Discord

Board Deck

Website: https://www.discord.com

Industry: Communication Tools

Executive Summary

Discord is a leading player in the Communication Tools 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: 488

Headcount Growth: 15.1%

Employee Breakdown:

  - Engineering: 190

  - Marketing: 120

  - Operations: 114

App Downloads: 45966392

App Rating: 4.4

Product Rating: 4.0

Total Fundraising: $466M

Last Round Date: Jan 2018

Monthly Revenue: $12M

Total Revenue: $260M

CAC: $489

MAU: 5155960

Market Trends

The Communication Tools 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

Discord 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: $12M

Total Revenue: $260M

CAC: $489

MAU: 5155960

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

Discord 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.