usual product.** Using Confidence Natural Urostomy, they generally felt **more secure and confident** using Confidence Natural Urostomy because it meant **increased wear time and less reliance on seals.** The results of the trials are presented here.

CONFIDENCE NATURAL UROSTOMY

Patient product assessment

Completed assessments: 10 female, 25 male

New Confidence Natural Urostomy features a brand new adhesive, designed specifically for urostomists. Below are some of the key findings from the product trial. *Please note:* JAR questionnaires were used for this assessment. When a question is

asked to a group of more than one person, a JAR result shows the average answer/score in response to that question, and can be displayed as an overall percentage.

The closer to 100%, the better the result.

How well did the pouch adhere when you initially put it on?



How secure did the adhesive feel during wear time?



How secure were the edges of the adhesive during wear time?



The new adhesive is formulated to provide a quick stick, where the maximum adhesion is reached very quickly. It offers a slightly higher adhesive strength than standard ostomy adhesive.

How did you rate the shape of the adhesive?



The new Flexifit® shape is designed to contour to the abdomen. It bends and flexes more easily with the body.

How comfortable did you find the adhesive?



The adhesive is formulated to be softer, despite being stronger, so is therefore more comfortable on the skin.

How easy was it to remove the adhesive?



The ease of removal is due to the small amount of plasticiser in the adhesive, assisting the de-bonding of the adhesive from the skin as it is peeled away. There is also reduced 'crisping' of the edges of this adhesive when it becomes wet, due to bathing or showering, and then dries out.

Patients stopped wearing a seal and increased the wear time of their pouch as a result of a general improvement in security and confidence in the product

How much residue was left on the skin after removing the adhesive?



The amount of residue left on the skin upon removal of this adhesive is very low due to a small addition of a stronger, more cohesive polymer that helps to keep the adhesive intact, not only during removal, but also as it absorbs fluid throughout wear.

How would you describe the condition of your skin after removal of the adhesive?



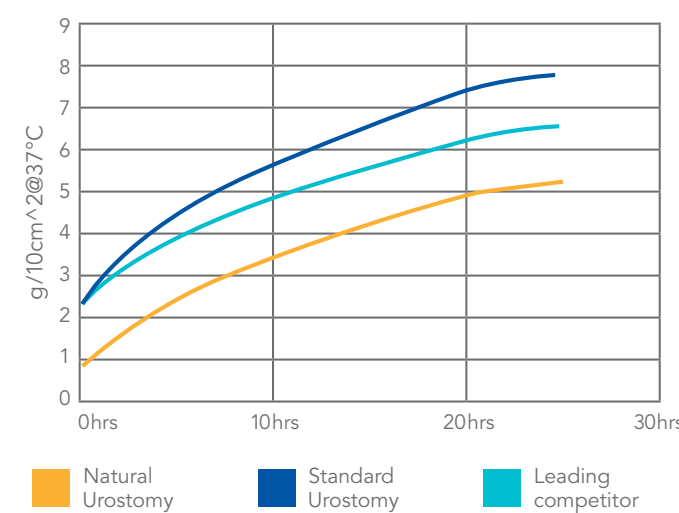
The adhesive is very skin friendly and features added extracts of Aloe Vera, a natural plant well known for its skin healing properties.

Did you experience any leakage under the flange during wear?



The Flexifit shape provides extra security from leaks due to a better fit and a nice, quick bond to the skin. The five-sided shape reduces creasing* in the wafer, which can lead to leakage. *85% of patients did not experience any creasing.

Fluid handling of ostomy adhesives



The adhesive reaches **90% of its peak adhesion within 30 seconds of application.** The adhesive **maintains its absorption over the course of wear,** i.e. it does not start to erode, reducing absorption capability. The graph above shows Confidence Natural, our standard urostomy adhesive, and the leading competitor. The lines for standard and competitor curve and begin to 'level out' before Natural does.

This shows that **the adhesive is more erosion resistant** due to the balanced absorption rates and the strength of the gel that is formed, potentially **increasing wear time and comfort.**

Summary and conclusions: Urostomy

- There was anecdotal evidence within the assessment results of **patients stopping wearing a seal and increasing the wear time of their pouch.** This was said to be as a result of general **improved security and confidence in the product.**