



Chambre  
Belge des  
Traducteurs  
et Interprètes

Belgische  
Kamer van  
Vertalers  
en Tolken



# TRANSLATION and INTERPRETING in BELGIUM

## MARKET SURVEY REPORT 2018

traducteurs  
vertalers  
translators  
tolken  
interpretes.**be**

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# 1 INTRODUCTION

## 1.1 AVANT-PROPOS [FR]

## [NL] VOORWOORD

**P**our un prestataire de services, exercer son métier en profession libérale, c'est par définition être libre de fixer ses tarifs et honoraires. Cette liberté conduit, dans notre secteur comme dans tant d'autres, à une très grande variabilité des pratiques.

À l'instar d'autres associations professionnelles nationales, la Chambre belge des traducteurs et interprètes (CBTI-BKVT) a voulu constituer une image fiable des pratiques tarifaires du marché belge de la traduction et de l'interprétation, à la fois pour informer les différents acteurs du secteur, étudiants, débutants ou praticiens chevronnés, et pour mieux défendre les droits et les intérêts des professions qu'elle représente.

Ce rapport d'enquête de marché présente essentiellement des données relatives aux tarifs en vigueur, combinées à des informations complémentaires comme l'adhésion à une association professionnelle ou le recours aux outils technologiques.

Les résultats présentés dans ce rapport sont à considérer non pas comme des recommandations, mais comme une simple photographie du marché de la traduction et de l'interprétation en Belgique en janvier 2018, et doivent donc s'interpréter avec toutes les précautions d'usage.

Excellente lecture.

**Guillaume Deneufbourg, président CBTI-BKVT**

**W**ie zijn beroep als zelfstandige uitoefent, is per definitie vrij in het bepalen van zijn tarieven en honoraria. Deze vrijheid leidt in onze en in tal van andere sectoren tot heel uiteenlopende praktijken.

Zoals andere nationale beroepsverenigingen wilde de Belgische Kamer van Vertalers en Tolken (BKVT-CBTI) zich een betrouwbaar beeld vormen van de tariefpraktijken op de Belgische vertaal- en tolkmarkt. Op basis hiervan kunnen we de verschillende spelers uit de sector (beginnende en ervaren vertalers en tolken, studenten) informeren en beter opkomen voor de rechten en belangen van de beroepen die we vertegenwoordigen.

Dit rapport van het marktonderzoek verstrekt in hoofdzaak gegevens over de tarieven die toegepast worden, maar u vindt er ook extra informatie in over onder meer het lidmaatschap van een beroepsvereniging en het gebruik van technologische tools.

De resultaten in dit rapport moeten niet als aanbevelingen gezien worden, maar als een momentopname van de Belgische vertaal- en tolkmarkt in januari 2018. Ze zijn dus met de nodige omzichtigheid te interpreteren.

Veel leesplezier!

**Guillaume Deneufbourg, voorzitter BKVT-CBTI**

## FOREWORD [EN]

## [DE] VORWORT

**B**y definition, service providers who work in a liberal profession are free to set their own rates and fees. This freedom leads, in our field as in any other, to very wide variations in practices.

Like other national professional associations, the Belgian Chamber of Translators and Interpreters (CBTI-BKVT) wanted to paint a reliable picture of rate practices in the Belgian translation and interpreting market, both to inform the various players in the field (students, beginning or seasoned practitioners) and to advance the rights and interests of the professions it represents.

This market survey report essentially presents information on the current rates, but you can also find additional information on topics such as membership of a professional association or use of technological tools.

The results in this report are not to be considered recommendations, but merely a snapshot of the Belgian translation and interpreting market in January 2018, and should thus be treated with the usual caution.

Happy reading!

**Guillaume Deneufbourg, CBTI-BKVT president**

**F**ür Dienstleister bedeutet die freiberufliche Ausübung ihres Berufes definitionsgemäß die Freiheit, ihre Tarife und Honorare selbst festzusetzen. Diese Freiheit führt in unserem wie in vielen anderen Sektoren zu einer große Bandbreite von Vorgehensweisen.

Ziel der Belgischen Kammer der Übersetzer und Dolmetscher (CBTI-BKVT) war es, gemäß dem Beispiel anderer nationaler Berufsverbände, ein zuverlässiges Bild der Tarifpraktiken auf dem belgischen Markt für Übersetzungs- und Dolmetschleistungen zu erstellen, um einerseits die verschiedenen Akteure des Sektors – Studierende, Berufsanfänger ebenso wie erfahrene Praktiker – zu informieren und andererseits die Rechte und Interessen der von ihr repräsentierten Berufe besser vertreten zu können.

Der vorliegende Marktuntersuchungsbericht enthält im Wesentlichen Informationen zu den praktizierten Tarifen zusammen mit ergänzenden Informationen wie der Mitgliedschaft in einem Berufsverband oder der Nutzung technologischer Hilfsmittel.

Die in diesem Bericht vorgestellten Ergebnisse sind nicht als Empfehlungen anzusehen, sondern als ein Abbild des belgischen Übersetzungs- und Dolmetschmarktes im Januar 2018 und sind folglich mit der gebotenen Vorsicht zu interpretieren.

Ich wünsche Ihnen eine anregende Lektüre!

**Guillaume Deneufbourg, Präsident CBTI-BKVT**

## 1.2 METHODOLOGIE [FR]

**Caractéristiques :** enquête adressée aux traducteurs et interprètes actifs à temps plein ou à temps partiel, travaillant en profession libérale et/ou comme salariés en entreprise, établis en Belgique ou faisant des affaires avec la Belgique. Enquête disponible en anglais, français et néerlandais.

**Taille de l'échantillon :**

439 réponses. Les réponses aux questions n'étant pas obligatoires, la taille de l'échantillon varie selon les questions. Pour les questions à plusieurs réponses possibles, nous ne connaissons pas le nombre de personnes interrogées, mais uniquement le nombre de réponses reçues au total. Ces questions ne sont pas convertibles en pourcentage.

**Mode d'acquisition :**

Survey Anyplace, sondage anonyme.

**Durée de l'enquête :** 40 jours

**Traitement des données :** groupe de travail « Enquête de marché 2018 », sous la direction de Camille Collard.

**Présentation des données :** l'intitulé reprend la question posée lors de l'enquête. Les choix liés à la présentation des données sont détaillés en note en dessous du graphique.

Le questionnaire contenait 92 questions, mais toutes ne sont pas reprises ici. Les questions non présentées seront traitées dans d'autres rapports.

## [NL] METHODOLOGIE

**Kenmerken:** enquête gericht naar vertalers en tolken die voltijds of deeltijds actief zijn, als zelfstandige en/of als loontrekkende in een onderneming werken, in België gevestigd zijn of zaken doen met België. Het onderzoek was beschikbaar in het Engels, het Frans en het Nederlands.

**Omvang van de steekproef:**

439 antwoorden. Aangezien het niet verplicht was om alle vragen te beantwoorden, varieert de omvang van de steekproef naargelang van de vragen. Voor de meerkeuzevragen kennen we het aantal respondenten niet, enkel het totaal aantal ontvangen antwoorden. Hiervoor kunnen we dan ook geen percentages berekenen.

**Wijze van gegevensinzameling:**

Survey Anyplace, anonieme enquête.

**Duur van het onderzoek:** 40 dagen.

**Verwerking van de gegevens:** werkgroep 'Marktonderzoek 2018' onder leiding van Camille Collard.

**Voorstelling van de gegevens:** de titel vermeldt de vraag die in de enquête gesteld werd. De keuzes aangaande de voorstelling van de gegevens worden onder de grafiek weergegeven.

De vragenlijst telde 92 vragen, maar die zijn hier niet allemaal opgenomen. De overige komen aan bod in andere rapporten.

## METHODOLOGY [EN]

**Description:** survey directed at full- or part-time translators and interpreters, working as freelancers and/or employed in a company, established in Belgium or doing business with Belgium. The survey was available in three languages: English, French and Dutch.

**Sample size:** 439 full replies. There was no obligation to answer the questions so the sample size varied depending on the questions. For the questions with several possible answers, we only have the total number of answers received, not the number of respondents. Consequently, we cannot provide percentages for these questions.

**Acquisition method:** Survey Anyplace, anonymous survey.

**Length of survey:** 40 days

**Data processing:** "Market Report 2018" working group, led by Camille Collard.

**Data presentation:** the headings provide the questions asked in the survey. The choices relating to the data presentations are outlined in the note under the graphic.

There were 92 questions in the questionnaire. Not all the questions are dealt with in this report but will be addressed in other reports.

## [DE] METHODOLOGIE

**Beschreibung:** Umfrage, die sich an Übersetzer/innen und Dolmetscher/innen richtete, die ihren Beruf in Voll- oder Teilzeit, freiberuflich und/oder als Angestellte ausüben, die in Belgien niedergelassen sind oder für belgische Kunden arbeiten. Die Umfrage war auf Englisch, Französisch und Niederländisch verfügbar.

**Teilnehmerzahl:** 439 Antworten. Da die Antworten auf die Fragen nicht obligatorisch waren, variiert die Anzahl der Antworten je nach Frage. Bei Fragen, bei denen Mehrfachantworten möglich waren, ist nur die Gesamtzahl der Antworten, nicht die Anzahl der Personen, die geantwortet haben, bekannt. Daher ist es nicht möglich, für diese Fragen Prozentsätze anzugeben.

**Durchführungsmethode:** Survey Anyplace, anonyme Umfrage.

**Dauer der Zugänglichkeit der Umfrage:** 40 Tage.

**Aufbereitung der Daten:** Arbeitsgruppe „Marktuntersuchung 2018“ unter der Leitung von Camille Collard.

**Präsentation der Daten:** In der Überschrift wird jeweils die Frage aufgeführt, die bei der Umfrage gestellt wurde. Die für die Daten gewählten Darstellungsoptionen werden in einer Anmerkung unterhalb der Grafik erläutert.

Der Fragebogen enthielt 92 Fragen. Nicht alle dieser Fragen werden hier behandelt, sie werden Gegenstand weiterer Berichte sein.

## 2 DEMOGRAPHICS

*You are... (435 respondents)*

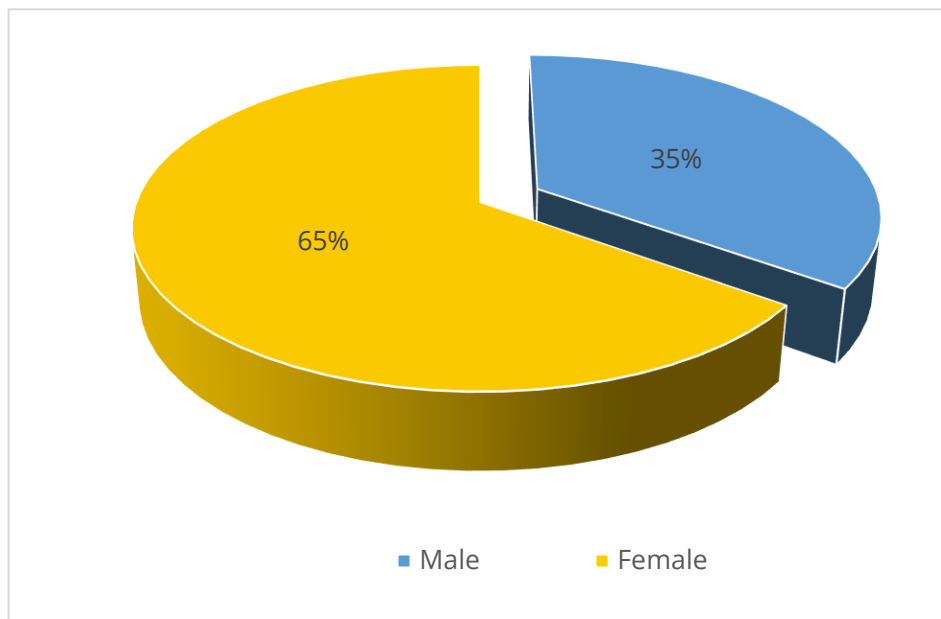
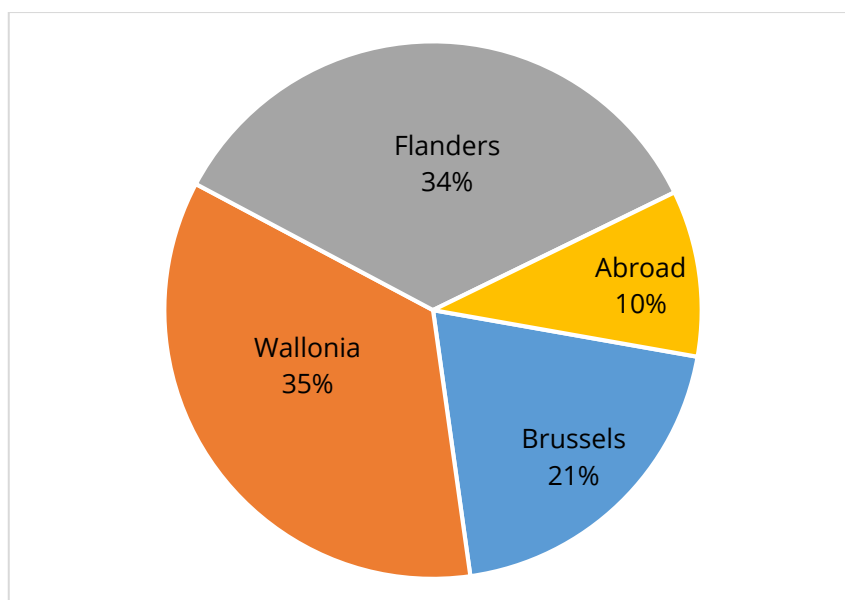


Figure 1: Gender



*Where do you live? (439 respondents)*

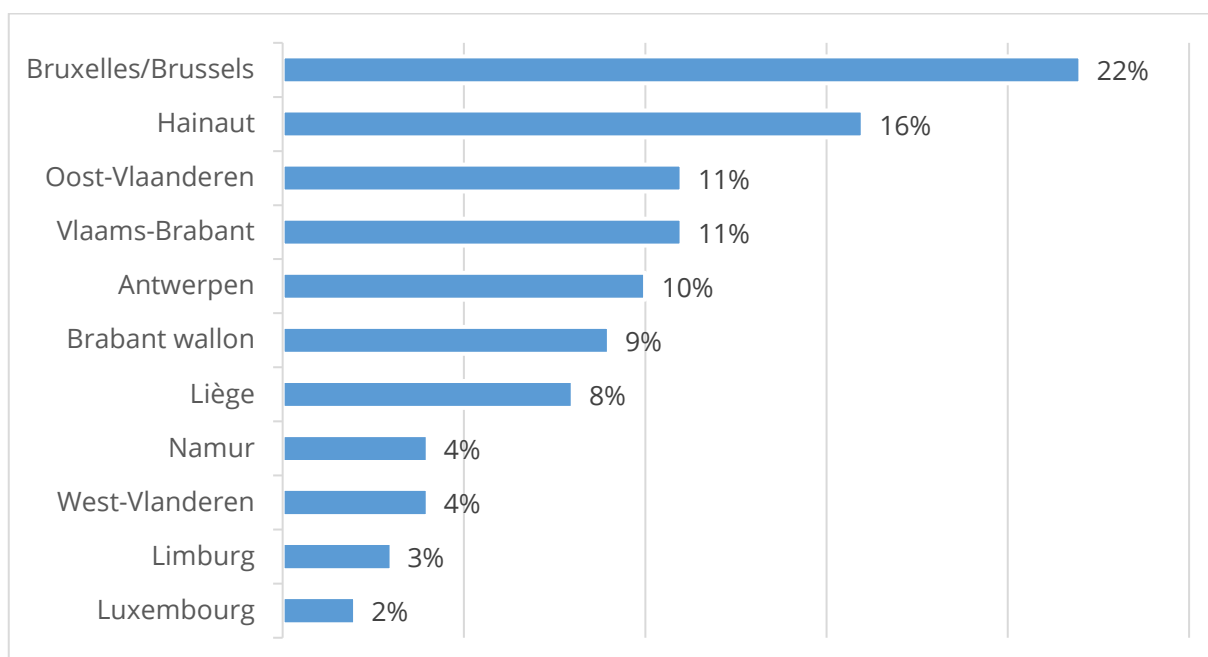


*Figure 2: Respondents' location*

**Abroad (expressed as number of respondents):**

France: 13 / Germany: 8 / Netherlands: 5 / Spain: 3 / Luxembourg: 2 / Switzerland: 1 / United Kingdom: 1 / Greece: 1 / Iceland: 1 / United States: 1 / Canada: 1 / Unknown: 8

*Where in Belgium do you live? (387 respondents)*



*Figure 3: Respondents' location (Belgium)*



*How old are you? (431 respondents)*

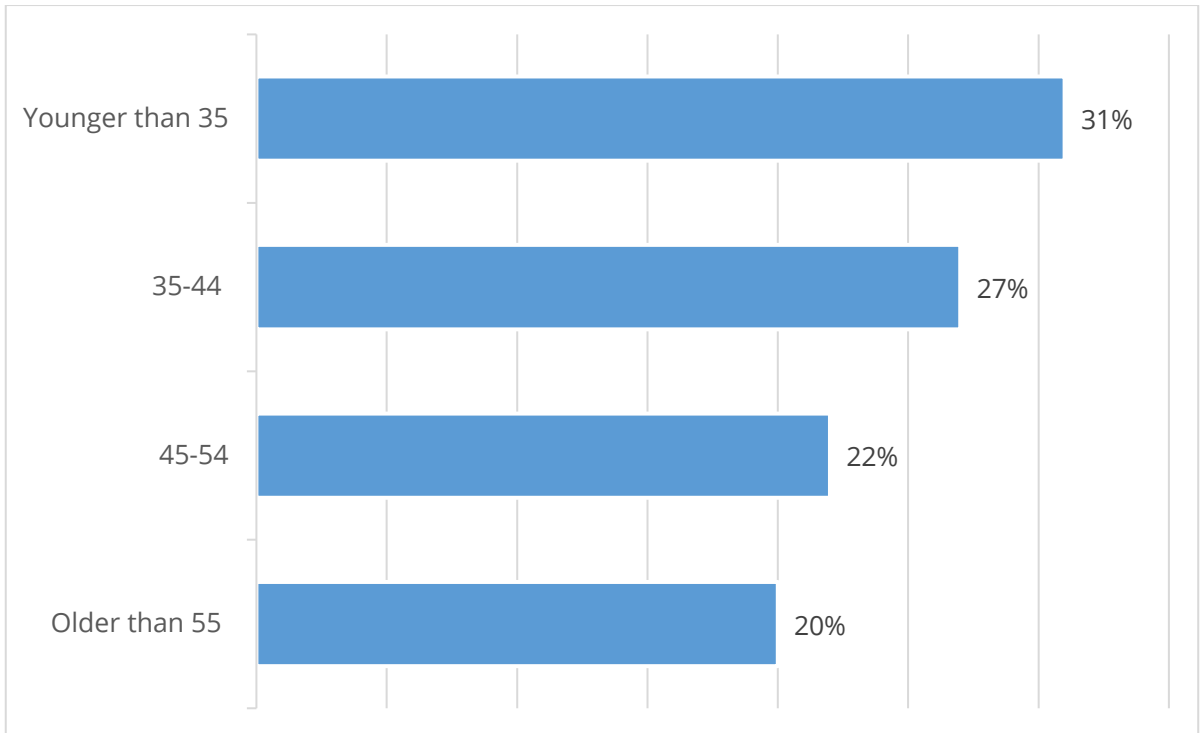


Figure 4: Respondents' age

*Are you a member of one or more professional associations of translators and/or interpreters? If yes, which one(s)? (several answers possible)*

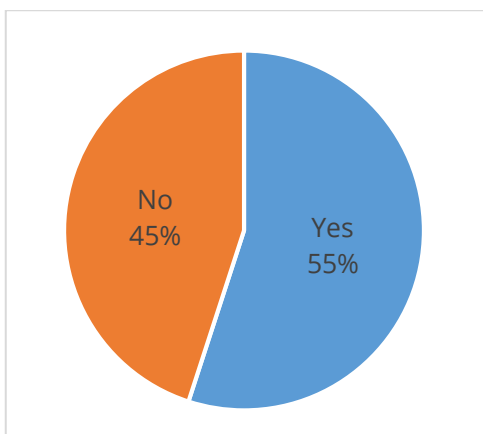


Figure 5: Memberships [1/2]

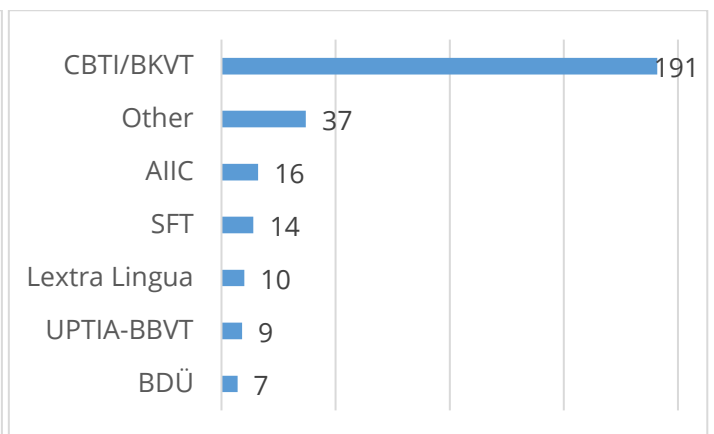


Figure 6: Memberships [2/2]

# 3 TRANSLATORS

## 3.1 PROFILE

*Do you work as a translator (written translation)? (439 respondents)*

Answer “yes” if you have worked as a translator for at least **10 days in the last 12 months**. Translation does not have to be your main occupation and you don’t need to have a Master’s degree in translation to answer yes to this question.

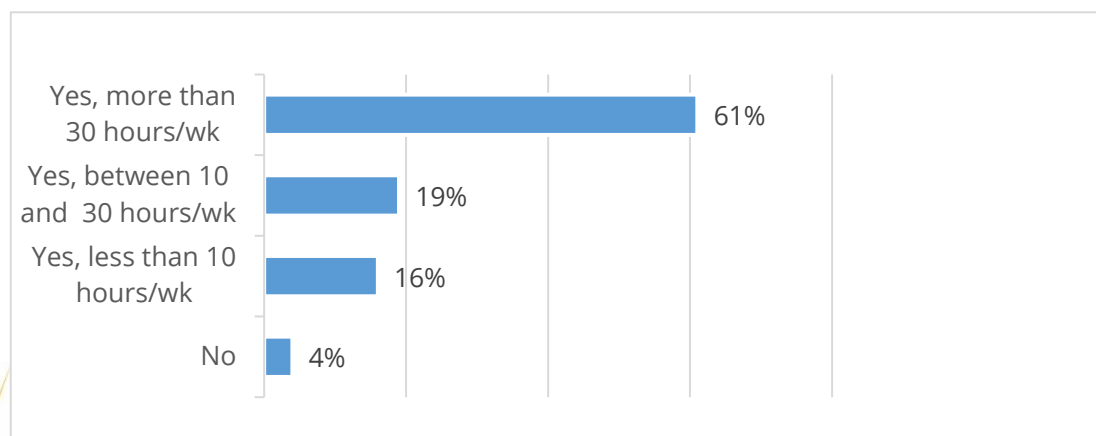


Figure 7: Working hours

*All the following questions up to “4. Interpreters” only apply if Yes to previous question*  
*Are you a freelance or a staff translator? (422 respondents)*

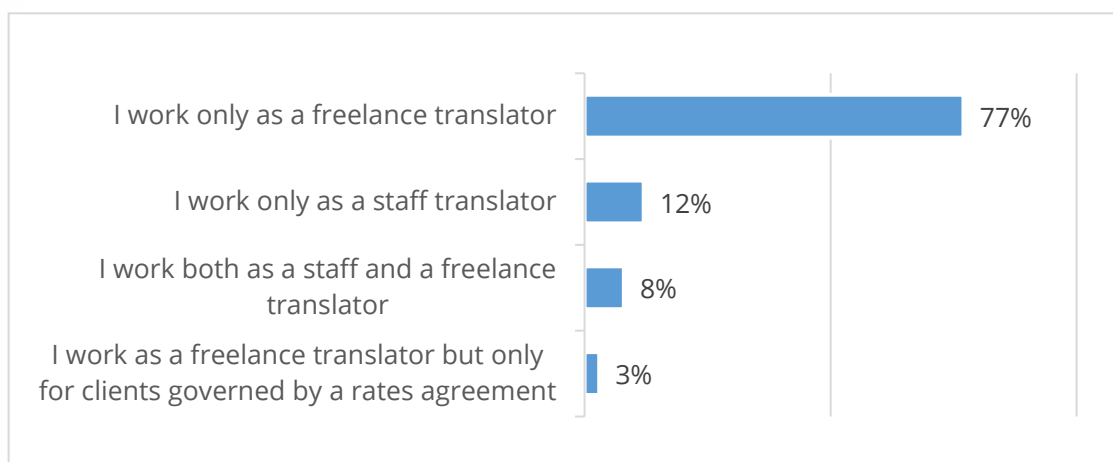
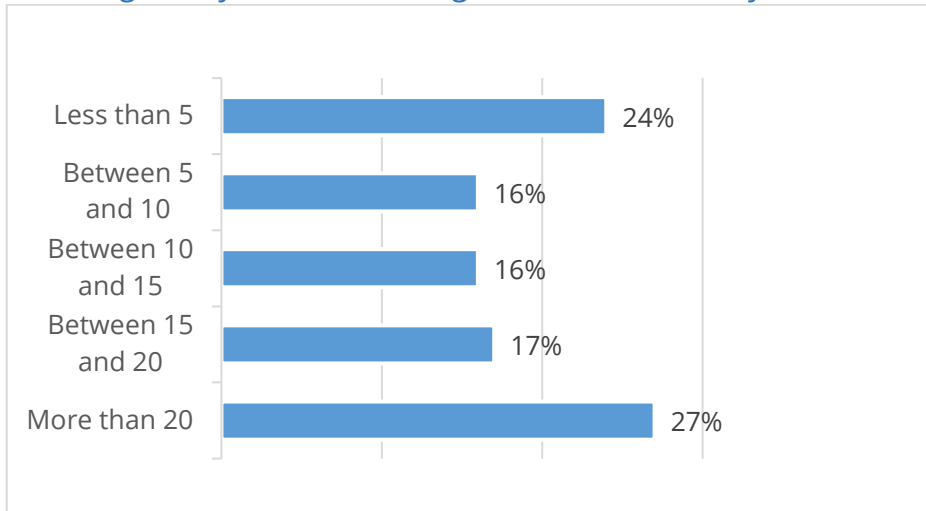


Figure 8: Respondents' status

*How long have you been working as a translator? (in years) (421 respondents)*



*Figure 9: Respondents' experience*

### What is your first target language for translation? (436 respondents)

Only indicate languages you have translated **into** during the last 12 months. The target language is the language into which you translate, irrespective of whether it is your mother tongue.

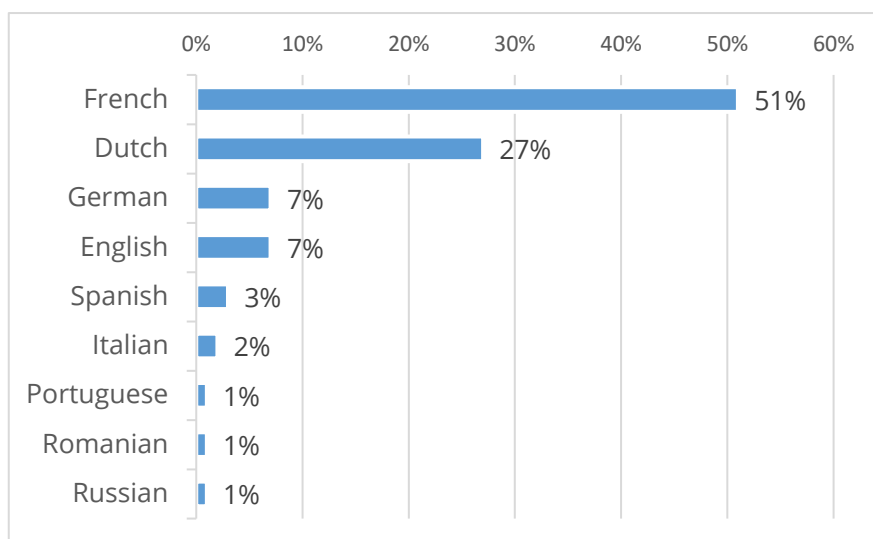


Figure 10: Target language

### What is your first source language for translation? (415 respondents)

Only indicate languages you have translated **from** during the last 12 months. The source language is the language from which you translate.

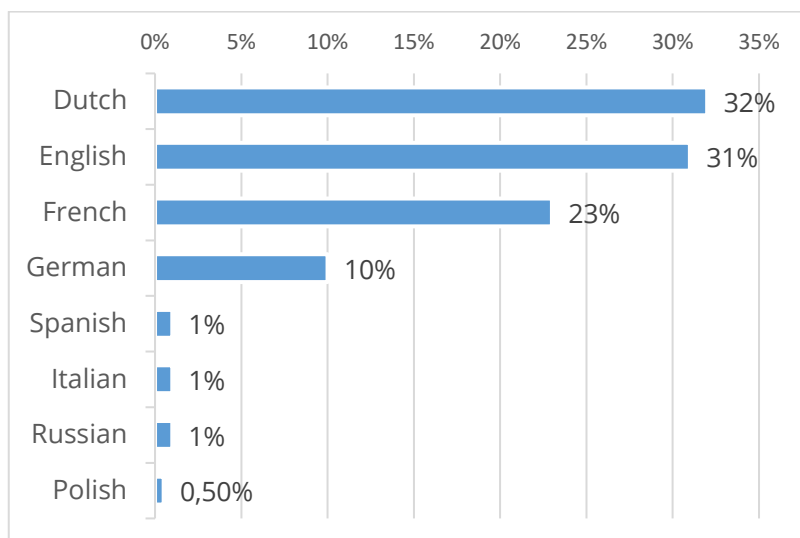


Figure 11: Source language

*In which language pair do you work most? (420 respondents)*

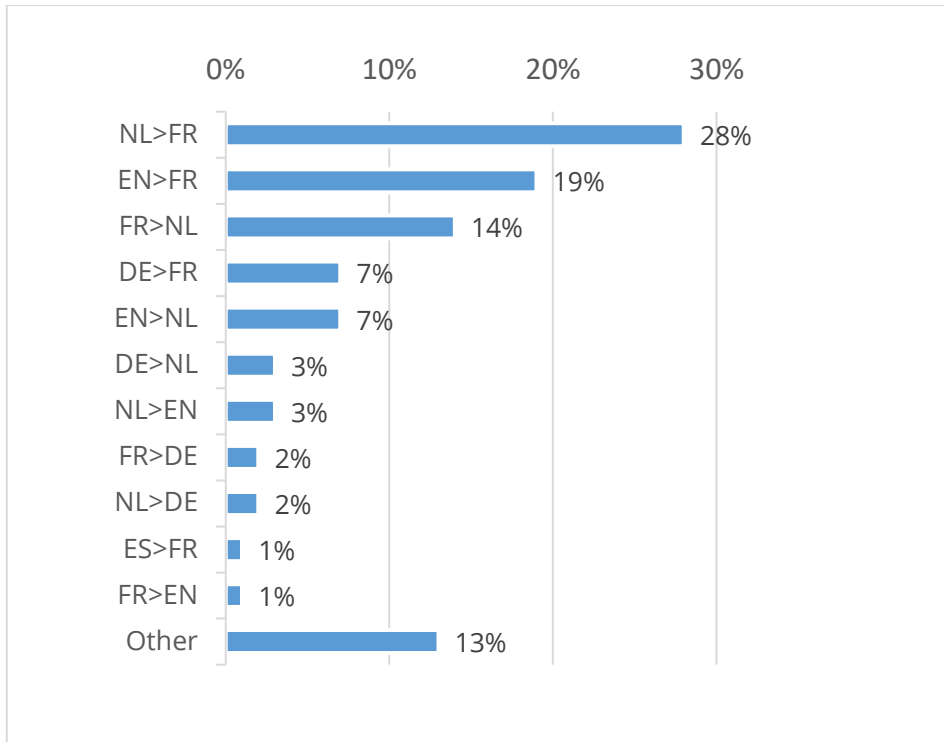


Figure 12: Language pairs

*Do you have a Master's degree (or equivalent) in translation? (418 respondents)*

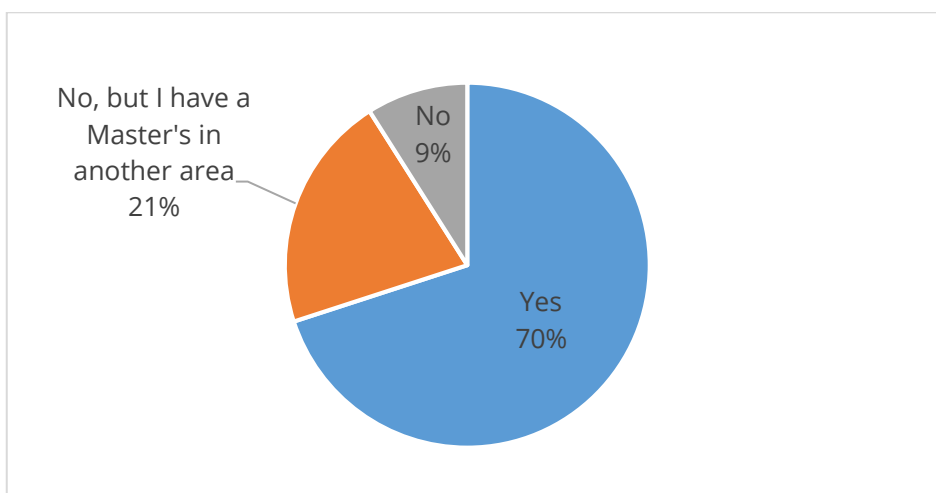


Figure 13: Education

## 3.2 SPECIALIZATIONS

*Do you have one or more specializations in translation? (422 respondents)*

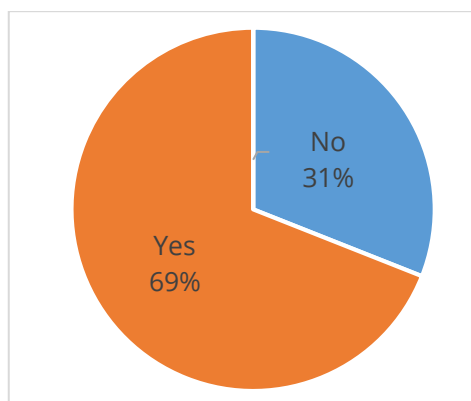


Figure 14: Specialization

*All the following questions up to "3.3. Activity" only apply if Yes to previous question*  
*What is your first specialization for translation? (317 respondents)*

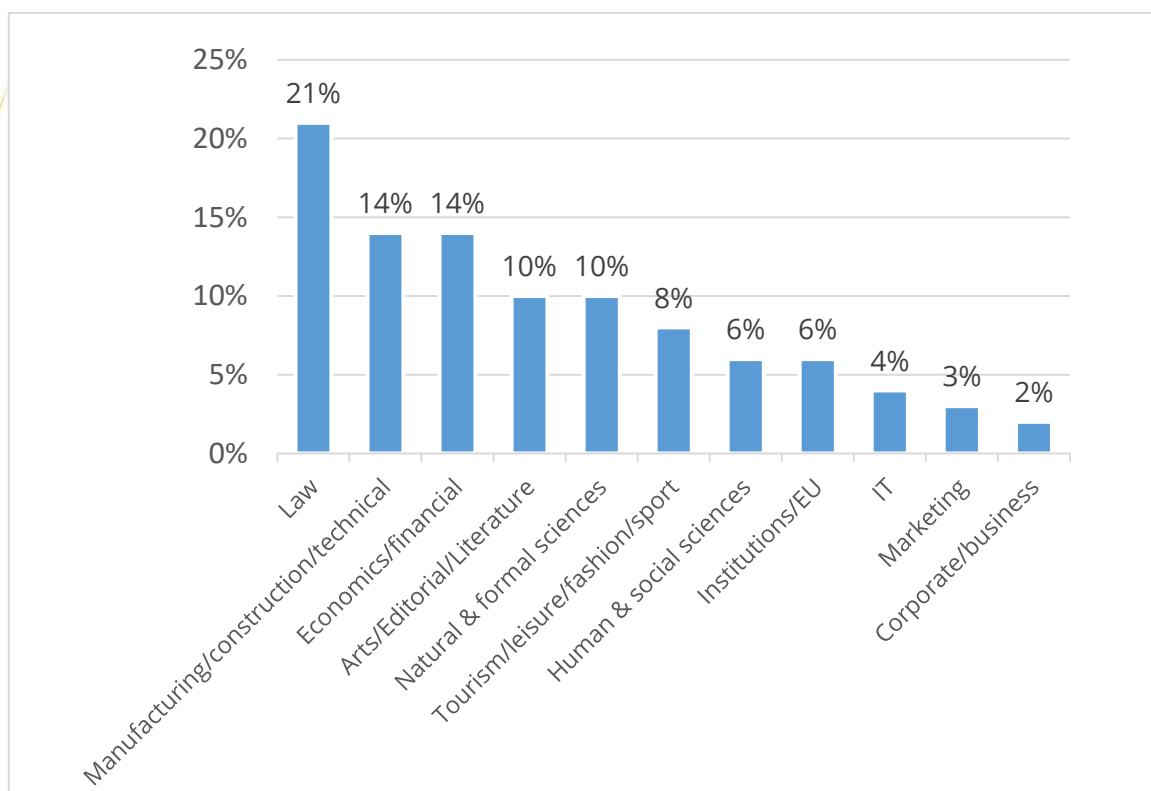


Figure 15: Specialization fields

*How often do you translate in your field of specialization? (287 respondents)*

If you have several specializations, give a general answer about all of them.

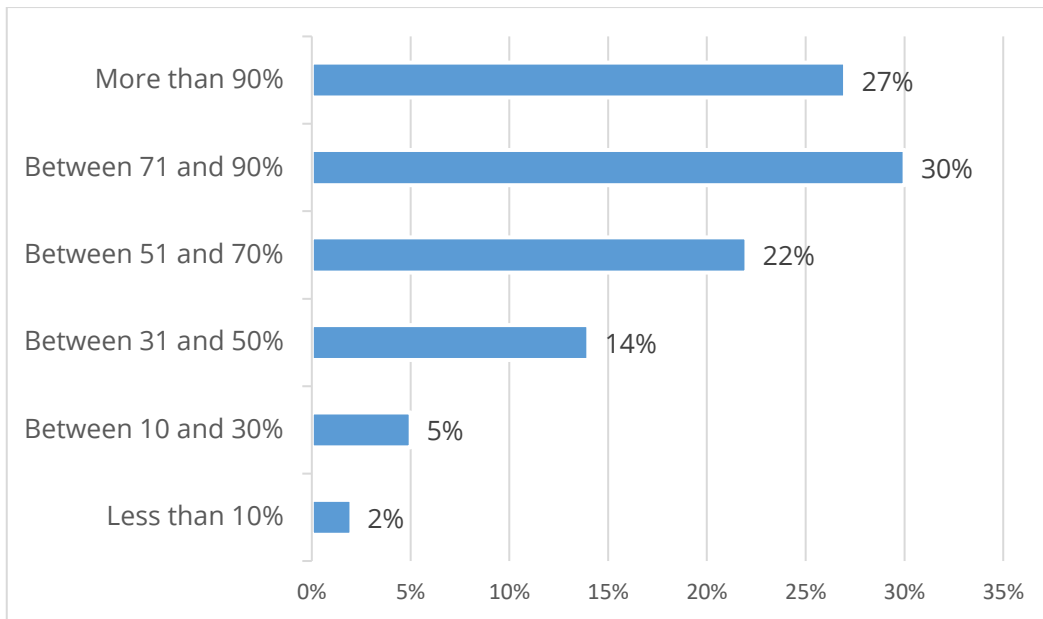


Figure 16: Specialized work frequency

*How did you acquire your specialization? (several answers possible)*

If you have several specializations, give a general answer about all of them.

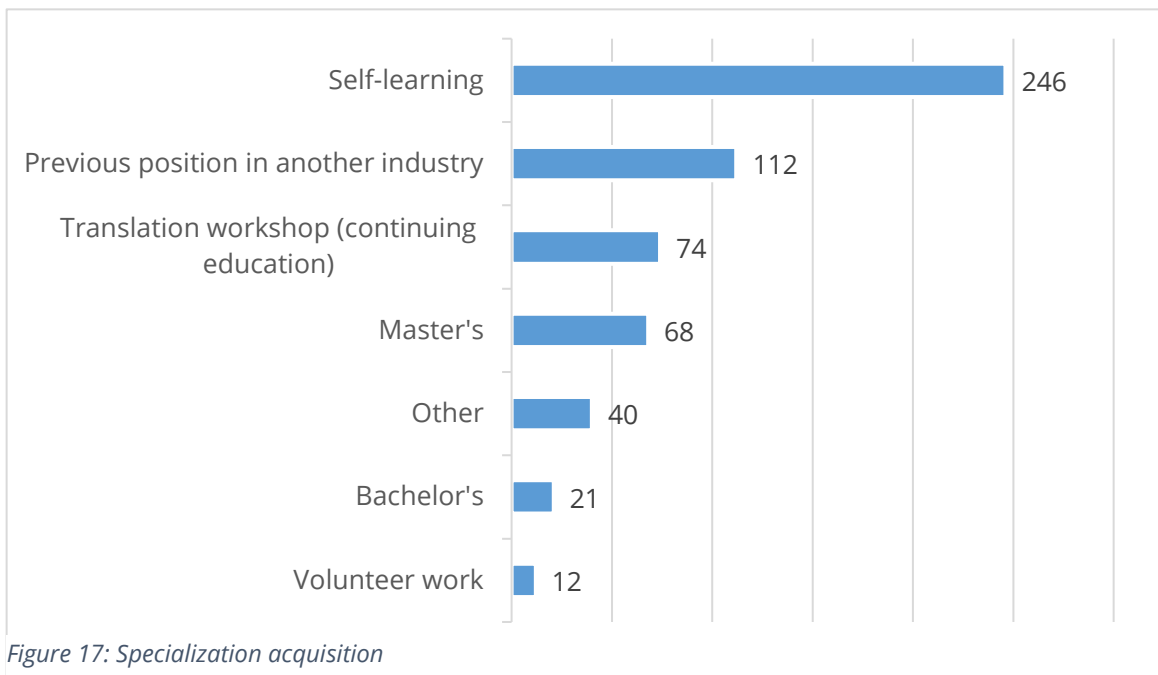


Figure 17: Specialization acquisition

### 3.3 ACTIVITY

*Do you have other professional activities besides translation?  
(439 respondents)*

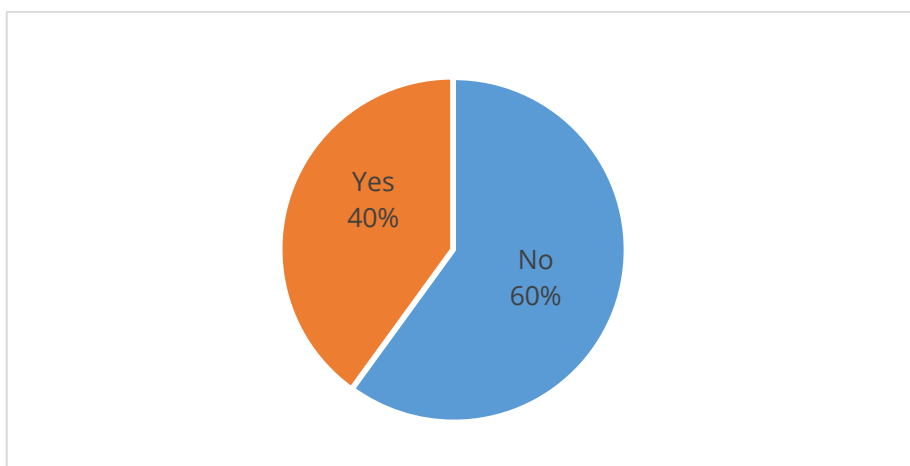


Figure 18: Other occupation

*All the following questions up to "3.4. Clients" only apply if Yes to previous question  
What are your other occupations? (several answers possible)*

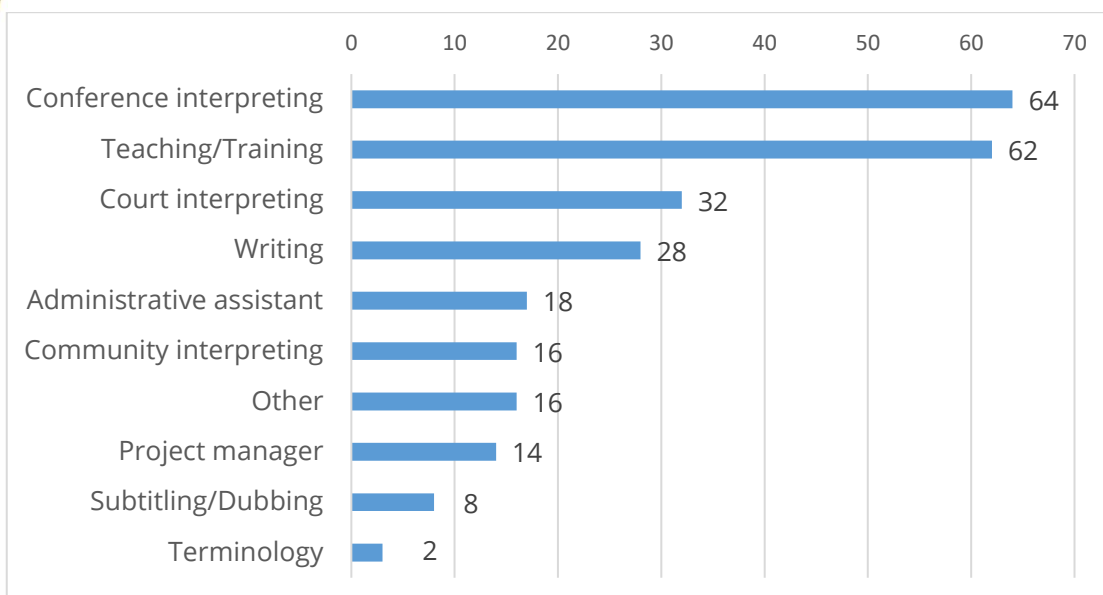


Figure 19: Other occupation types



*Percentage income from other occupations (percentage of translators having indicated given activity in previous question)*

Percentage from other occupations:  
Conference interpreting (64 respondents)

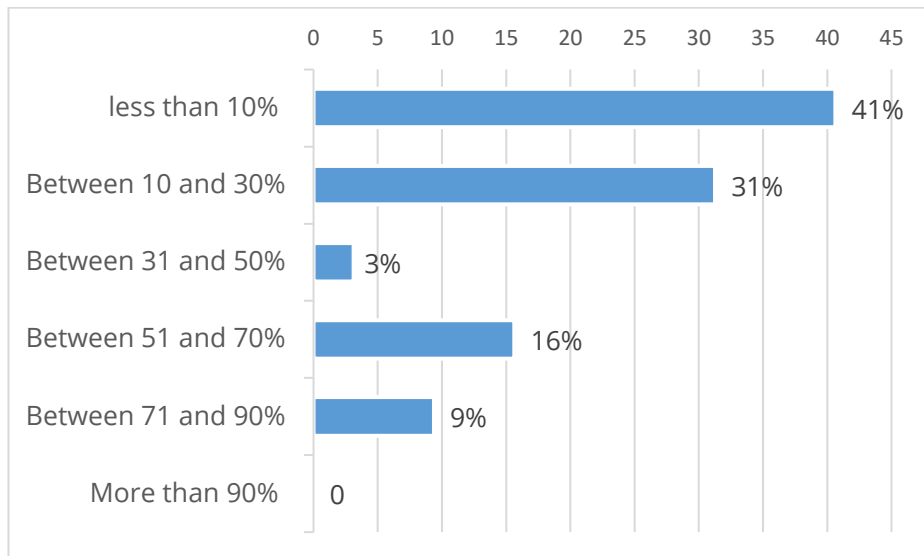


Figure 20: Percentage income from conference interpreting (as other occupation)

Percentage from other occupations:  
Teaching (62 respondents)

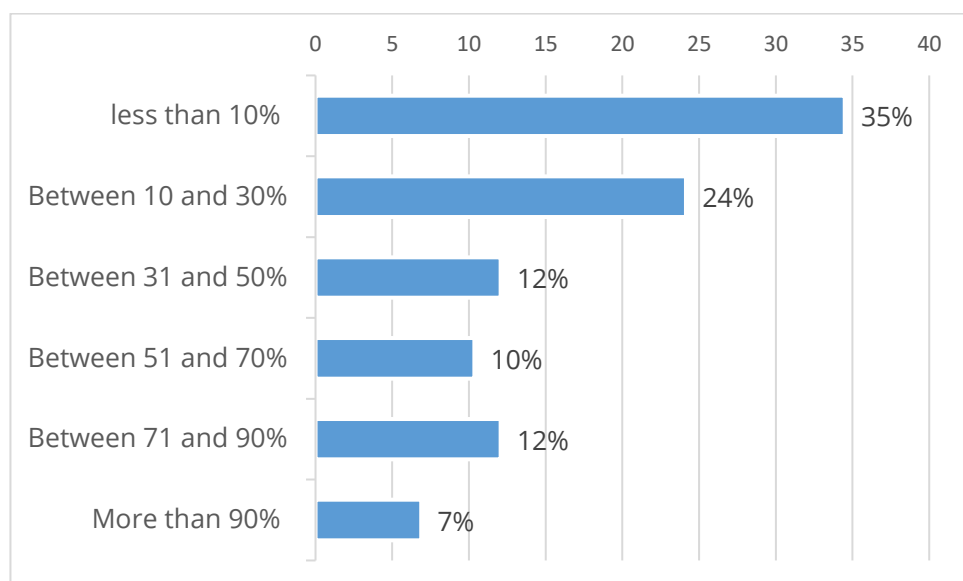


Figure 21: Percentage income from teaching (as other occupation)

Percentage from other occupations:  
Court interpreting (32 respondents)

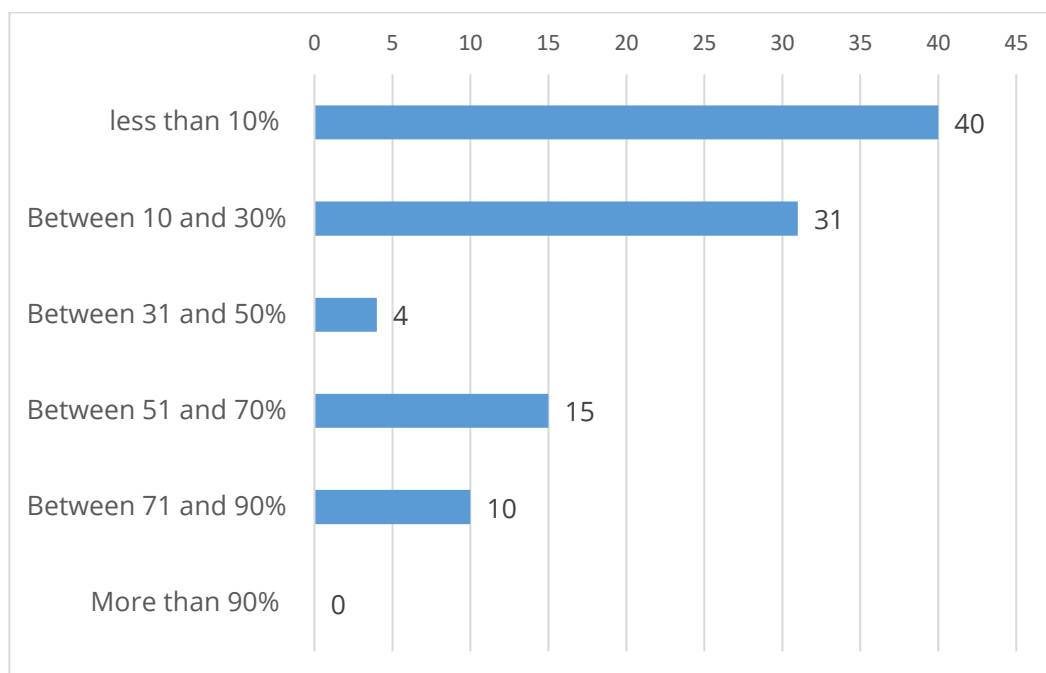


Figure 22: Percentage income from court interpreting (as other occupation)

Why isn't translation your only professional activity?\* (several answers possible)

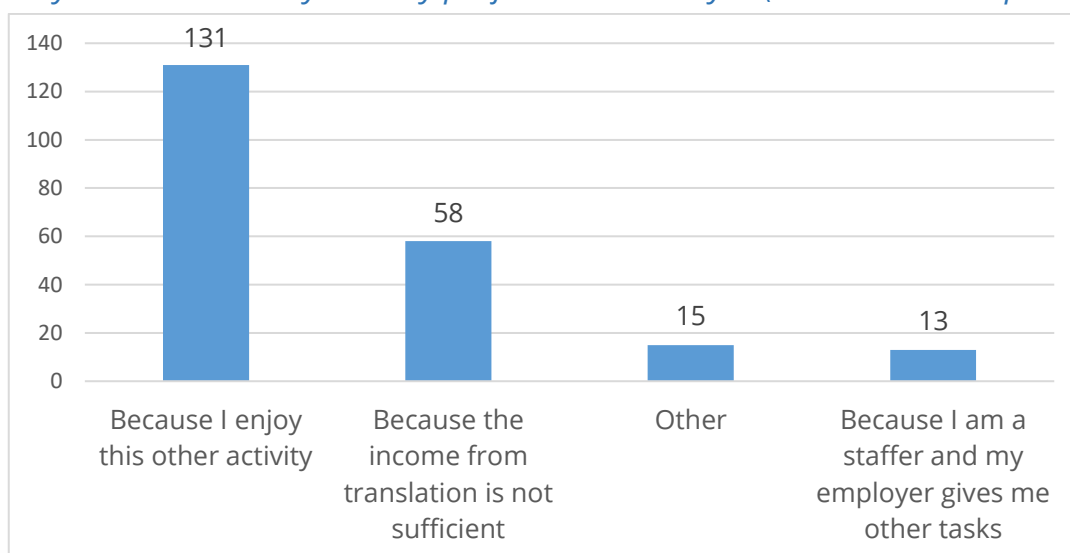


Figure 23: Other occupation motivation

\*Among "others", one comment appeared several times: the fact that translating all day can get boring and that respondents need diversification. To some extent, this answer can be seen as similar to the answer "Because I enjoy this other activity".

### 3.4 CLIENTS

*Who are your clients? (several answers possible)*



Figure 24: Client types

*Distribution of clients that represent more than 50% of respondents' working income*  
The graph below does not directly result from a question in the survey.

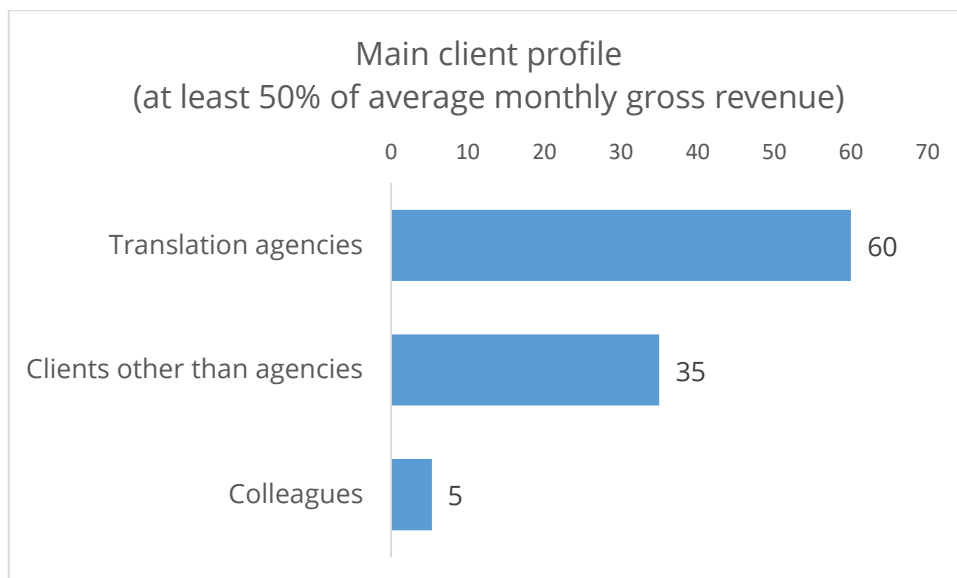
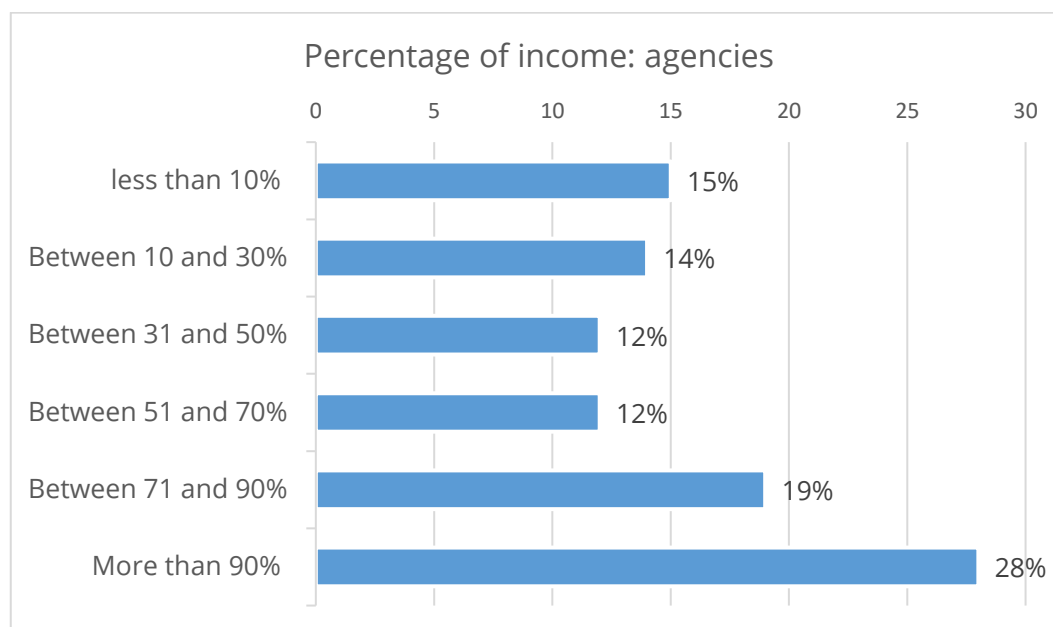


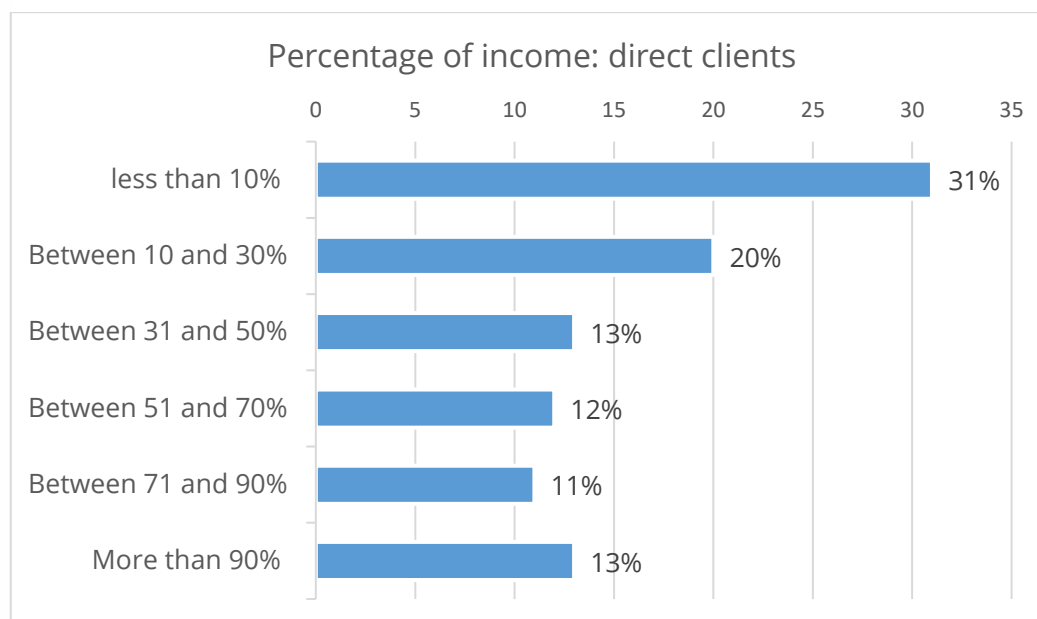
Figure 25: Main client profile (translator)

*What percentage of your working income do agencies account for?  
(303 respondents)*



*Figure 26: Percentage income from agencies*

*What percentage of your working income do direct clients account for?  
(313 respondents)*



*Figure 27: Percentage income from direct clients*

### 3.5 WORKLOAD

Only includes **freelance** translators (not under rates agreement) who work **more than 30 hours a week** and who have more than **5 years' experience (178 respondents)**.

*Has your workload for 2017 changed compared with 2016? (178 respondents)*

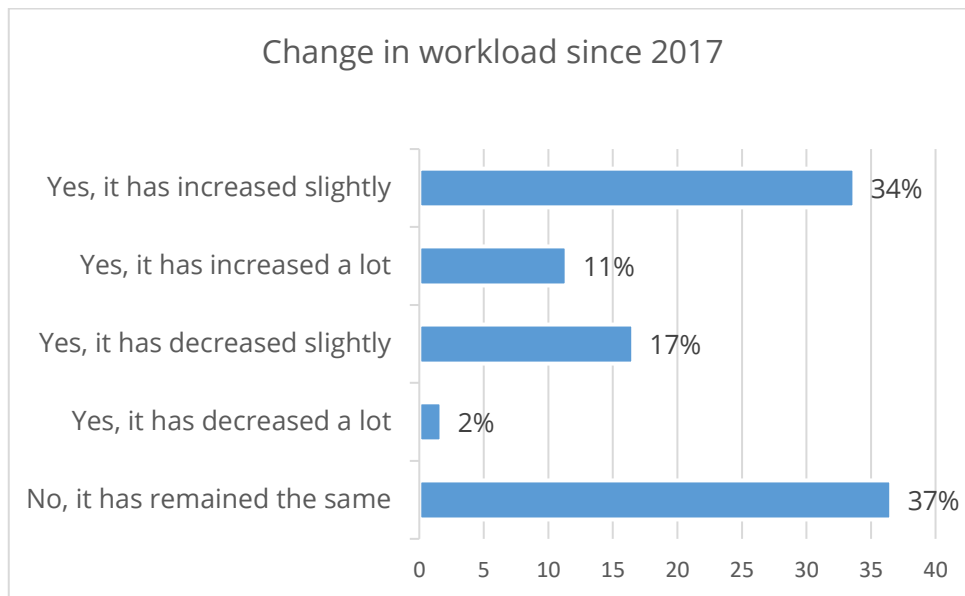


Figure 28: Change in workload

*Are you satisfied with the amount of work you have as a translator? (178 respondents)*



Figure 29: Workload satisfaction

### 3.6 REVENUE

In order to avoid any misinterpretation of the data and to best reflect the reality of the market, the data for revenues and rates only concern **freelance** translators (not under rates agreement) who work **more than 30 hours a week** and who have more than **5 years' experience (178 respondents)**.

*Monthly revenue: what is your average monthly gross income from translation only? (168 respondents)*

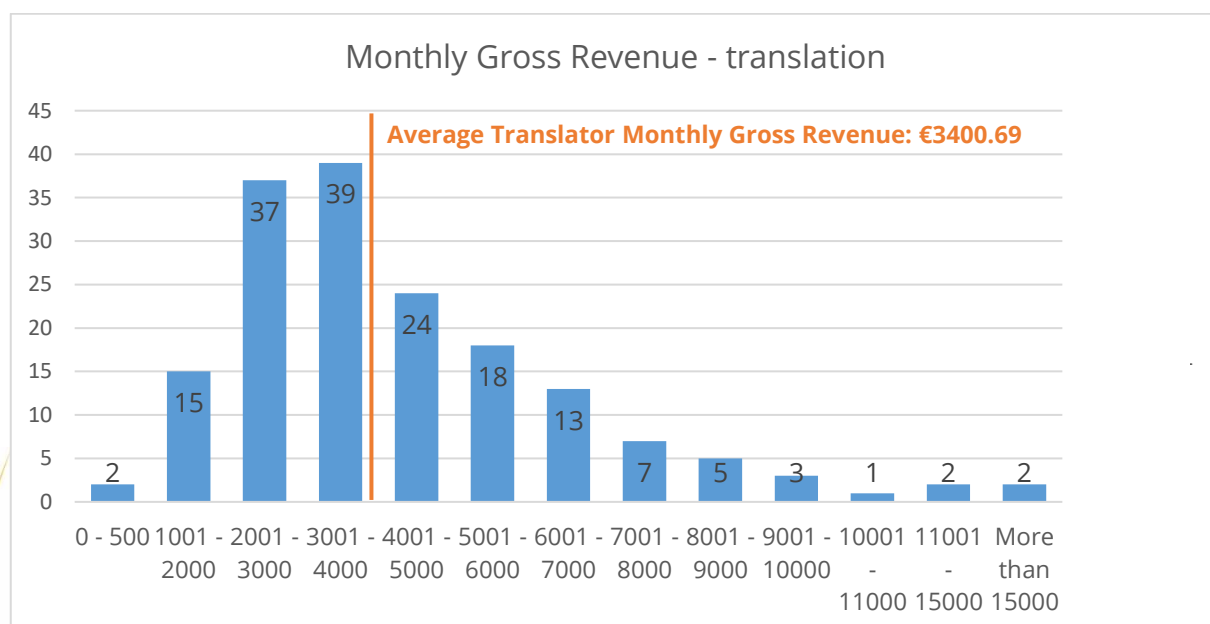


Figure 30: Monthly gross revenue - translation

*How satisfied are you with your income from translation? (168 respondents)*

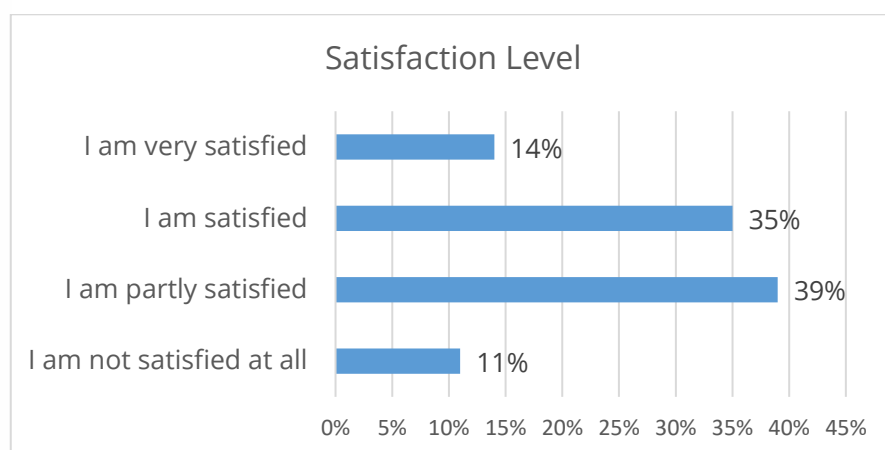


Figure 31: Revenue satisfaction

### 3.7 RATES

Rates are average rates (in euros, VAT not included) that respondents most frequently apply when delivering an end product (no matter which additional processes that might involve). Respondents were asked to convert to rates per word if they invoice per line or page for easier data processing. Please bear in mind that the rates represent average ranges and are not minimum and maximum rates.

*Average rate per source word for translation (all language pairs) (135 respondents)*

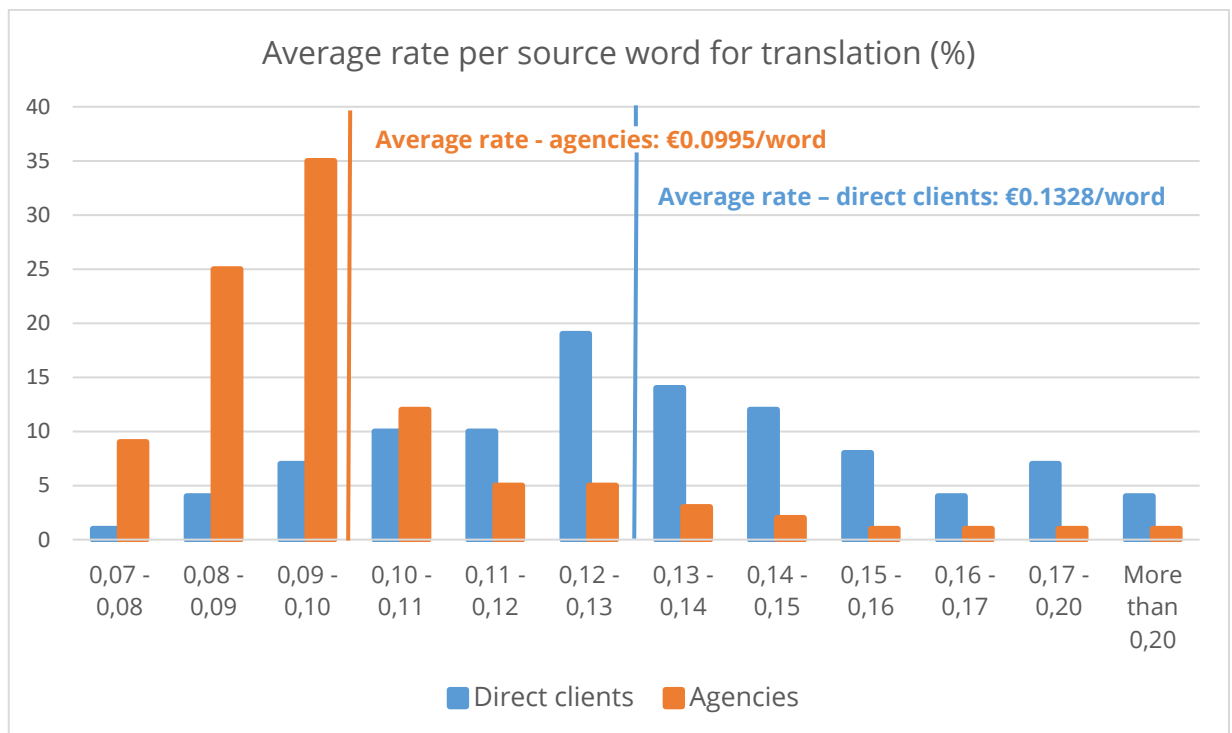


Figure 32: Average rate per source word for translation

*Average rate per source word: most common language pairs breakdown (99 respondents)*

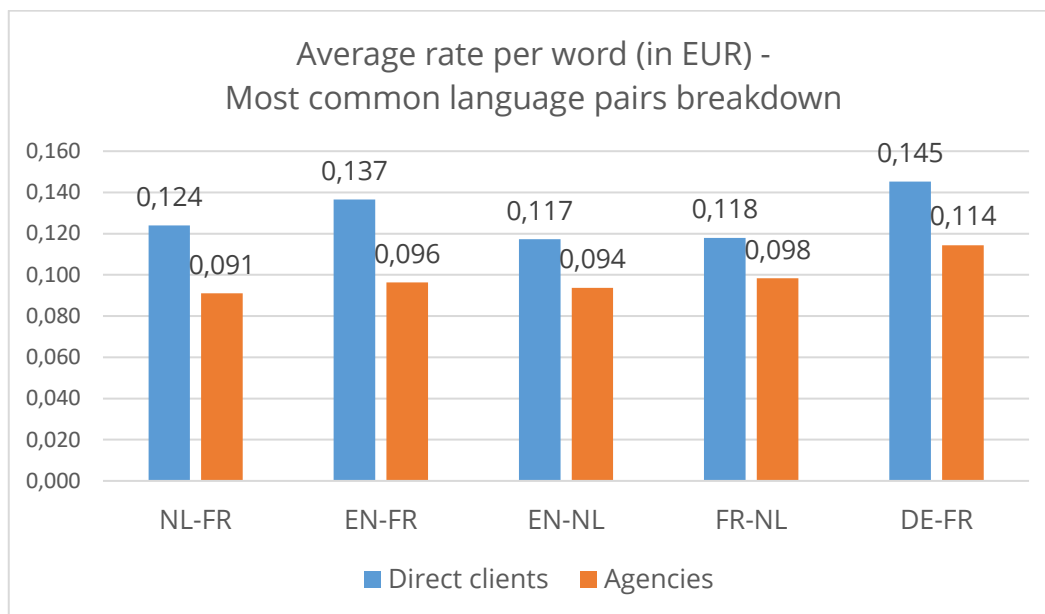


Figure 33: Average rate per word - most common language pairs

*Rate per source word: most common specialization breakdown (% of respondents) (based on 85 responses)*

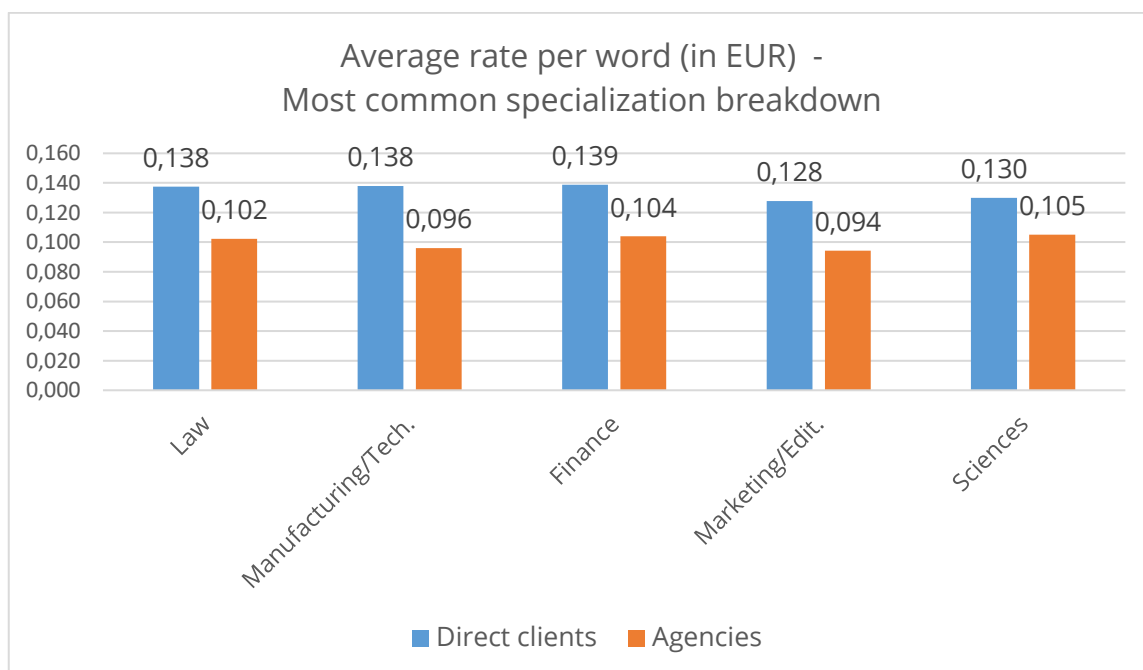


Figure 34: Average rate per word - most common specialization



*Hourly rate for translation (all language pairs) (78 respondents)*

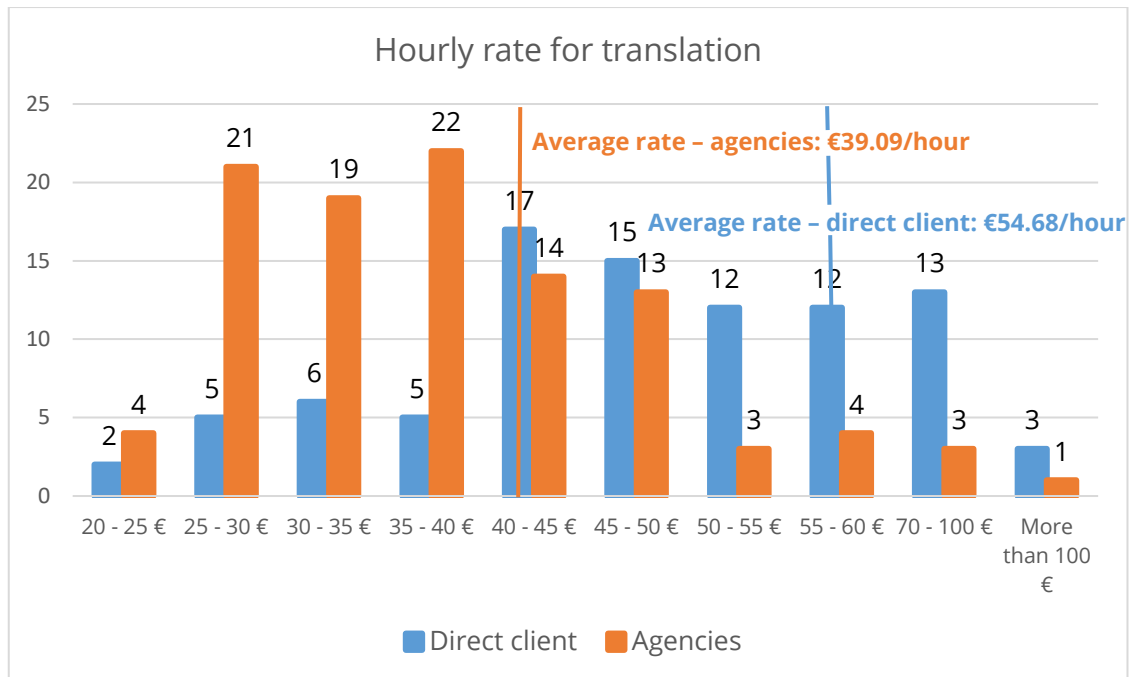


Figure 35: Hourly rate (translation)

*Revision rate per source word (all language pairs) (70 respondents)*

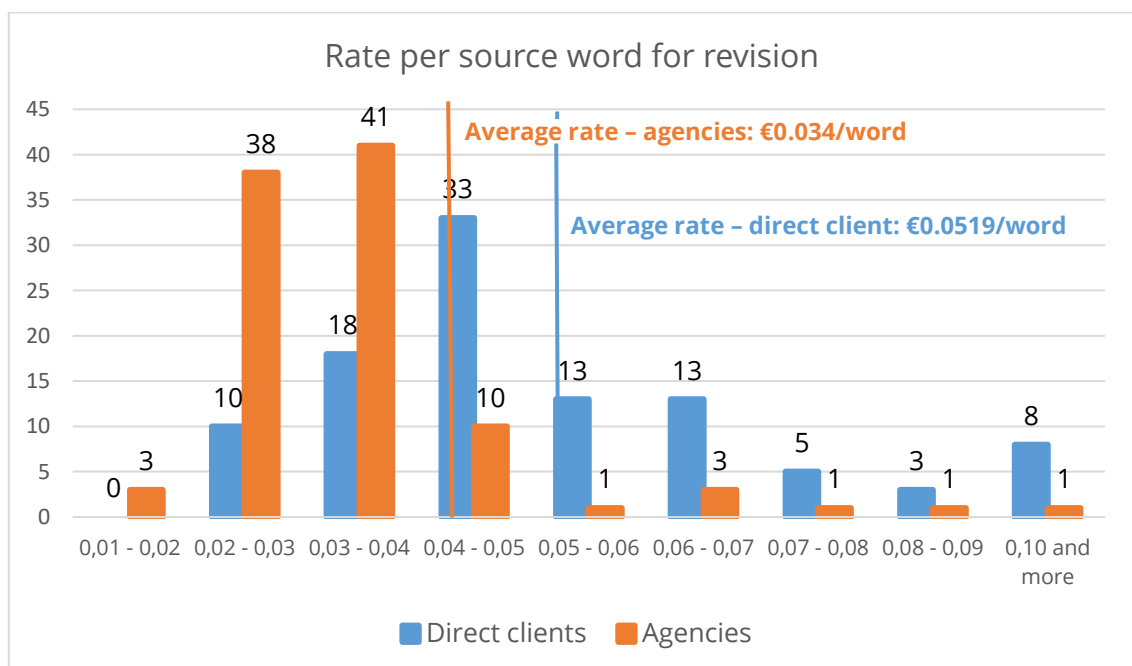


Figure 36: Revision rate

### 3.8 RATE SATISFACTION

*Are you satisfied with these rates? (157 respondents)*

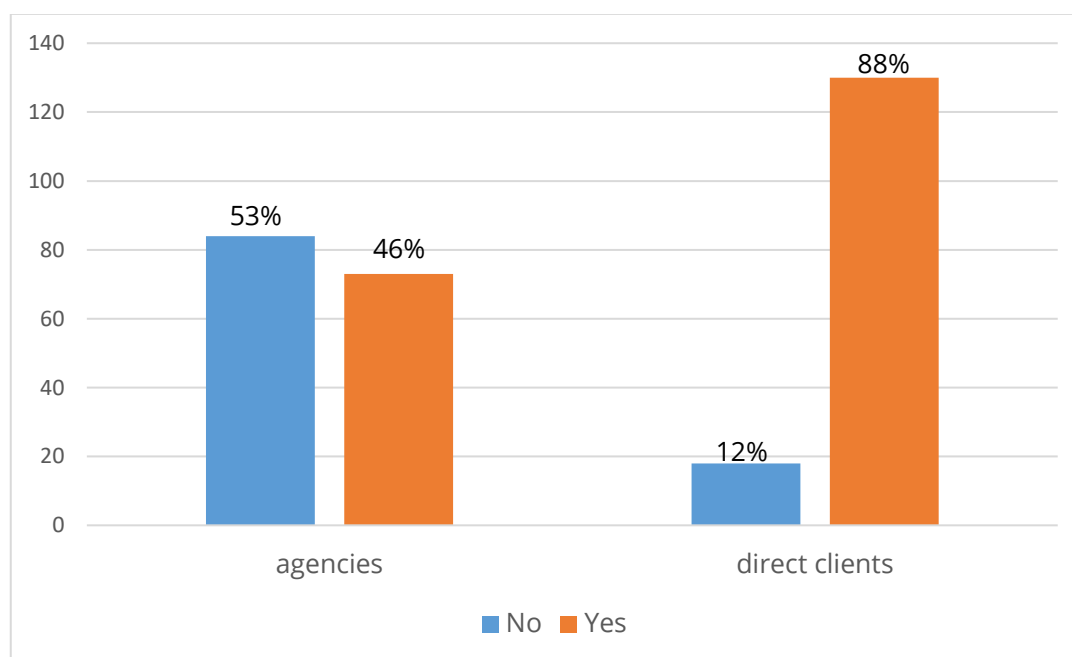


Figure 37: Rate satisfaction

*All the following questions up to “3.9. Rates: Miscellaneous” only apply if Noto previous question*

*How much higher would you like these rates to be? (83 respondents)*

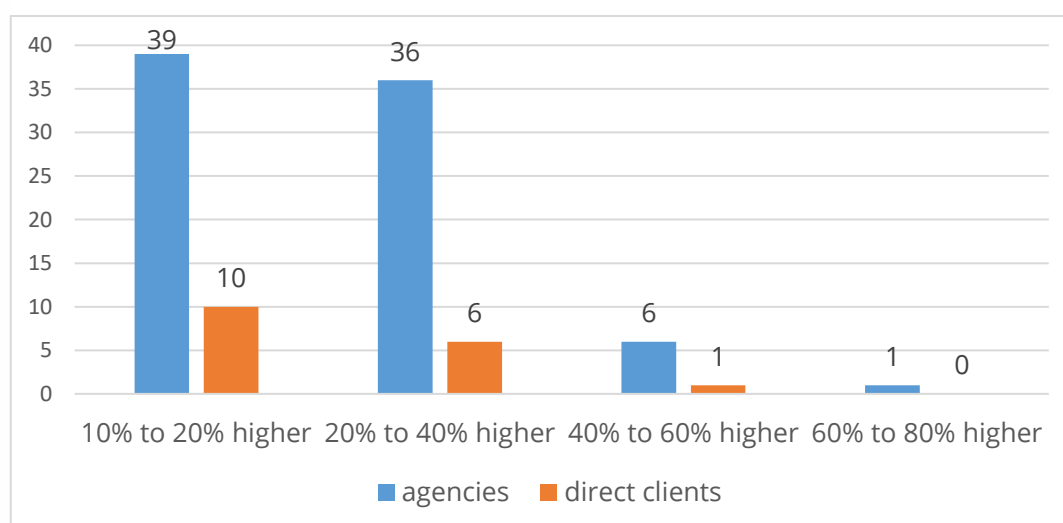


Figure 38: Rate expectations

*Why are your rates lower than what you think they should be? (several answers possible)*

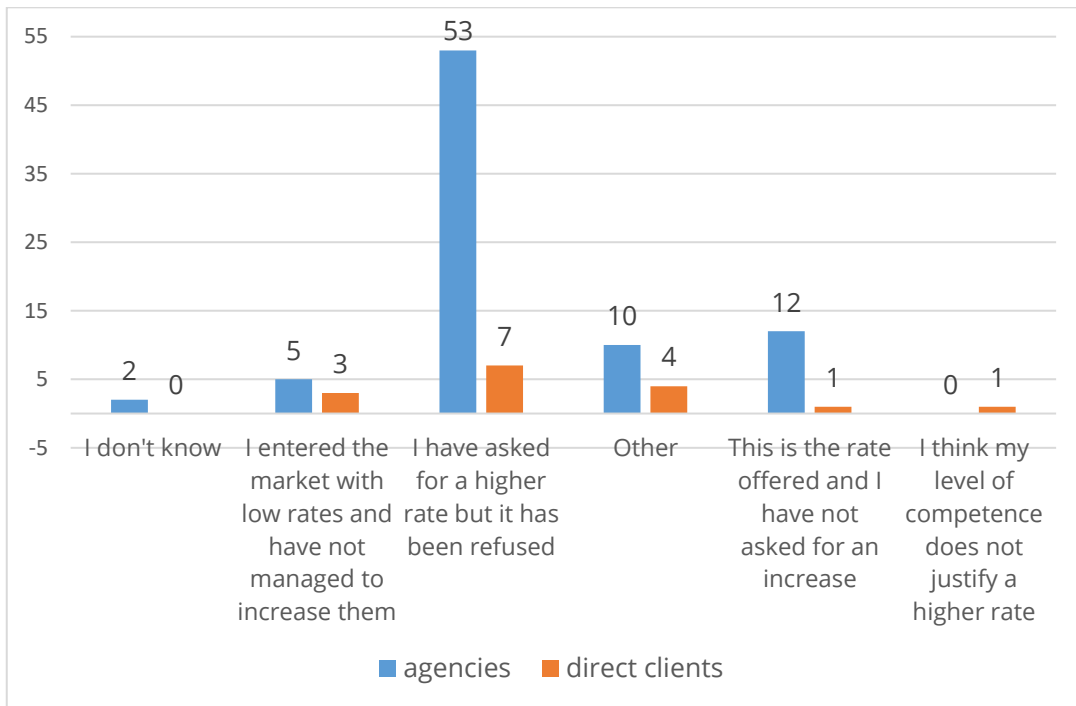


Figure 39: Rate level explanation

### 3.9 RATES: MISCELLANEOUS

*Do you apply a fixed minimum fee? (347 respondents)*

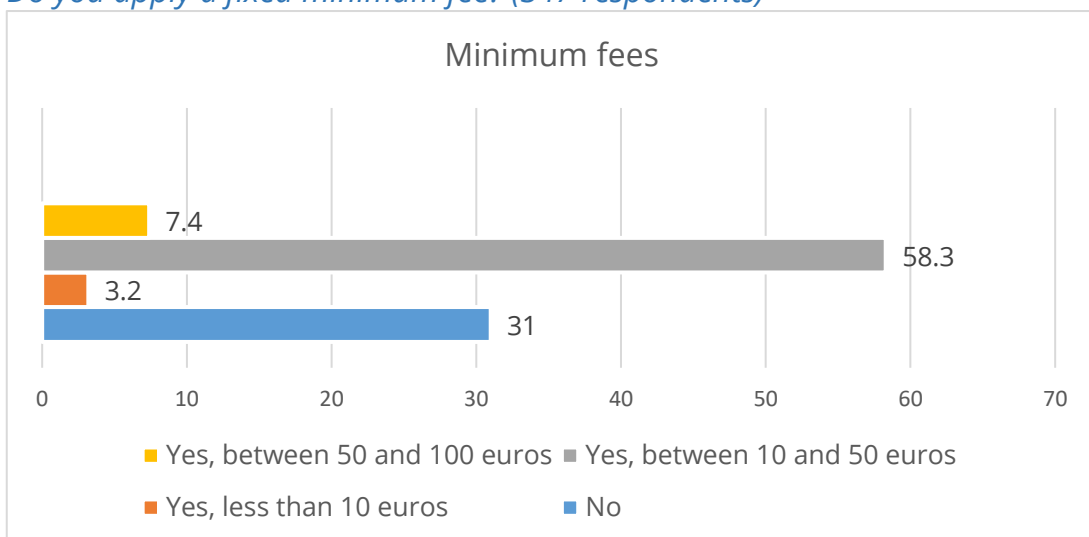


Figure 40: Minimum fees

*Do you apply different rates when the translation is technical or specialized? (330 respondents)*

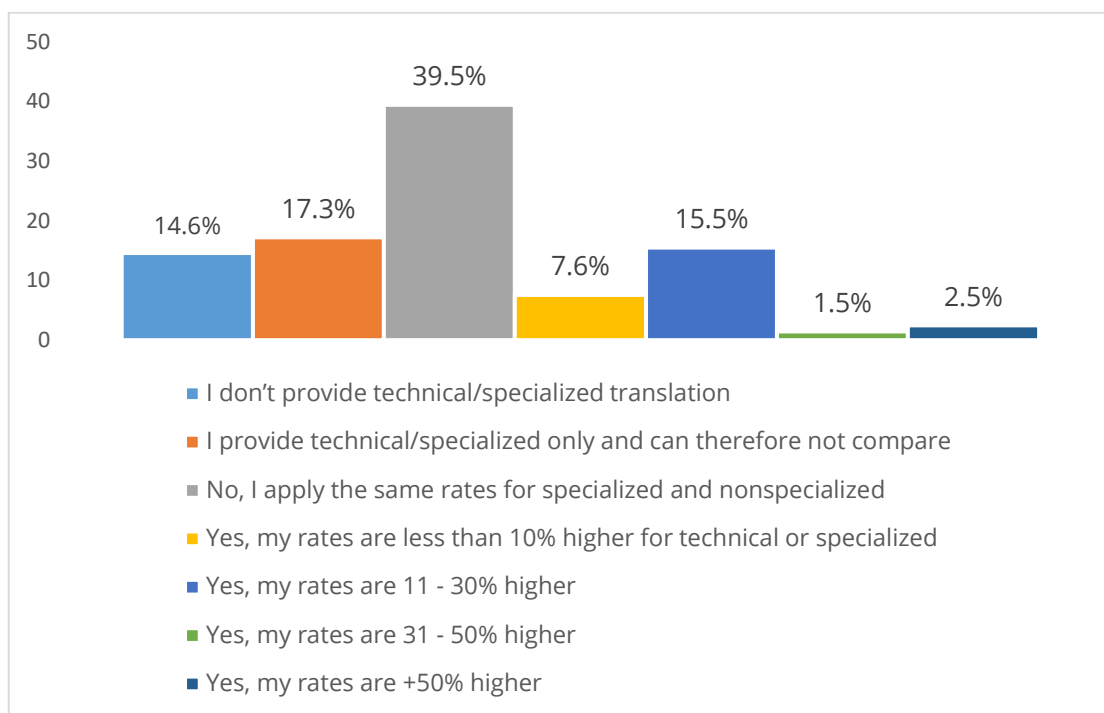


Figure 41: Extra charges for technical difficulty

*Do you apply an extra charge in some circumstances? (330 respondents)*

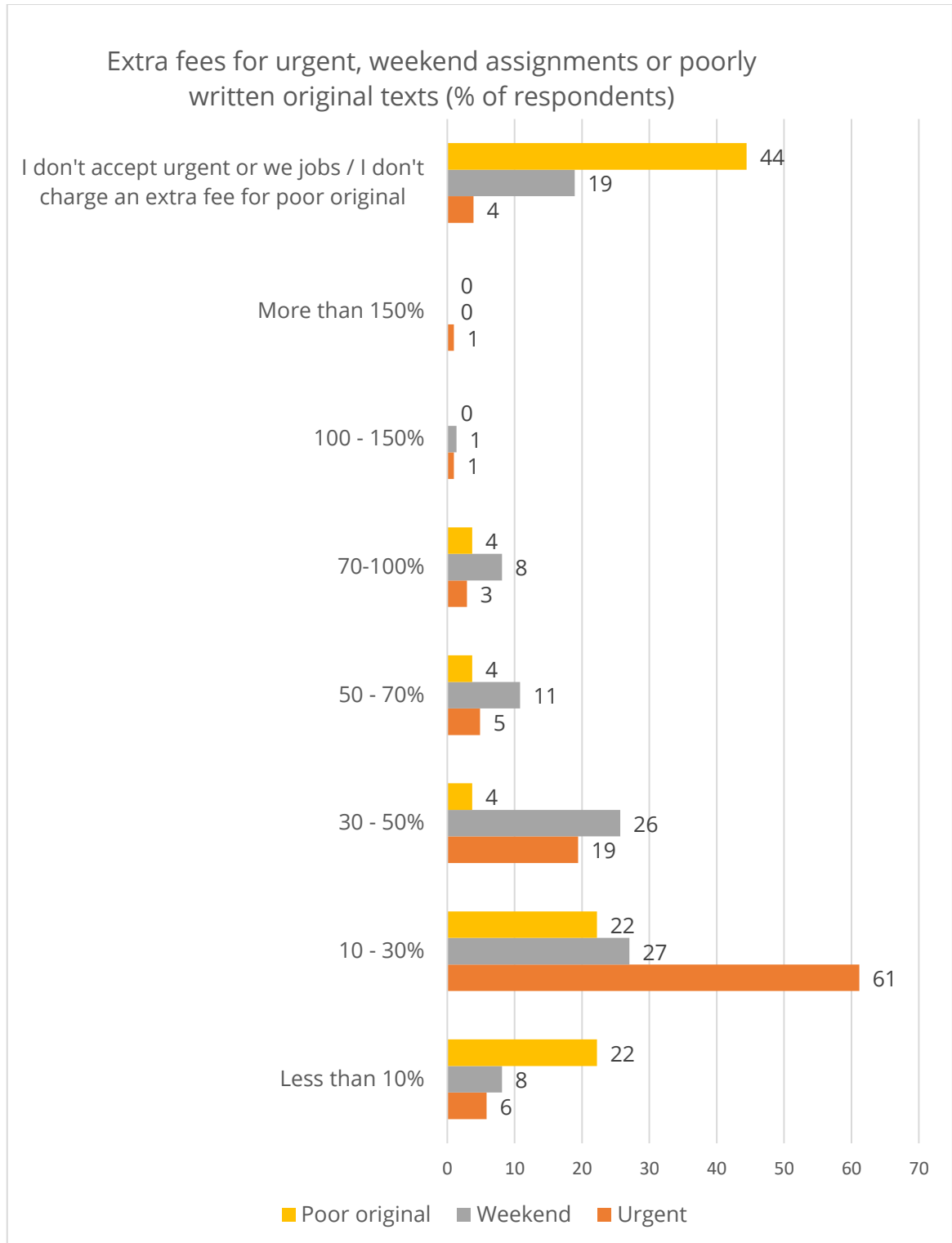


Figure 42: Other extra charges

### 3.10 TECHNOLOGIES

*Do you use CAT (computer-assisted translation) tools or similar tools when translating? (421 respondents)*

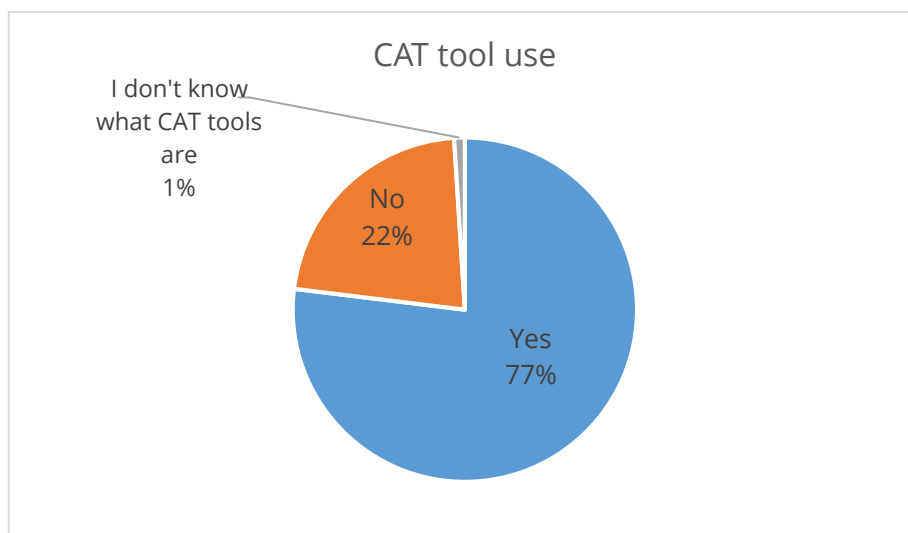


Figure 43: CAT tool use [1/3]

*[If No to previous question] Why don't you use CAT tools? (several answers possible)*

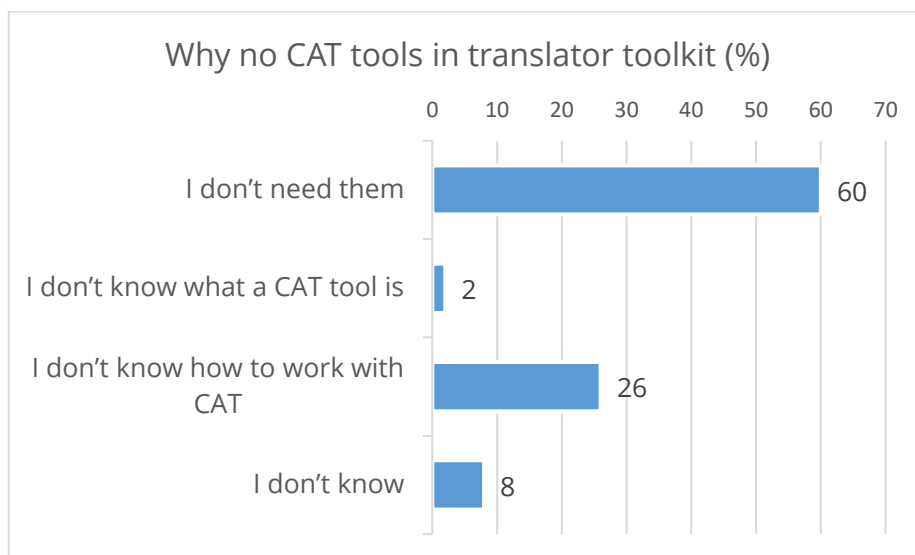


Figure 44: CAT tool use [2/3]

*[If Yes to 3.10] Which CAT tools do you use? (several answers possible)*

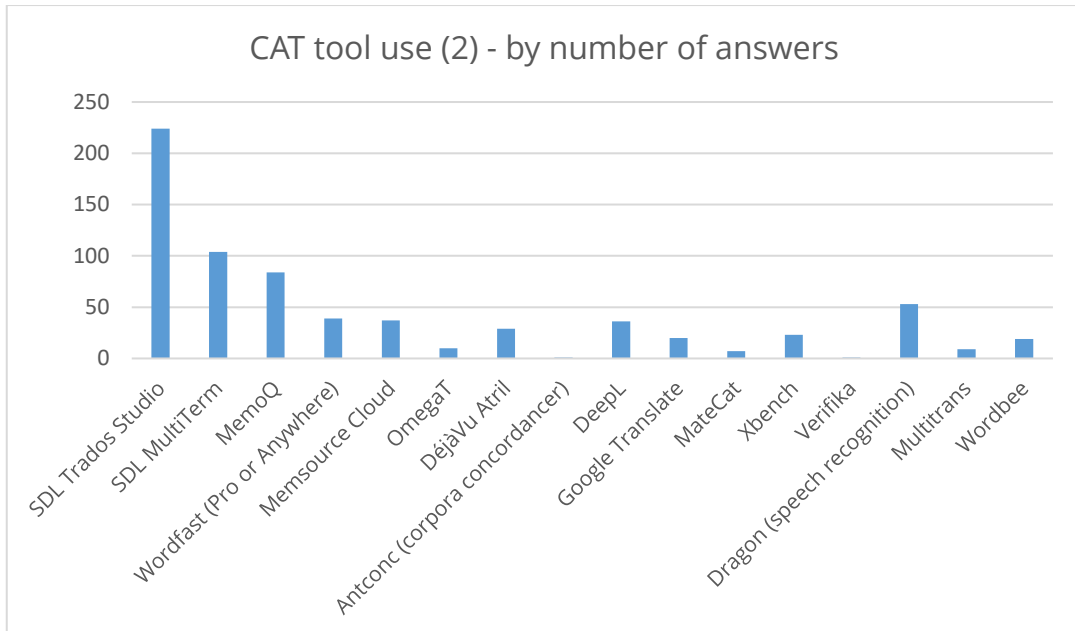


Figure 45: CAT tool use [3/3]

*How often do you use machine translation/offer post-editing services in a professional context? (418 respondents)*

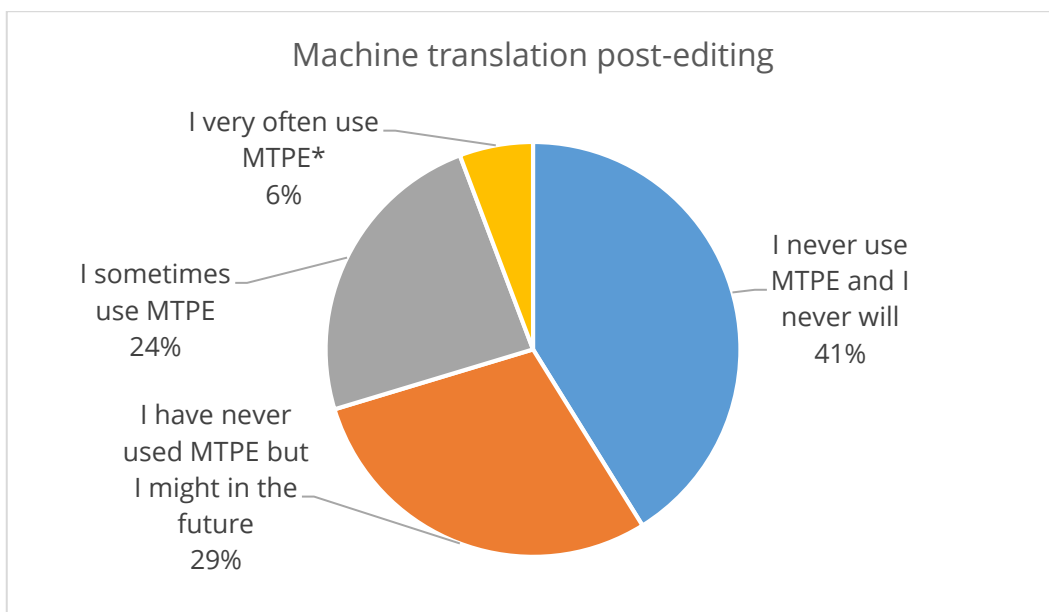


Figure 46: Machine translation post-editing usage

\*MTPE = machine translation post-editing

*[If "I never use MTPE" and "I have never used MTPE" to previous question] Why don't you use MTPE in a professional context (or why do you use MTPE only rarely)? (several answers possible)*

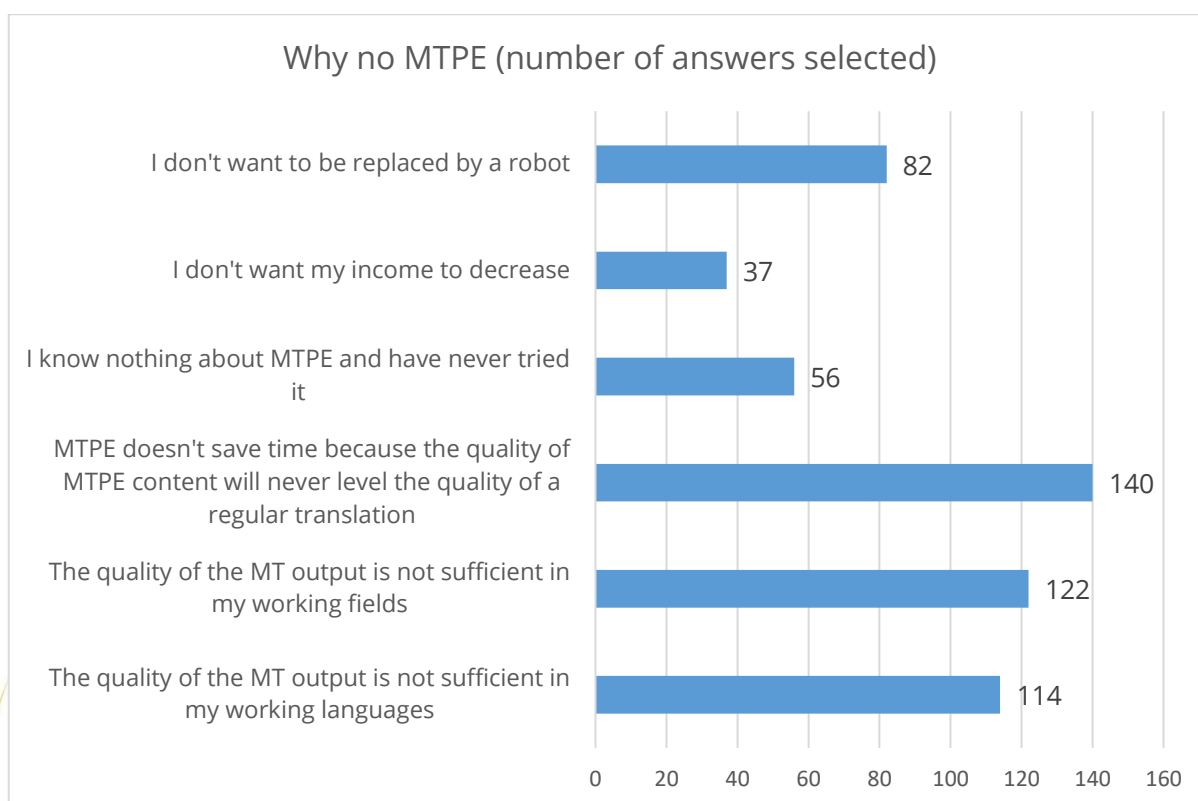


Figure 47: Machine translation post-editing analysis



# 4 INTERPRETERS

## 4.1 PROFILE

*Do you work as an interpreter (oral translation)? (439 respondents)*

[Yes] if you have worked as an interpreter on at least 10 days in the last 12 months. This includes working as a conference interpreter, community interpreter, court interpreter, liaison interpreter, etc. Interpreting does not have to be your main occupation and you don't need to have a Master's degree in interpreting to answer yes.

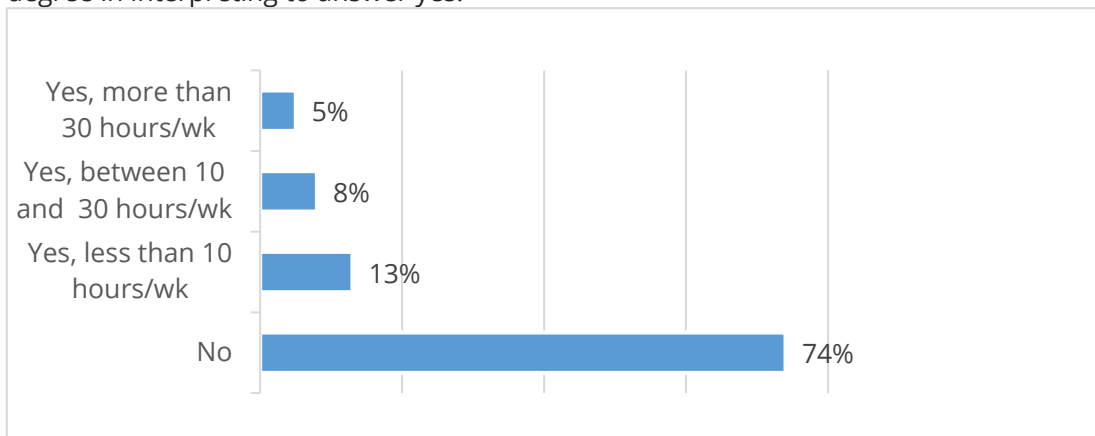


Figure 48: Interpreters' working time

*All the following questions only apply if Yes to previous question  
Are you a freelance or a staff interpreter? (115 respondents)*

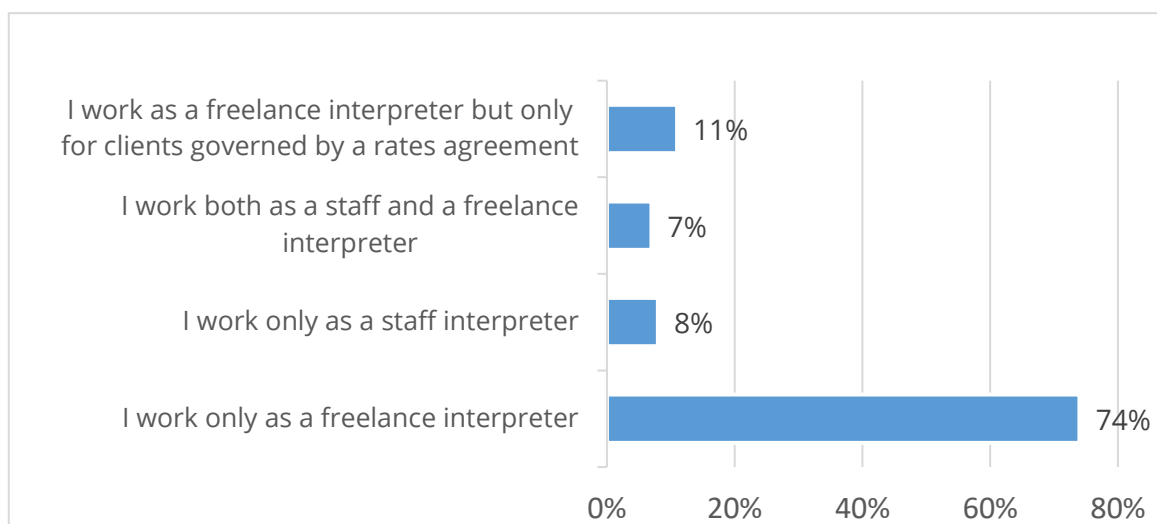


Figure 49: Interpreters' status

*How long have you been working as an interpreter? (in years) (113 respondents)*

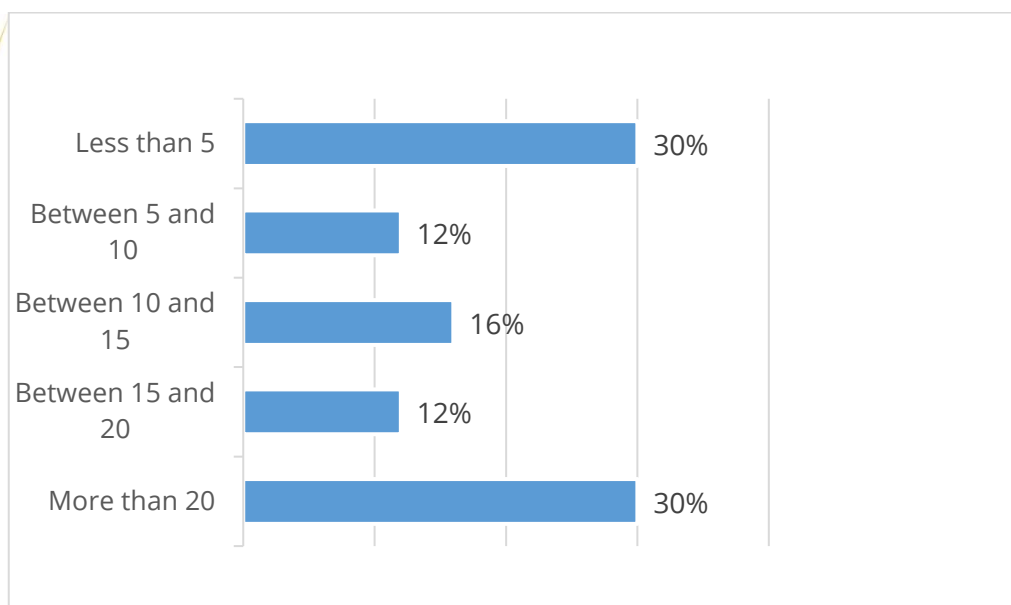


Figure 50: Interpreters' working experience

*What is your first target language for interpreting? (100 respondents)*

Only indicate languages into which you have interpreted in the last 12 months. The target language is the language into which you interpret, irrespective of whether it is your mother tongue.

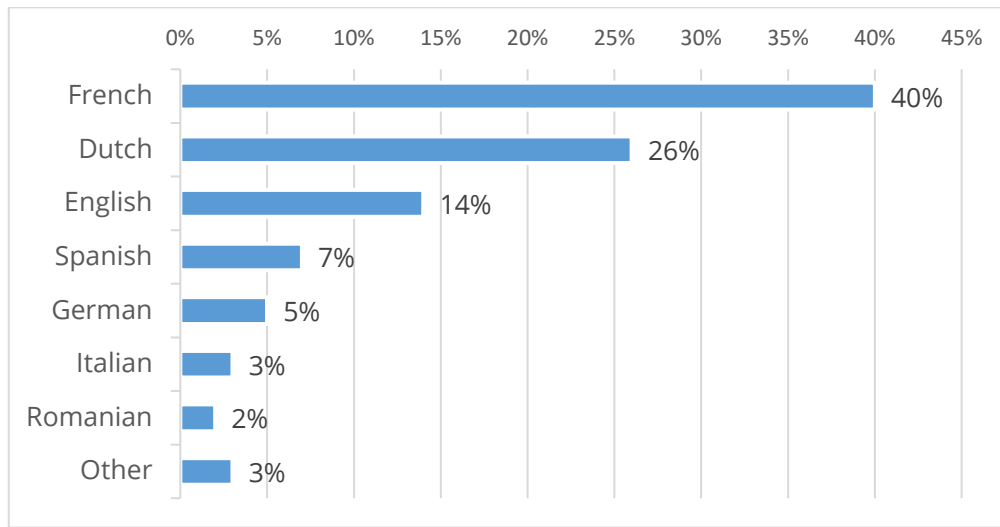


Figure 51: Interpreters' target language

*What is your first source language for interpreting? (103 respondents)*

Only indicate languages from which you have interpreted in the last 12 months.

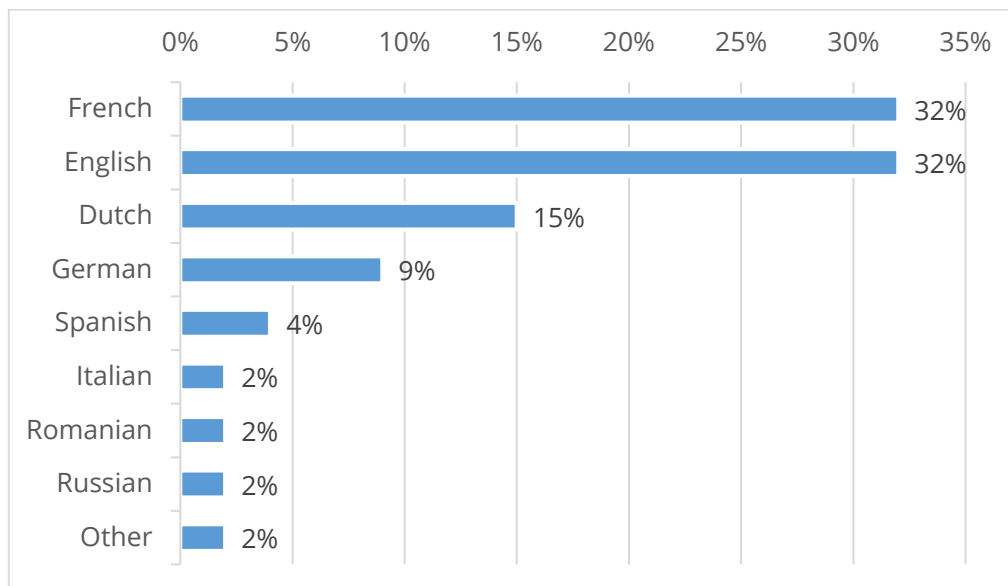


Figure 52: Interpreters' source language

*In which language pair do you work most? (103 respondents)*

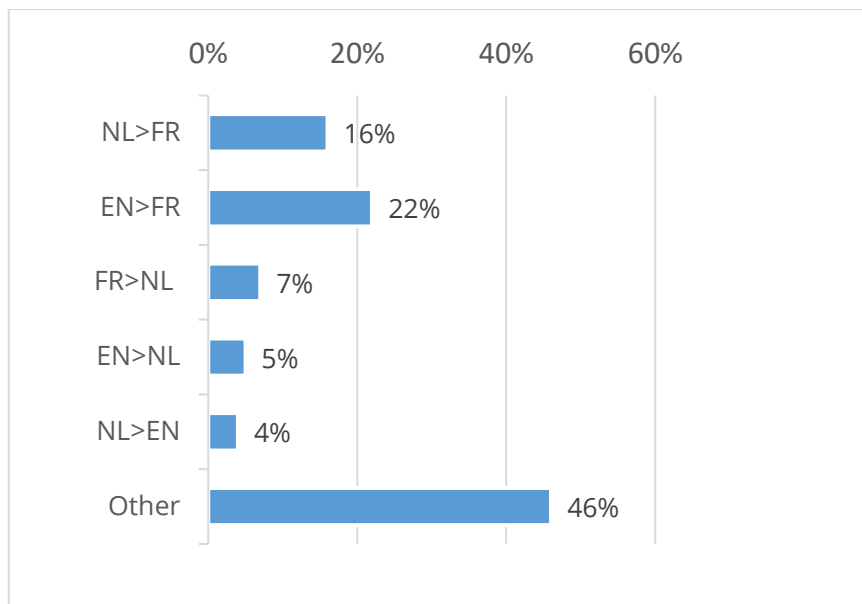


Figure 53: Interpreters' language pairs

*Do you have a Master's degree (or equivalent) in interpreting? (110 respondents)*

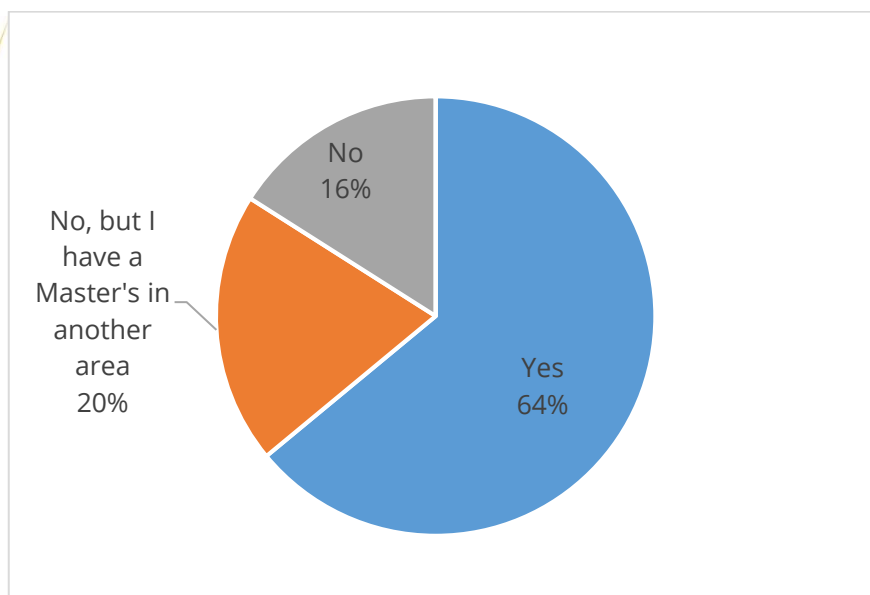
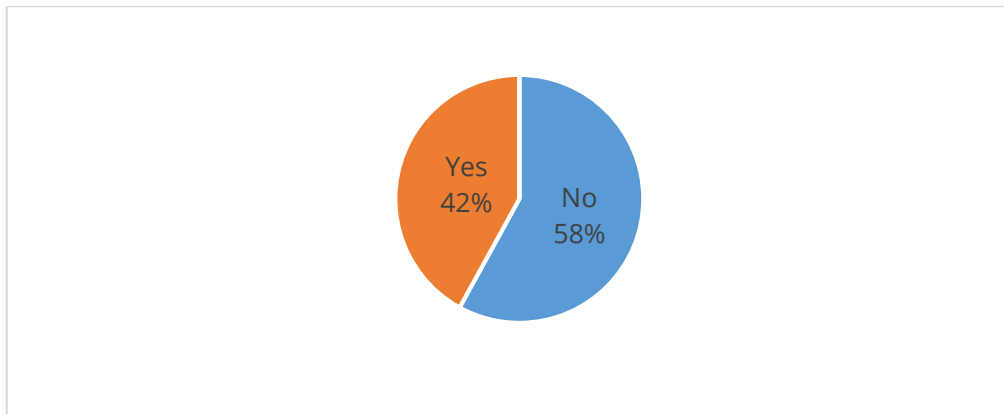


Figure 54: Interpreters' education

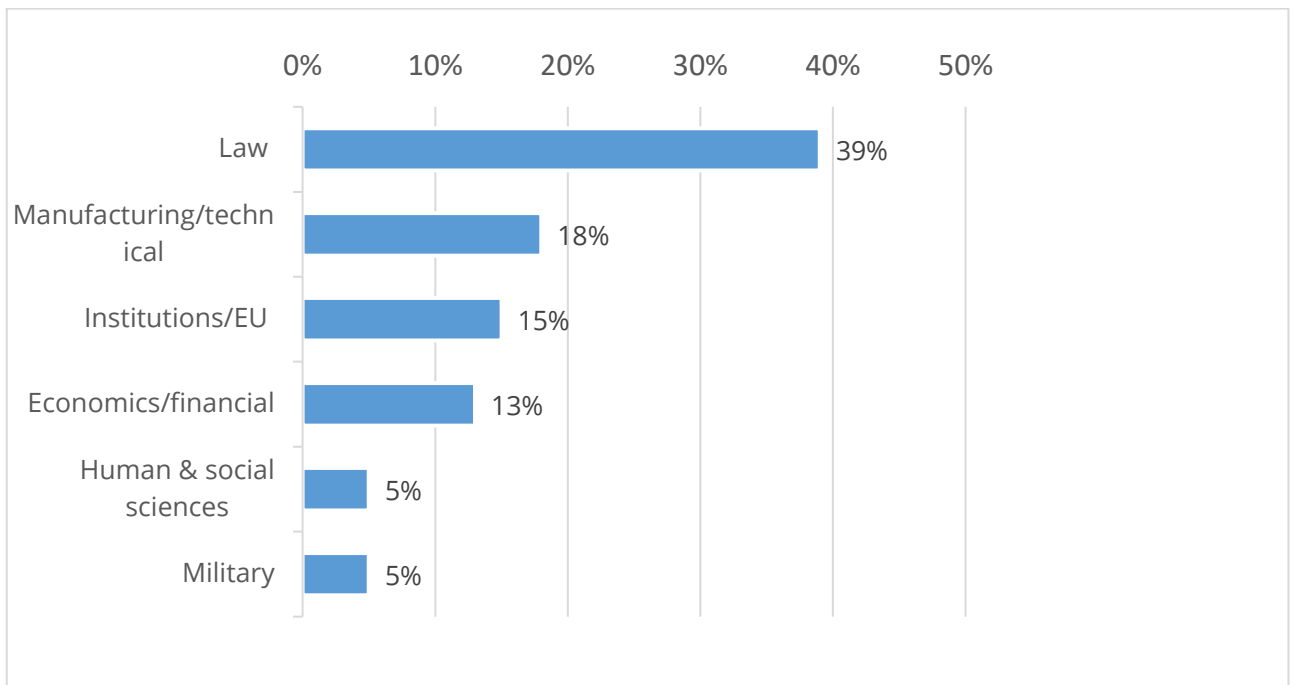
## 4.2 SPECIALIZATIONS

*Do you have one or more specializations in interpreting? (116 respondents)*



*Figure 55: Interpreters' specialization*

*All the following questions up to "4.3. Activity" only apply if Yes to previous question*  
*What is your first specialization for interpreting? (54 respondents)*



*Figure 56: Interpreters' specialization fields*

*How often do you translate in your field of specialization? (47 respondents)  
If you have several specializations, give a general answer about all of them.*

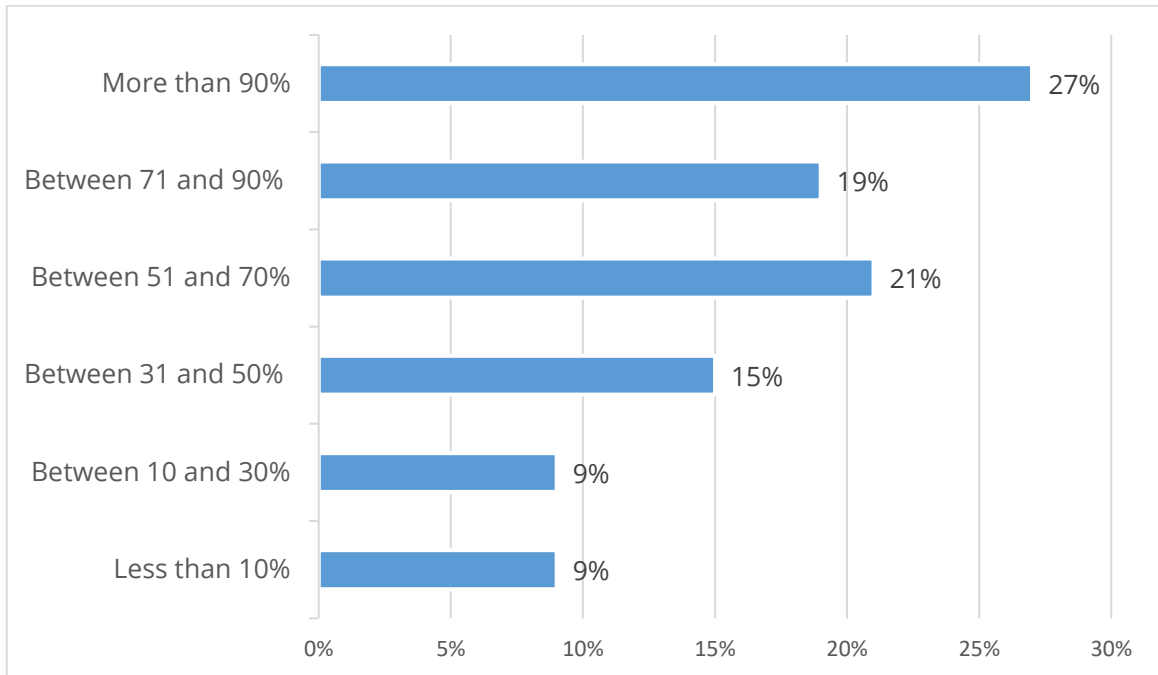


Figure 57: Interpreters' specialized work frequency

*How did you acquire your specialization? (several answers possible)  
If you have several specializations, give a general answer about all of them.*

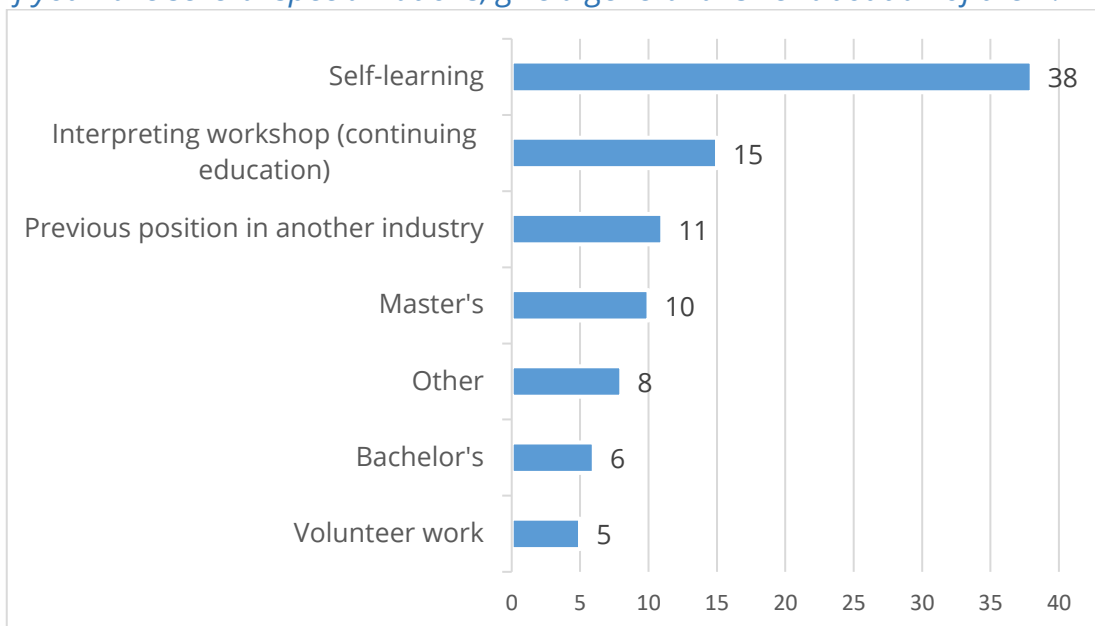


Figure 58: Interpreters' specialization acquisition

### 4.3 ACTIVITY

*Do you have other professional activities besides interpreting? (116 respondents)*

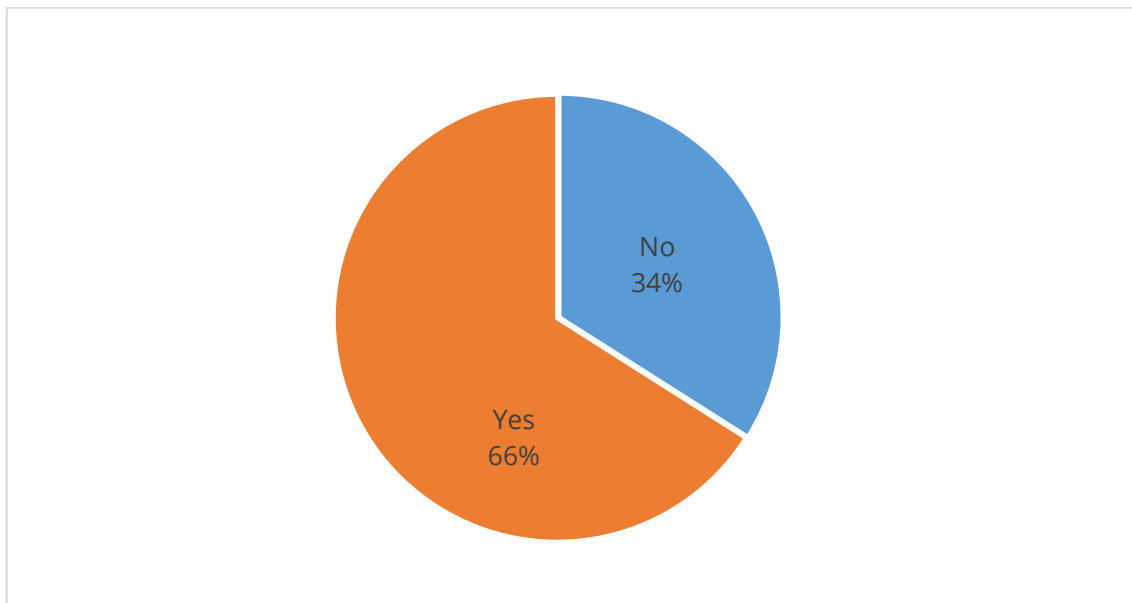


Figure 59: Interpreters' other occupations

*All the following questions up to "4.4. Clients" only apply if Yes to previous question*

*What are your other occupations? (several answers possible)*

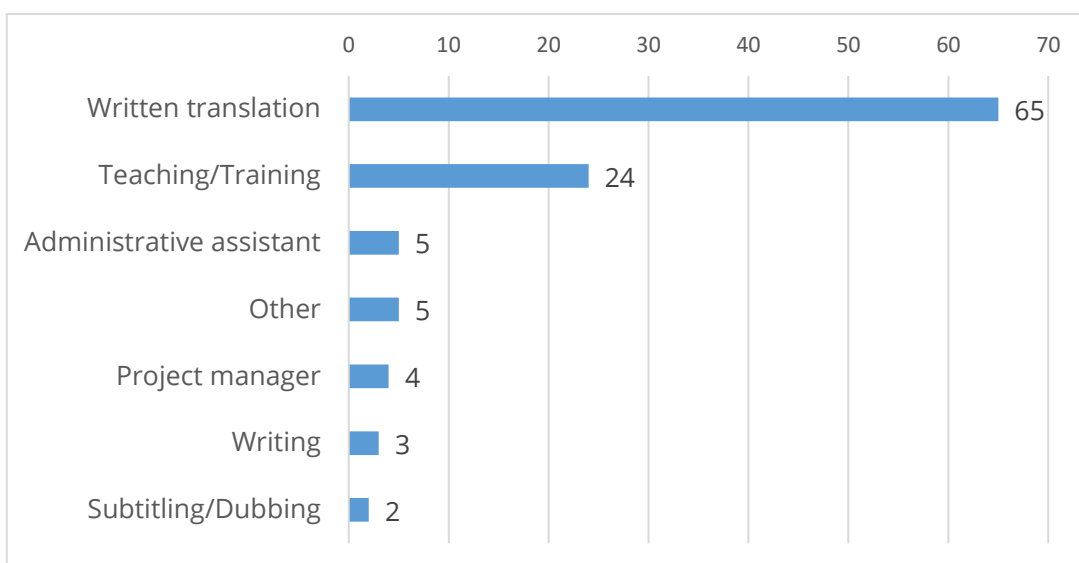
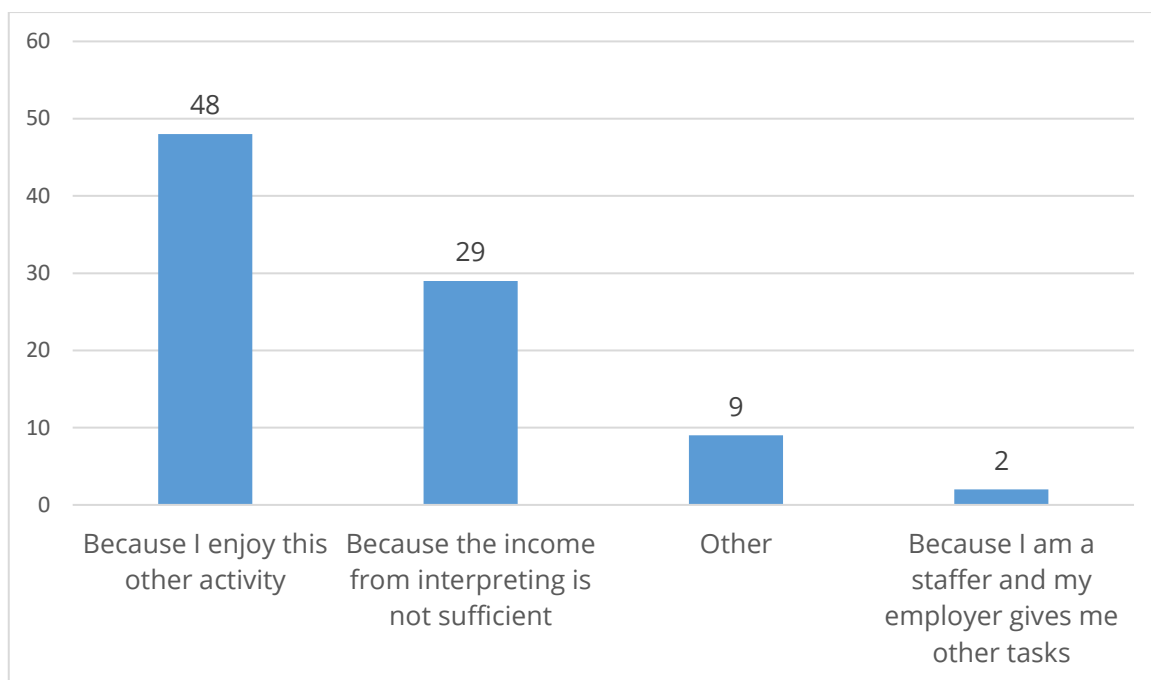


Figure 60: Interpreters' other occupation types

*Why isn't interpreting your only professional activity? (several answers possible)*



*Figure 61: Interpreters' other occupation motivation*



## 4.4 CLIENTS

*Who are your clients? (several answers possible)*

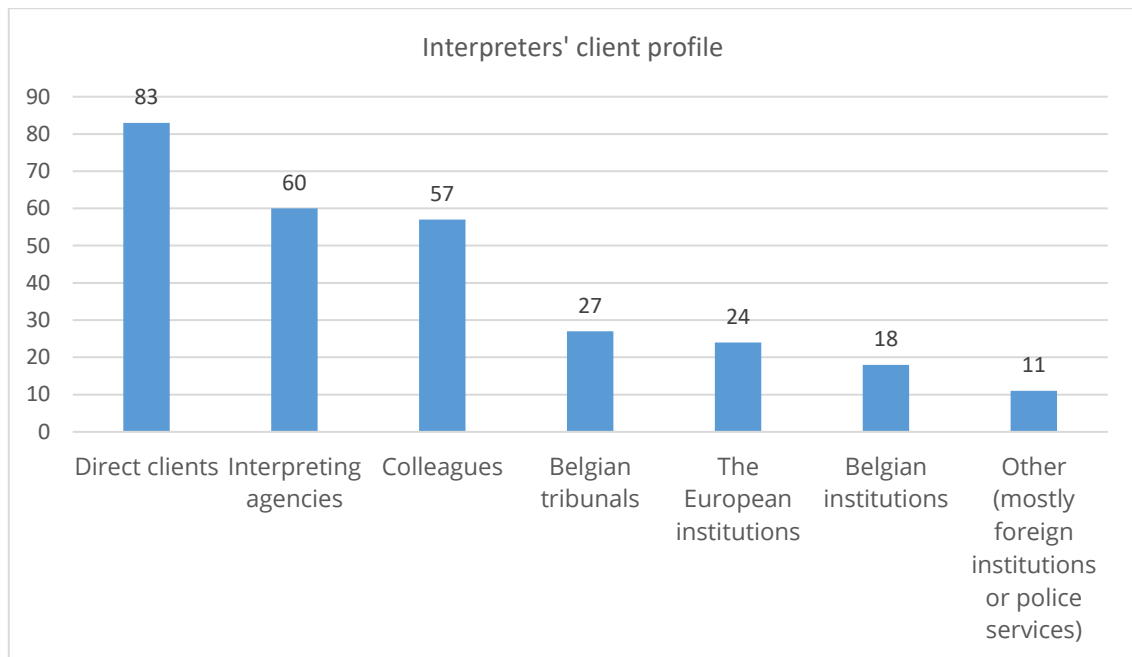


Figure 62: Interpreters' client profile

*Distribution of clients that represent more than 50% of respondents' working income*  
The graph below does not directly result from a question in the survey.

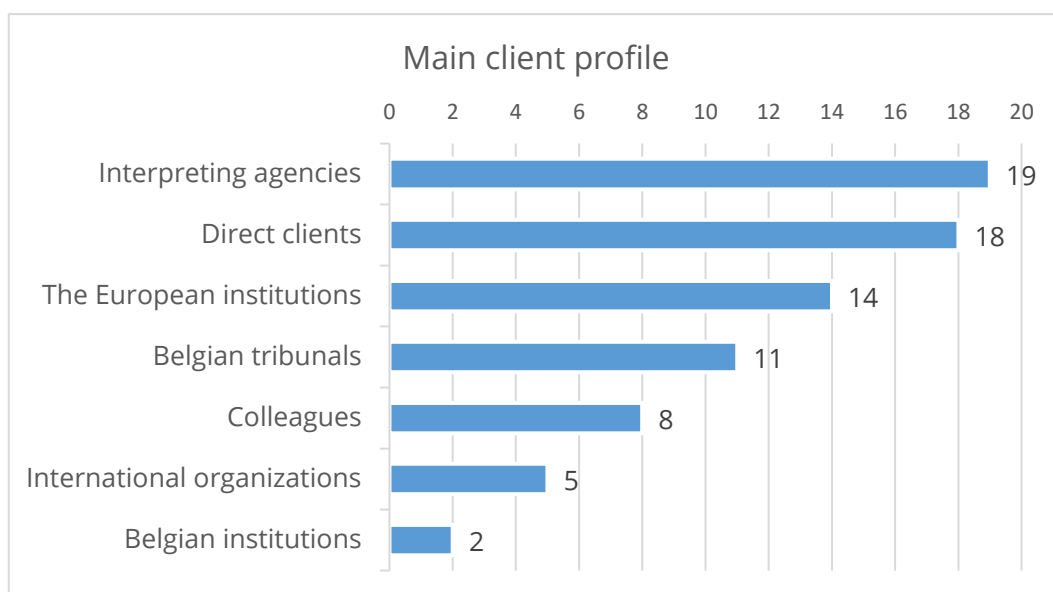


Figure 63: Interpreters' main client profile

## 4.5 TYPE OF INTERPRETING

*What type of interpreting do you do? (several answers possible)*

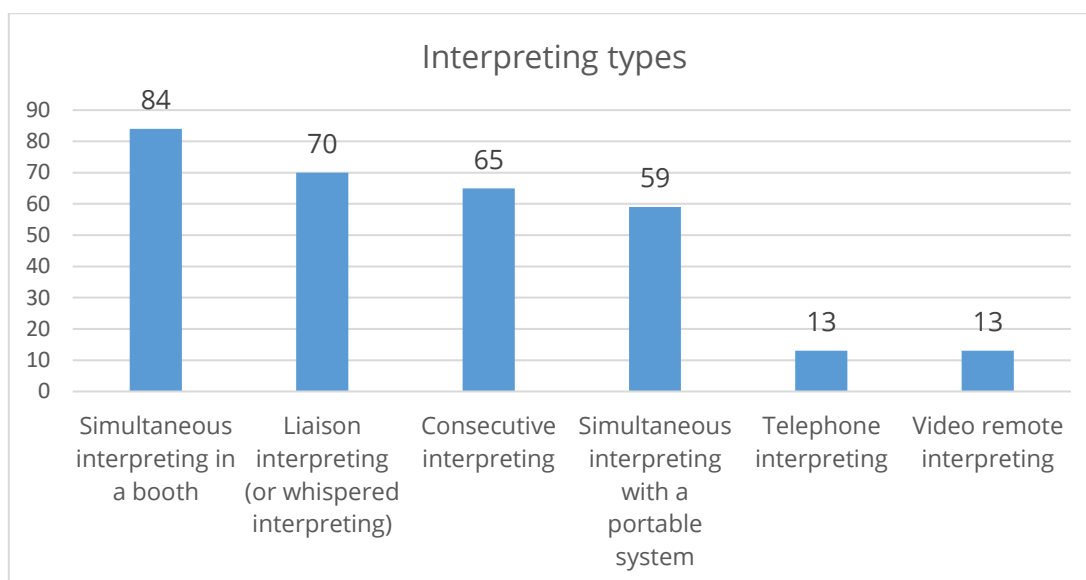


Figure 64: Interpreting types

*Types of interpreting that represent more than 50% of respondents' work as interpreter.*

*The graph below does not directly result from a question in the survey.*

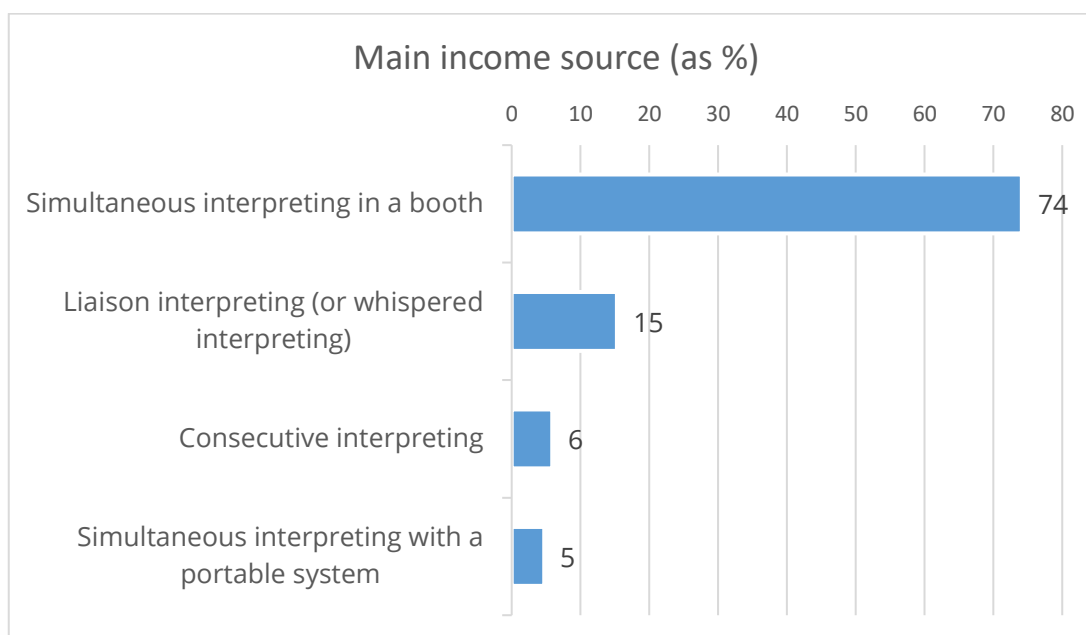


Figure 65: Main interpreting services

## 4.6 WORKLOAD

Only freelance interpreters (not under rates agreement) with more than 5 years' experience

*How many days have you worked as an interpreter in the last 12 months?  
(62 respondents)*

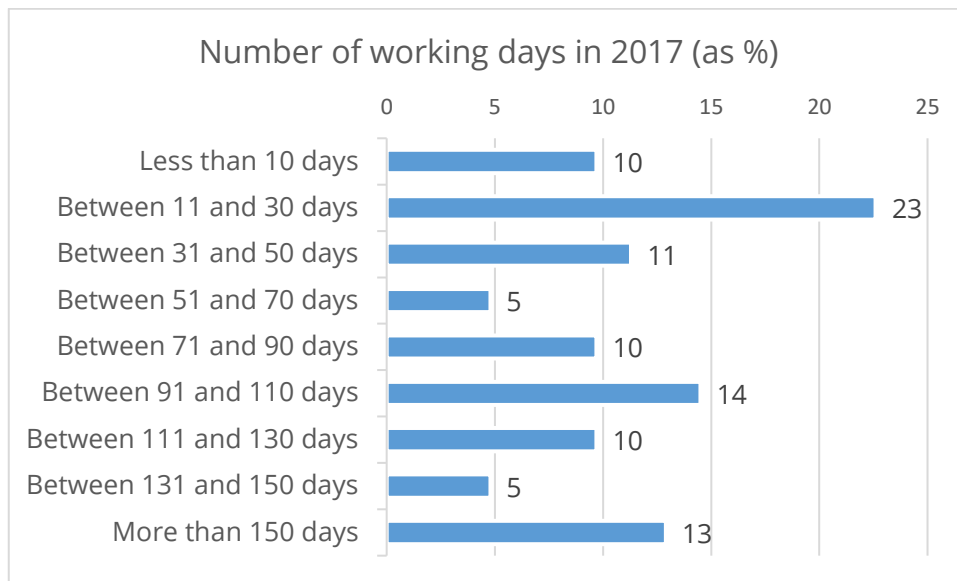


Figure 66: Interpreters' workload

*Has your workload for 2017 changed compared with 2016? (62 respondents)*

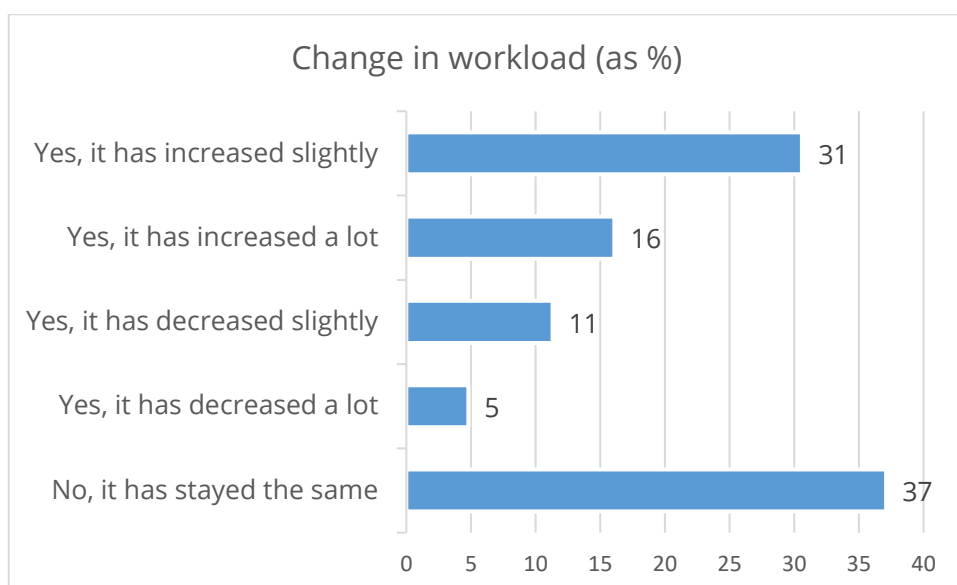


Figure 67: Change in interpreters' workload

*Are you satisfied with the amount of work you have as an interpreter?  
(62 respondents)*

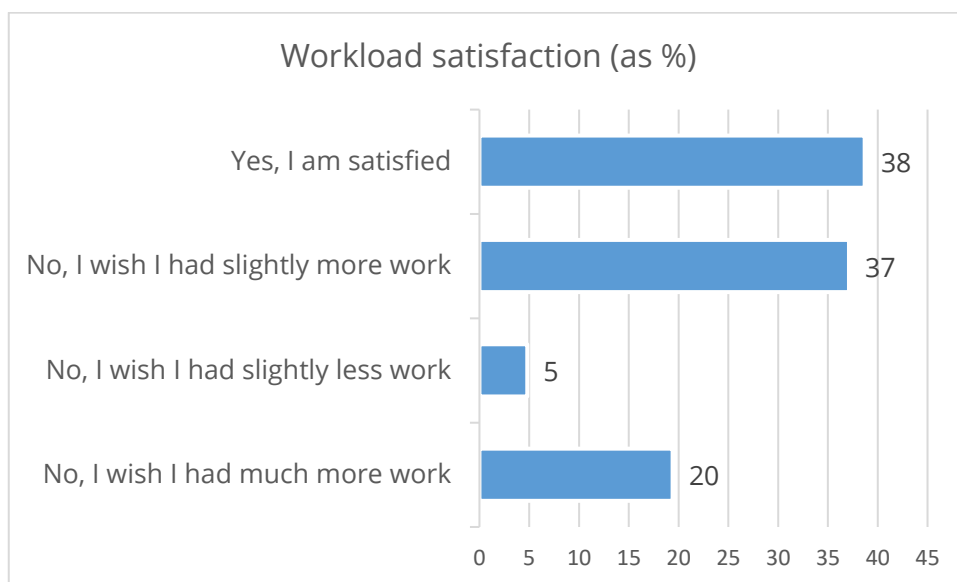


Figure 68: Interpreters' workload satisfaction

## 4.7 REVENUE

In order to avoid any misinterpretation of the data and to best reflect the reality of the market, the data for revenues and rates only concern **freelance** interpreters (not under rates agreement) who worked **more than 30 days** in the last 12 months and who have more than **5 years' experience**. Interpreters who receive **more than 50% of their income from the Belgian courts were excluded** from the sample, in view of the fact that they cannot determine their own rates or working conditions.

The reduced sample size is low (compared with translators). Results must therefore be treated with caution.

*Monthly revenue: what is your average monthly gross income from interpreting only? (32 respondents)*

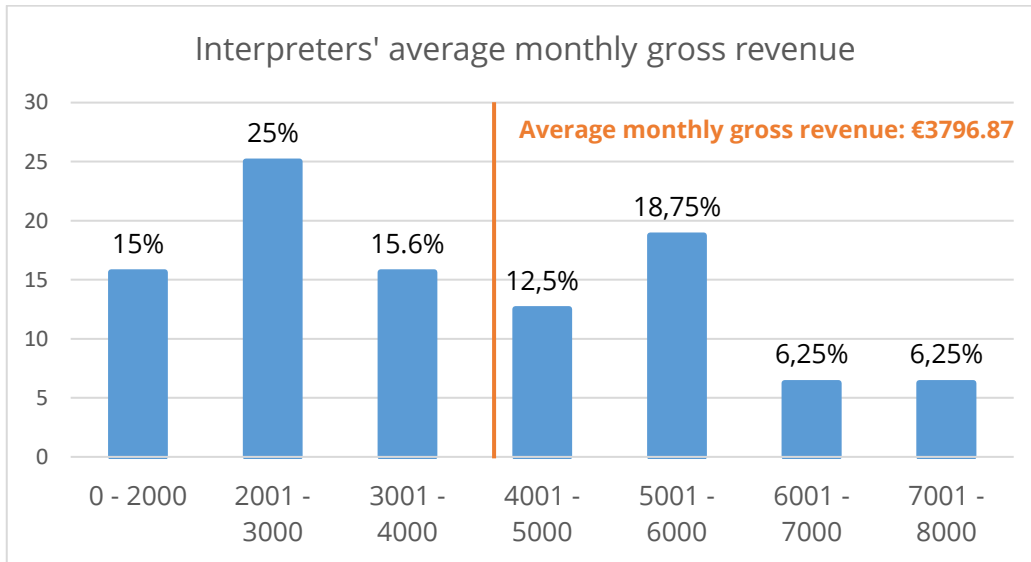


Figure 69: Interpreters' monthly gross revenue

*How satisfied are you with your income from interpreting? (32 respondents)*

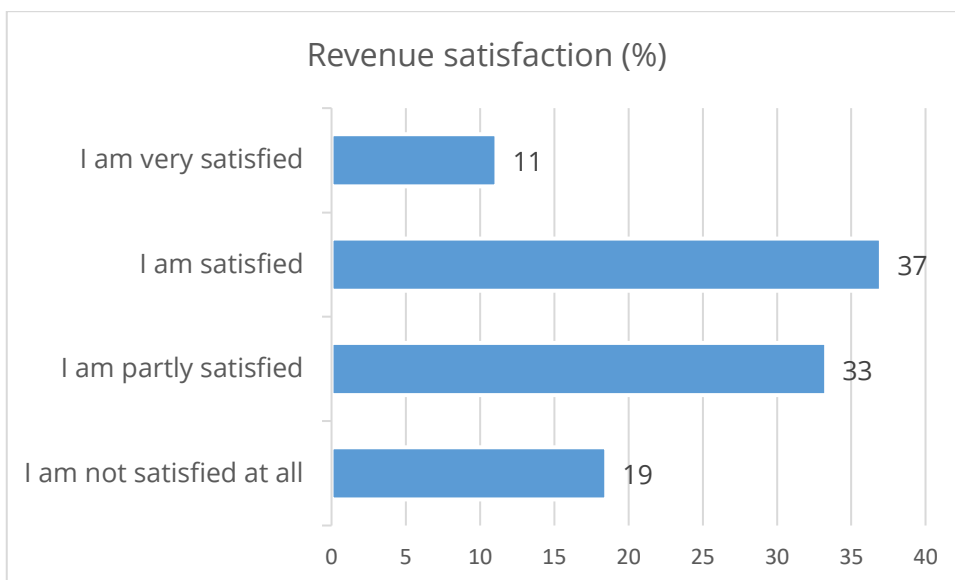


Figure 70: Interpreters' revenue satisfaction

## 4.8 RATES

Rates are average rates (in euros, VAT not included) that respondents most frequently apply. Please bear in mind that the rates represent average ranges and are not minimum and maximum rates. Respondents indicate rates only when they provide the type of interpreting and method of setting rates.

### *Daily rates for simultaneous interpreting in a booth (29 respondents)*

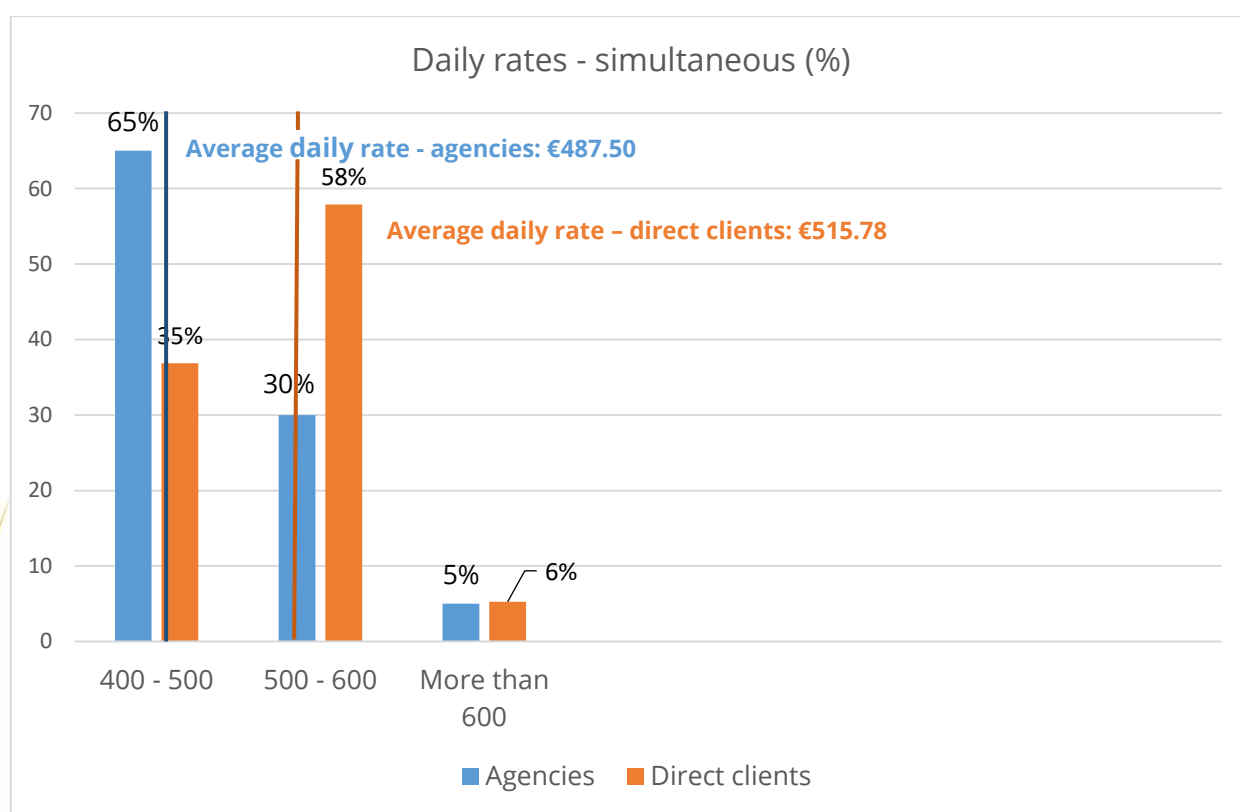


Figure 71: Interpreters' daily rates - simultaneous

*Half-day rates for simultaneous interpreting in a booth (34 respondents)*

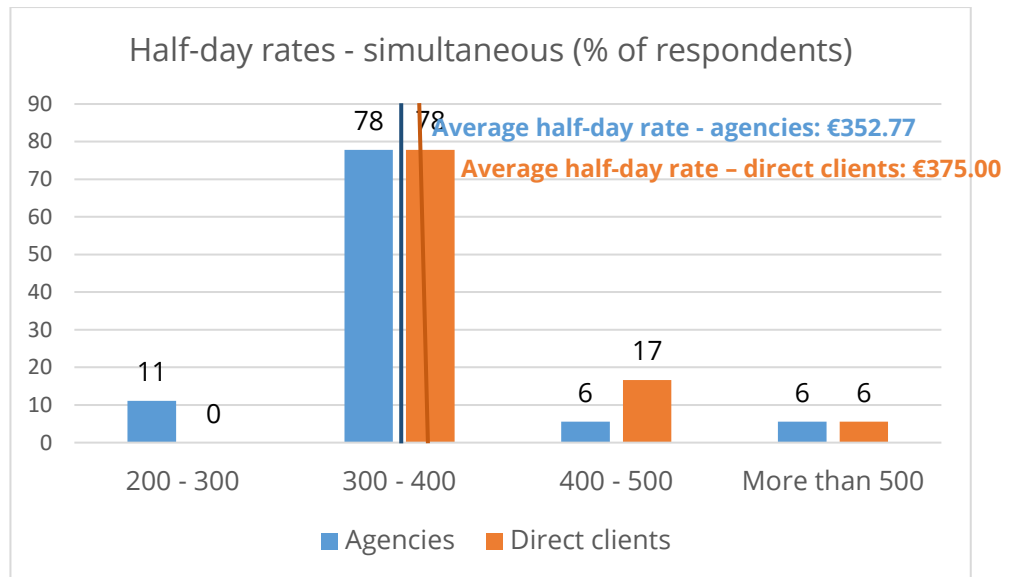


Figure 72: Interpreters' half-day rates - simultaneous

*Daily rates for consecutive or liaison (or whispered) interpreting and with a portable system (no significant difference was observed between these three categories) (21 respondents)*

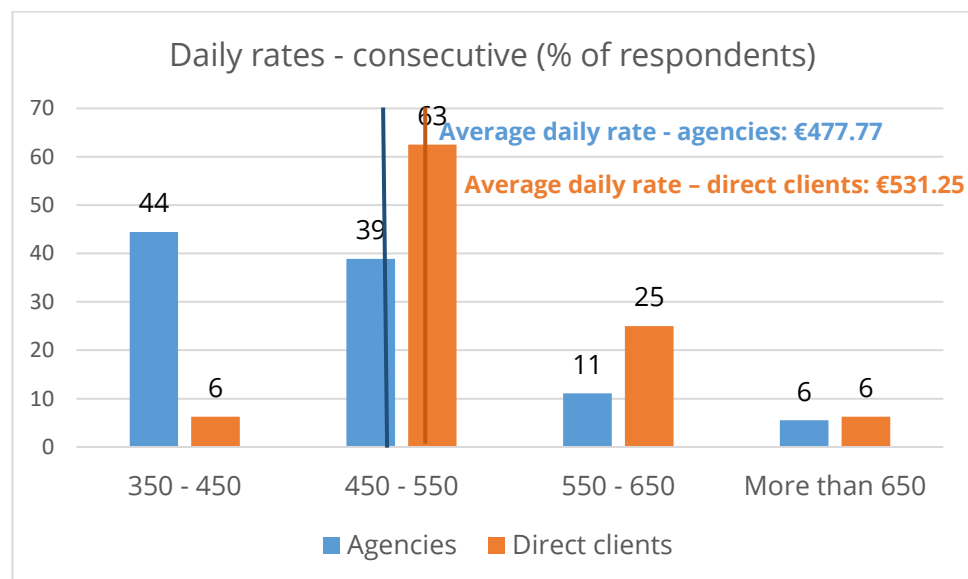


Figure 73: Interpreters' daily rates - consecutive

## 4.9 RATE SATISFACTION

*Are you satisfied with these rates?*

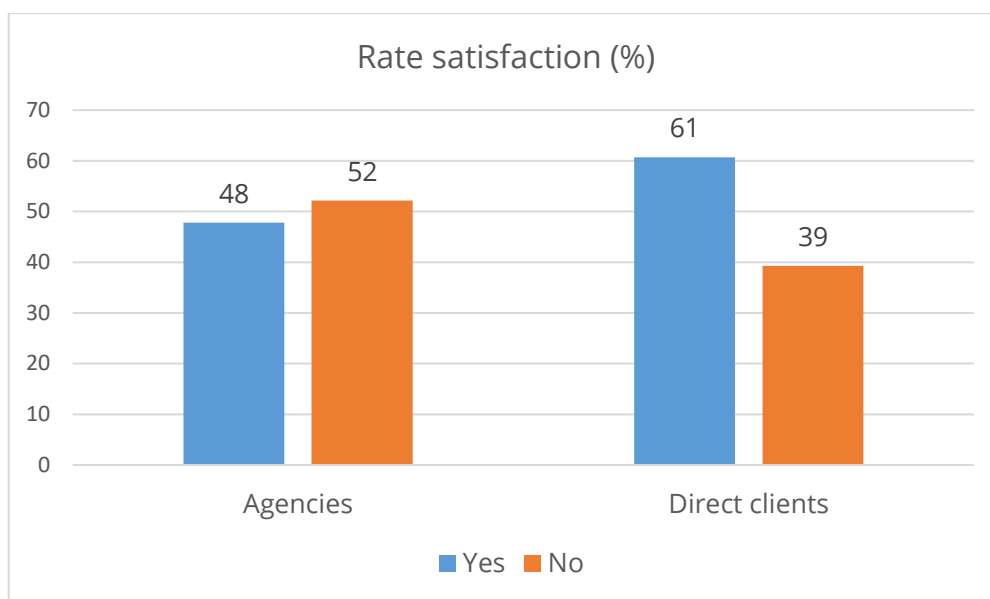


Figure 74: Interpreters' rate satisfaction

*The following questions up to "4.10. Rates: Miscellaneous" only apply if No to previous question*

*How much higher would you like these rates to be? (both types of clients)*

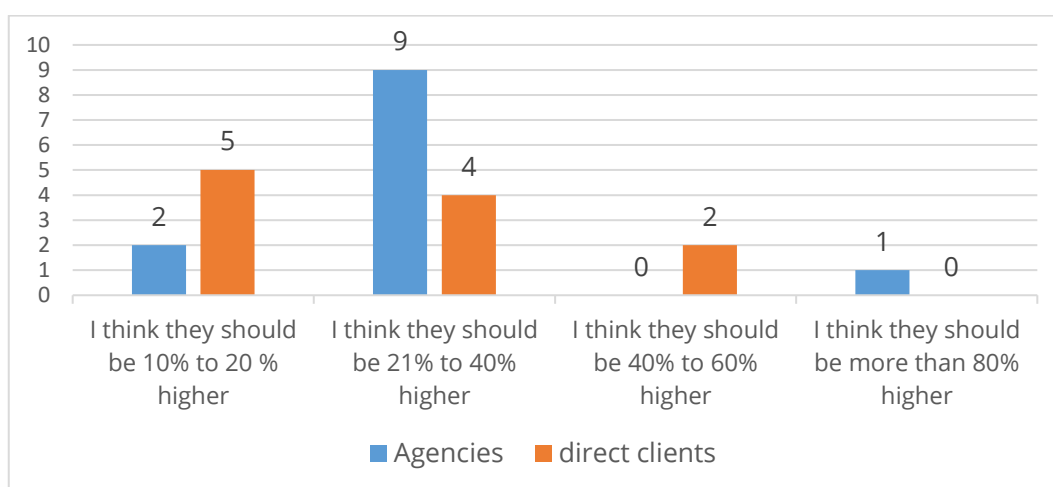


Figure 75: Interpreters' rate expectations



*Why are your rates lower than what you think they should be? (several answers possible)*

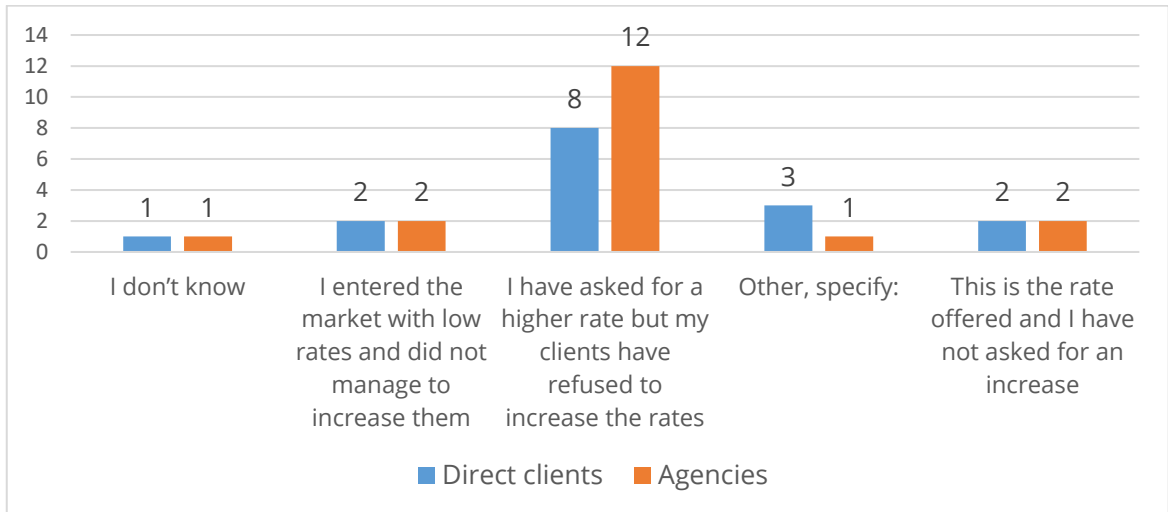


Figure 76: Interpreters' rate level explanation

Comments received for "Other" category:

- » Market competition and price dumping may have something to do with it.
- » Er is weinig marge, risico om je uit de markt te prijzen.
- » Certaines agences n'hésitent pas à casser les prix et les maintiennent de fait très bas. Il est donc difficile de proposer des prix nettement supérieurs.
- » Alignering met gangbare tarieven.
- » Klant verkregen via aanbesteding.

#### 4.10 RATES: MISCELLANEOUS

*Do you apply different rates when interpreting is technical or specialized? (48 respondents)*

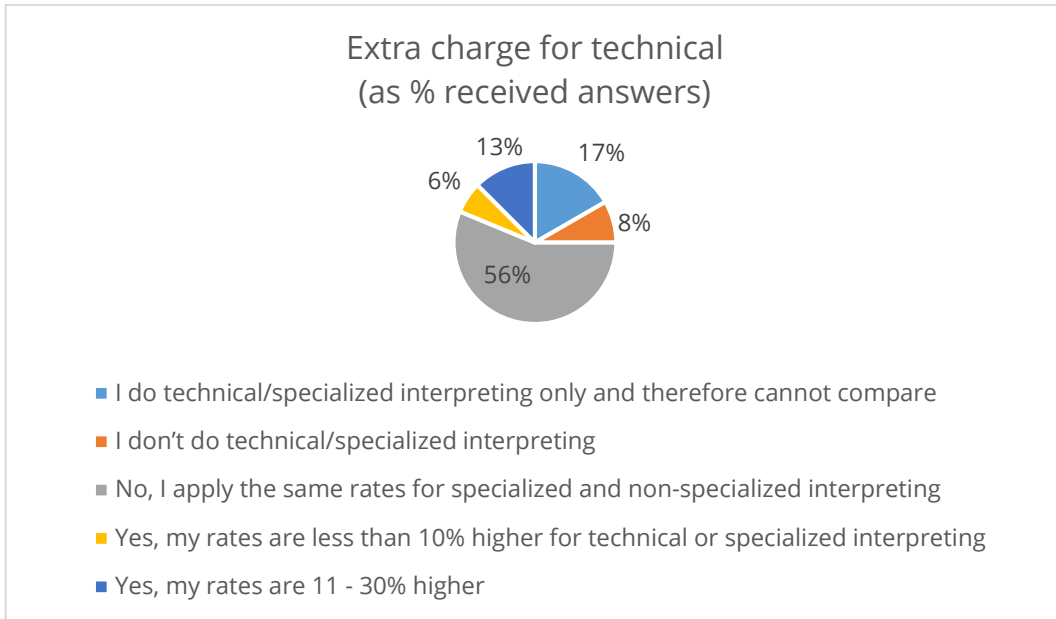


Figure 77: Interpreters' extra charges for high(er) degree of technical difficulty

*Do you apply a surcharge in some circumstances? (as percentage of rate)  
Short notice (less than 48 hours' notice) (12 respondents)*

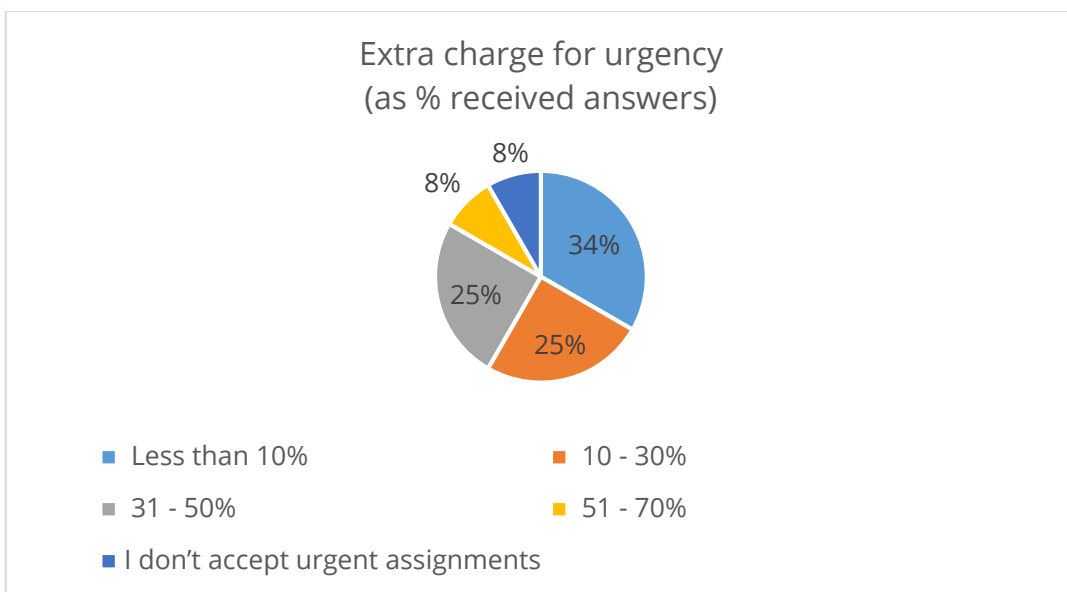


Figure 78: Interpreters' extra charge - urgent work

*Work during weekend (13 respondents)*

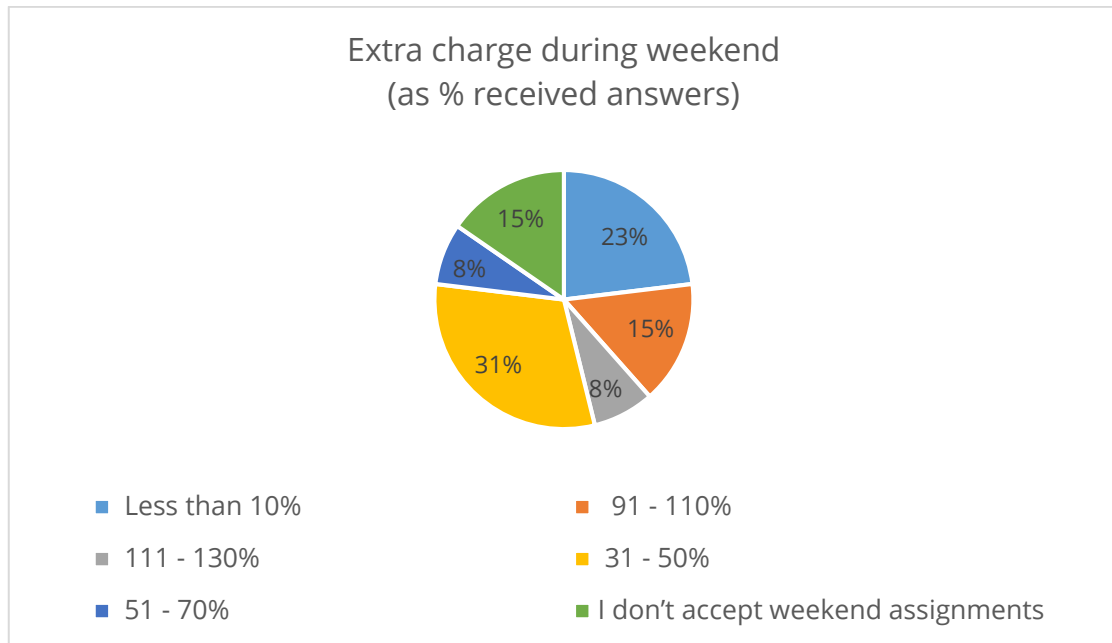


Figure 79: Interpreters' extra charge - weekend work

*Interpreting is recorded (9 respondents)*

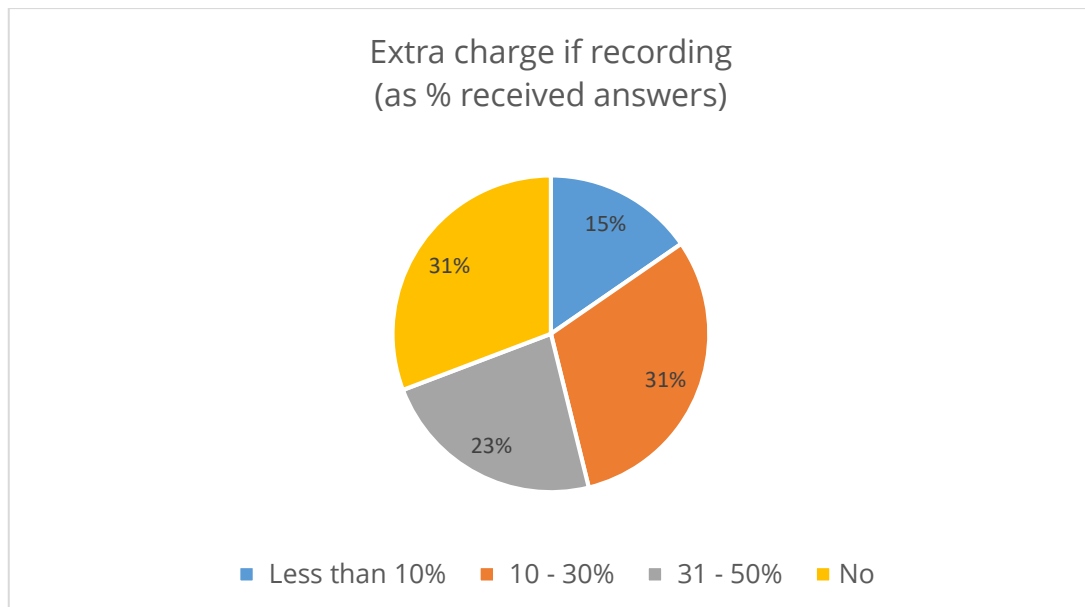


Figure 80: Interpreters' extra charge - recording

# 5 CONCLUSIONS

## 5.1 TRANSLATORS



The average translator profile is a female, aged 42, working full-time as a freelancer in the language pair Dutch-French.

She holds a Master's degree in translation and specializes in law, a field in which she receives 66% of her work.

She is satisfied with her workload, which remained the same or increased between 2017 and 2018.

- » The translator average **monthly gross revenue** is €3400.69.
- » Across all language pairs, the **most frequent rate ranges** applied for **agencies** are €0.09-0.10/word and €35-40/hour. The **average rates for agencies** are €0.9995/word and €39.09/hour.
- » Across all language pairs, the **most frequent rate ranges** applied for **direct clients** are €0.12-0.13/word and €40-45/hour. The **average rates for direct clients** are €0.13325/word and €54.68/hour.
- » **Finance** appears to be the best-paid field for **direct clients**. **Scientific/medical** appears to be the best-paid field for **agencies** (across all language pairs).
- » 53% of translators are reportedly **not satisfied with rates applied for agencies** and 12% are reportedly **not satisfied with rates applied for direct clients**.
- » 77% of translators **use CAT tools**.
- » 59% of translators have already used **machine-translation** in a professional context or might use it in the future.

## 5.2 INTERPRETERS



The average interpreter profile is a female, aged 29, working part-time as a freelancer in the language pairs English to French or French to Dutch. She also offers written translation services.

She holds a Master's degree in interpreting and has no specific specialization. She receives the vast majority of her work from direct clients or institutions. She offers all types of interpreting (simultaneous, consecutive, liaison, etc.), but simultaneous interpreting in a booth remains her main source of income from interpreting.

- » The interpreter average **monthly gross revenue** is €3796.87.
- » Across all language pairs, the **most frequent rate range** applied for **agencies** for **simultaneous** interpreting is €400-500/day. The **most frequent rate range** paid by **direct clients** is €500-600/day.
- » The **average daily rate for simultaneous interpreting (booth)** is €487.50 for **agencies** and €515.78 for **direct clients**.
- » Across all language pairs, the **most frequent rate range** applied for **agencies** for **consecutive** interpreting is €350-450/day. The **most frequent rate range** applied for **direct clients** is €450-550/day.
- » Across all language pairs, the **average daily rate for consecutive interpreting** is €487.50 for **agencies** and €515.78 for **direct clients**.
- » The majority of interpreters do not apply an extra charge relating to the degree of technical difficulty of the assignments.
- » Interpreters are generally **satisfied** with the rates they apply for **direct clients** and generally **dissatisfied** with the rates they apply for **agencies**.

## 6 ACKNOWLEDGEMENTS

La **Chambre Belge des Traducteurs et Interprètes (CBTI-BKVT)** remercie chaleureusement tous les professionnels qui ont participé à son enquête de marché 2018. Nous espérons que les résultats présentés dans ce rapport vous seront utiles et que vous y trouverez matière à réflexion.

Nous avons bien pris note des suggestions et autres commentaires laissés en fin d'enquête et nous ne manquerons pas d'en tenir compte à l'avenir pour de prochains projets.

Pour toute question ou commentaire relatif à cette enquête, vous pouvez prendre contact avec la Chambre Belge des Traducteurs et Interprètes à l'adresse [survey@translators.be](mailto:survey@translators.be).

De **Belgische Kamer van Vertalers en Tolken (BKVT-CBT)** dankt van harte alle professionele vertalers en tolken die hebben deelgenomen aan haar marktonderzoek 2018. Wij hopen dat de resultaten in dit rapport nuttig zijn voor u en stof tot nadenken bieden.

Bij toekomstige projecten zullen we zeker rekening houden met de suggesties en NLoepmerkingen die we op het einde van de enquête van de deelnemers ontvingen.

Met vragen of opmerkingen over dit onderzoek kunt u terecht bij de Belgische Kamer van Vertalers en Tolken op het adres [survey@translators.be](mailto:survey@translators.be).

The **Belgian Chamber of Translators and Interpreters (CBTI-BKVT)** thanks all the professionals who took part in its 2018 market survey. We hope that the results presented in this report prove useful to you and that they will give you some food for thought.

We have taken note of the suggestions and other comments left at the end of the survey and we will certainly take them into consideration for future projects.

If you have any questions or comments about this survey, please contact the Belgian Chamber of Translators and Interpreters at [survey@translators.be](mailto:survey@translators.be).

Die **Belgische Kammer der Übersetzer und Dolmetscher (CBTI-BKVT)** spricht allen, die an ihrer Marktuntersuchung 2018 teilgenommen haben, ihren herzlichen Dank aus.

Die Anregungen und Kommentare am Ende der Umfrage haben wir aufmerksam gelesen und werden sie bei künftigen Vorhaben berücksichtigen. Wir hoffen, dass die in diesem Bericht vorgelegten Ergebnisse für Sie hilfreich sind und nützliche Denkanstöße liefern.

Für alle Fragen oder Anmerkungen zu dieser Umfragen können Sie sich unter [survey@translators.be](mailto:survey@translators.be) an die Belgische Kammer für Übersetzer und Dolmetscher wenden.

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Chambre  
Belge des  
Traducteurs  
et Interprètes

Belgische  
Kamer van  
Vertalers  
en Tolken



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