

OnlyFans

Board Deck

Website: <https://www.onlyfans.com>

Industry: Subscription Services

Executive Summary

OnlyFans is a leading player in the Subscription Services industry. This quarter, the company has achieved remarkable milestones, including strong growth in revenue and app usage. The following board deck outlines key metrics, updates, and future plans.

Key Metrics

Headcount: 601

Headcount Growth: 18.8%

Employee Breakdown:

- Engineering: 189

- Marketing: 147

- Operations: 142

App Downloads: 47065258

App Rating: 4.9

Product Rating: 4.3

Total Fundraising: \$71M

Last Round Date: Jan 2019

Monthly Revenue: \$9M

Total Revenue: \$251M

CAC: \$487

MAU: 3093431

Market Trends

The Subscription Services industry continues to grow rapidly. Notable trends include:

- Increasing demand for innovative, user-friendly solutions.
- Growing competition from emerging players.
- Expansion into international markets.

Product Updates

OnlyFans has made significant strides in product development this quarter:

- Launched a new feature to enhance user experience.
- Improved scalability and performance.
- Expanded capabilities to serve a larger audience.

Financial Performance

Monthly Revenue: \$9M

Total Revenue: \$251M

CAC: \$487

MAU: 3093431

Challenges and Opportunities

Challenges:

- Maintaining competitive pricing while scaling operations.
- Attracting and retaining top talent in a competitive market.

Opportunities:

- Expanding to new geographical regions.
- Introducing new features based on user feedback.

Future Roadmap

OnlyFans aims to:

- Expand into international markets by Q4 2025.
- Launch a new subscription-based pricing model.
- Achieve a 20% increase in user retention by the next quarter.

Board Requests

We request the board's support in:

- Providing strategic guidance for entering new markets.
- Introducing potential investors for future funding rounds.
- Expanding our network of industry advisors and mentors.