



YOUR DISTRIBUTOR SPECIALIZING
IN DIGITAL NOMADISM

OUR EXPERTISE

For 20 years, TILOLI has been recognized as one of the leading distributors in the segment of Apple accessories and IT accessories for tablets and smartphones (Microsoft Surface, Samsung Galaxy, etc.).

We exclusively or selectively distribute a catalog of prestigious brands, both in France and internationally. Our primary clients are Specialized Large Retailers (Fnac, Darty, Boulanger..), online retailers (LDLC, Amazon...), French and European Apple Premium Resellers (APR), as well as independent resellers.

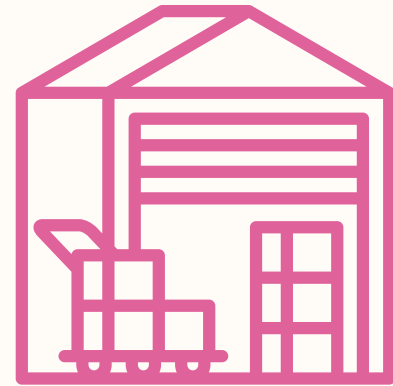
Finally, Tiloli also supports major players in the B2B and Education sectors specializing in digital transformation.





20

years of experience



5000

m2 in-house
storage



4000

references &
6 product universes



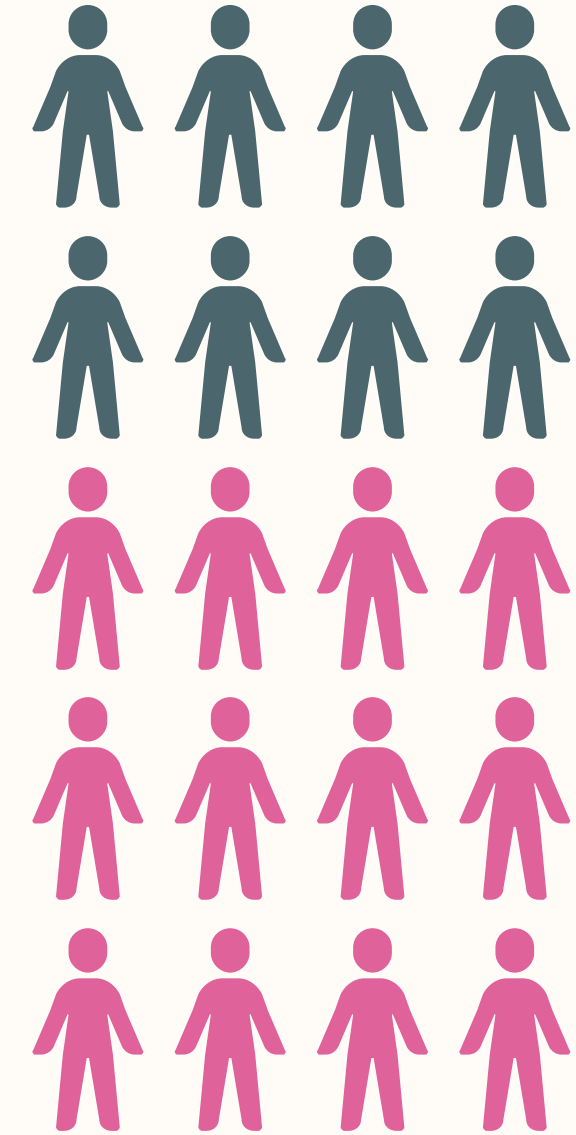
CA

(Millions of € in 2024)



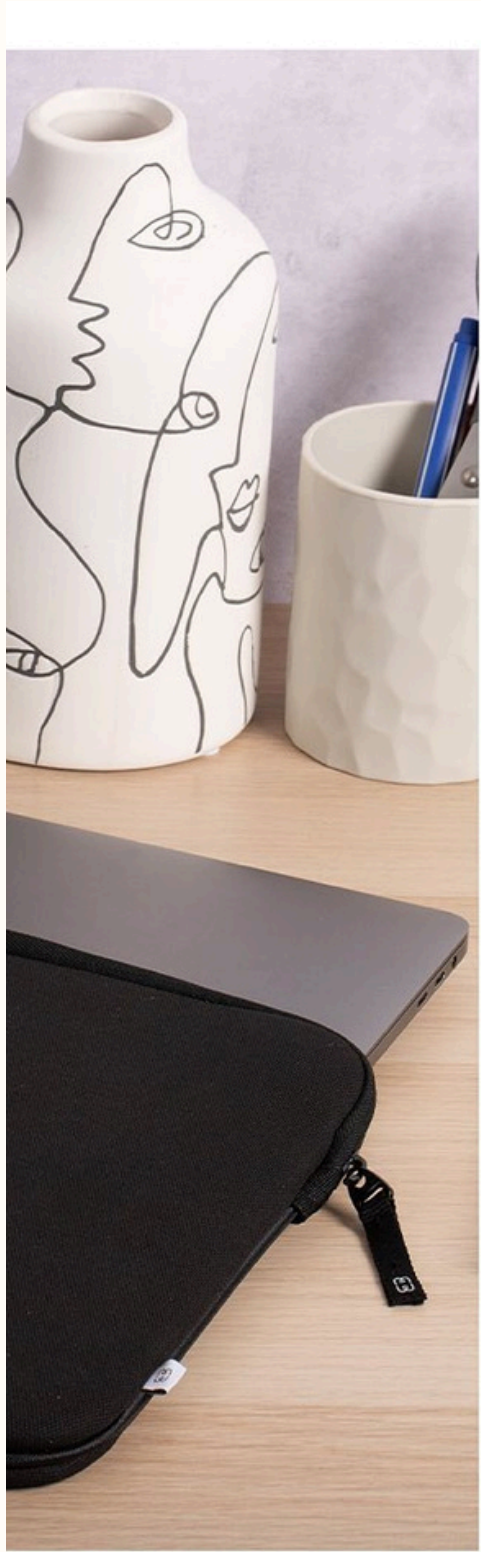
25

selected brands

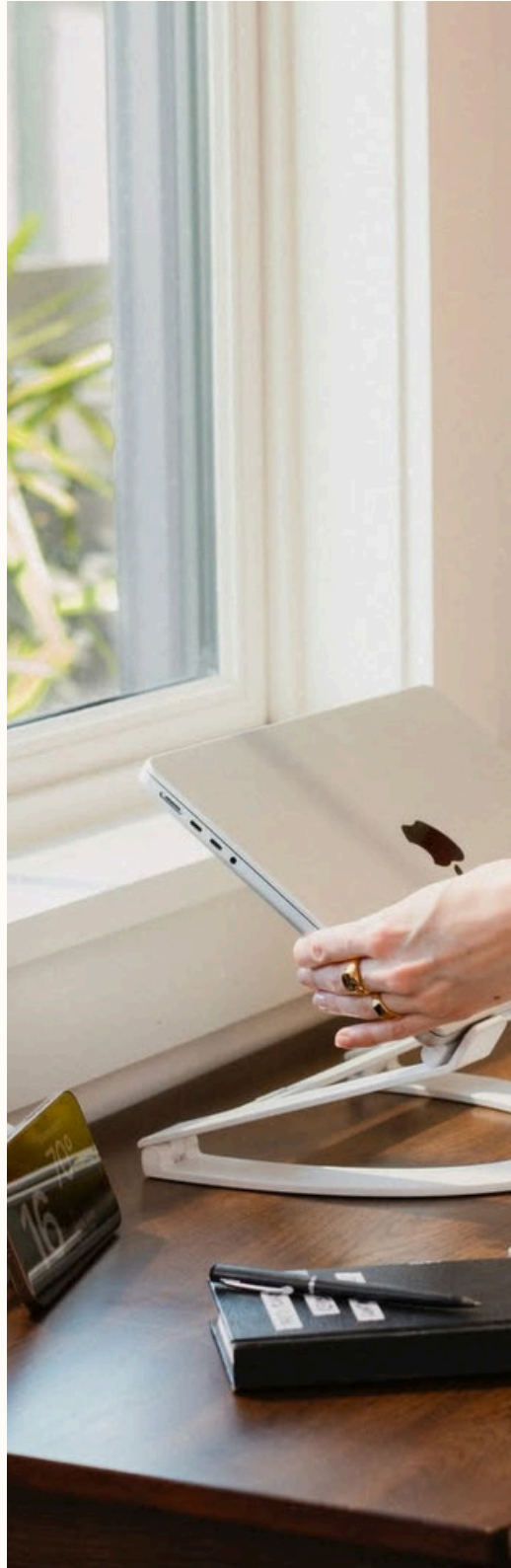


20

people making up a
dedicated and
passionate team



BAGS



ACCESSORIES



CONNECTIVITY



AUDIO



IOT



BTOB

BAGS



ACCESSORIES



CONNECTIVITY



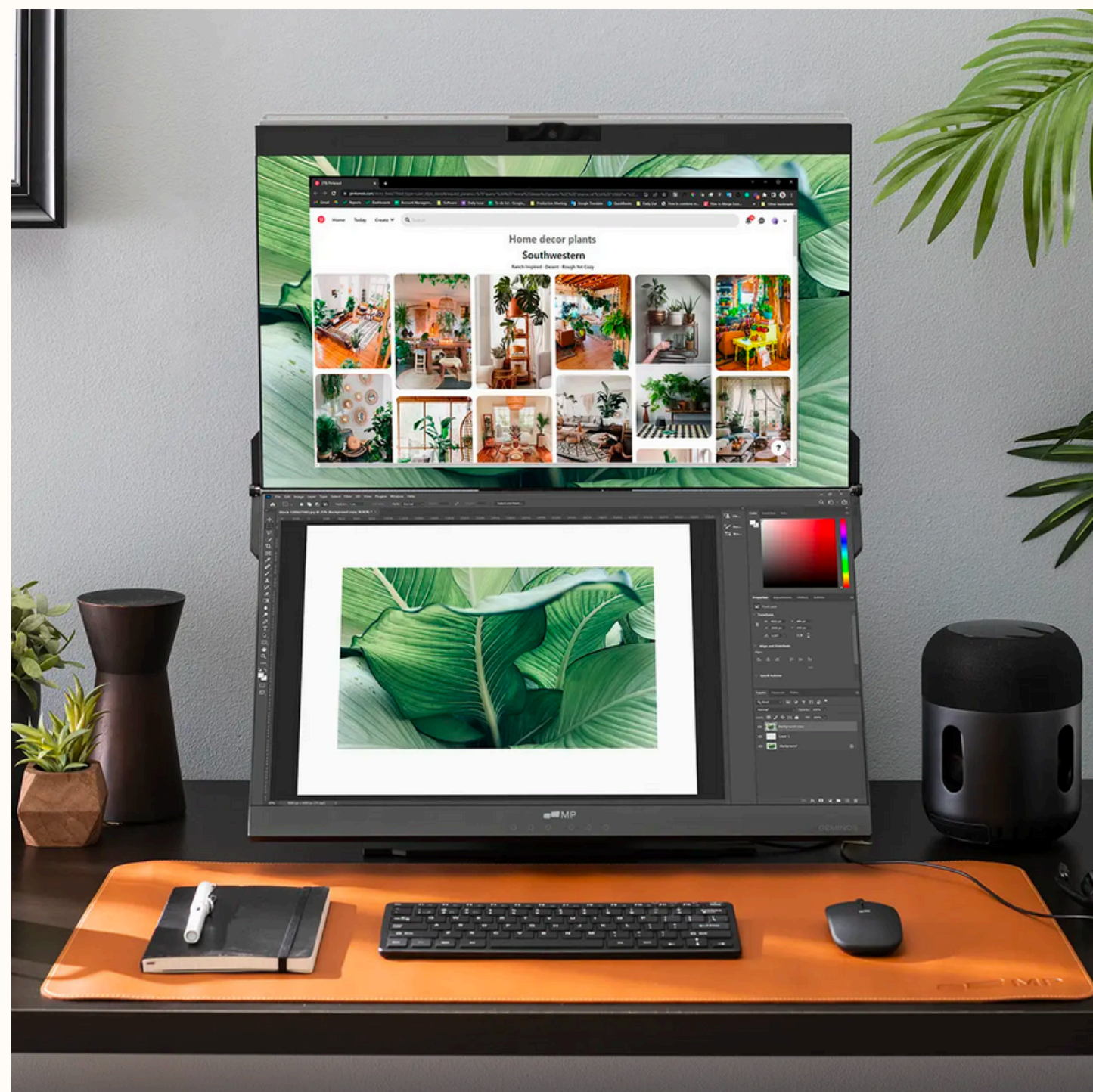
AUDIO



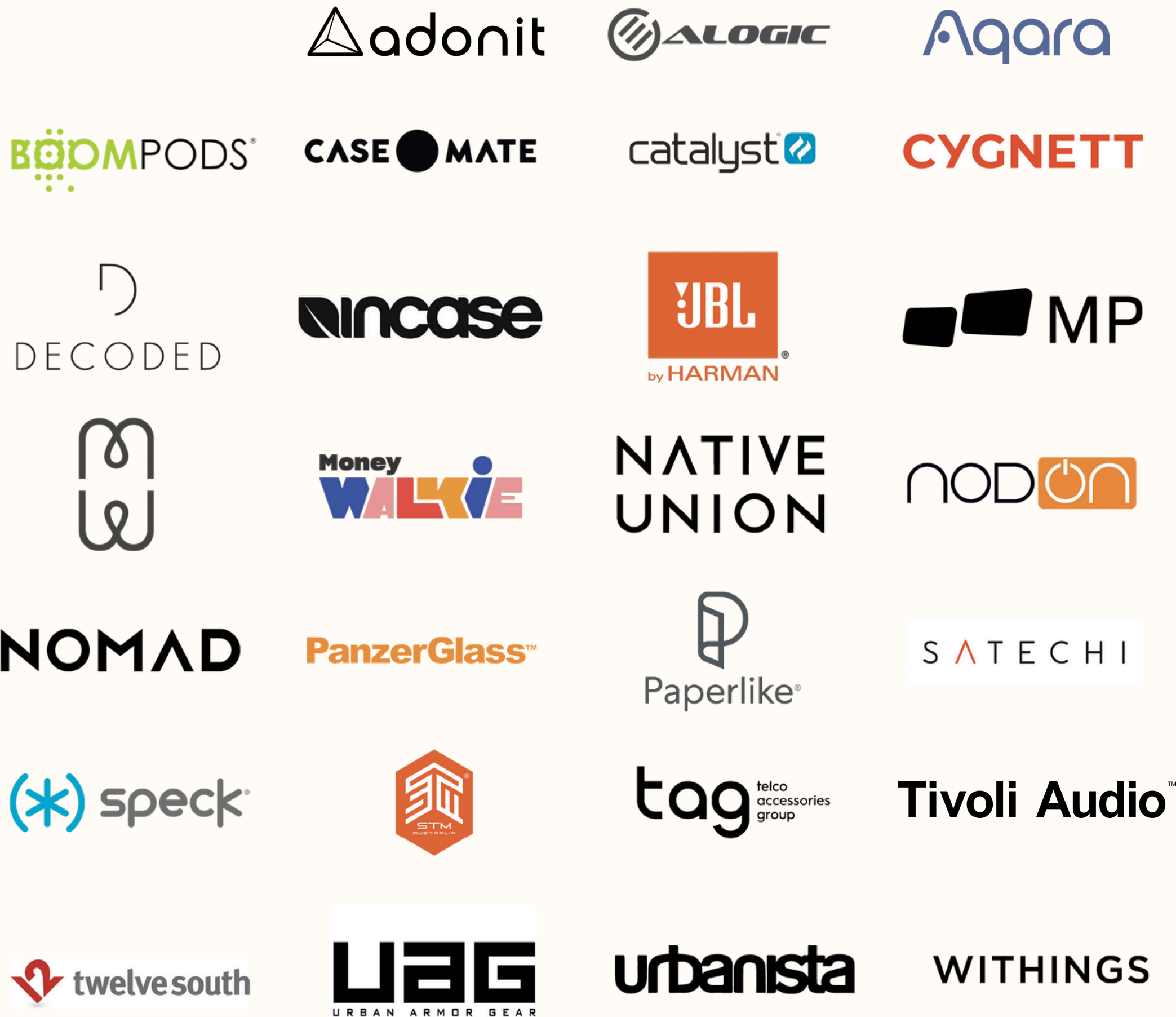
IOT



BTOB



OUR PARTNER BRANDS



A DEDICATED SALES TEAM



Olivier Hache
DOM-TOM & Export Sales



Jean-Philippe Gachet
Key Account Manager France



Julie Lamar
Sales Assistant



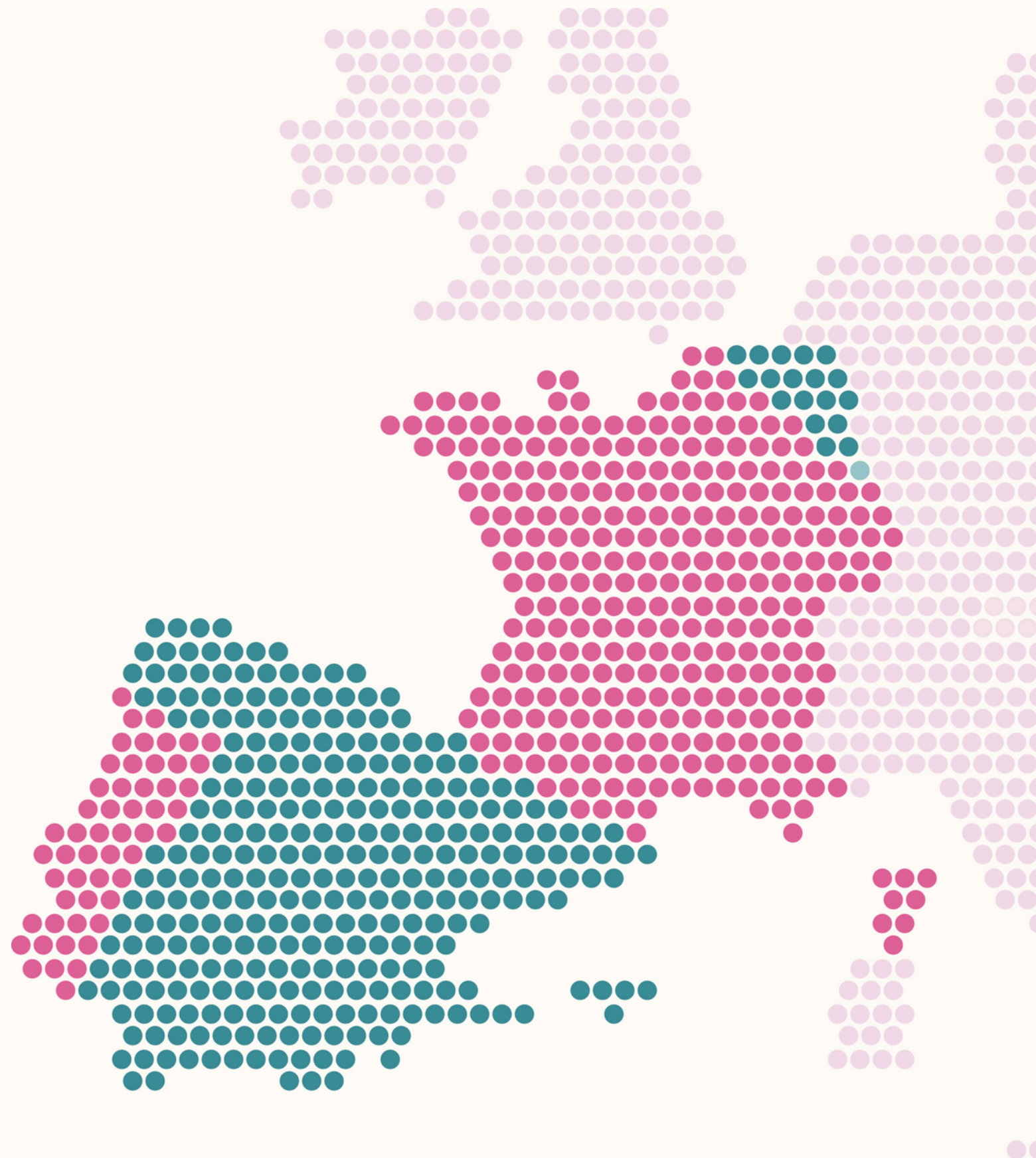
Leticia Dura
Spain Sales



Thomas Cadorin
Southern France and APR
Networks Sales



Sérgio Dos Santos
Northern France, Belgium,
Luxembourg and Portugal Sales



OUR DISTRIBUTION NETWORKS



OUR MAIN CUSTOMERS



DISTRIBUTION SOLUTIONS

for all your needs



TRUST &
SELL

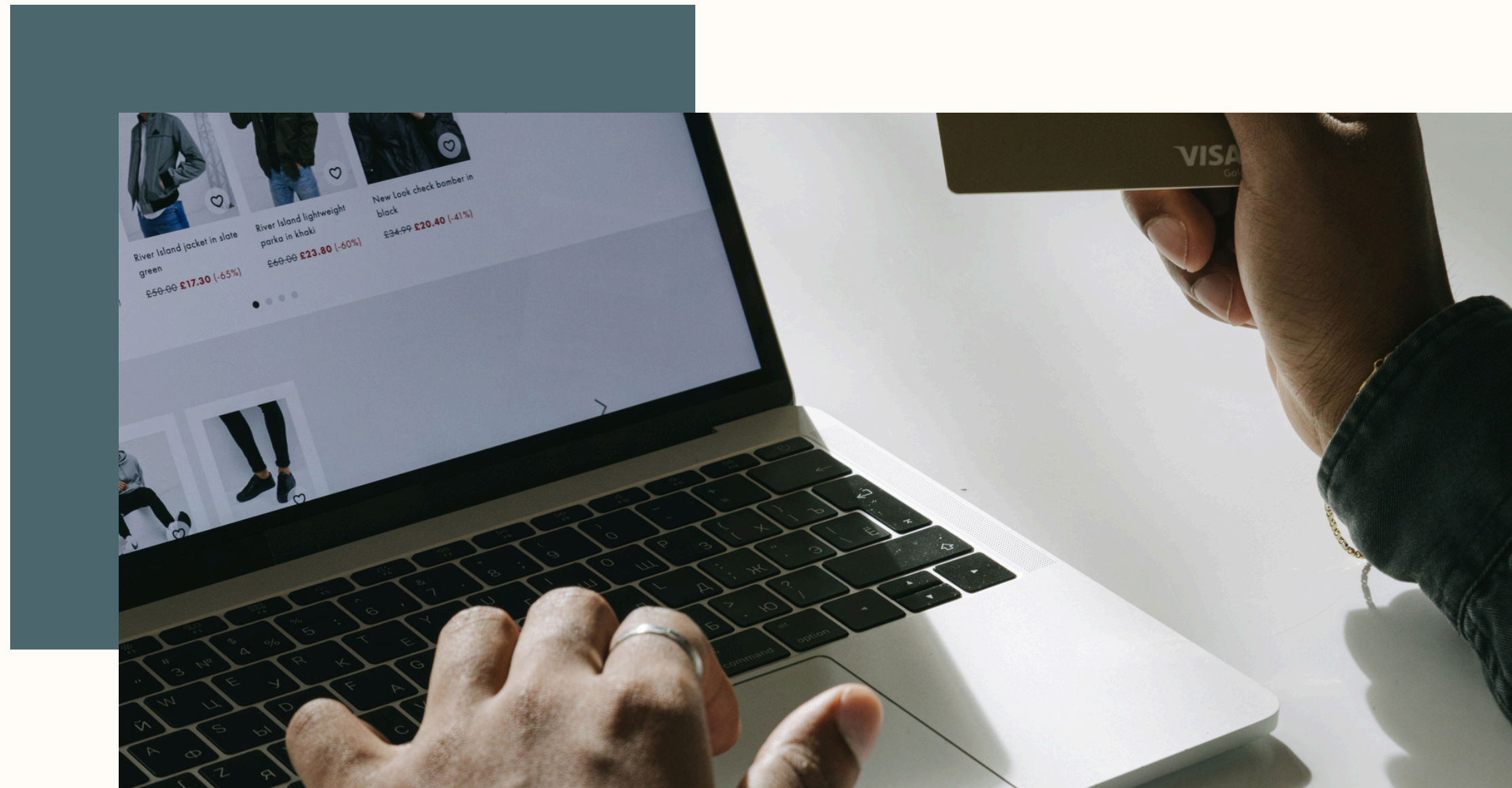


FIT & ADJUST

TRUST & SELL

YOUR NEEDS :

- ACCESS A WIDE RANGE OF PRODUCTS
- EASILY ORDER BASED ON CUSTOMER DEMANDS
- BENEFIT FROM A TRUSTING RELATIONSHIP WITH MY DISTRIBUTOR
- HAVE A DISTRIBUTOR THAT ADHERES TO BRANDS' PRICING POLICIES



OUR SOLUTIONS :

- A carefully curated selection of brands across 5 product categories
- A sales team present in the field, supported by an order processing and logistics service
- Constant collaboration between the sales teams and the marketing department to ensure fair pricing of products
- A website with personalized access for placing orders without minimum order quantity (MOQ)

FIT & ADJUST

- DEDICATED TEAM TO ADDRESS YOUR B2B AND EDUCATION PROJECTS
- ABILITY TO SOURCE ON DEMAND, ACCORDING TO YOUR PROJECTS AND TENDER REQUESTS
- OPPORTUNITY TO BENEFIT FROM A PERSONALIZED SERVICE

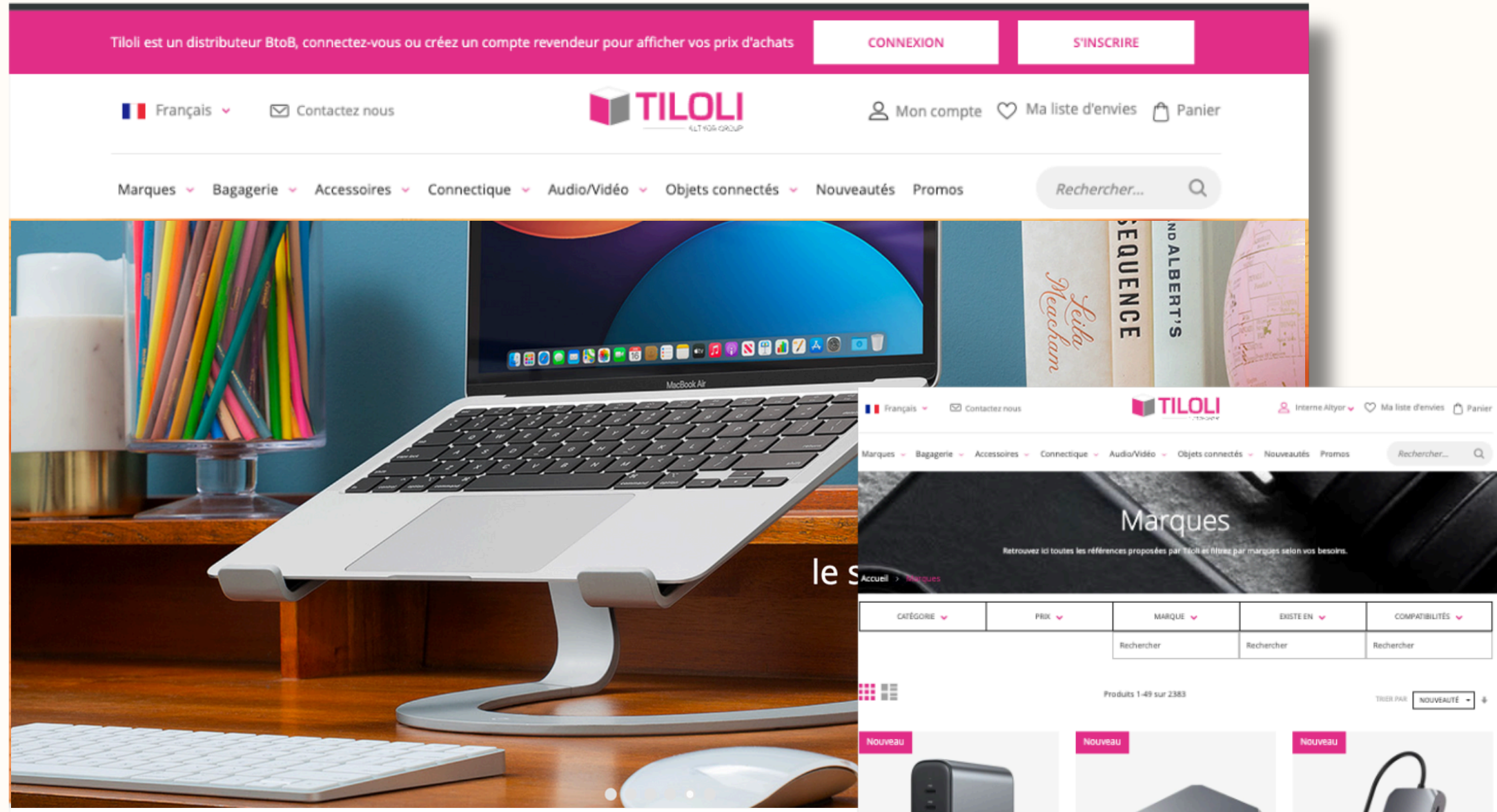


TILOLI'S STRENGTH

- Product labeling
- Sending samples for project validation
- Possibility of assistance during client meetings

TOOLBOX

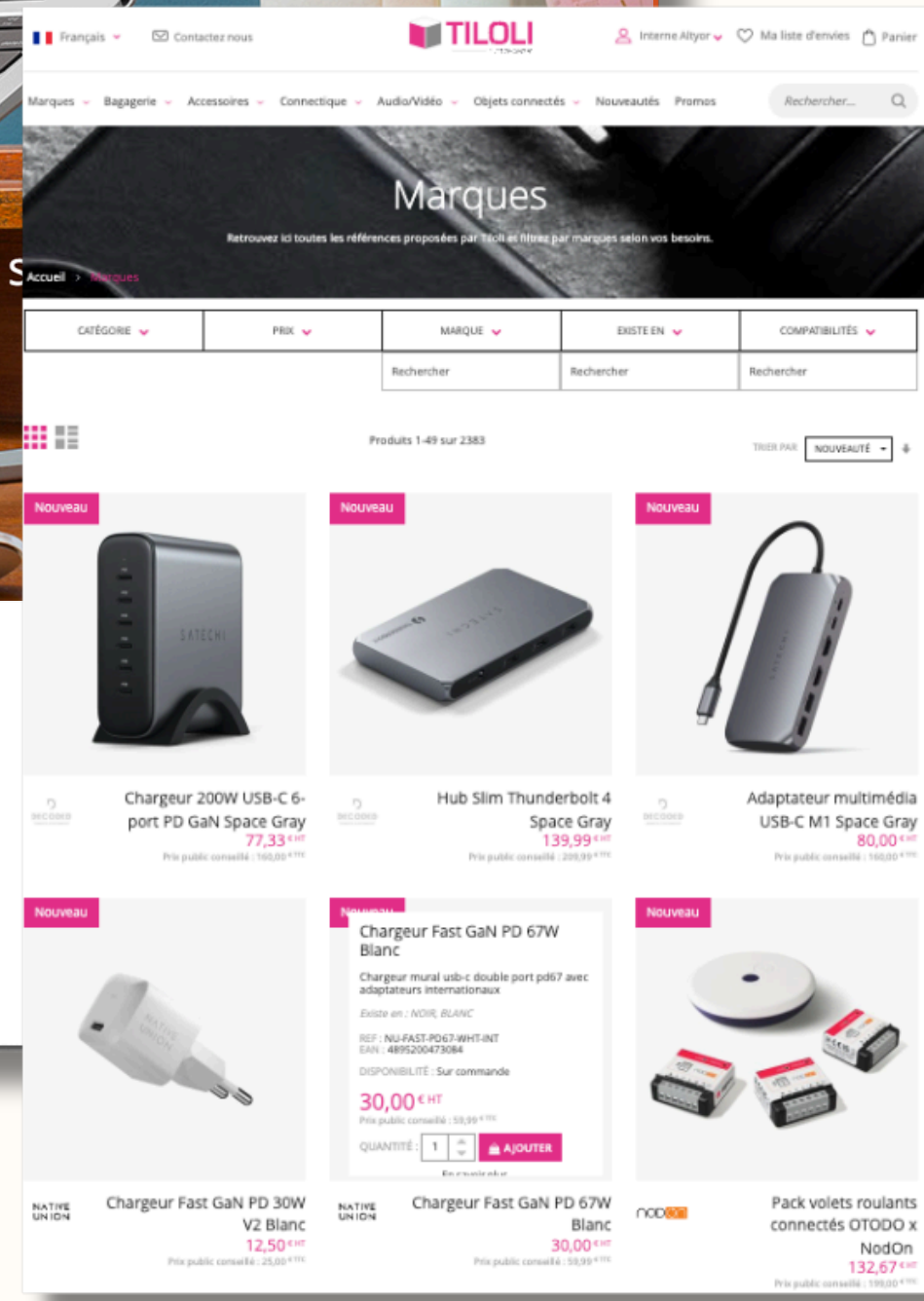
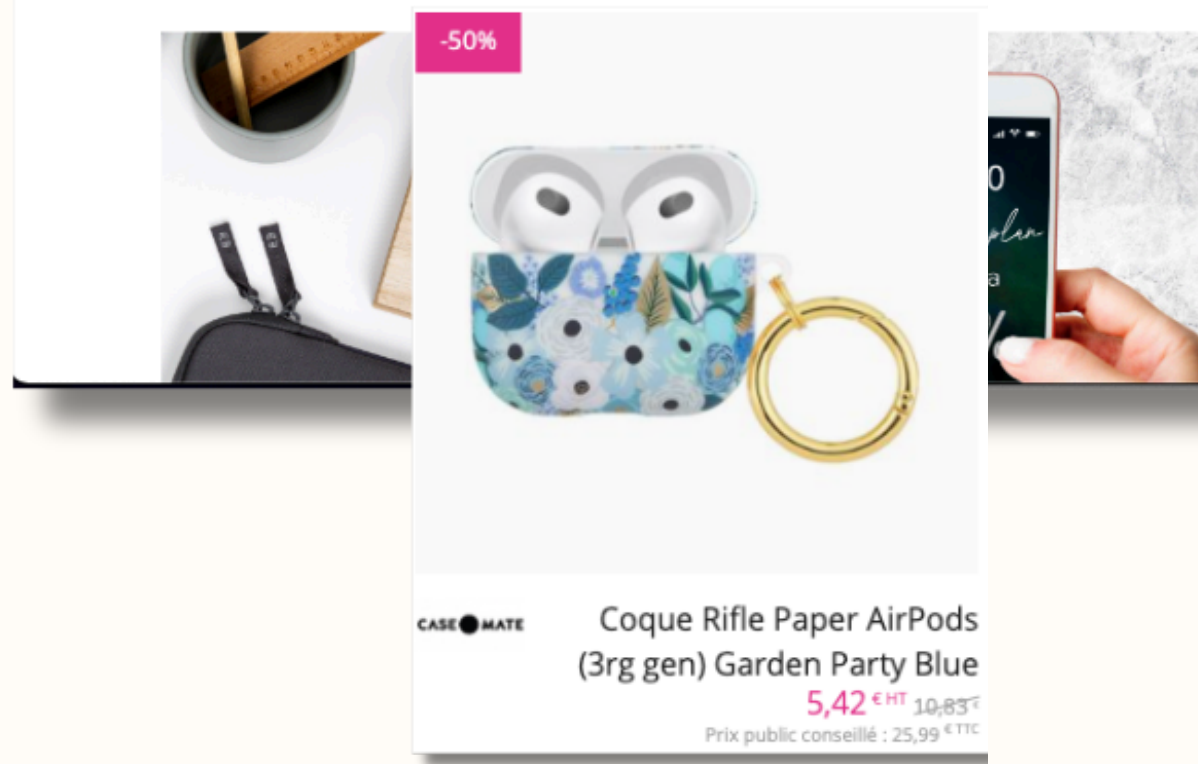




A UNIQUE WEBSITE

CUSTOMER ACCOUNT

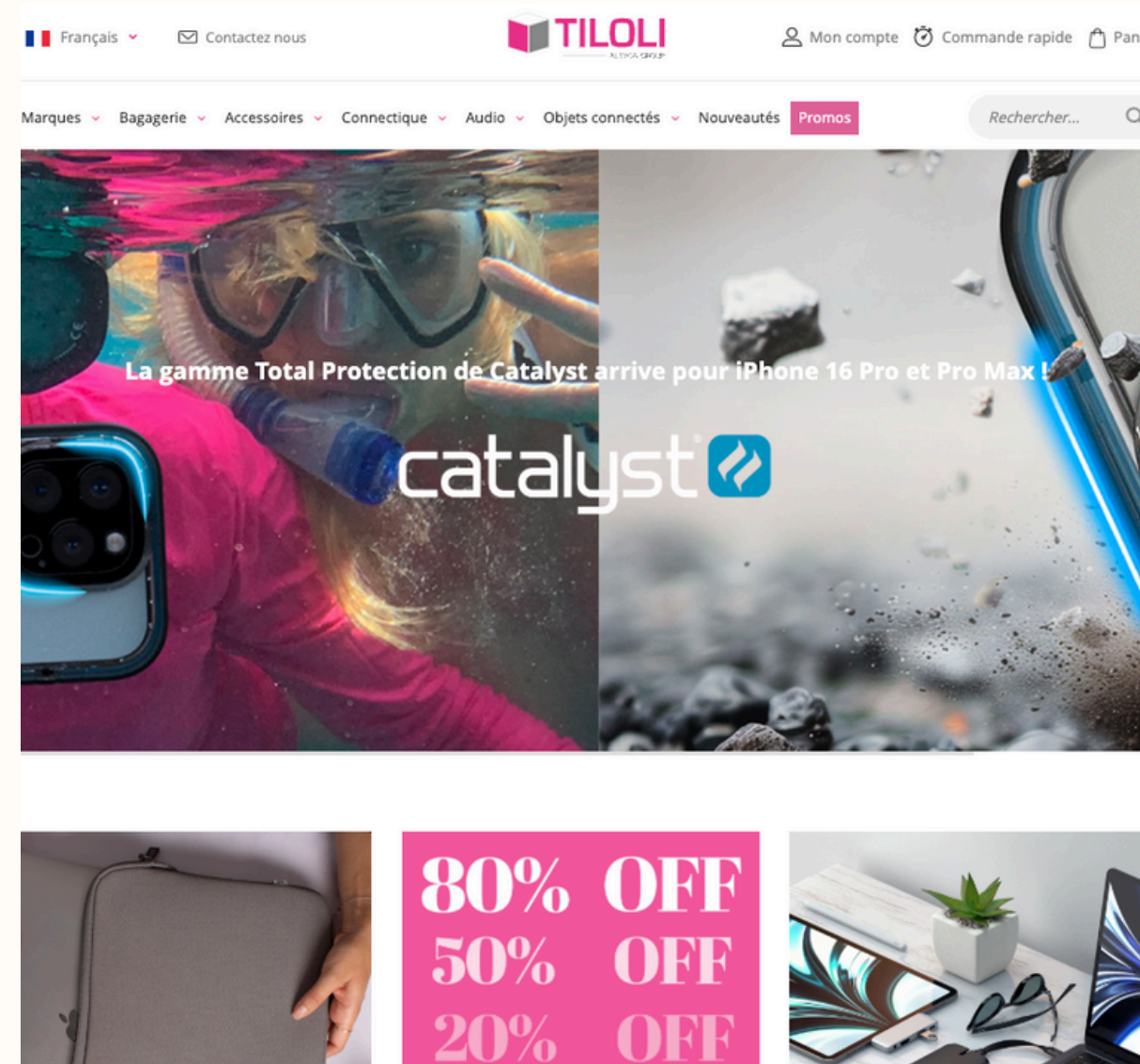
- Personal access to sales upon validation by sales team
- Real-time display of prices and stock levels
- Accessible in multi-lingual versions (FR/EN/ES/PT)
- Easy online ordering
- Regular promotional actions
- Showcase for new products



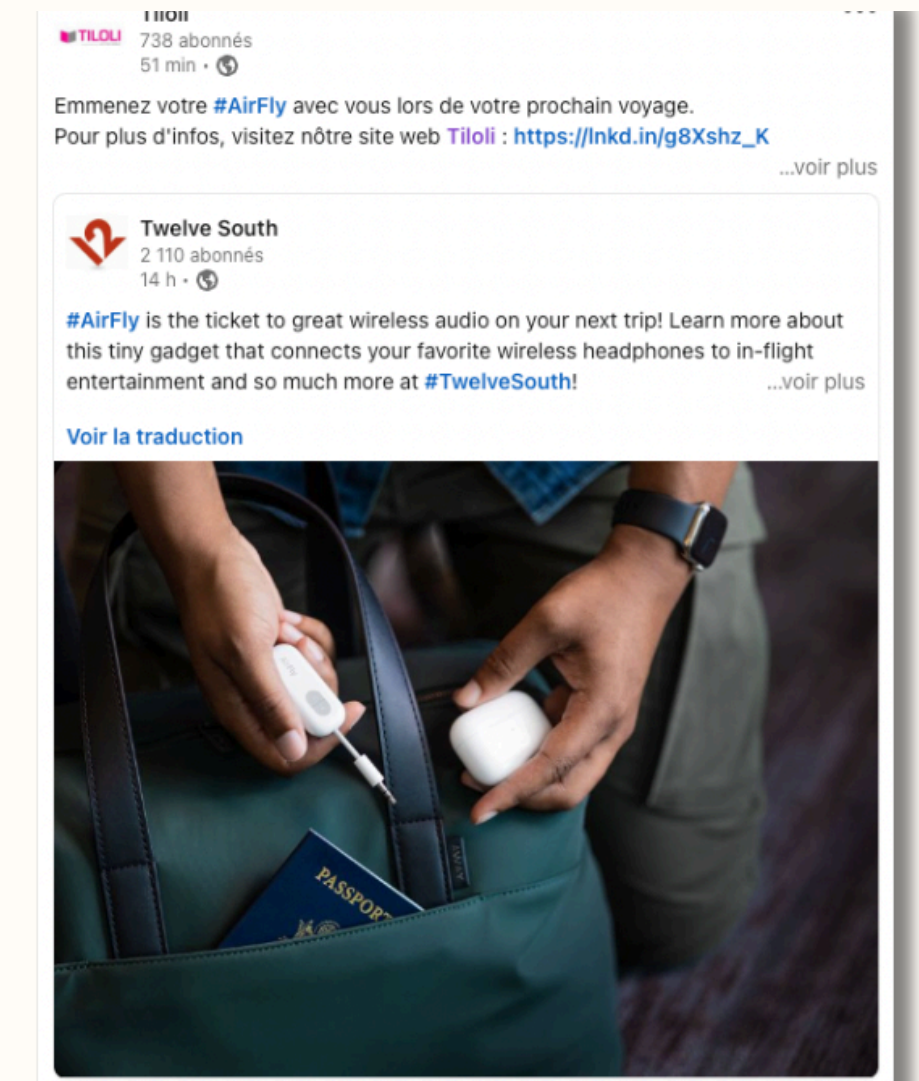
ACTIVE COMMUNICATION



Featured product newsletter
twice a week



Communication via our website with
the latest news



Social media exposure
(LinkedIn)

OPPORTUNITIES FOR EXCHANGE

OPPORTUNITIES TO MEET THROUGHOUT THE YEAR





LOGISTICAL POWER

NO MOQ
FOR OUR CUSTOMERS

DROPSHIPMENTS
POSSIBLE, STUDIED INDIVIDUALLY

DELIVERIES IN
FRANCE, EUROPE, NORTH AFRICA

FAST DELIVERY
48h AFTER ORDER RECEIPT
FOR FRANCE

IN 2023, ALTYOR BECOMES A MISSION-DRIVEN COMPANY

Every brand is now being
questioned about its CSR
policy

Promoting responsible
products

Research and construction of
the most responsible offer
possible



SALES TEAM

Olivier Hache

Commercial DOM-TOM & Export
ohache@tiloli.fr

Jean-Philippe Gachet

Responsable Grands Comptes Retail
jpgachet@tiloli.fr

Julie Lamar

Assistante Commerciale
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Sérgio Dos Santos

Commercial France Nord, Belgique,
Luxembourg et Portugal
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Thomas Cadorin

Commercial APR & France Sud
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