Background

Primary axillary hyperhidrosis or excessive axillary sweating is a medical condition with a reported prevalence of approximately 5%-15.3 million of the U.S. population, though this is thought to be an underestimation because the condition is underreported and underdiagnosed. In fact, the same study found that 82% of adults who suffer from hyperhidrosis are undiagnosed. Moreover, a survey by the International Hyperhidrosis Society found 35% of U.S. adults (16.2 million) are bothered by their excessive underarm sweating. Additionally, a 2021 survey by the American Society for Dermatologic Surgery showed that among patients receiving aesthetic treatments, 58% stated they are bothered by excessive sweating. Given the high unmet need for treatment in aesthetic patients, and the high level of underdiagnosis among the population who suffer from this condition, it appears that more work needs to be done to identify and treat these patients.

Survey Findings from 331 Aesthetic Patients

Aesthetic Patients Who Are Bothered by Excessive Sweating, Mostly Undiagnosed and Underreported

- 56% (n=185 patients) of Aesthetic Patients Are Bothered by Excessive Sweating
- Only 29% had seen a healthcare provider about it.
- Only 18% had been diagnosed with hyperhidrosis.
- These levels of under-reporting and underdiagnosis are quite similar to those published in the medical literature.1

Purpose

The goals of this study were to: 1) estimate the prevalence of excessive sweating among patients undergoing other treatments in aesthetic offices (aesthetic patients); 2) assess aesthetic patients’ use of sweat-control treatments; and 3) determine aesthetic patients’ reactions to a description of a Product Concept of an investigational, novel, non-invasive, no downtime sweat-control treatment. (Note: Nearly 2 years after the survey was completed, this investigational “Novel Treatment” was cleared by the FDA and named Brella™ SweatControl Patch [Candesant Biomedical]).

Design

From January-March 2021, patients 18-65 years old and receiving aesthetic treatments were recruited through aesthetic dermatology and plastic surgery practices to complete a 10-minute, self-administered online survey. The practices that participated were located in Chicago, Denver, Miami, New York, Newport Beach, and San Diego, and they used their own databases to recruit their aesthetic patients.

Conclusion

Based on the findings of this study, we conclude:

• Excessive sweating is much more common among aesthetic patients than previously believed. Although many aesthetic patients are concerned about excessive sweating, most have not sought help from a physician about it and have not tried available treatments other than OTC products.

• Aesthetic patients with excessive sweating have a desire for a quick, effective, safe, non-invasive, no downtime treatment.

The third conclusion, based on aesthetic patient responses to a description of the Novel Treatment, is that 65% of Sweat-Bothered Patients Likely to Very Likely to Try Novel Treatment.