

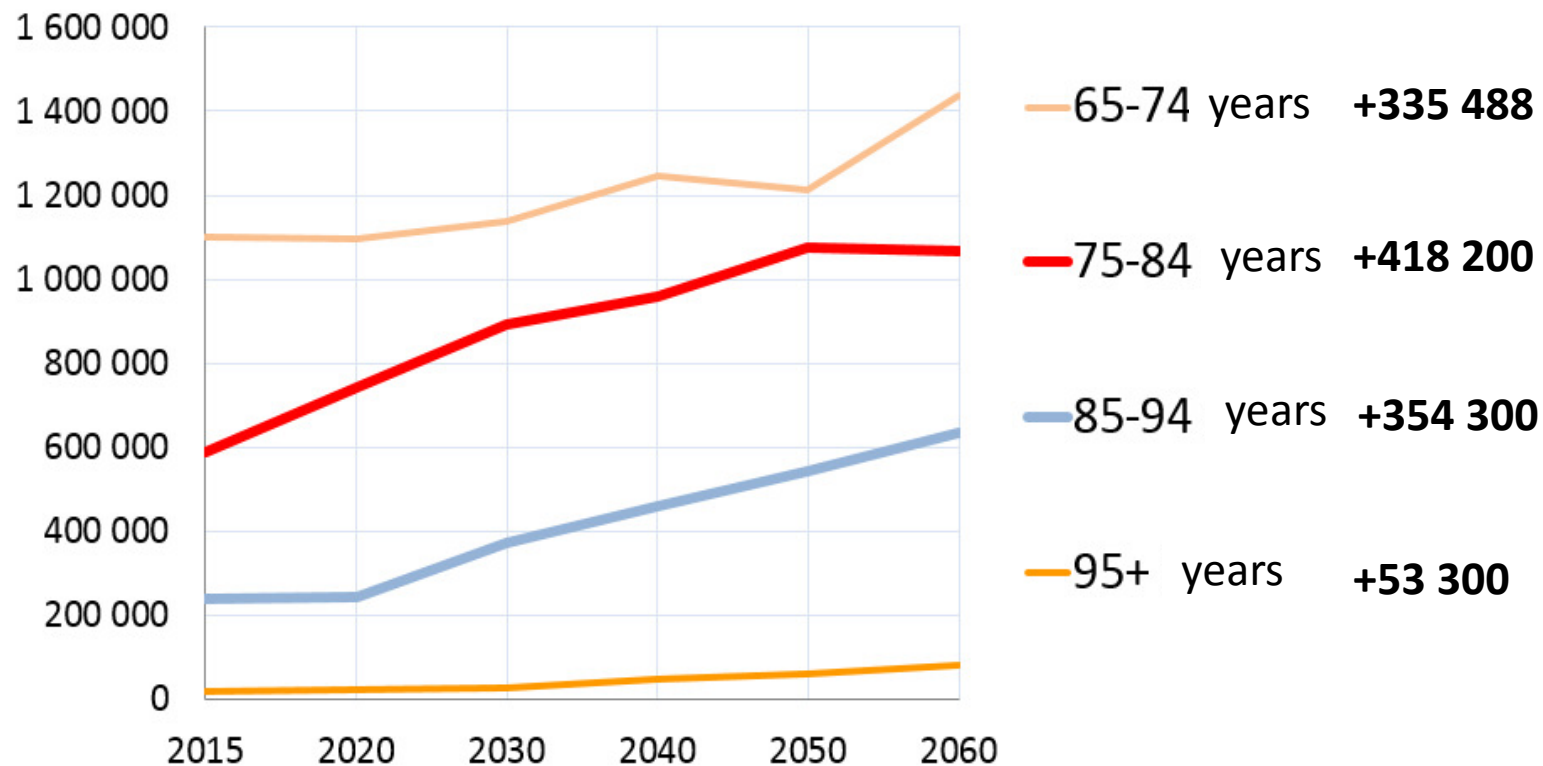


## Ageing at home pays: Calculation model in Sweden and contribution to the elevator market

Daniel Nyman, Chairman of the board, The Swedish Association of Lifts and Escalators

# The demographic challenge

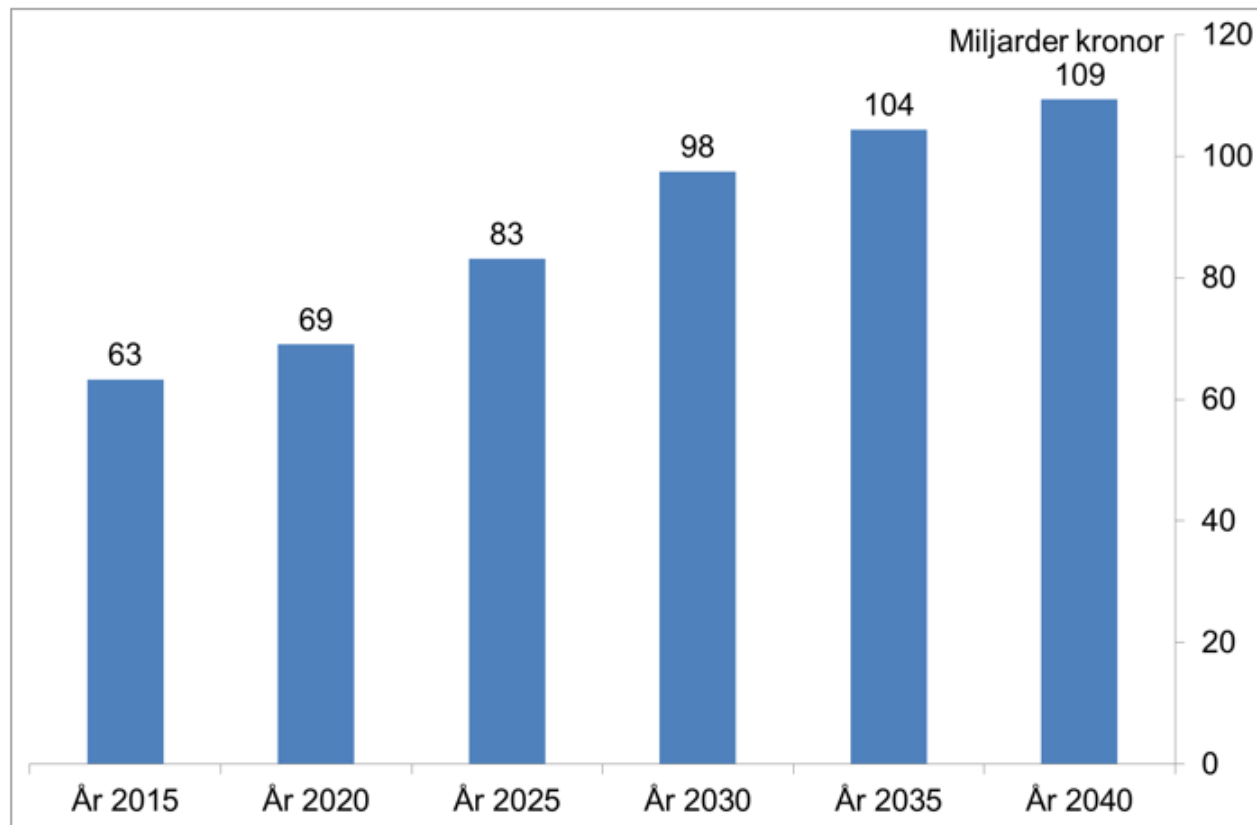
The number of persons 65+ is expected to grow by more than 1 milion by 2060



Källa: SOU 2015:85

# The demographic challenge

The costs for nursing homes is estimated to increase from 6,3 billion €/year to 10 billion €/year by 2040

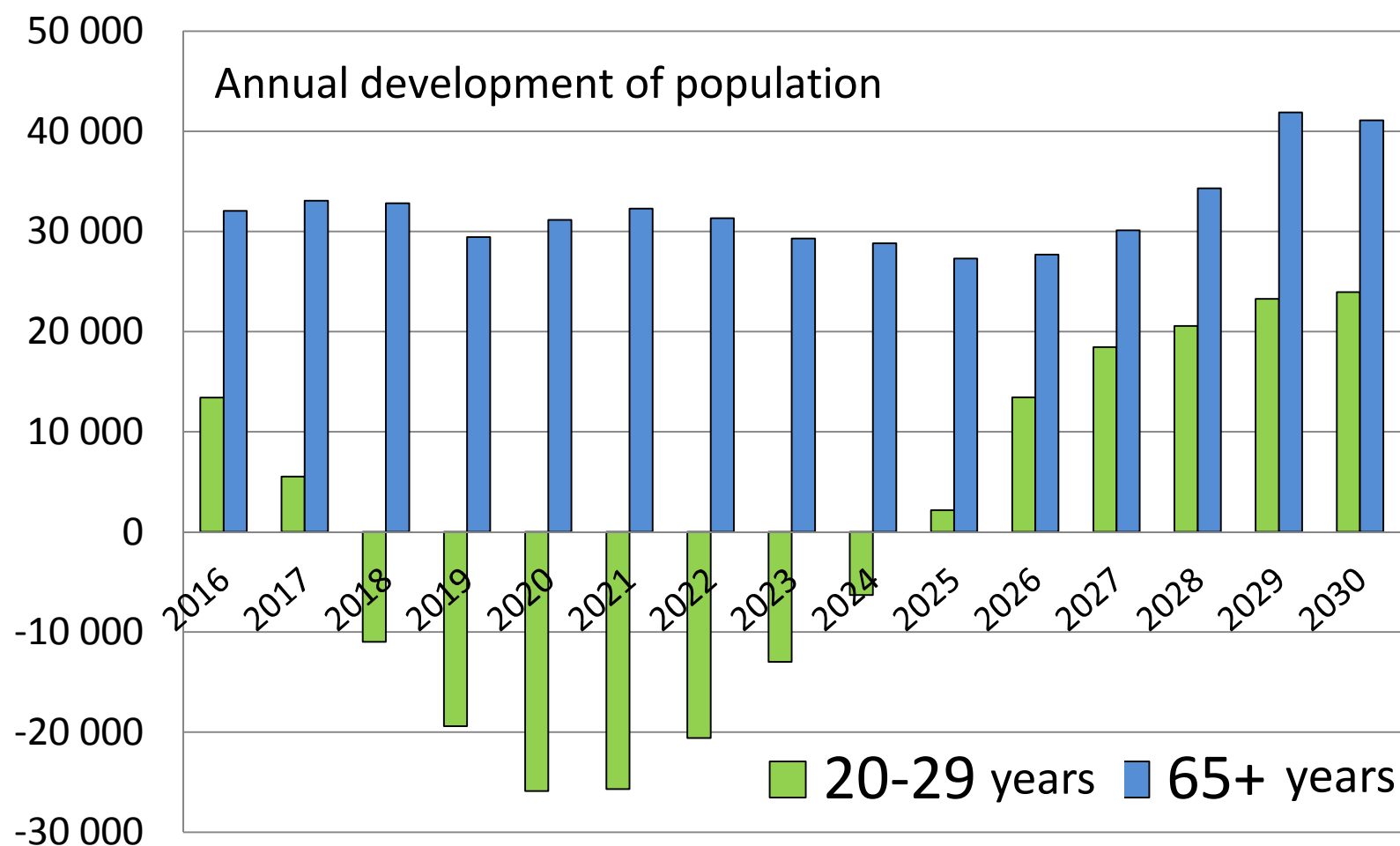


Källa: SoL och HSL



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# Fewer young people and more old people until 2030





# An ageing population in inaccessible housing



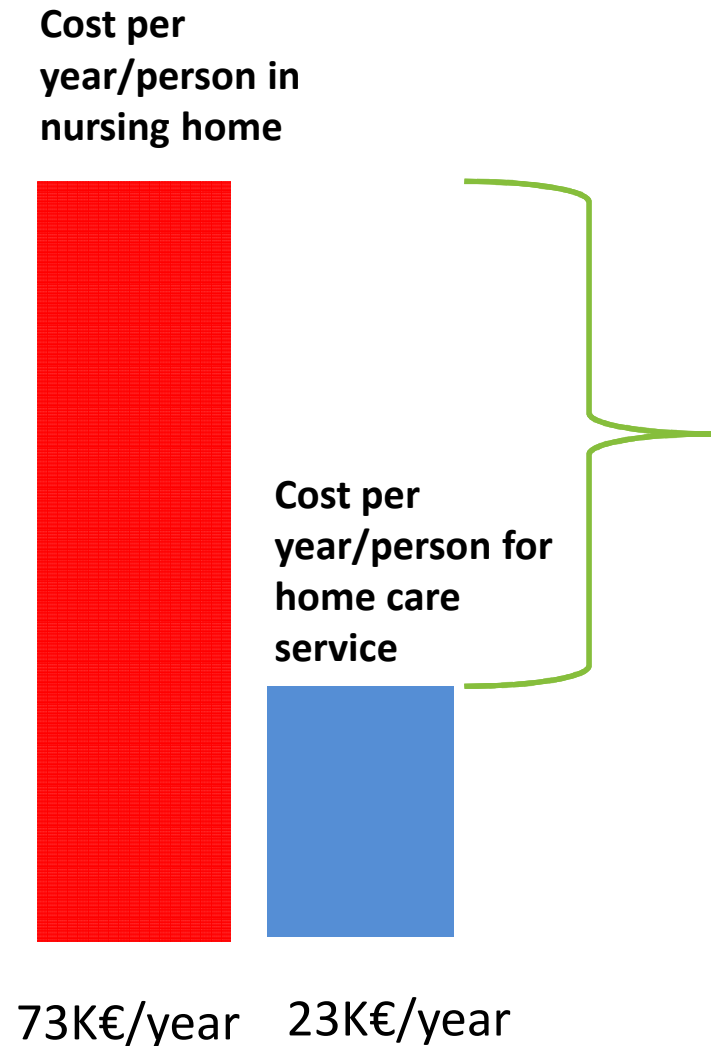
- 75 000 entrances in multi storey houses have no lifts
- Every other senior person living in multi storey houses have no access to lifts
- Almost half of the seniors with access to lifts have stairs in the entrance to reach the lift
- 2/3 of the appartments in multi storey houses are not accessible to persons unable to use the stairs
- Similar situation in villas

# An ageing population in inaccessible housing



- Unfortunate combination => lower quality of life + increased costs for old people's care
- Inaccessible housing is today resolved by home care
- When home care is no longer sufficient => far to early move to nursing home
- Nursing home = the most costly type of care

# Increased accessibility pays



Society saves 50 000 €/year if one person can stay living at home with home care service instead of moving to a nursing home.

Property owners in Sweden have no incentive to invest in increased accessibility due to rigid tenancy laws

# Lobbying to get government subsidies for installing lifts in existing buildings

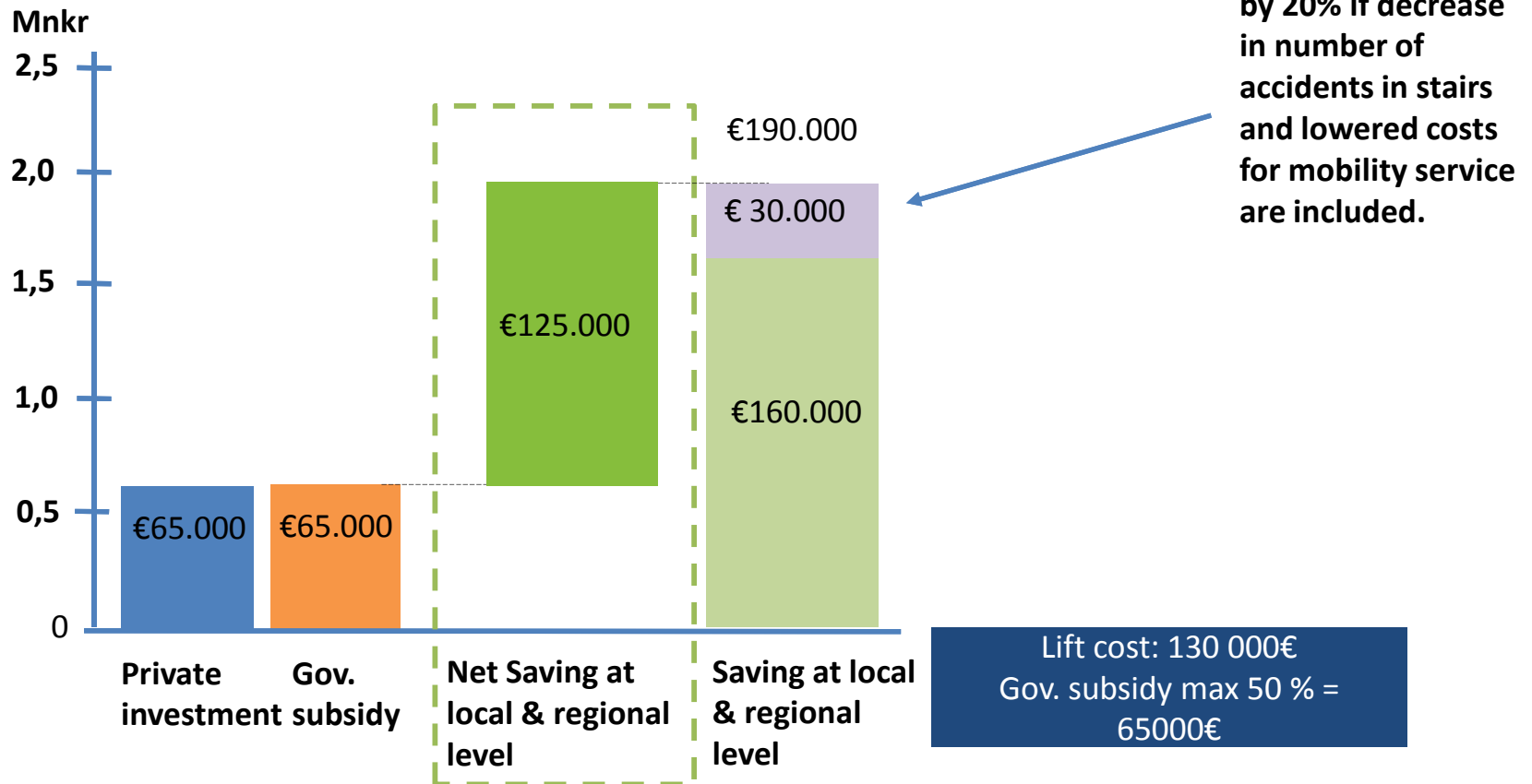


- Project started by the Swedish Lift Association in 2013
- Our message towards politicians: Improved accessibility in the light of an ageing population will decrease public expenses for care of old people and increase quality of life for many in society
- Calculation method for public expense savings has been developed



# Every lift installed gives a net saving to society of €125.000

## POTENTIAL PUBLIC SAVING PER ENTRANCE WHEN AN ELEVATOR IS INSTALLED



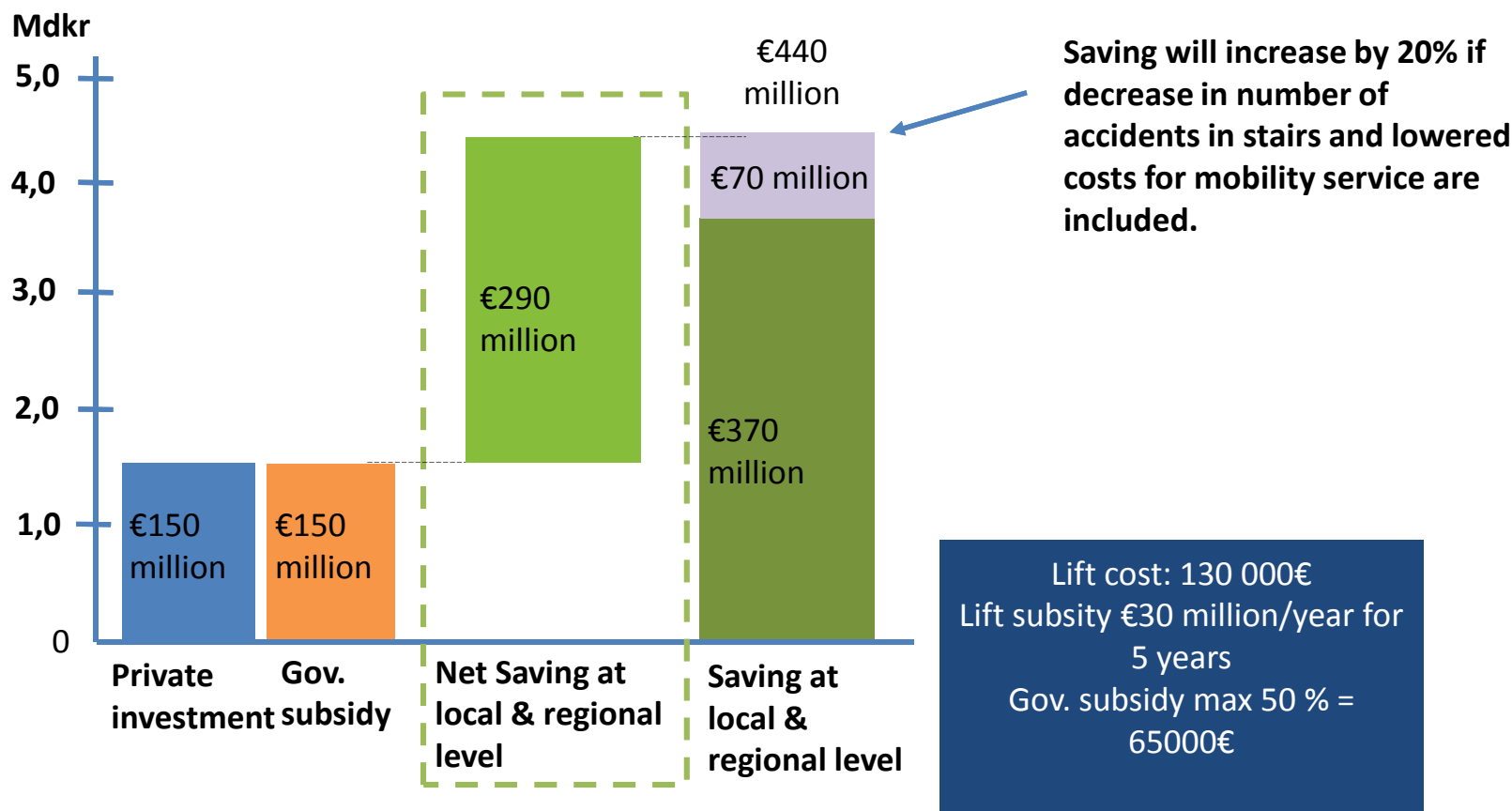
Nuvärdesberäkning, 25 år, kalkylränta 3,5 %. Besparing räknad på att 5% av de äldre över 65 bor i särskilt boende. Kostnad för särskilt boende är 735 000 SEK per år och hemtjänst 235 000 SEK/år, jämfört med minskat antal personer med särskilt boende om 10 % inte behöver flytta alls och 90 % skjuter upp flytt till särskilt boende 2 år



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# Lift subsidies of €150 million gives a net saving to society of €290 million

## POTENTIAL PUBLIC SAVING PER ENTRANCE WHEN AN ELEVATOR IS INSTALLED ACCORDING TO SOU2015:85



Nuvärdesberäkning, 25 år, kalkylränta 3,5 %. Besparing räknad på att 5% av de äldre över 65 bor i särskilt boende. Kostnad för särskilt boende är 735 000 kr/år och hemtjänst 235 000 kr/år, jämfört med minskat antal personer med särskilt boende om 10 % inte behöver flytta alls och 90 % skjuter upp flytt till särskilt boende 2 år.



# We have engaged in extensive lobby activities



- Mobilizing key stakeholders (pensioner's organizations, disability organizations)
- Organizing various meetings with politicians and civil servants including a seminar in the Swedish Parliament
- Preparing reports, articles and fact sheets
- Creating an annual Accessibility Arena during the Almedalen Week

# Achievements so far

- New government program includes government subsidies for improved accessibility in existing buildings
  - €166 million over 2016-2020
  - Max 25%, max €20.000 per project
  - Can be used for lift installation
- Government investigation has proposed gov. funding
  - Earmarked for lift installation
  - €150 million for 5 years
  - Max 50% = max €65.000 per lift
- Other non-confirmed initiatives are underway



# Key success factors

- Understanding the problem and the political process
- Understanding the stakeholders interests and needs
- Joining forces with the right partners
- Developing the argument for the politicians
- Activity activity activity