



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.

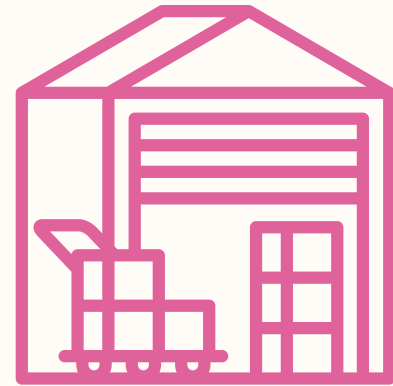
Finally, Tiloli also supports major players in the B2B and Education sectors specializing in digital transformation.





**+15**

years of experience



**5000**

m<sup>2</sup> in-house storage



**4000**

references & 6 product universes



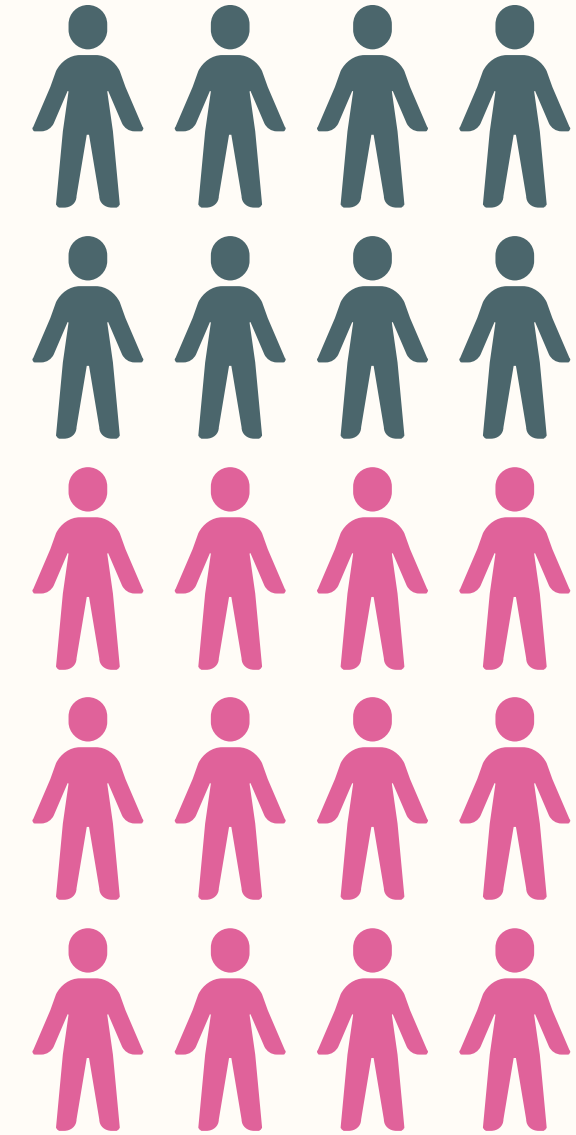
**CA**

(Millions of € in 2021)



**25**

selected brands



**20**

people making up a dedicated and passionate team



BAGS



ACCESSORIES



CONNECTIVITY



AUDIO



IOT



BTOB

# BAGS

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# ACCESSORIES

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# CONNECTIVITY

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# AUDIO

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# IOT

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# BTOB

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# OUR PARTNER BRANDS

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 adonit

CASE  MATE

catalyst 

CYGNETT

  
DECODED

 incase

  
by HARMAN

 MP



Money  
WALKIE

NATIVE  
UNION

nOD 

NOMAD

PanzerGlass™

  
Paperlike®

S  A T E C H I

 speck®

  
STM  
AUSTRALIA

tag telco  
accessories  
group

Tivoli Audio™

 twelve south

  
URBAN ARMOR GEAR

urbanista

WITHINGS

z e n s

# A DEDICATED SALES TEAM

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**Caroline Queffelec**  
CEO



**Olivier Hache**  
DOM-TOM & Export Sales



**Julie Lamar**  
Sales Assistant



**Jean-Philippe Gachet**  
Key Account Manager France



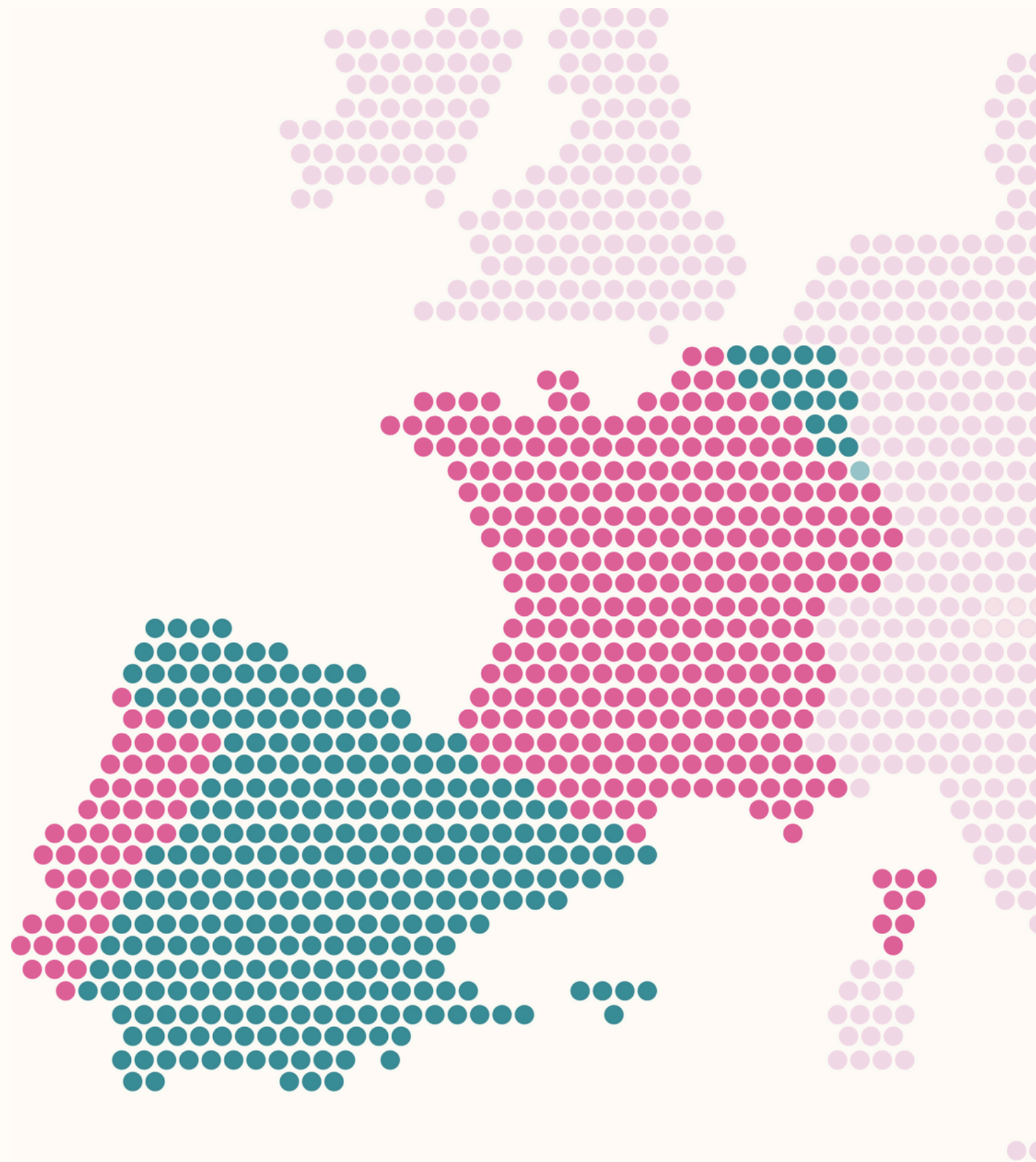
**Thomas Cadorin**  
Southern France and APR  
Networks Sales



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



**Leticia Dura**  
Spain Sales



# OUR DISTRIBUTION NETWORKS

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APR & AAR



eTail



Concept Stores



SmartHome & IoT



Retail



Education

# OUR MAIN CUSTOMERS

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# DISTRIBUTION SOLUTIONS

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for all your needs



TRUST &  
SELL

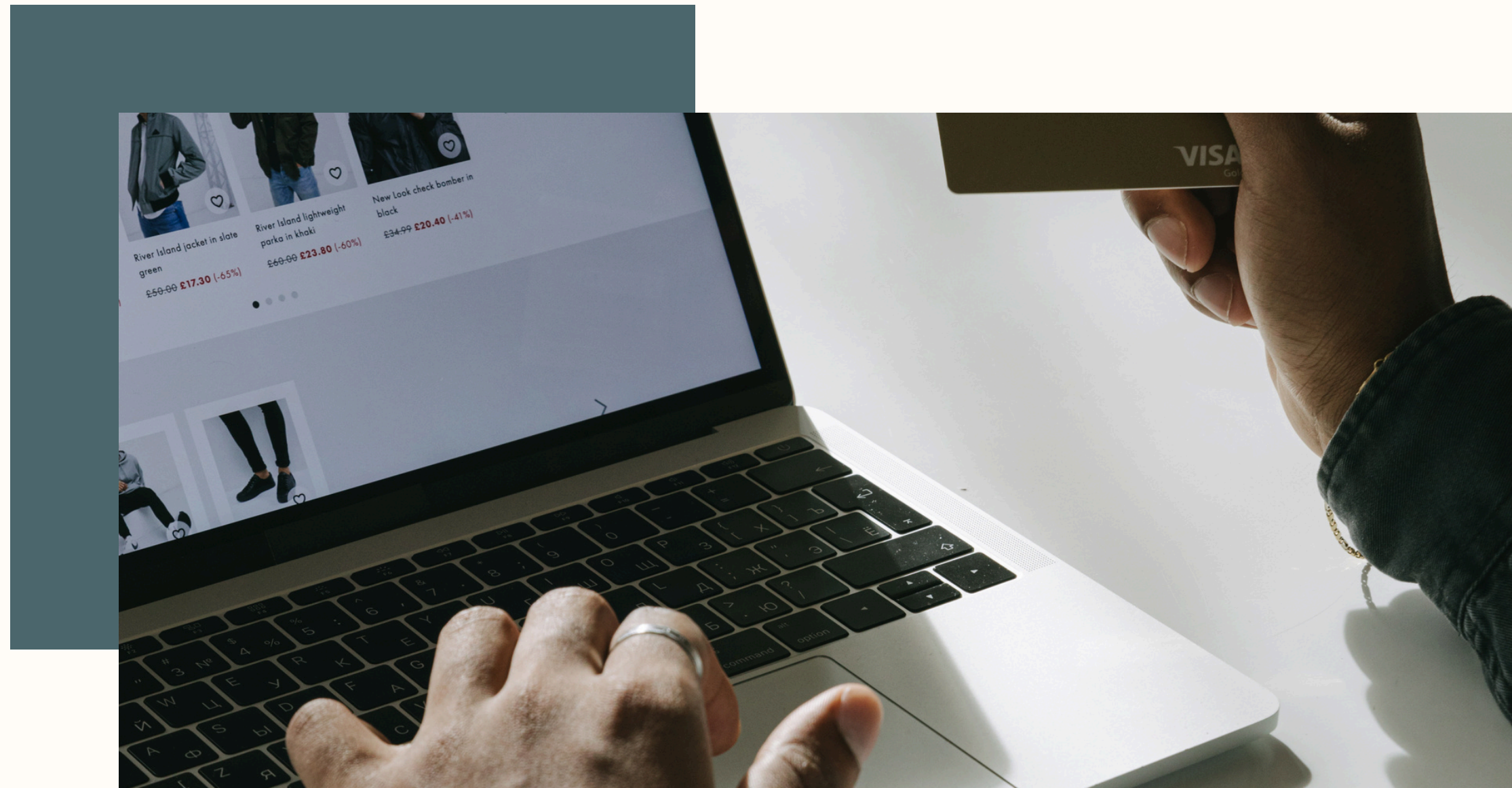


FIT & ADJUST

# 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

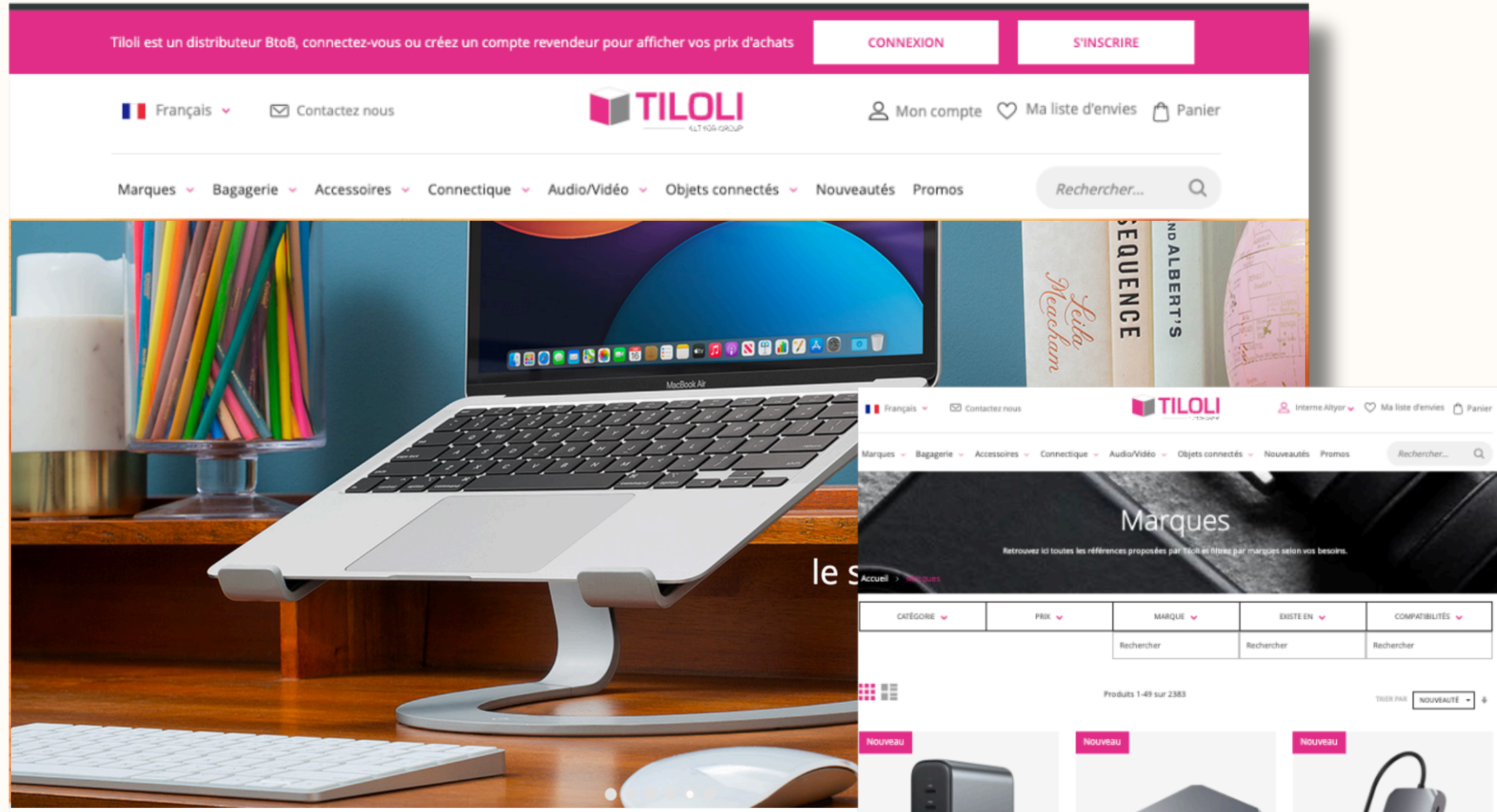


## TILOLI'S STRENGTH

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

**TOOLBOX**

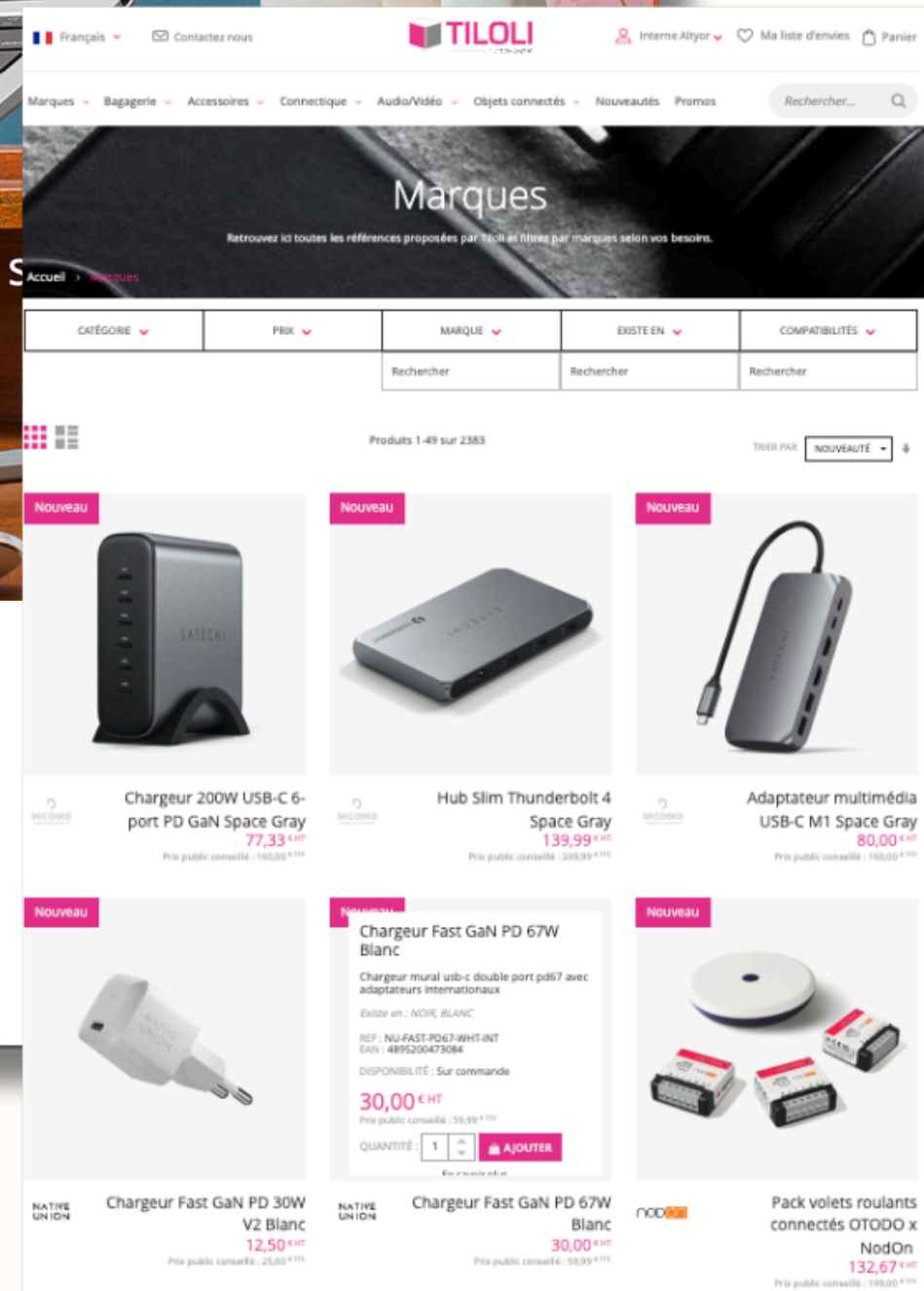
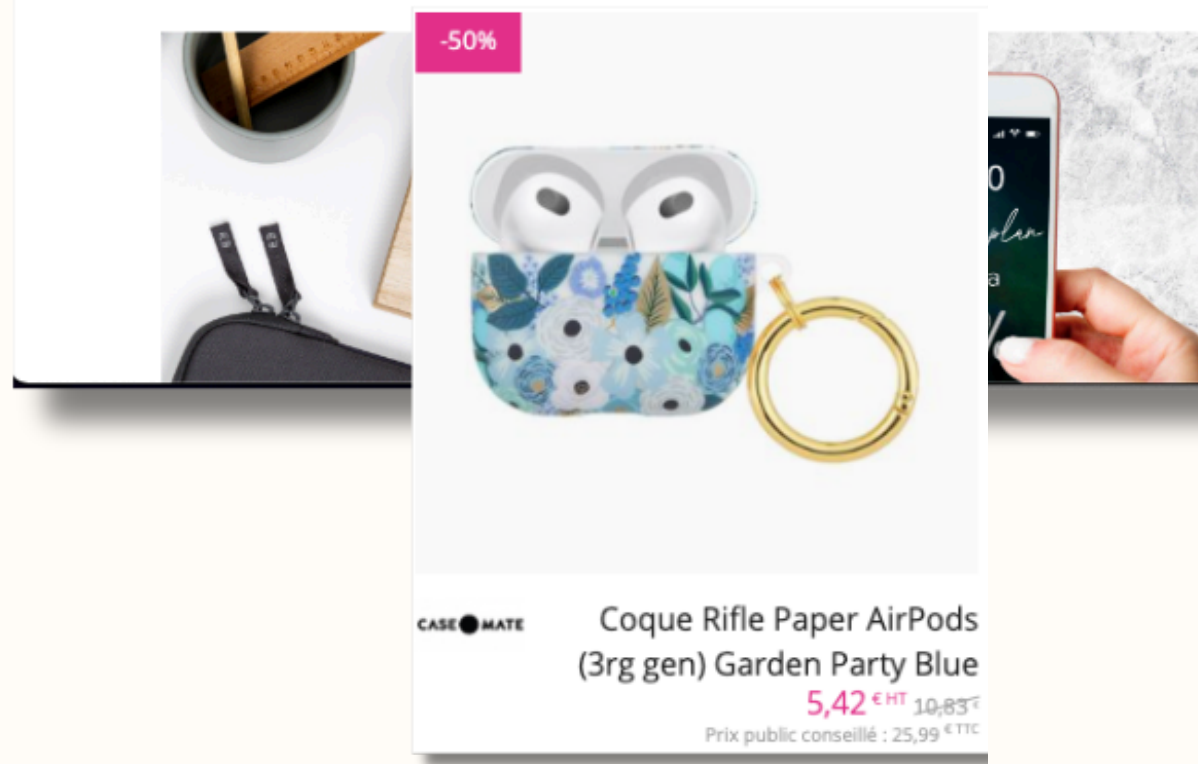




# A UNIQUE WEBSITE

## 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



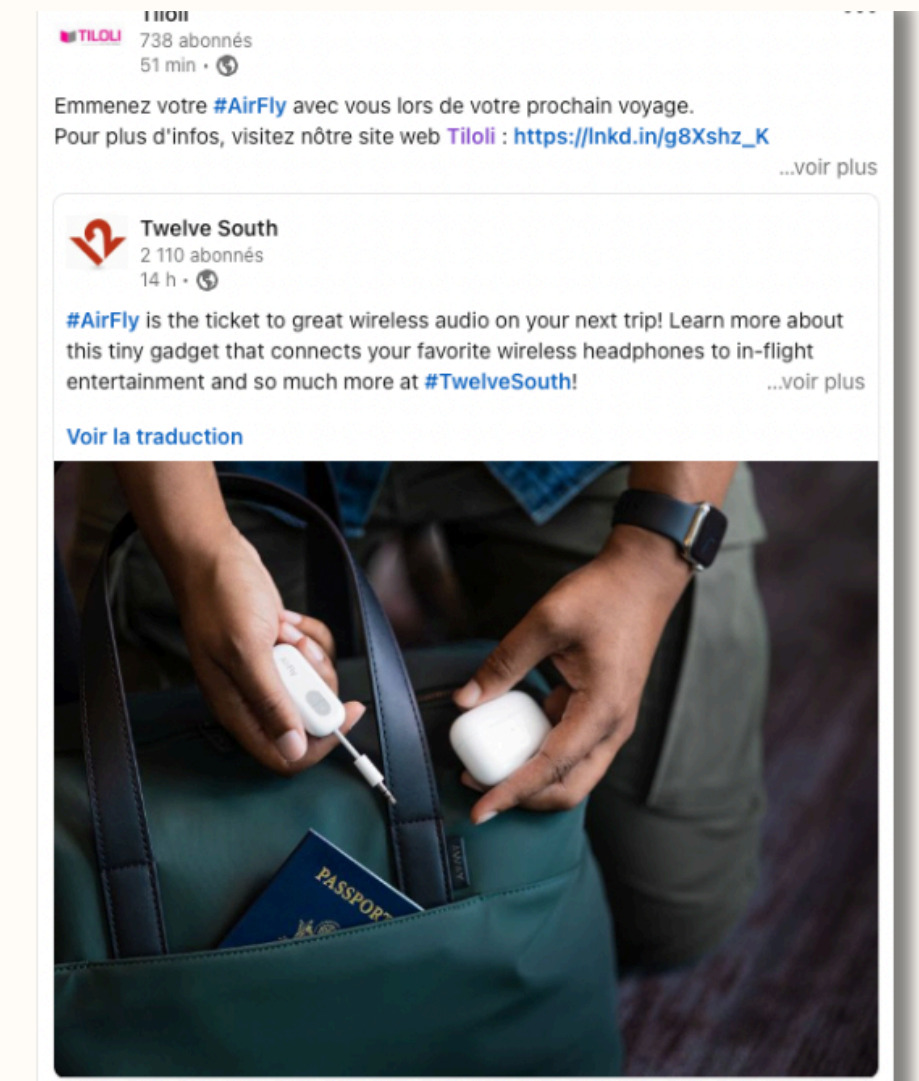
# ACTIVE COMMUNICATION



Featured product newsletter  
twice a week



Dedicated PR contacts



Social media exposure  
(LinkedIn)

# OPPORTUNITIES FOR EXCHANGE

OPPORTUNITIES TO MEET THROUGHOUT THE YEAR





# UNE PUISSANCE LOGISTIQUE

**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

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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**

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Responsable Grands Comptes Retail  
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