

Annual overview 2019



YOUNG TRANSLATORS

Thank you for 2019!



YOUNG TRANSLATORS

Last year was a year of explosive growth and many innovations for us. We have expanded in every aspect and welcomed new young professionals.

In this overview, we want to share all the results with you and look ahead to see what's next in the upcoming year. Thanks to you and the whole team, we had a fantastic year. For 2020, we also expect big projects, new customers and great translations.

It's been a year full of changes and it's great to see everyone is doing their best for growth.

2019 in review



YOUNG TRANSLATORS

January 2019:
We rolled out our new quality system (including stricter selection) and started working via SmartCAT.

June 2019:
Martijn was on TV to talk about the translation market and Young Translators.

August 2019:
We started with the improvement table and the writing style analyses for each project.

October 2019:
We started developing a new strategy and added new language combos as English-German.

December 2019:
We are in the process of improving our registrations in order to gain more insight into our quality, for example.

April 2019:
We finished the first assignment for a non-Dutch client.

July 2019:
In July, we had three huge projects running simultaneously, with our first two book translations and our first proofreading assignment.

September 2019:
We started a number of surveys to map out our target group, with the goal to reach them more easily and we introduced our after-sales strategy.

November 2019:
Our Staff Portal was launched as a trial for the Dutch staff. At the beginning of next year, it will be available for everyone.

Annual figures 2019



YOUNG TRANSLATORS



AMOUNT OF
ASSIGNMENTS

83



AVERAGE WORTH OF
AN ASSIGNMENT

€ 376,27



AMOUNT OF
TRANSLATED WORDS

504.726



REVENUE (WITHOUT
BTW) ¹

€ 32.735,37



AMOUNT OF YOUNG
PROFESSIONALS

28



AMOUNT PAID TO STAFF ²

€ 19.161,04



GROSS PROFIT FOR
2019 ³

€ 8.412,35

¹ Order value of projects sold and in progress

² Purchase value of sales plus accounts payable

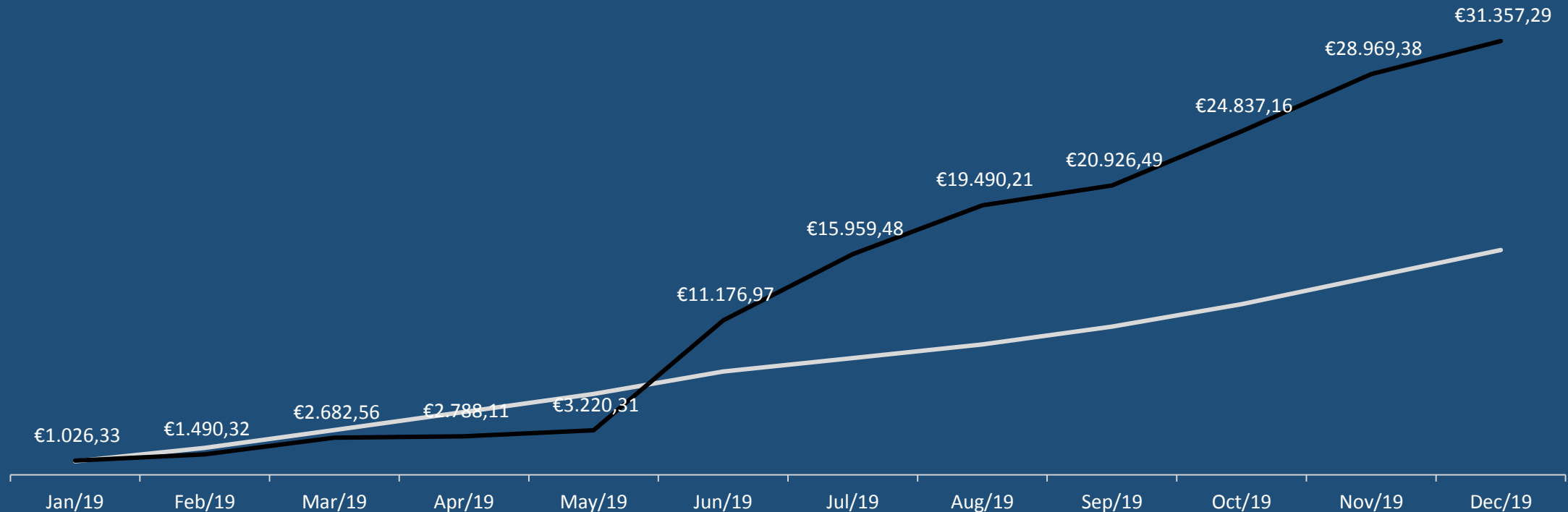
³ Gross profit plus net turnover from debtors

Annual figures 2019



YOUNG TRANSLATORS

Revenue 2019 excl. VAT (cumulative)



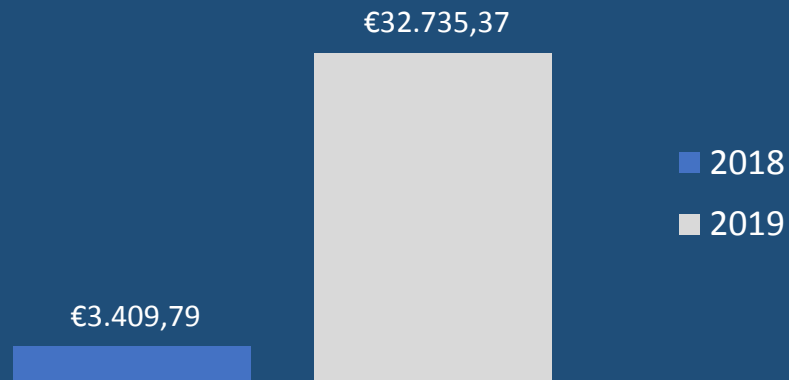
We have achieved an excellent turnover this year. We achieved 2x more turnover than our target. The white line represents our goal, the black line represents our actual turnover. Starting from June, the growth has gone fast.

Annual figures 2019

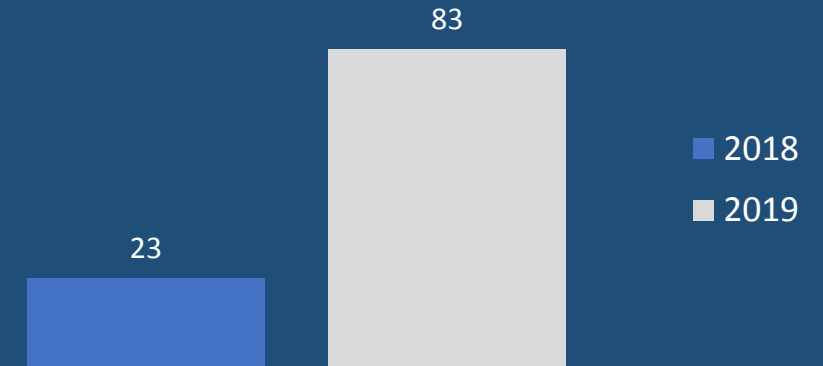


YOUNG TRANSLATORS

Revenue compared to 2018

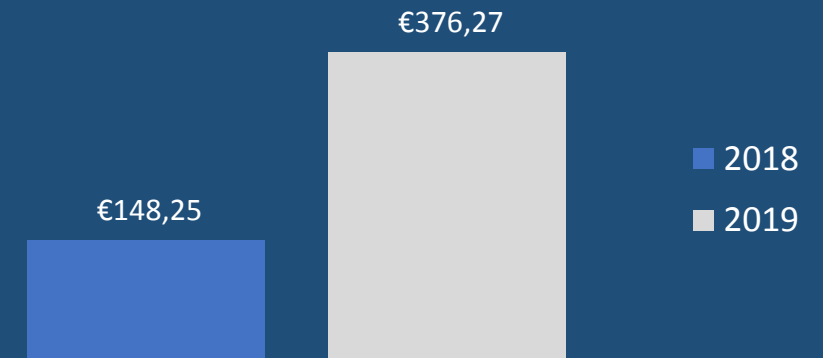


Total number of assignments compared to 2018



Compared to last year, we achieved 960% growth in sales. We have been able to finish 3.61 times more assignments and these were on average worth 2.54 times more than in 2018.

Average value per project compared to 2018





Y O U N G T R A N S L A T O R S

Looking back at our goals

“For 2019, we want to enter new markets, discover more, and learn fast.”

We are proud to have achieved the following goals:

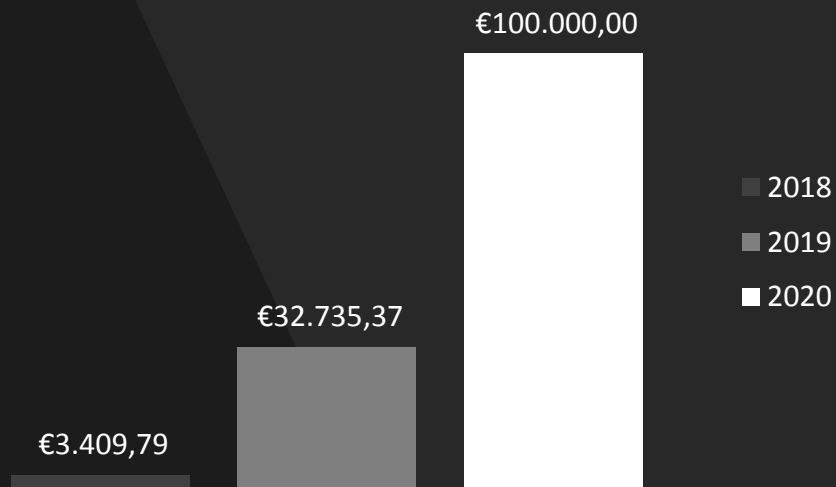
- We launched a proofreading service.
- We participated in foreign markets and new areas of expertise (e.g. SEO, technical and book translation).
- We got to work on some great projects.
- We have also made great steps towards internationalization with 3 language combinations from English.

It is also fair to look at which plans did not succeed.

- The Staff Portal is still under construction. We will improve it in the coming months based on your feedback.
- Fewer new languages have been added than desired. Our focus in the coming months will be on adding Italian, Turkish, Romanian and Swedish.
- The interpreting service also remains an unfulfilled ambition, which is something we still have to grow towards.

Our goals for 2020

- We want to continue where we left off, but above all, discover what we didn't know yet. Innovation is the key to success for 2020.
- Our turnover goal:



YOUNG TRANSLATORS

New website	Een nieuwe website, waarbij gemak centraal staat.
Opportunities for growth	We want to run proofs with experienced translators as project managers. We also want to see if we can create more career opportunities for you.
Improving on quality	The improvement tables must be registered and monitored fully automatically, so that we can respond to everyone's strengths.
New languages	We want to offer new languages, like: Italian, Turkish, Romanian and Swedish and offer all our languages with English being the source language.
Staff Portal	We want to launch the Staff Portal and start up an Academy with around 25 diving deep classes, together with you.
New concepts	We want to research new concepts that we can expand into in the future.



YOUNG TRANSLATORS

Thank you!

- We have achieved all of this with your dedication, feedback and expertise. We hope you had a great year and that you enjoy working with us. We would like to thank you for a beautiful 2019!
- Do you have any questions or comments? Let us know!

Martijn (staff manager) martijn@youngtranslators.com
+316 42352120

Roel (quality manager) roel@youngtranslators.com
+316 48274624

Kevin (sales manager) kevin@youngtranslators.com
+316 58841875



YOUNG TRANSLATORS

Share your opinion (anonymously) via:
<https://forms.gle/Lp9P4ZjVTqoxVdRn6>