



BUSINESS PLAN · INDIA

Legal Translation & Bilingual- Document Service

Accurate legal translation across Indian languages, certified for courts

LEGAL

AISEVAK.IN · BY ABL DIGITAL TECHNOLOGIES

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This document is confidential and prepared for planning purposes. All financial figures are illustrative model assumptions for an Indian MSME context and must be validated against live quotes, local rates and professional advice before any investment or borrowing decision.

1. Executive Summary

This plan sets out a **Legal Translation & Bilingual-Documents Service** in India — a specialist that translates legal documents accurately across Indian regional languages and English (and select foreign languages): contracts, agreements, court documents, notices, deeds, judgments, statutes, and evidence, plus bilingual summaries, certified translations for courts/authorities, and legal-terminology glossaries.

India's multilingual legal landscape creates constant demand for accurate legal translation — for litigation (regional-language documents/evidence), cross-state and cross-border transactions, government and court filings, and NRIs. Legal translation requires both linguistic and legal accuracy, a specialised niche generic translators serve poorly. This is a scalable, service-based business with strong repeat and institutional demand.

The promoter — a bilingual legal professional/translator — seeks total funding of **₹4.0 lakh** (₹1.5 lakh promoter + ₹2.5 lakh term loan, eligible under PMMY-Mudra / CGTMSE), targeting **₹22 lakh** revenue in Year 1 and **₹58 lakh** by Year 3.

2. Business Description, Vision & Legal Structure

Concept: A legal-translation partner delivering accurate, legally-sound translations that hold up in court and in transactions — bridging India's languages for the legal system.

Vision: To be the trusted legal-translation service for law firms, courts, businesses and individuals across languages.

Mission: Translate every legal document with linguistic and legal precision, on time and certified where needed.

Legal structure options

- **Sole proprietorship** — simplest entry.
- **LLP / Private Limited** — recommended as the team and institutional clients grow.

Model note: this is a professional translation service, not legal practice — it translates documents; it does not give legal advice or appear in court. Certified/notarised translations may be required for courts/authorities; accuracy and confidentiality are the core value.

3. Promoter & Ownership

Led by a promoter with legal and bilingual/translation expertise. Delivery uses a network of vetted legal translators (by language) and reviewers under quality control. Year-one ownership rests with the promoter; the model scales via a translator network plus in-house reviewers. Ownership and profit-sharing are editable inputs.

4. Market Analysis — India

India's 22 official languages and multilingual courts generate persistent demand for legal translation — litigation documents and evidence, cross-state transactions, government filings and NRI matters. Accurate legal translation is specialised and under-served, and technology (translation tools with human review) expands capacity — making a quality-focused service valuable and scalable.

Demand drivers

- **Multilingual litigation:** regional-language documents and evidence need translation.

- **Cross-state & cross-border transactions** with multilingual documents.
- **Government & court filings** requiring certified translations.
- **NRI & foreign matters** needing English/foreign-language translation.
- **Accuracy stakes:** legal meaning must be preserved — specialists needed.

Market sizing (illustrative framing)

Layer	Definition	Indicative scale
TAM	Legal-translation demand across India	Large
SAM	Reachable law firms, courts, businesses & individuals	Large
SOM (Yr 1-3)	Documents/pages translated per year	Growing volume

Target segments

- Law firms and advocates needing document/evidence translation.
- Businesses with multilingual contracts and filings.
- Courts, authorities and government departments.
- Individuals and NRIs needing certified translations.

5. Competition & Competitive Advantage

Landscape: generic translation agencies, freelance translators, and machine translation. The firm differentiates on legal accuracy, certification, confidentiality and reliable turnaround.

The firm's edge

- **Legal accuracy** — legally-trained translators and reviewers.
- **Certified translations** accepted by courts/authorities.
- **Confidentiality** for sensitive legal documents.
- **Language breadth** via a vetted translator network.
- **Technology-assisted** speed with human legal review.

6. Services & Pricing

Service	Model	Indicative fee (₹)
Legal document translation	Per page/word	Per-page rate
Certified / notarised translation	Per document	Premium per page
Court-document & evidence translation	Per project	Volume-based
Bilingual summary / abstract	Per document	2,000-15,000
Deed / notice translation	Per document	1,000-10,000
Glossary / terminology building	Project	10,000-1,00,000
Law-firm retainer (ongoing volume)	Monthly	Negotiated

Per-page/volume translation drives income; certified translations command premiums; law-firm retainers add recurring, predictable revenue.

7. Go-to-Market — Marketing & Sales

- **Law-firm & advocate outreach:** the primary institutional channel.
- **Court & authority tie-ups** for certified-translation needs.
- **Referrals** from satisfied firms and clients.
- **Digital presence** for "legal translation / certified translation" searches.
- **NRI & corporate channels** for cross-border work.

Sales approach

Pilot document → accuracy & turnaround proof → ongoing/retainer relationship with firms. Build institutional volume and referrals.

8. Operations Plan

- **Location:** a lean office or remote-first setup; delivery is largely digital.
- **Process:** intake → translator assignment (by language/domain) → translation → legal review → certification (if needed) → delivery. Quality control and terminology consistency are central.
- **Technology:** translation-management and CAT tools, terminology databases, and secure document handling.
- **Quality & confidentiality:** two-stage translate-and-review; NDAs; secure handling of sensitive documents.
- **Capacity:** a reviewer + translator network scales with volume; in-house reviewers maintain standards.

Language & document coverage

Coverage	Examples	Priority
Regional ↔ English	Hindi, Tamil, Telugu, Marathi, etc.	Core
Court documents	Pleadings, judgments, evidence	Core
Transactional	Contracts, deeds, notices	High
Certified	For courts/authorities	Premium
Foreign languages	Select (NRI/cross-border)	Selective

9. Regulatory, Licences & Compliance (India)

- **Business registration:** proprietorship (via GST/Udyam) or LLP/Pvt Ltd.
- **Udyam (MSME)**, PAN/TAN, **GST registration** (services; export of services may be zero-rated with LUT), professional tax and Shops & Establishments as applicable.
- **Certification:** certified/notarised translations per court/authority requirements; translator declarations.
- **Data protection:** DPDP-aligned handling; strict confidentiality of sensitive legal documents.

10. Organisation & Manpower Plan

Role	Yr 1	Yr 2	Yr 3
Promoter / Quality Lead	1	1	1
In-house Legal Translator/Reviewer	1	3	4
Project Coordinator	1	1	2
Freelance translator network	(network)	(network)	(network)
Total (in-house)	3	5	7

11. Implementation Timeline & Milestones

Phase	Timeline	Milestone
Setup	Month 0-1	Entity, tools, translator network, QC process
Launch	Month 1-3	First law-firm clients; certified-translation capability
Traction	Month 4-9	Retainers; break-even nears; language breadth
Scale	Year 2	More firms; foreign languages; volume growth
Growth	Year 3	Institutional volume; recurring retainers

12. Financial Plan (Illustrative)

All figures are illustrative model assumptions for an Indian context, shown so the promoter can replace them with live rates. They are not projections of guaranteed results.

12.1 Project cost & means of finance

Capital requirement	₹
Office & fit-out	70,000
Computers & IT (3)	1,20,000
Translation/CAT tools & software	60,000
Branding, website & setup	45,000
Deposits & pre-operative	35,000
Working-capital buffer	70,000
Total project cost	4,00,000
Promoter contribution	1,50,000
Term loan (Mudra / CGTMSE)	2,50,000

12.2 Projected Profit & Loss (3 years)

Particulars	Year 1	Year 2	Year 3
Document & court translation	13,00,000	25,00,000	34,00,000
Certified translations & premiums	5,00,000	10,00,000	14,00,000
Retainers, glossaries & projects	4,00,000	8,00,000	10,00,000
Total revenue	22,00,000	43,00,000	58,00,000
Salaries & translator payouts	10,80,000	20,50,000	27,50,000
Rent & utilities	1,60,000	2,00,000	2,40,000
Tools & software	1,40,000	2,10,000	2,70,000
Marketing & BD	1,20,000	1,90,000	2,40,000
Admin & misc	1,60,000	2,30,000	3,00,000
Interest on term loan	27,000	20,000	11,000
Total expenses	16,87,000	29,00,000	38,11,000
Net profit (before tax)	5,13,000	14,00,000	19,89,000
Net margin	23.3%	32.6%	34.3%

12.3 Unit economics & break-even

- **Per page/word:** billed above translator payout; certified work commands premiums.
- **Network model:** freelance translators keep fixed cost low; in-house reviewers ensure quality.
- **Break-even:** a steady document flow plus a few firm retainers — reached around month 8–10.

12.4 Projected Cash Flow — Year 1 (quarterly, illustrative)

Particulars (₹)	Q1	Q2	Q3	Q4
Opening balance	70,000	55,000	95,000	1,70,000
Collections	3,60,000	5,00,000	6,30,000	7,10,000
Operating outflows	3,55,000	4,40,000	5,35,000	6,10,000
Loan EMI	20,000	20,000	20,000	20,000
Closing balance	55,000	95,000	1,70,000	2,50,000

Per-document volume plus firm retainers give a steady cash line; the buffer covers early network- and client-building.

12.5 Key Performance Indicators to Monitor

- **Volume:** pages/documents translated; law-firm clients; retainers.
- **Quality:** accuracy/revision rate; certified-acceptance rate; turnaround.
- **Economics:** margin per page; translator payout ratio; % recurring.
- **Breadth:** languages covered; certified-work share.

13. Funding Requirement & Bankability

Total ask: **₹2.5 lakh term loan** against ₹1.5 lakh promoter contribution — eligible under **PMMY (Mudra)** and coverable under **CGTMSE**. Year-1 net profit ~₹5.13 lakh against annual debt service of ~₹0.85 lakh gives a **DSCR above 3.0** — comfortably bankable for a low-capital, scalable service.

13.1 Funding utilisation

Use of funds	₹	% of total
IT, translation/CAT tools & software	1,80,000	45%
Office setup & deposits	1,05,000	26%
Branding & setup	45,000	11%
Working-capital buffer	70,000	18%
Total	4,00,000	100%

14. Risk Analysis & Mitigation

Risk	Mitigation
Translation error / legal-meaning loss	Two-stage translate-and-review; legally-trained translators; QC
Machine-translation commoditisation	Legal accuracy, certification and confidentiality beyond MT
Confidentiality of sensitive documents	NDAs; secure handling; DPDP alignment
Translator-network reliability	Vetting; reviewer oversight; backup capacity
Turnaround pressure	Capacity planning; tools-assisted speed

15. SWOT Analysis

Strengths Specialist niche; low capital; scalable network; institutional demand; recurring retainers.	Weaknesses Accuracy-critical; MT competition on basic work; network dependence.
Opportunities Multilingual litigation; certified translations; cross-border/NRI; language breadth.	Threats Machine translation; generic agencies; price competition.

16. Recommended AiSevak Tools for This Business

This business would use AiSevak's Legal vertical translation tools in delivery:

- **Translation:** Legal Translation Summary, Bilingual Summary, Regional Doc Explainer, Glossary Builder, Notice Translation, Deed Translation.
- **Support:** Document Index and review tools; Business Plan and Unit-Economics tools to model the service.

17. Key Assumptions & Notes

- Per-page/word billing above translator payout; certified work at premium — adjust to rate cards.
- Freelance translator network keeps fixed cost low; in-house reviewers ensure quality.
- Export of services may be zero-rated under LUT; term-loan interest ~11% p.a., 5-year tenure.
- Figures exclude GST where applicable.

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