



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.

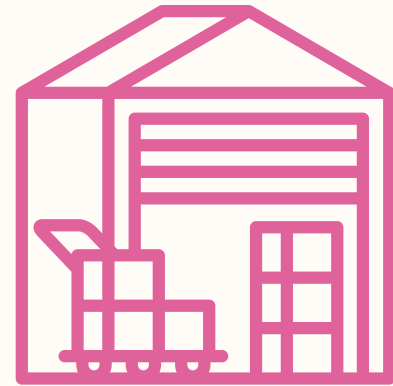
Finally, Tiloli also supports major players in the B2B and Education sectors specializing in digital transformation.





**20**

years of experience



**5000**

m2 in-house  
storage



**4000**

references &  
6 product universes



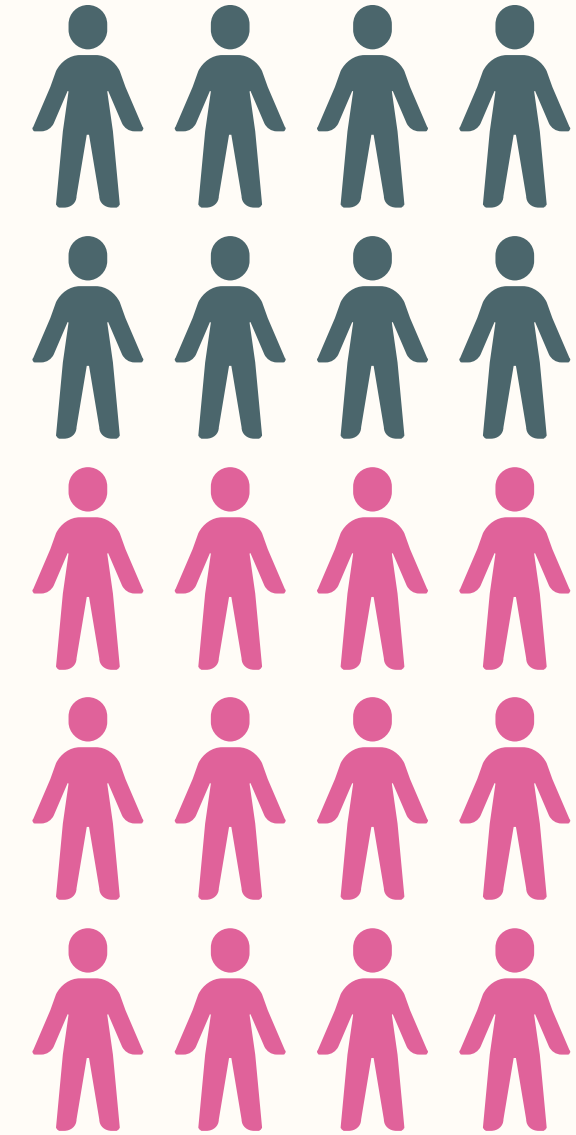
**CA**

(Millions of € in 2024)



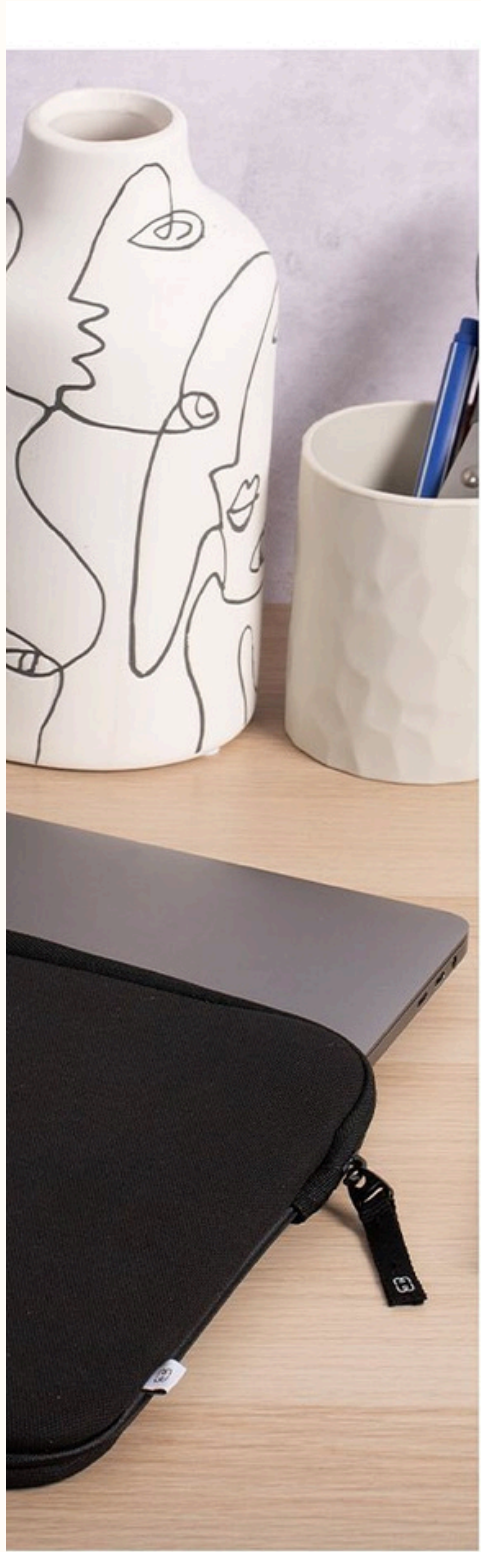
**25**

selected brands

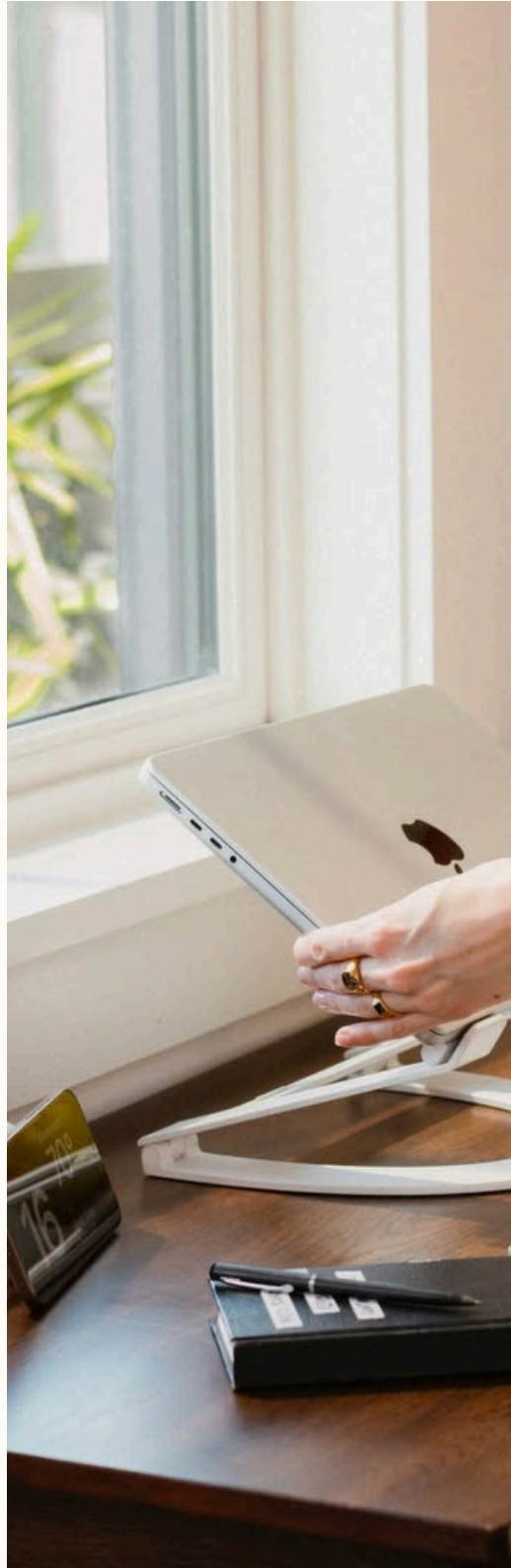


**20**

people making up a  
dedicated and  
passionate team



BAGS



ACCESSORIES



CONNECTIVITY



AUDIO



IOT



BTOB

# BAGS

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# ACCESSORIES

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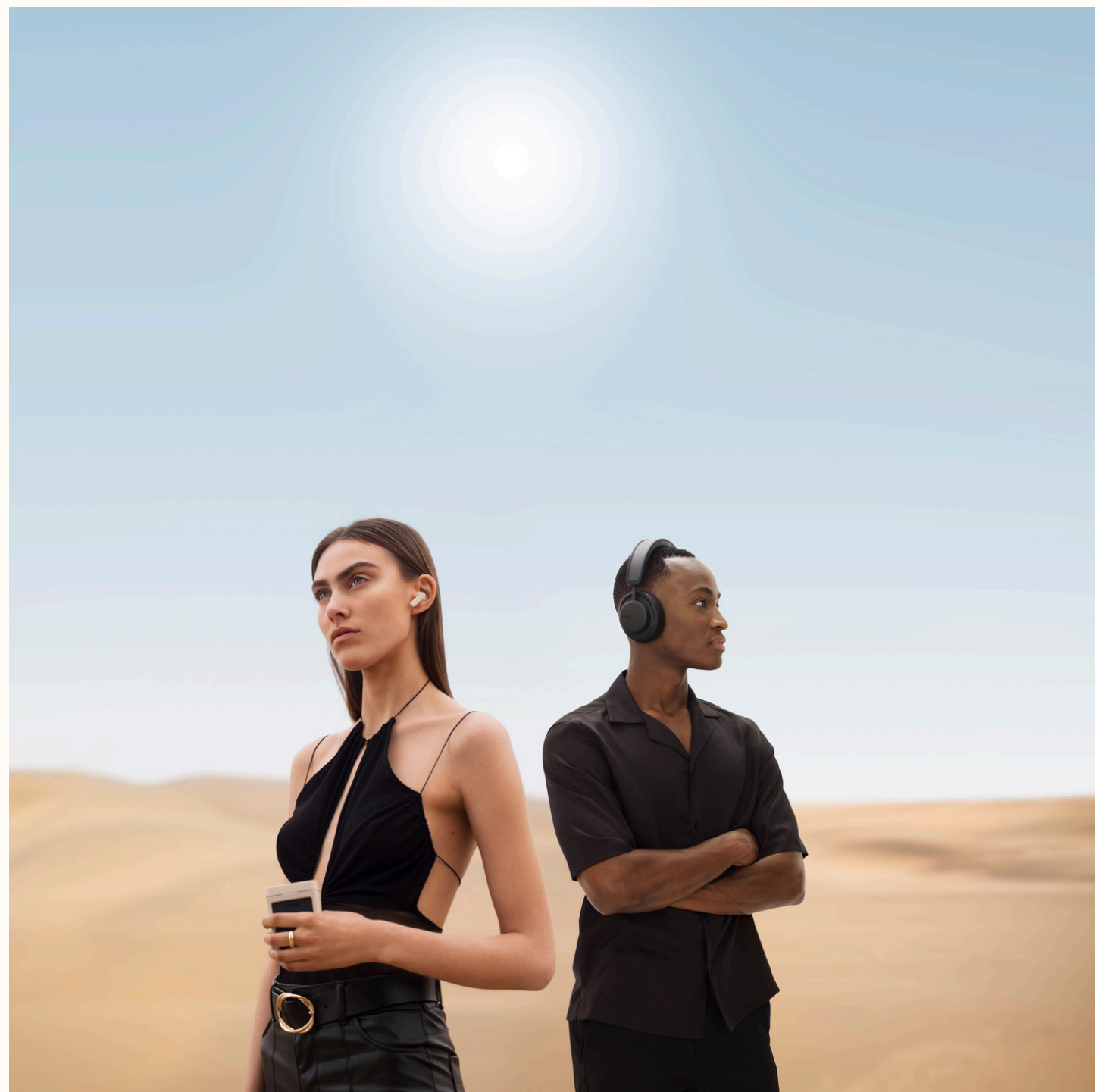
# CONNECTIVITY

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# AUDIO

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# IOT

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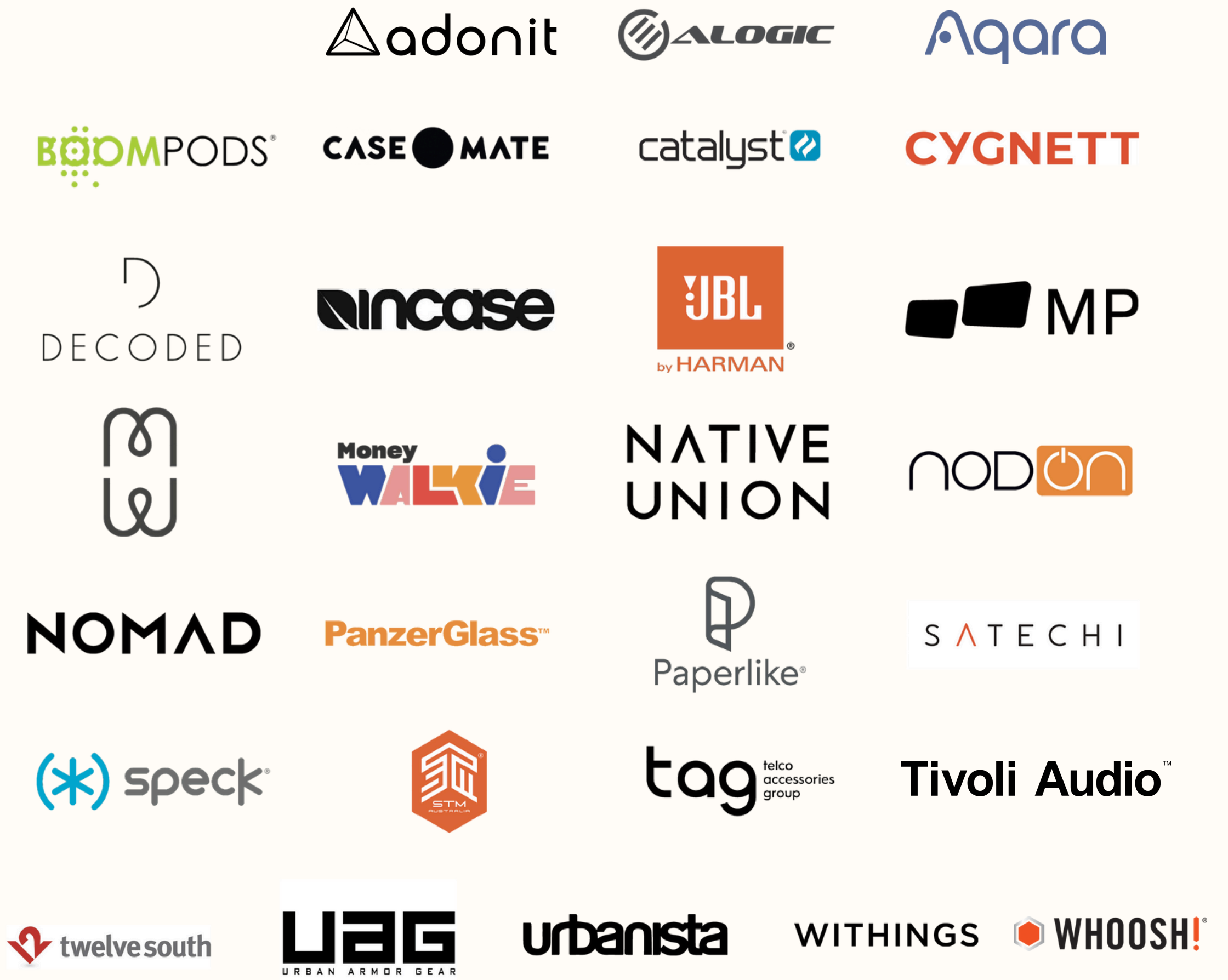
# BTOB

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# OUR PARTNER BRANDS

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# A DEDICATED SALES TEAM

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



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



**Julie Lamar**  
Sales Assistant



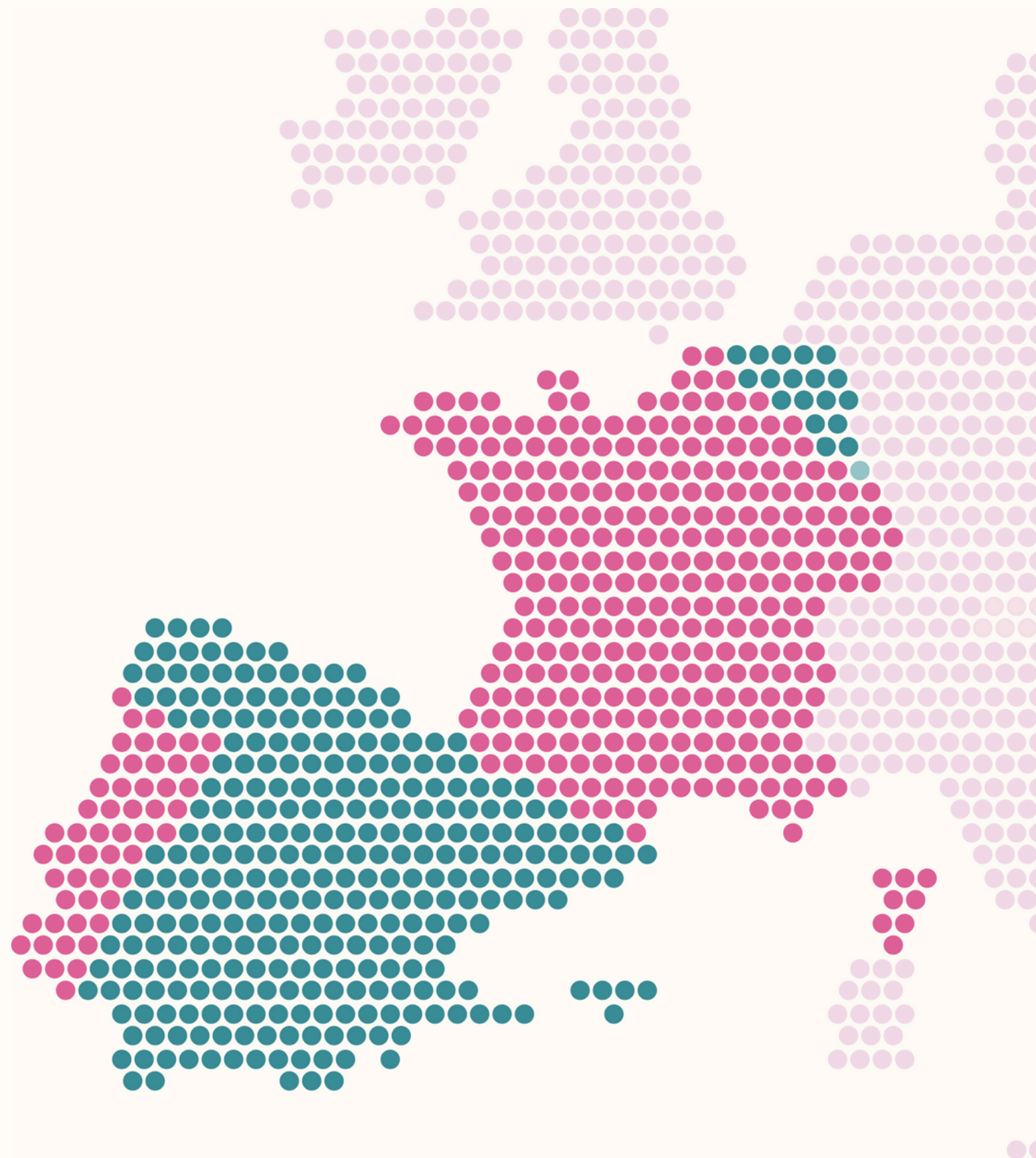
**Leticia Dura**  
Spain Sales



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

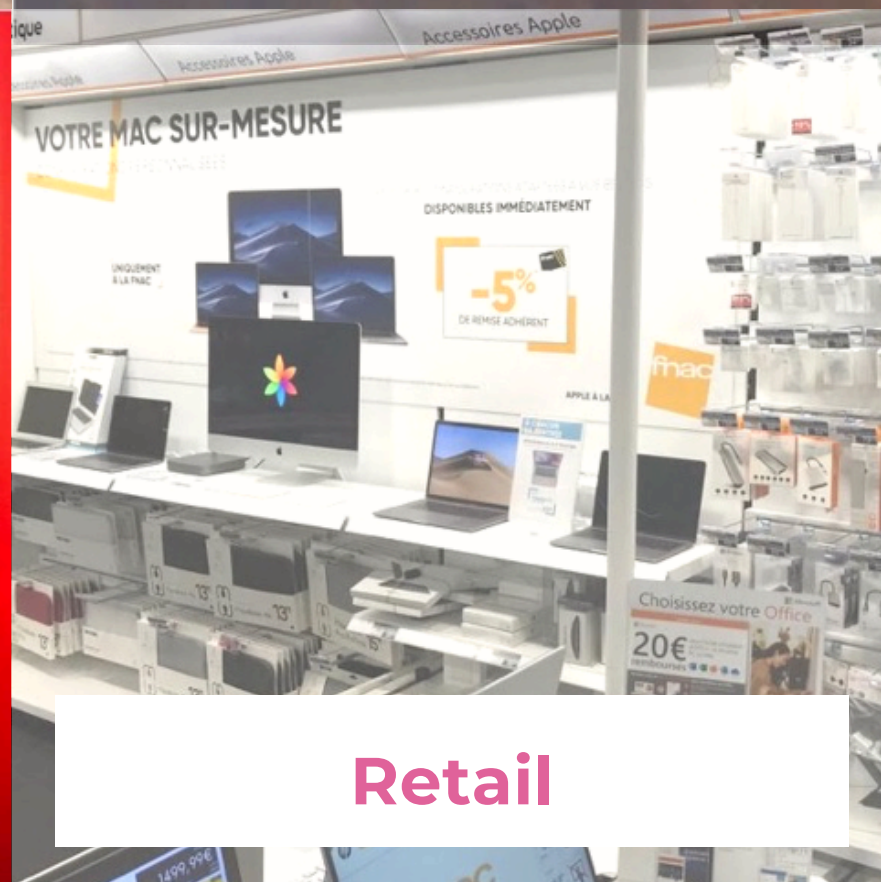


**Sérgio Dos Santos**  
Northern France, Belgium,  
Luxembourg and Portugal Sales



# OUR DISTRIBUTION NETWORKS

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# OUR MAIN CUSTOMERS

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# SALES SOLUTIONS

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to meet all your needs



GO ONLINE



LAUNCH &  
DEVELOP

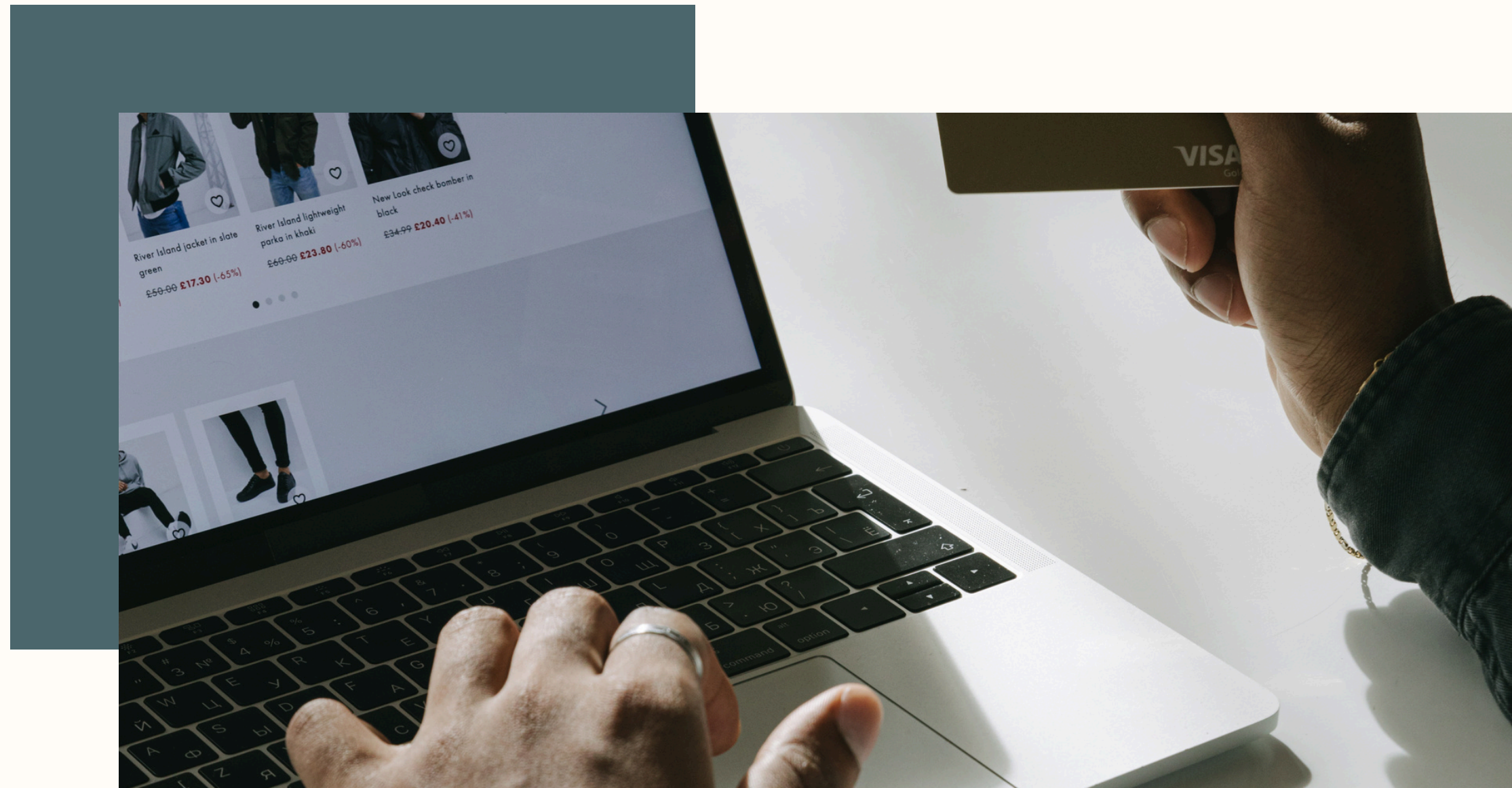


REACH BTOB  
DEALS

# GO ONLINE !

## YOUR NEEDS

- Apply my pricing policy to online sales sites
- Distribute to customers without MOQs or stock-outs
- Increase my online visibility



## OUR SOLUTIONS :

- Highly vigilant compliance with your pricing policy
- Manage the dispatch of your goods directly to customers
- Marketing and pricing advantages thanks to our centralized marketplaces management tool



# LAUNCH & DEVELOP

## YOUR NEEDS

- Distribute to customers without moq or stock-outs
- Maintain my brand's pricing policy in the networks
- Develop my brand image with a reliable partner
- Access to major retailers, APRs & concept stores



## OUR SOLUTIONS :

- Set up your distribution strategy with a tailor-made solution, including warehousing
- A website available in French, English, Spanish and Portuguese, to showcase your products with regular updates
- A personalized relationship with a close, flexible partner & an active sales department in the field
- A 360° distribution solution thanks to a multi-channel network

# REACH BTOB DEALS

## YOUR NEEDS

- Establish my brand in BtoB networks
- Be supported by a trusted partner
- Win public contracts in France

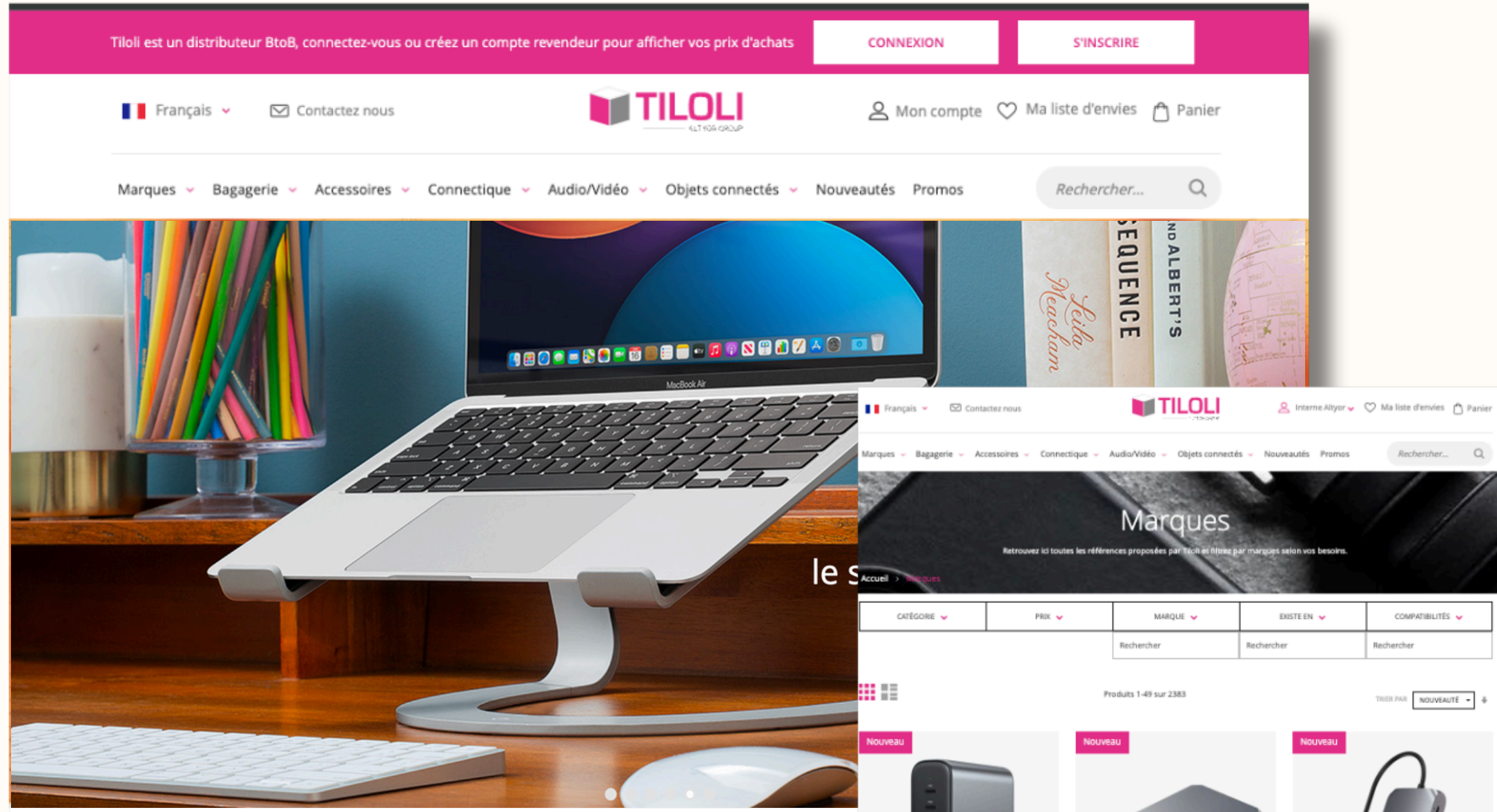


## OUR SOLUTIONS :

- Delegate procurement and negotiation
- Access public procurement markets for BtoB suppliers in France through our preferred distributor
- Benefit from a product customization service thanks to our qualified partners

**TOOLBOX**

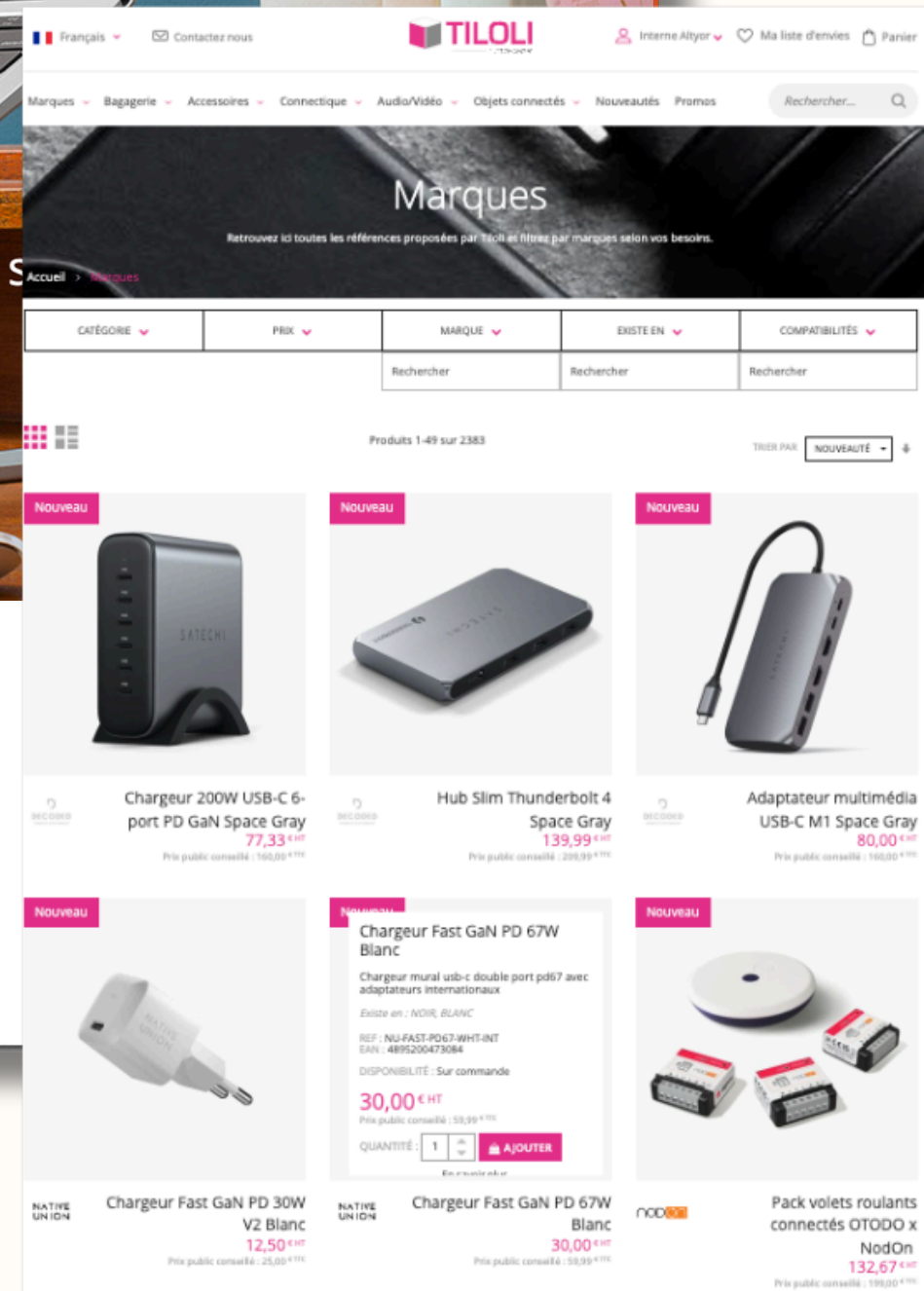
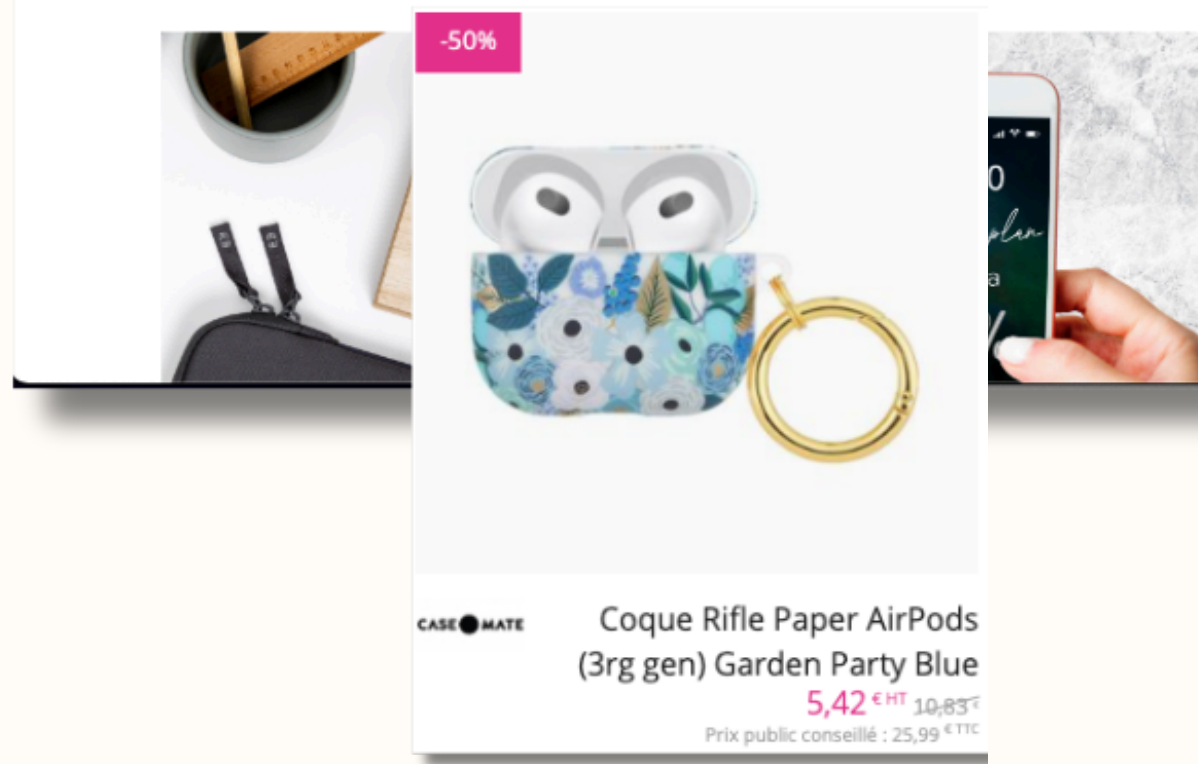




# A UNIQUE WEBSITE

## CUSTOMER ACCOUNT

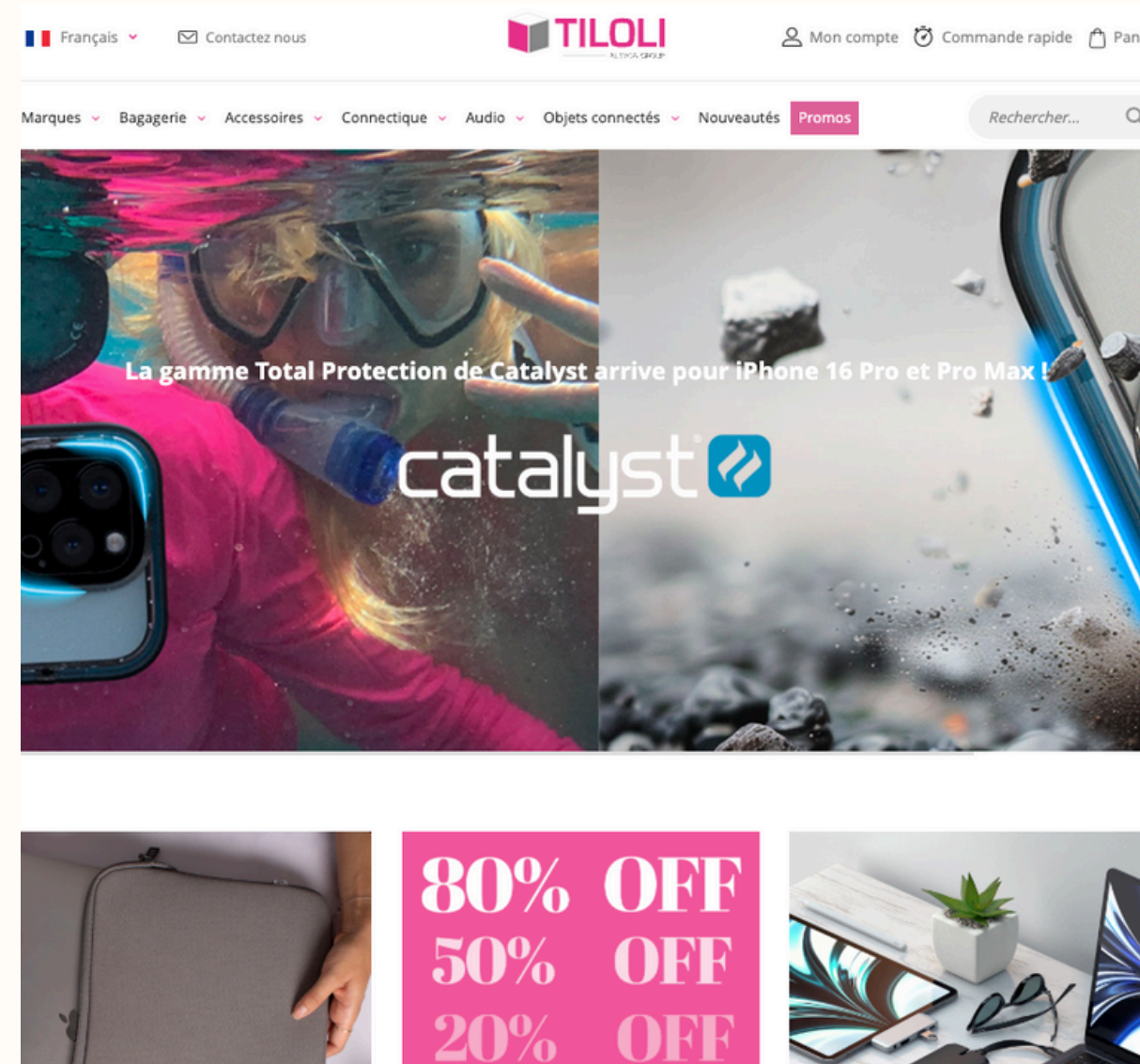
- Personal access to sales upon validation by sales team
- Real-time display of prices and stock levels
- Accessible in multi-lingual versions (FR/EN/ES/PT)
- Easy online ordering
- Regular promotional actions
- Showcase for new products



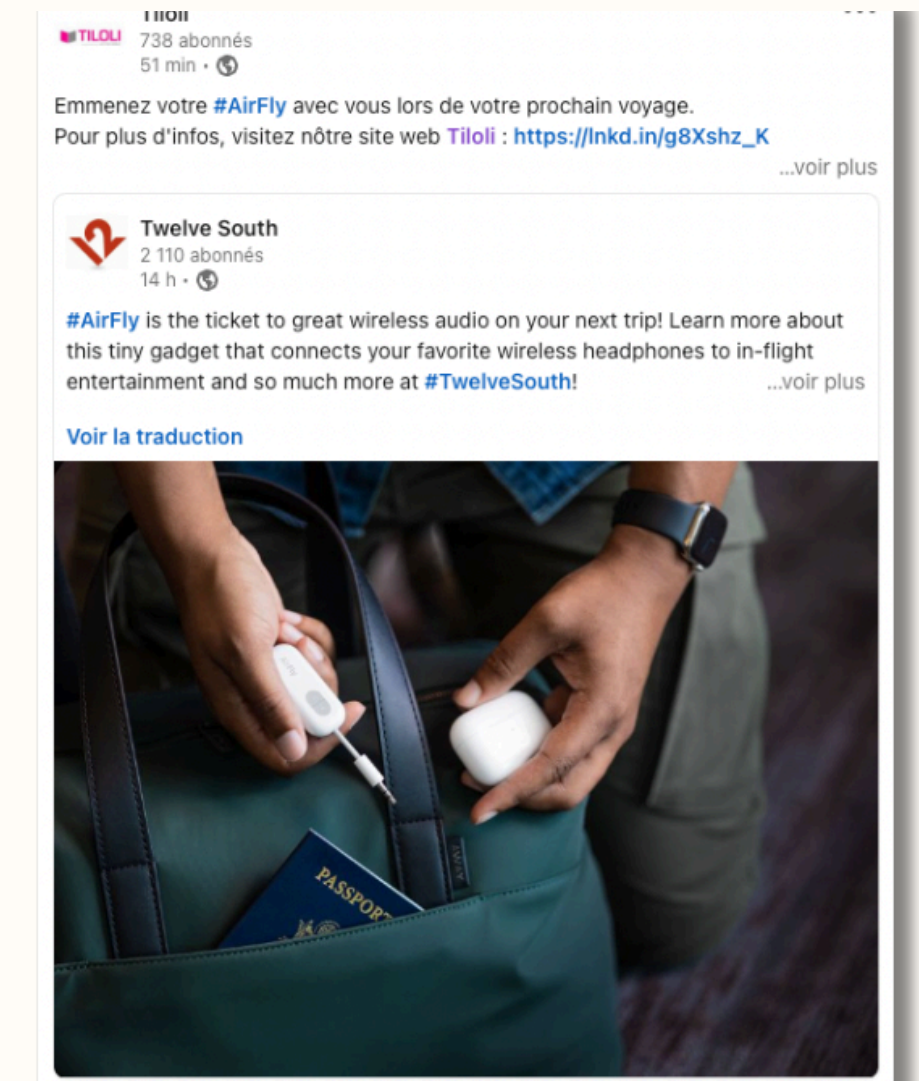
# ACTIVE COMMUNICATION



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

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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





# MARKETING TEAM

## **Aurélie Bret**

Brand Manager  
abret@tiloli.fr

## **Leticia Dura**

Brand Manager  
ldura@tiloli.fr

## **Silvia Olaya**

Marketing and Communication  
solaya@tiloli.fr

## **Florian Diguet**

Marketing and Communication  
fdiguet@tiloli.fr