



## HELLO MARSEILLE

### One line pitch:

Hello Tribe is a changemaker's tribe developing a network of ground-based "Live - Learn - Create" ecosystems dedicated to sustainable development.

### Market Analysis:

The sustainable economy represents now 10% of the European economy. It is growing 2%.year compared to only 0.6% for the general economy. In the ground based, brick&mortar economy, the sector of collaborative places is one of the fastest growing industry in the world, not to mention just the hostels sector. The rising economical concepts of "The Commons" joining with an all connected "Blue Economy" and other new ways of acting and living announce some big changes in our social habits. As we announce 8 persons only own as much as the 50% poorest people of the planet (Oxfam), and the real economy represents only 7% of the world's yearly business, we adopt a "qualitative to quantitative" line.

### Value proposition:

Multi-activity citizen based economic activities are totally under-represented in the economy while showing very interesting potentials. When Social Entrepreneurship and Sustainable Development merge to dedicate the collective intelligence of its teams to common good, you have an opportunity to show, develop and measure all the "hidden values" a societal model is creating additionally to its economic impact. Our concept has shown excelency in this area from its very start with our hostel module becoming 9th best hostel in the world in 2013 on the Hostelworld.com platform.

### Business Model:

Using a "Learning by doing" pedagogical approach, all our volunteers are involved in real activities. We immerse them in collaborative teams to discover the operational activities of a sustainable project using cultural management and personal development as a strategic model. The activities generate the revenues that enable to finance all the costs of supporting our volunteer programmes and ensures the full financial autonomy of this non-profit model.

### IP and Regulatory situation:

Hello Marseille is a french registered NGO (Association Loi 1901) managing our platforms in Marseille The Hello Tribe is a non-formal group that will register its legal form at the launch of the next phase of development. We are now following the "Pilot" phase before to incubate for "Replication"

### COMPANY PROFILE

- **Website:**  
www.hellomarseille.com
- **Field:**
- **Contact:**  
MABILOTTE Cedric  
hellomarseille@gmail.com
- **Location:**  
12 rue breteuil  
13001 Marseille  
France
- **Founded in:** //2010
- **Employees:** 1-3
- **Financial information (€):**
  - **Company stage:**  
Pilot Phase
  - **Capital raised to date:**
  - **Monthly burn rate:**
  - **Capital seeking and date:**  
2 000 000 - March-May 2018
- **Investors:**