



BUSINESS PLAN · INDIA

# Mining Consultancy and Compliance Firm

*Leases, EC and statutory compliance advisory*

MINING

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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

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This plan sets out a **Mining Consultancy & Compliance Firm** in India — an asset-light professional-services business advising mines, quarries & mineral businesses on **leases, mine-plans, environmental clearance (EC), statutory compliance & approvals**. It earns fees (retainer/project/success-fee) for expertise, not assets — a people-, expertise-, utilisation- & billing-driven advisory business.

Mining in India is heavily regulated & approval-intensive — mining leases, mine-plans, environmental clearance, forest/wildlife clearances, consent-to-operate, star-rating, statutory returns & safety compliance — and operators need **qualified consultants** (including RQP — Recognised Qualified Persons for mine-plans) to navigate it. A mining consultancy is an **asset-light professional-services business**: low capex, its value is expertise, credentials & track record. It prepares mine-plans/schemes, EC/EIA documentation, lease applications & renewals, compliance audits, star-rating & statutory filings, earning retainers, project fees & success-fees. It is people-, expertise-, utilisation- & billing-driven: consultant utilisation, billing rate, credentials (RQP) & business development determine success — thin fixed cost but talent- & reputation-dependent. Revenue = **billable work (utilisation × rate) + retainers + success-fees**.

This is an asset-light professional-services business — funded largely by promoter capital & modest working capital. This plan models a mining consultancy requiring **₹50 lakh** (₹35 lakh promoter + ₹15 lakh WC/finance), targeting **₹1.6 crore** revenue in Year 1 and **₹4 crore** by Year 3. (*Mining consultancy; utilisation × billing + retainers/success-fees, people/expertise/utilisation-driven, asset-light — figures illustrative.*)

## 2. Business Description, Vision & Legal Structure

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**Concept:** A mining consultancy & compliance firm - advising mines/quarries on leases, mine-plans, EC, statutory compliance & approvals for fees.

**Vision:** To be the trusted compliance & approvals partner for India's mining sector - expert, reliable & ethical.

**Mission:** Help mining businesses obtain approvals & stay compliant - quality mine-plans, EC & statutory support.

### Legal structure options

- **Private Limited / LLP** — recommended for credibility, contracts, liability & scale.
- **Proprietorship/Partnership** — common for a small/solo practice; RQP credentials attach to individuals.

**Regulatory anchor:** the consultancy itself is capital-light & lightly-licensed (company/GST/professional norms), but its **work & credentials are regulation-defined** — mine-plans/schemes must be prepared by **RQP (Recognised Qualified Persons)** recognised by IBM/state; EC/EIA work by accredited consultants (NABET); compliance spans MMDR/MCR/MCDR, environment, forest, safety (DGMS) & state minor-mineral rules. Consultant utilisation, billing rate, credentials (RQP/NABET) & business development determine success; it is people-, expertise-, utilisation- & reputation-driven, asset-light.

## 3. Promoter & Ownership

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Led by a promoter with mining-engineering, geology, environment or mining-law expertise (ideally RQP-qualified or with RQP/NABET associates). The team includes mining engineers/RQPs, environment/EIA specialists, geologists, compliance/legal staff, BD & admin. Credentials (RQP/NABET), expertise, utilisation & reputation are the differentiators. Ownership, equity & any partner are editable inputs.

## 4. Market Analysis — India

India's mining sector — major & minor minerals, quarries, coal, metals — needs continuous compliance & approvals support, and regulation keeps tightening (EC, star-rating, sustainable mining), sustaining consultancy demand. Demand is regulation- & approval-driven. The market rewards credentials (RQP/NABET), expertise, track record, turnaround & relationships; it is regulation-, expertise- & reputation-sensitive.

### Demand drivers

- **Mining leases/renewals & approvals.**
- **Mine-plans/schemes (RQP-mandated).**
- **EC/EIA & environment/forest clearances.**
- **Compliance audits, star-rating & returns.**
- **Tightening regulation** (sustainable mining).

### Market sizing (illustrative framing)

| Layer        | Definition                             | Indicative scale |
|--------------|----------------------------------------|------------------|
| TAM          | Mining consultancy/compliance in India | Substantial      |
| SAM          | Target region/minerals/clients         | Serviceable      |
| SOM (Yr 1-3) | Retainer + project clients             | Scaling          |

### Target segments

- Mines & quarries (major/minor minerals).
- Mineral/aggregate/coal businesses.
- Lease applicants & renewals.
- Corporates needing EC/compliance.

## 5. Competition & Competitive Advantage

**Landscape:** other mining consultants/RQPs, EIA/NABET consultants, law/environment firms & independent experts. The firm competes on credentials (RQP/NABET), expertise, track record, turnaround, relationships & ethics.

### The business's edge

- **Credentials (RQP/NABET)** — mandated, scarce.
- **Expertise & track record.**
- **Turnaround & approvals success.**
- **Relationships & ethics.**
- **End-to-end** (lease to compliance).

## 6. Services & Revenue Model

| Service                            | Model       | Basis |
|------------------------------------|-------------|-------|
| Mine-plan / scheme of mining (RQP) | Project fee | Core  |

|                                          |                         |            |
|------------------------------------------|-------------------------|------------|
| EC / EIA documentation                   | Project fee (± success) | High-value |
| Lease application / renewal              | Project + success-fee   | Milestone  |
| Compliance audit / star-rating / returns | Retainer / project      | Recurring  |
| Advisory / representation                | Retainer / hourly       | Recurring  |

Revenue is **billable work (utilisation × rate) + retainers + success-fees** (mine-plans, EC/EIA, lease, compliance/star-rating, advisory). Economics = consultant utilisation × billing rate (+ retainers/success-fees) – salaries/overheads; utilisation, billing rate, credentials (RQP/NABET) & BD drive it — the decisive advisory levers (asset-light, talent-led).

## 7. Go-to-Market — Clients & BD

- **Mine/quarry & mineral-business** relationships.
- **Credentials/track record** (RQP/NABET, approvals won).
- **Referrals & reputation.**
- **Retainers** (recurring compliance).
- **End-to-end** (lease-to-compliance) offering.

### Sales approach

Build credentials/track record → win mine-plan/EC/lease projects → convert to compliance retainers → grow via referrals & reputation → add specialists (RQP/NABET) & utilisation. Credentials, expertise, utilisation & BD build an asset-light advisory business; retainers & success-fees add recurring & upside.

## 8. Operations Plan (advisory, asset-light)

- **Delivery:** mine-plan/scheme preparation (RQP), EC/EIA documentation, lease applications, compliance audits/returns.
- **Credentials:** RQP/NABET accreditation, empanelment, expert network.
- **Utilisation:** consultant scheduling, project management, quality/turnaround.
- **Knowledge:** regulatory tracking, templates, precedents, data/GIS.
- **BD & relationships:** client development, referrals, representation.

### Workflow

| Stage   | Activity                 | Metric       |
|---------|--------------------------|--------------|
| Engage  | Client/scope/fee         | Win rate     |
| Deliver | Mine-plan/EC/lease/audit | Utilisation  |
| Approve | Approvals/compliance     | Success rate |
| Retain  | Compliance retainer      | Recurring    |
| Grow    | Referrals/BD             | Pipeline     |

## 9. Regulatory, Licences & Compliance (India)

- **Firm:** company/LLP; GST; professional-services norms; PI insurance advisable.
- **Credentials:** RQP (IBM/state) for mine-plans; NABET accreditation for EIA/EC; empanelments.
- **Domain:** MMDR/MCR/MCDR, environment/forest, DGMS-safety, state minor-mineral rules (advisory scope).
- **General:** engagement/confidentiality; TDS.

## 10. Organisation & Manpower Plan

| Role                                    | Yr 1     | Yr 2      | Yr 3      |
|-----------------------------------------|----------|-----------|-----------|
| Promoter / principal consultant (RQP)   | 1        | 2         | 2         |
| Mining engineers / RQPs                 | 2        | 4         | 6         |
| Environment / EIA / geology specialists | 2        | 4         | 6         |
| Compliance / GIS / analysts             | 2        | 4         | 6         |
| BD & admin                              | 1        | 2         | 3         |
| <b>Total</b>                            | <b>8</b> | <b>16</b> | <b>23</b> |

## 11. Implementation Timeline & Milestones

| Phase | Timeline   | Milestone                                          |
|-------|------------|----------------------------------------------------|
| Setup | Month 0-3  | Entity, RQP/NABET credentials, team, first clients |
| Ramp  | Month 3-12 | Projects + retainers, ₹1.6cr (ramp)                |
| Grow  | Year 2     | Specialists, retainers, ₹2.8cr                     |
| Scale | Year 3     | ₹4cr revenue; utilisation & 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. Mining consultancy is an asset-light professional-services business; revenue = utilisation × billing rate + retainers + success-fees; salaries are the main cost; credentials, utilisation & BD are the levers; thin fixed cost but talent-dependent.

### 12.1 Project cost & means of finance

| Capital requirement                            | ₹         |
|------------------------------------------------|-----------|
| Office, IT, GIS/software & setup               | 15,00,000 |
| Credentials, empanelment & branding            | 8,00,000  |
| Working capital (salaries runway + project WC) | 22,00,000 |
| Pre-operative & contingency                    | 5,00,000  |

|                           |                  |
|---------------------------|------------------|
| <b>Total project cost</b> | <b>50,00,000</b> |
| Promoter contribution     | 35,00,000        |
| Bank / WC finance         | 15,00,000        |

## 12.2 Projected Profit & Loss (3 years)

| Particulars                       | Year 1             | Year 2             | Year 3             |
|-----------------------------------|--------------------|--------------------|--------------------|
| Mine-plan / EC / lease projects   | 1,00,00,000        | 1,75,00,000        | 2,50,00,000        |
| Compliance retainers & audits     | 45,00,000          | 85,00,000          | 1,20,00,000        |
| Success-fees & advisory           | 15,00,000          | 30,00,000          | 30,00,000          |
| <b>Total revenue</b>              | <b>1,60,00,000</b> | <b>2,90,00,000</b> | <b>4,00,00,000</b> |
| Consultant salaries & expert fees | 85,00,000          | 1,55,00,000        | 2,05,00,000        |
| Office, IT, travel & overheads    | 40,00,000          | 65,00,000          | 85,00,000          |
| BD, credentials & other           | 15,00,000          | 25,00,000          | 32,00,000          |
| Interest & misc.                  | 3,00,000           | 4,00,000           | 5,00,000           |
| <b>Total expenses</b>             | <b>1,43,00,000</b> | <b>2,49,00,000</b> | <b>3,27,00,000</b> |
| <b>Net profit (before tax)</b>    | <b>17,00,000</b>   | <b>41,00,000</b>   | <b>73,00,000</b>   |
| Net margin                        | 10.6%              | 14.1%              | 18.3%              |

## 12.3 Unit economics & break-even

- **Utilisation × billing rate:** billable consultant-days × rate; utilisation & realisation are the make-or-break; retainers add recurring; success-fees add upside; salaries are the main cost.
- **Credentials leverage:** RQP/NABET credentials are scarce & command premium fees; a credentialed consultant's utilisation drives economics; thin fixed cost gives operating leverage.
- **Break-even:** at a utilisation/fee level covering salaries & overheads; margins expand with utilisation, rate, retainer mix & senior leverage.

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

| Particulars (₹)                 | Q1               | Q2               | Q3               | Q4               |
|---------------------------------|------------------|------------------|------------------|------------------|
| Opening balance                 | 22,00,000        | 16,00,000        | 16,50,000        | 18,00,000        |
| Fee collections                 | 28,00,000        | 38,00,000        | 44,00,000        | 50,00,000        |
| Salaries, overheads & operating | 34,00,000        | 37,50,000        | 42,50,000        | 46,00,000        |
| <b>Closing balance</b>          | <b>16,00,000</b> | <b>16,50,000</b> | <b>18,00,000</b> | <b>22,00,000</b> |

Consultancy is asset-light & cash-generative once utilisation builds, but project timing & receivables (approvals can be slow) need a WC buffer. Utilisation, retainer mix, receivable management & a modest WC line manage cash; the key risks are talent/credentials (RQP/NABET-dependent), utilisation/BD, regulatory-change (also demand-driver), receivables & reputation/liability — met with credentials, retainers, BD & quality/ethics.

## 12.5 Key Performance Indicators to Monitor

- **Delivery:** utilisation %; billing rate/realisation; approvals success rate; turnaround.
- **Mix:** retainer vs. project; success-fee share; client concentration.
- **Talent:** RQP/NABET credentials; senior leverage; retention.
- **Finance:** net margin; receivable days; pipeline.

## 13. Funding Requirement & Bankability

Total ask: **₹15 lakh WC/finance** against ₹35 lakh promoter contribution — modest, for office/credentials & working-capital runway on an asset-light base. Fundability rests on credentials (RQP/NABET), track record, utilisation & retainer book (professional-services often self-funds from fees). Year-1 profit ₹17 lakh growing to ₹73 lakh as utilisation/retainers scale; credentials, utilisation & BD are key. Cash generation supports the modest ask; utilisation, rate, retainers & credentials underpin the model.

### 13.1 Funding utilisation

| Use of funds                                   | ₹                | % of total  |
|------------------------------------------------|------------------|-------------|
| Office, IT, GIS/software & setup               | 15,00,000        | 30%         |
| Credentials, empanelment & branding            | 8,00,000         | 16%         |
| Working capital (salaries runway + project WC) | 22,00,000        | 44%         |
| Pre-operative & contingency                    | 5,00,000         | 10%         |
| <b>Total</b>                                   | <b>50,00,000</b> | <b>100%</b> |

## 14. Risk Analysis & Mitigation

| Risk                             | Mitigation                                                           |
|----------------------------------|----------------------------------------------------------------------|
| Talent / credentials (RQP/NABET) | Credentialed hires/associates, retention, credential-building, ESOPs |
| Utilisation / BD                 | Retainers, pipeline, referrals, diverse clients                      |
| Regulatory change                | Continuous tracking (also demand-driver), specialisation             |
| Receivables / approval delays    | Milestone billing, advances, WC buffer                               |
| Reputation / liability           | Quality, ethics, PI insurance, compliance discipline                 |

## 15. SWOT Analysis

|                                                                                                                                               |                                                                                                                                          |
|-----------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Strengths</b><br>Asset-light/high-margin; credentialed (RQP/NABET) moat; regulation-driven demand; retainer recurring; operating leverage. | <b>Weaknesses</b><br>Talent-/credential-dependent; utilisation-/BD-sensitive; receivable/approval-timing; reputation/liability exposure. |
|-----------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------|

|                                                                                                                                            |                                                                                                                          |
|--------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------|
| <b>Opportunities</b><br>Tightening regulation; sustainable-mining/star-rating; EC/EIA demand; retainers; end-to-end; new minerals/regions. | <b>Threats</b><br>Regulatory simplification; talent poaching; competition/independents; client-concentration; liability. |
|--------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------|

## 16. Recommended AiSevak Tools for This Business

This mining consultancy would use AiSevak's Mining vertical tools in delivery:

- **Practice & utilisation:** utilisation × billing & retainer/success-fee, pipeline/win-rate & realisation tools.
- **Compliance domain:** mine-plan/EC/lease & compliance-audit/star-rating, regulatory-tracking & GST tools (with Legal vertical).
- **Practice:** Business Plan, utilisation-economics and break-even tools to model the firm.

## 17. Key Assumptions & Notes

- Mining consultancy: asset-light professional-services — leases/mine-plans/EC/statutory-compliance advisory; revenue = utilisation × billing + retainers + success-fees.
- Utilisation × rate + retainers + success-fees – salaries/overheads decisive; credentials (RQP/NABET), utilisation, billing rate & BD are the levers; thin fixed cost, operating leverage, talent-dependent.
- Company/LLP + modest WC (self-funding from fees); RQP (IBM/state) for mine-plans, NABET for EIA/EC, MMDR/MCDR/environment/DGMS domain.
- Utilisation, credentials, retainer mix & BD drive economics; figures illustrative, exclude GST; regulation-driven demand.

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