

What we do

ieso is a pioneering digital health company specialising in internet-enabled, evidence-based psychological therapies.

We use technology and data science to better understand, prevent, detect and treat mental and behavioural health conditions.

We deliver online, evidence-based treatments to England's National Health Service (NHS) and are currently its largest provider of online, human-delivered therapy.

Our unique modality of providing online therapy through written conversation, along with our strict adherence to disorder-specific treatment protocols, means that we can ensure patients experience the best possible, evidence-based, cognitive behavioural therapy for their needs.

Using our proprietary technology, augmented with natural language processing and artificial intelligence, we can amplify therapy outcomes for patients while providing personalised training and supervision for therapists. This generates higher recovery rates and better outcomes for patients, while also delivering cost savings for the wider health economy.

Our vision

Changing the *future* of mental health by unlocking the *power* of clinical data



Fast facts

Incorporated: 2000

Location: Cambridge

Raised c.£40m to date from IP Group, Draper Esprit, Sony Innovation Fund, Ananda Social Ventures and private investors.

2020 revenues of £9.6m (2019: £7.5).

Targeting to raise £25-30 in 2021.

Number of employees: 108

Mental health market

1 in 4 UK adults suffer diagnosable mental health problems.

£14bn NHS spend on mental health with waiting lists upto 18 months.

40% more demand for NHS mental health services expected over next 5 year period due to COVID-19.

Patent portfolio

P001 Treatment process
P002 Text mining
P003 Digital triage tool
P005 Patient variables
P006 Symptom profiling and patient sub-typing
P007 Therapy insights
P008 Thera-puck
P012 Utterance sequencing

Published scientific papers

2009-2021: 8 scientific papers published. Available here [iesogroup.com](https://www.iesogroup.com)

Senior team



Dr Nigel Pitchford
CEO



Michael Black
CFO



Dr Andy Blackwell
Chief Science & Strategy Officer

ieso

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Compliance

Our business

A combination of enduring strengths — in built in our business — to bring innovation to provision of mental health in all areas.

Learning what works

A unique and powerful clinical data asset.



Treat smarter

Innovating with better ways to treat individuals. A world class clinical data science team.



Automate

Deploying technology to help automate elements of care pathways. Translating insights into more effective care pathways and AI-led productivity gains.

An established market leader with a strong and defensible market position

UK's leading mental tele-healthcare provider

Offering 1-2-1 written and video CBT through our purpose-built therapy platform.

Clinically led

We assess and treat high acuity adult patients.

Superior clinical outcomes

And highly accessible with minimal waiting times.

Growing market share

2% market share within c£700m NHS IAPT budget.

Opportunities to grow revenues five-fold over next five years at significantly higher margins

80,000 individuals treated via the platform since established

c.425,00 hours of therapy delivered and objective PHQ-9 and GAD-7 scores collected at every session of therapy.

2020-2021 highlights

Commercially active within NHS/ IAPT for 10+ years and currently contracted into c.40% of NHS Clinical Commissioning Groups (CCG's) including a national contract for Scotland.

Recently initiated commercial/ insurance sales in UK with BT an early customer.

2020 revenues of £9.6m (2019: £7.5m) targeted to grow by 30% in 2021. All 2020 UK revenues derived from NHS business.

Network of 600+ clinicians delivering 24/7 care (synchronous and asynchronous). 56% of treatment is provided outside of normal NHS office hours.

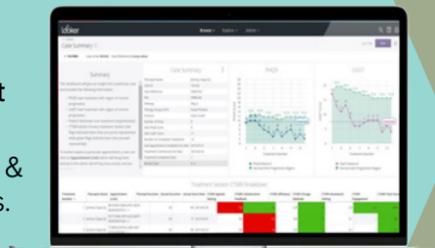
Clear path to developing digital products (software) that improves profitability within our own business.

AI-led products already deployed and active. In June 2021 we launched a mood and symptom checker available through Boots [howarethings.com](https://www.howarethings.com).

Where we are going

Leading AI team with proven development capabilities

Therapist Insights Management
Quality tools reduce costs & support sales.



Digital Triage & Assessment
Automating stages of the pathway drive margins over time.



Autonomous On-demand Therapy Agents
Launching fully automated products in key growth areas.

