

Primary Axillary Hyperhidrosis or Excessive Axillary Sweating in Aesthetics Patients: Prevalent, Mostly Undiagnosed, Embarrassing, Impairs Quality of Life, Demonstrates Need for New Treatment

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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.¹ 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 33% of U.S. adults (85.2 million) are bothered by their excessive underarm sweating.^{2,3} 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.⁴ 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.

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

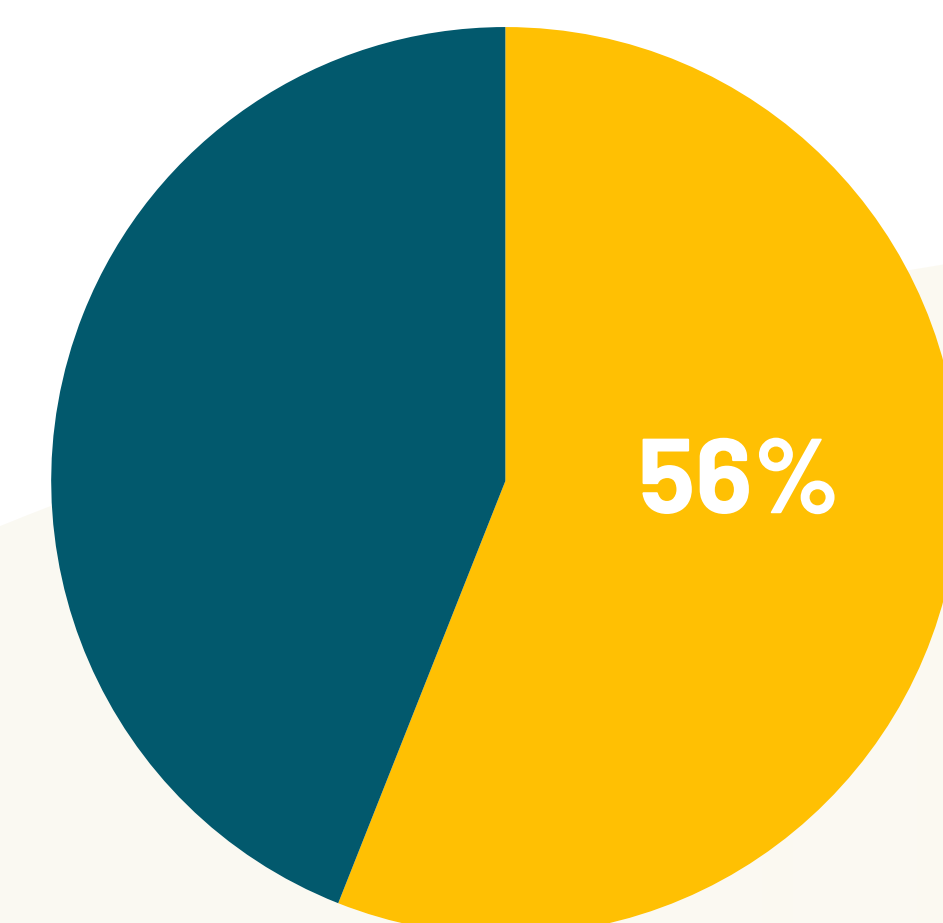
Based on the findings of this study, we conclude:

- Excessive sweating is much more common among aesthetic patients than previously believed.
- Although many aesthetic patients are concerned about excessive sweating, most have not spoken with 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, suggests a significant market opportunity with patients bothered by excessive sweating who remain undiagnosed with hyperhidrosis. Indeed SAHARA, the pivotal clinical study of the Novel Treatment, showed it significantly reduced sweat production, improved QoL, and was well tolerated, with no serious or severe adverse events reported at any time by any study participant.⁵

Survey Findings from 331 Aesthetic Patients

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



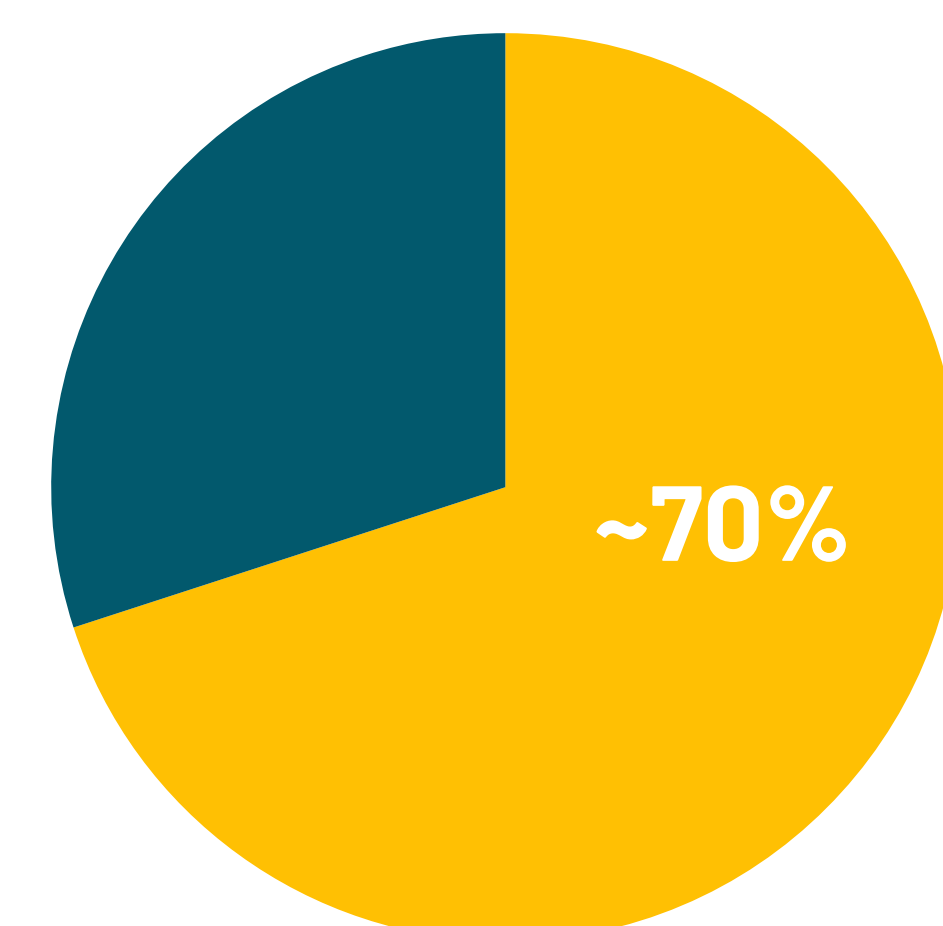
56% (n=185 patients) of Aesthetic Patients are Bothered by Excessive Sweating

Even though all the patients completing the survey had been seeing an aesthetic physician regularly for other dermatologic treatments, **of this 56%:**

- Only 29% had seen a healthcare provider about it.
- Only 18% had been diagnosed with hyperhidrosis.

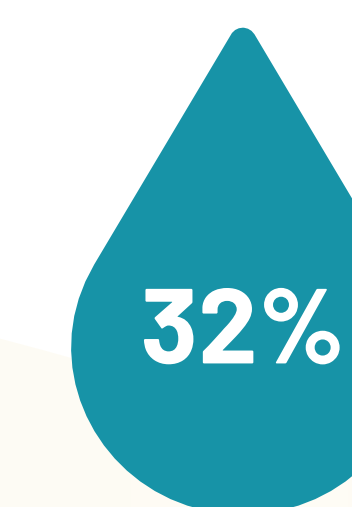
These levels of under-reporting and underdiagnosis are quite similar to those published in the medical literature.¹

Survey Patients' Sweat Level of Bother or QoL Impact

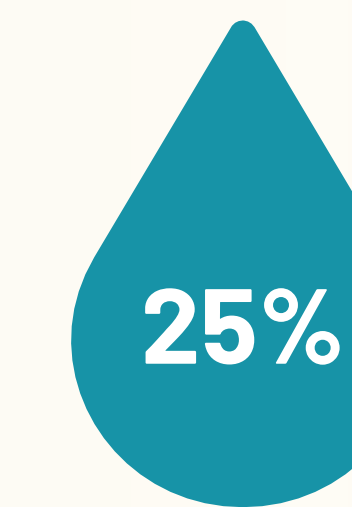


Of those bothered by their excessive sweat, nearly 70% (n=128 patients) indicated that the excessive sweating moderately to extremely impacts their quality of life (QoL).

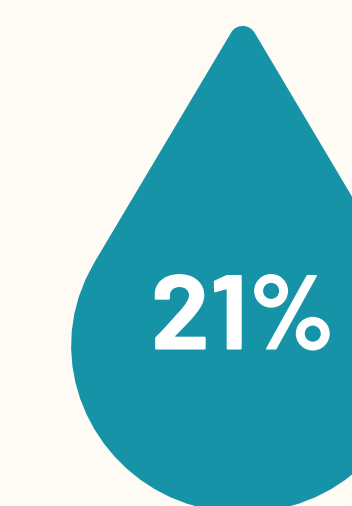
Significant Sweat Impact on QoL Indicated by Coping Mechanisms



Avoid Raising Arms

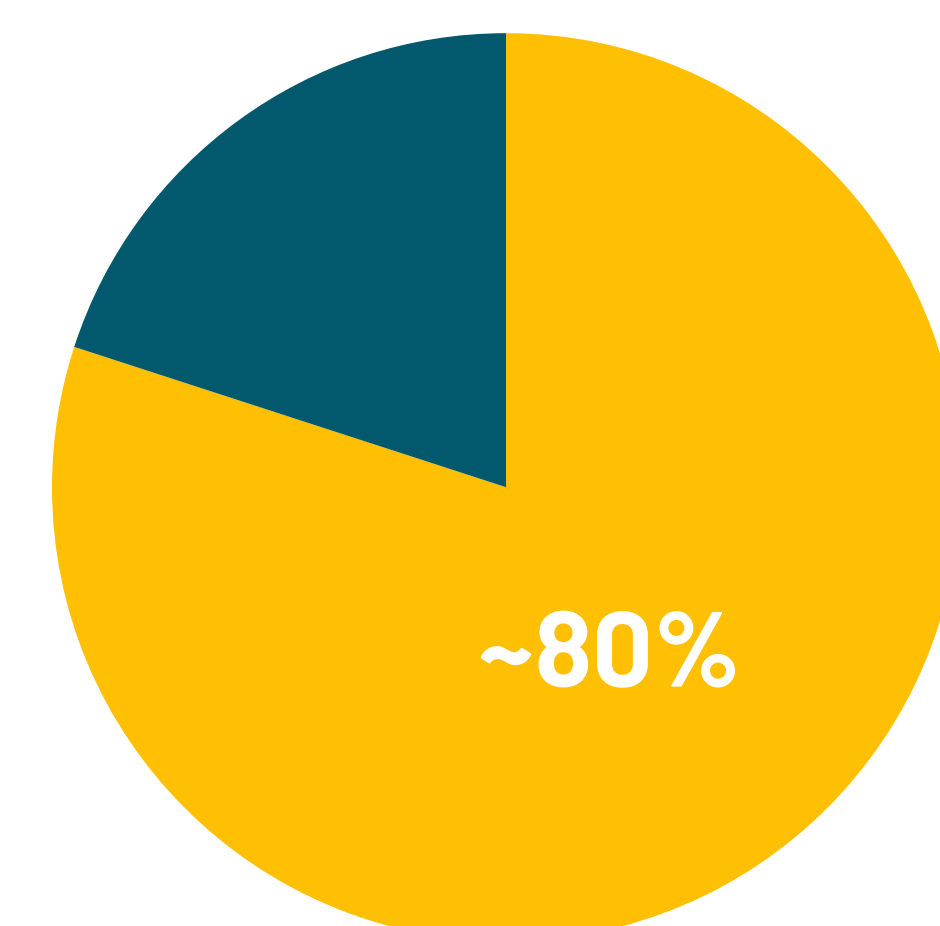


Take More Than One Shower Daily



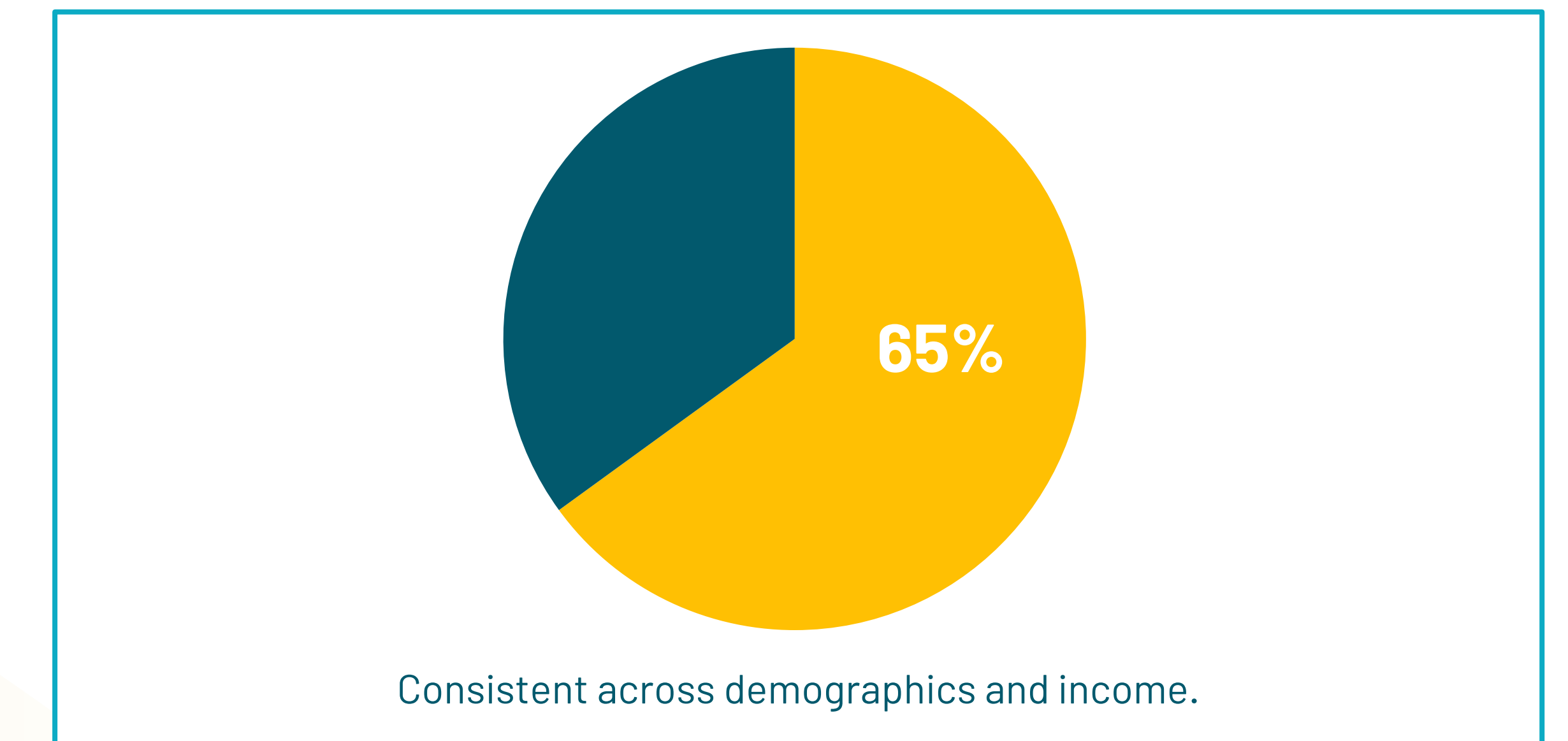
Change Shirts Throughout Day

Survey Patients' That Only Tried Over-the-Counter (OTC) Products



Despite the disruption excessive sweating caused, most survey participants (~80%) had not tried any treatments other than over-the-counter (OTC) products.

65% of Sweat-Bothered Patients Likely to Very Likely to Try Novel Treatment



Consistent across demographics and income.

Appealing Key Attributes:

Efficacy at reducing underarm sweat

FDA Clearance

Few, mild side effects

Non-invasive procedure

Clinical studies show it is safe and works

References

¹Doolittle J, Walker P, Mills T, et al. Hyperhidrosis: an update on prevalence and severity in the United States. Arch Dermatol Res 308, 743–749 (2016). <https://doi.org/10.1007/s00403-016-1697-9>.

²International Hyperhidrosis Society. IHHS sweat survey reveals many are suffering in silence. Sweat Solutions. September–October 2008: 1–4.

³Ogunwole SU, Rabe MA, Roberts AW, Caplan Z. Population Under Age 18 Declined Last Decade. August 12, 2021. Available: [https://www.census.gov/library/stories/2021/08/united-states-adult-population-grew-faster-than-nations-total-population-from-2010-to-2020.html#:~:text=In%202020%2C%20the%20U.S.%20Census,from%20234.6%20million%20in%202010](https://www.census.gov/library/stories/2021/08/united-states-adult-population-grew-faster-than-nations-total-population-from-2010-to-2020.html#:~:text=In%202020%2C%20the%20U.S.%20Census,from%20234.6%20million%20in%202010.). Accessed Mar 7, 2023.

⁴American Society for Dermatologic Surgery (ASDS). 2021 Consumer Survey on Cosmetic Dermatologic Procedures. Press Release, June 20, 2022. Available: <https://www.asds.net/skin-experts/news-room/press-releases/dermatologists-are-the-leading-influencer-for-cosmetic-procedures-and-skin-care-decisions>. Accessed Feb 10, 2023.

⁵Glaser DA, Green L, Kaminer M, Smith S, Pariser D. Outcomes from the SAHARA Clinical Study on the TAT Patch for Excessive Axillary Sweating or Primary Axillary Hyperhidrosis. Late-breaking oral presentation at: American Academy of Dermatology annual meeting; March 17–21 (presented March 18, 10:10 am CT), 2023; New Orleans, Louisiana.

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