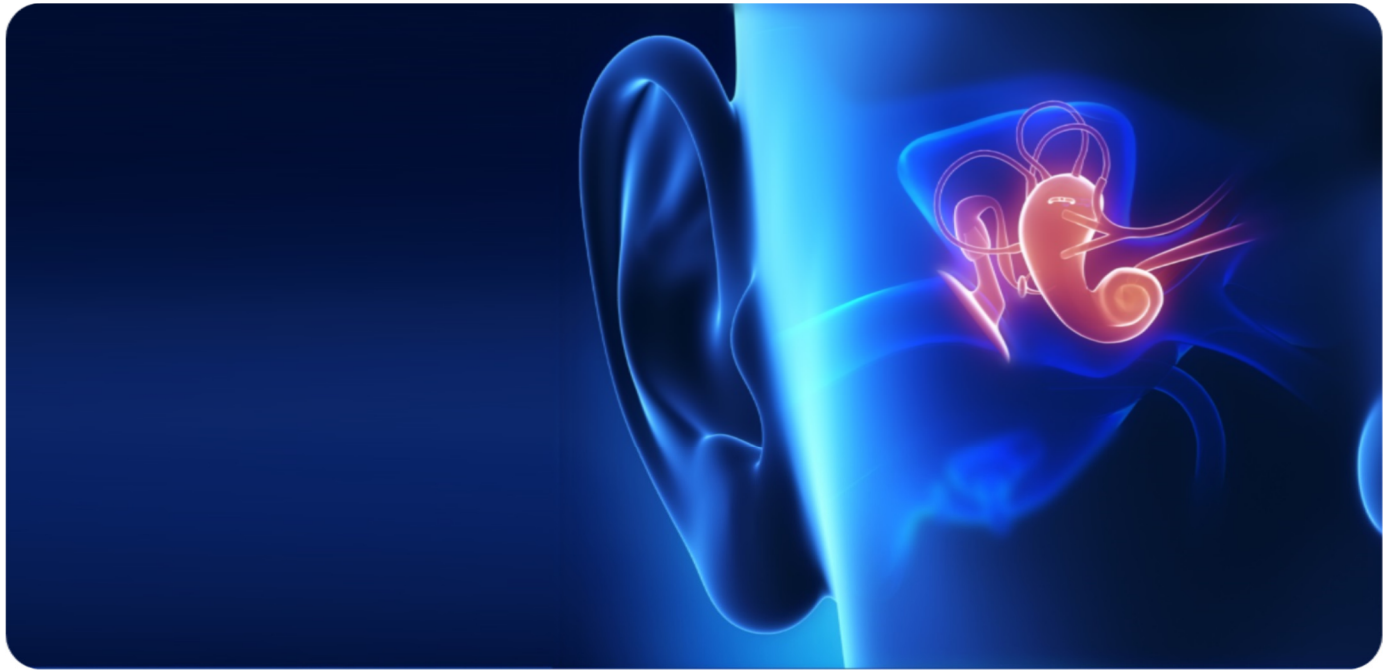


Hearing Disorders – Tinnitus

An Attractive But Untapped Opportunity



Reasons to buy this report include to:

- Understand the current market structure and dynamics, including patient flow, treatment algorithms, and pricing and reimbursement considerations
- Provide insight into the unmet needs and target profile required to be competitive in this indication
- Understand the peak sales potential for a novel therapy
- Gain awareness of the potential risks and challenges facing a new entrant

Tinnitus, a hearing disorder whereby individuals perceived there to be sound in the absence of a corresponding external auditory stimulus, appears to have long been sidelined as a target indication given that it is not a life-threatening hearing disorder. Coupled with this, the conventional notion is that many patients are not bothered by it or could be managed with non-pharmacological approaches.

In contrast to these perceptions, this assessment identified tinnitus to possess a number of appealing commercial features which could lead to a potentially sizeable market opportunity, even when considering just the subset of patients where the condition significantly impacts their quality of life.

This report provides an in-depth assessment of the tinnitus market based on detailed desk research and insight from 10 opinion-leading clinicians in the US and Europe, encompassing ear, nose and throat (ENT) specialists as well as audiologists, considering the importance of these groups in the management of tinnitus. Globe Life Sciences has worked alongside Action on Hearing Loss, the UK's national charity for people confronting life-changing deafness, tinnitus and hearing loss, in developing this report.

Contents

Background	8
Current Management	13
Unmet Needs	30
Future Competition	31
Pricing and Reimbursement	43
Market Size	47
Opportunities and Threats	54
Scaling of Peak Sales Potential	55
Optimum Target Product Profile	58

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Proportion with Bothering Tinnitus (2)

Approximately 2.5% – 3% of the adult population in the UK would be affected by tinnitus. In the US, the prevalence rate of tinnitus is higher, at approximately 3.5% – 4.5%. In the EU, the prevalence rate is approximately 2.5% – 3.5%.



Tinnitus Therapies in Clinical Development

Looking specifically at pharmacotherapies in clinical development for tinnitus, there are currently no Phase III studies. Behind it, there are several products being evaluated in Phase I / Phase II studies.

Product	Company	Mechanism	Route of Admin	Status	Comments
Acoustic Neuroma	Auris Medical	Neurotrophic factor	Intranasal	Phase II	Acoustic Neuroma is a rare disease. Auris Medical is developing a neurotrophic factor to treat it. The factor is being delivered intranasally. The company is currently conducting Phase II studies.
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Unmet Need

Unsurprisingly, KOLs identified a clear unmet need for pharmacological treatment options which could reduce the perception of tinnitus – and ideally offer complete elimination of the percept. KOLs indicated the unmet need to be an effective pharmacotherapy across the population, including long-standing patients who had habituated to their tinnitus.

KOL Views on Unmet Need



For further information or to purchase this report, please contact sales at extraordinary@globe-ls.com

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