



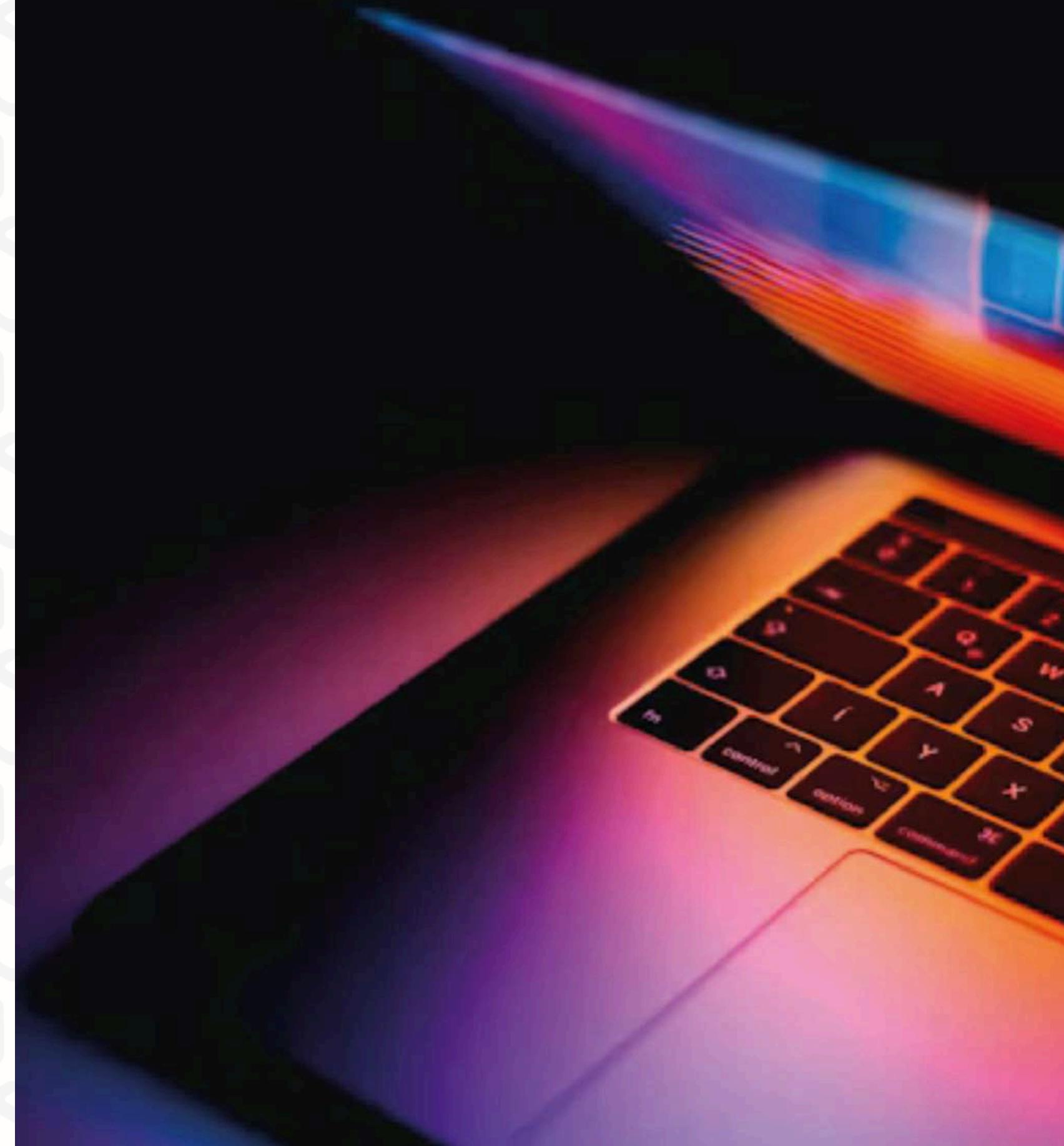
**YOUR SPECIALIST DISTRIBUTOR
FOR DIGITAL NOMADS**

OUR EXPERTISE

For over **20 years**, **TILOLI** has been a leading player in the **distribution of high-end accessories** designed for the **Apple** ecosystem and major **IT** devices, including **Microsoft Surface and Samsung Galaxy tablets and smartphones**, among others.

By combining **exclusivity, selectivity** and a **strict focus on quality**, we distribute a portfolio of renowned **premium brands**, both in France and internationally. Our solutions are trusted by the biggest names in the market: major **specialist retailers** (Fnac, Darty, Boulanger...), leading e-commerce platforms (LDLC, Amazon...), **Apple Premium Resellers** in France and across Europe, as well as a carefully curated network of **independent resellers**.

Beyond distribution, **TILOLI** also supports key **B2B** and Education players, delivering tailor-made solutions that drive and enable their **digital transformation**.



IN NUMBERS

+20

years of experience



9 CA

(Millions of € in 2025)



5000

m² of in-house storage



4000

key accounts &
6 product universes

+30

partner brands

20

a dedicated and
passionate team of
people

OUR PRODUCT CATEGORIES

Bags



Accessories



Connectivity



IOT



BtoB



Audio



BAGS



PARTNER BRANDS:



Gecko Covers®



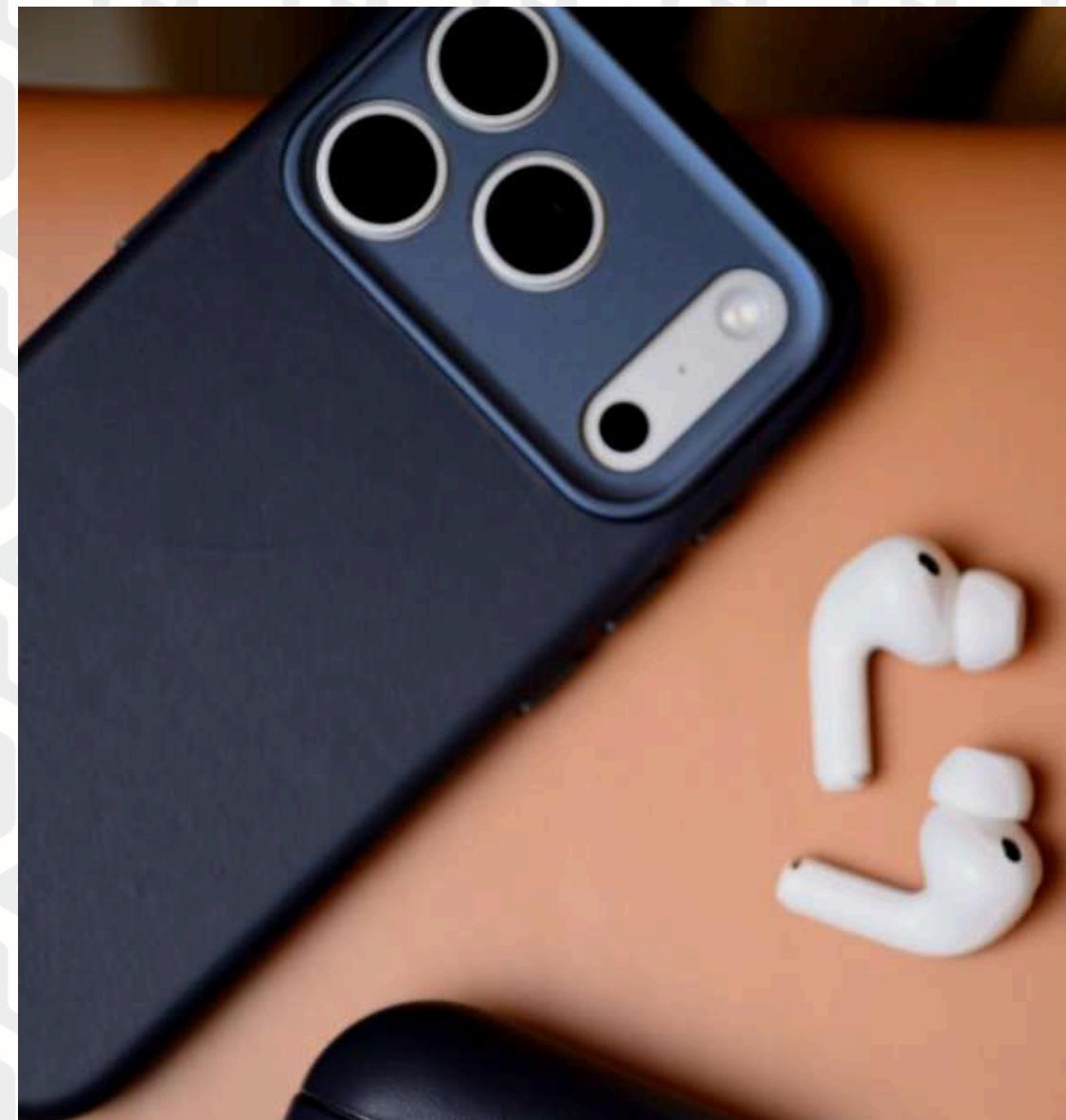
incase

Native Union
PARIS

SATECHI



ACCESSORIES



PARTNER BRANDS:



CONNECTIVITY



PARTNER BRANDS:



CYGNETT

ALOGIC

D
DECODED

LNQ
by
ELEMENTS

Native Union
PARIS

NOMAD

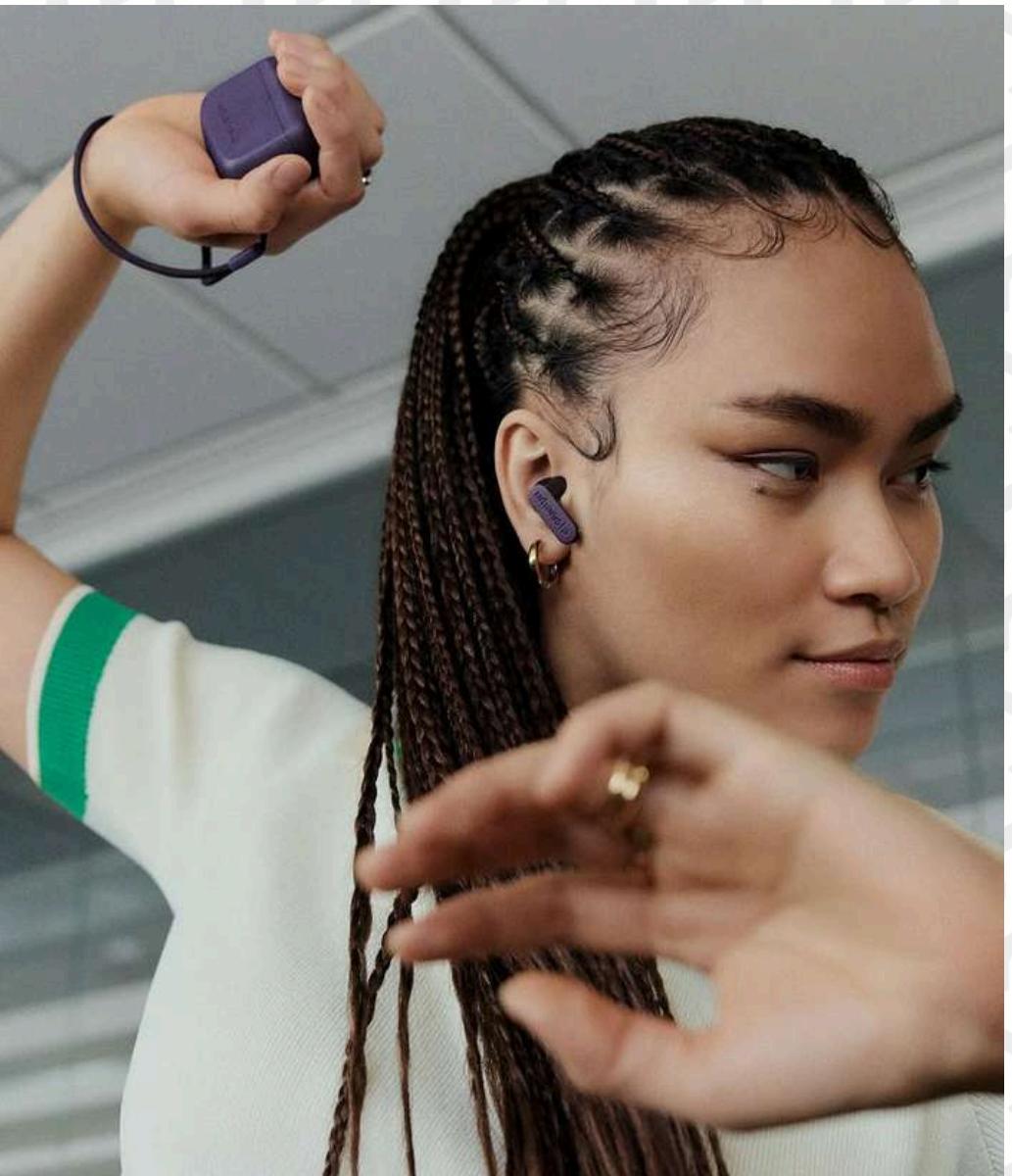
SATECHI

twelvesouth

UAG
Urban Armor Gear

X
xtorm

AUDIO



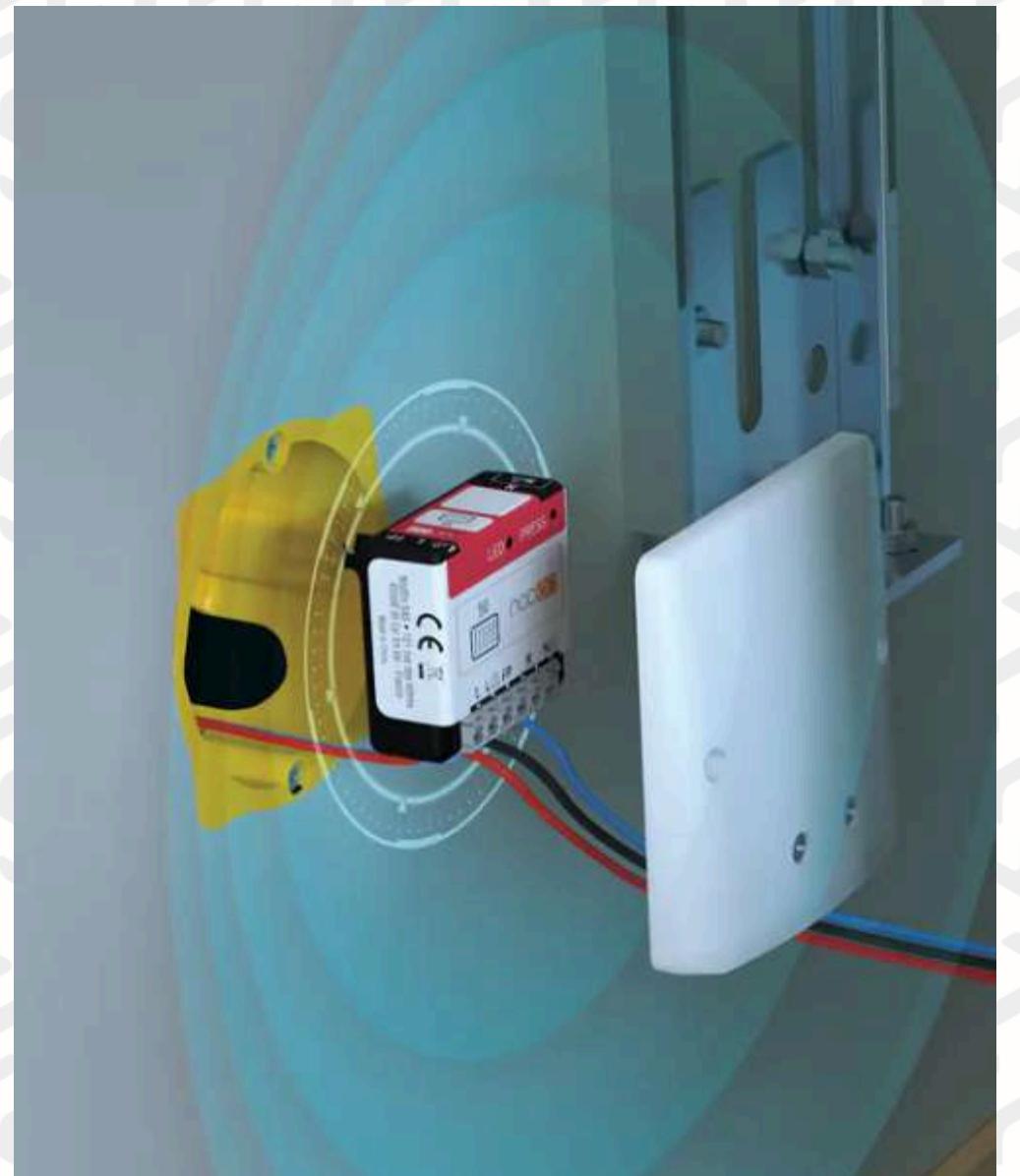
PARTNER BRANDS:



urbanista

BÖÖMPODS®

L'IOT



PARTNER BRANDS:

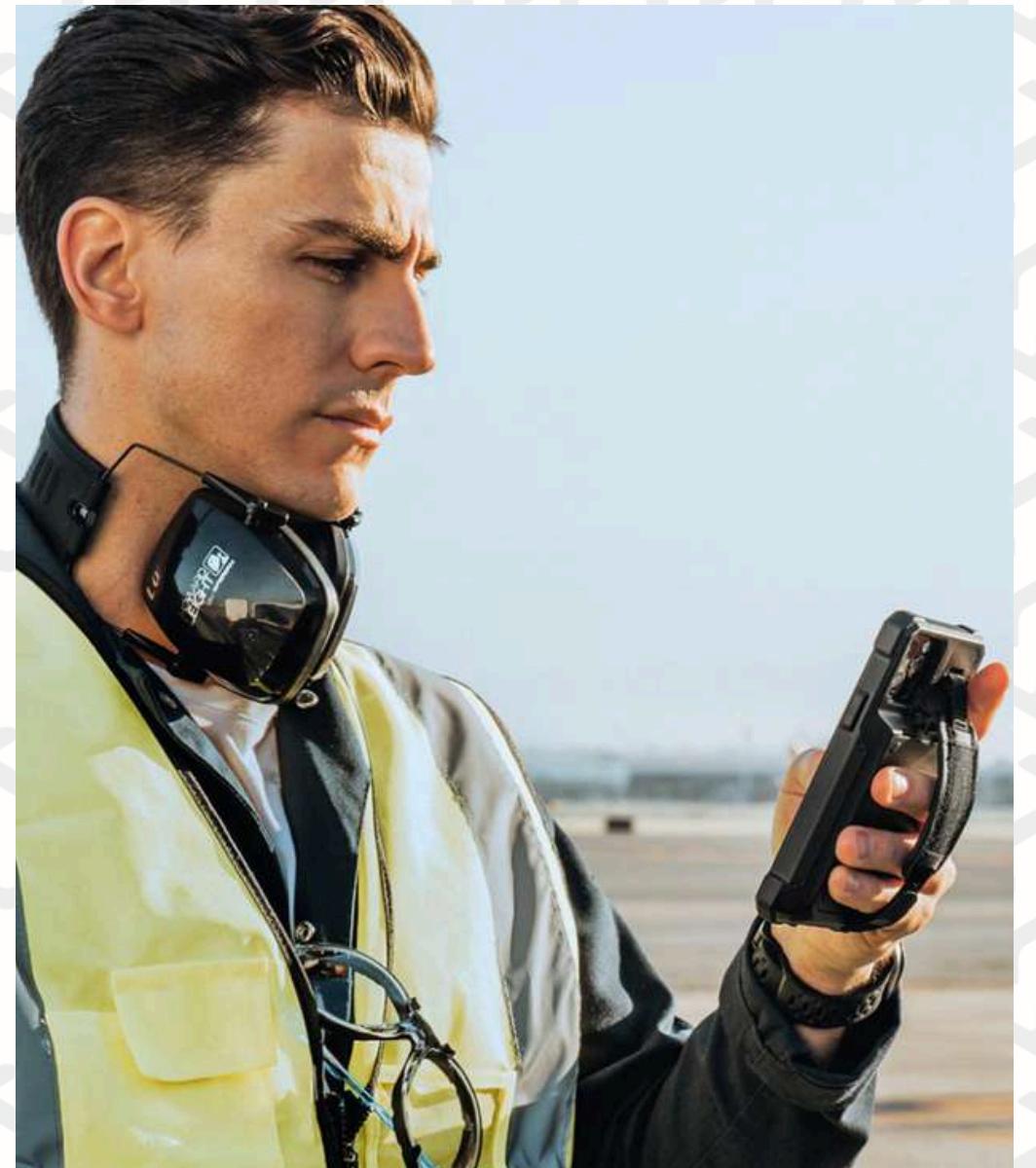
Aqara

nodOn

Money
WALKIE

PARTICULA

BTOB



PARTNER BRANDS:



OUR PARTNER BRANDS

 adonit

 ALOGIC

 Arc

 Aqara

 BOPPODPODS®

 catalyst®

 CYGNETT

 DECODED

 JBL
by HARMAN

 MP

 Money WALKIE

 Tech 21

 twelve south

 UAG
URBAN ARMOR GEAR

 Native Union

 NODON

 NOMAD

 PanzerGlass™

 Paperlike®

 PARTICULA

 RINGO

 SATECHI

 STM Goods®
smarter than most.™

 tag
telco accessories group

 SHIFT CAM

 urbanista

 WHOOSH!

 bellroy



A DEDICATED SALES TEAM



Olivier Hache

Sales representative - French overseas territories & Export



Jean-Philippe Gachet

Head of Key Accounts France



Julie Lamar

Sales assistant



Leticia Dura

Sales representative - Spain



Thomas Cadorin

Sales representative - South of France & APR networks



Sérgio Dos Santos

Sales representative - North of France, Belgium, Luxembourg & Portugal



OUR DISTRIBUTION CHANNELS

APR & AAR



eTail



SmartHome & IoT



Concept Stores



Retail



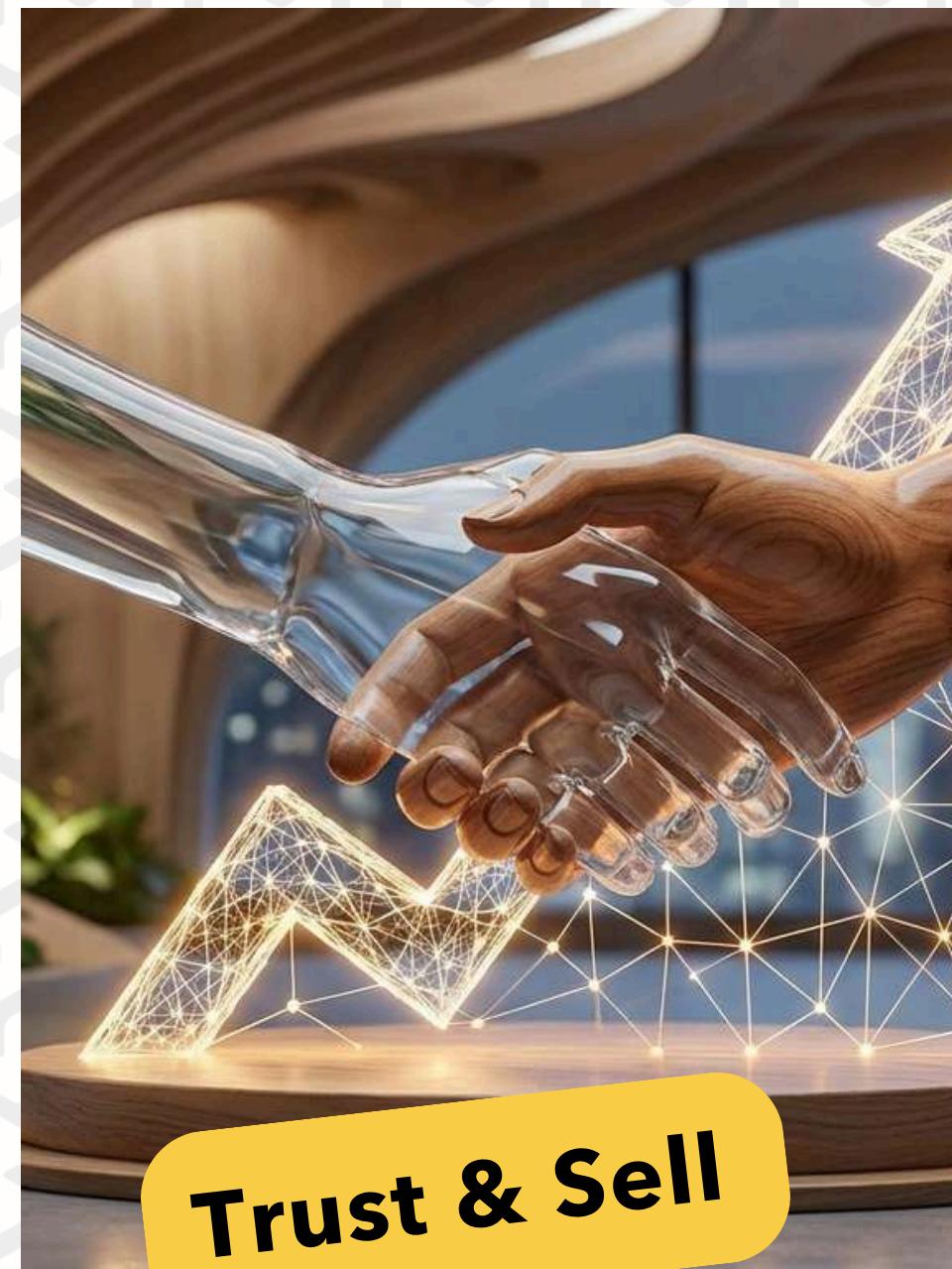
Education



OUR KEY CUSTOMERS



OUR DISTRIBUTION SOLUTIONS



Trust & Sell



Fit & Adjust

TRUST & SELL

Your needs

- **Access a rich catalogue** that is constantly updated
- **Place orders quickly** and easily, perfectly aligned with your customers' needs
- **Build a long-term**, trusted relationship with your distributor
- Move forward with confidence alongside a partner that strictly respects brand pricing policies

Our solutions

- **A refined selection of brands** across six product categories
- **A dynamic field sales team**, backed by an efficient sales administration and logistics department
- **Close collaboration between sales and marketing teams** to ensure consistently fair pricing
- **A personalized website** where you can place orders with no minimum order quantity (MOQ)



FIT & ADJUST

Our solutions

- **A dedicated team** to support all your B2B and education projects
- **Tailor-made sourcing capabilities**, adapted to your projects and tenders
- **A personalized service**, designed to meet your exact needs

Les +  Tiloli.®

- **Product customization** to match your needs
- **Sample dispatch** to help you validate projects quickly
- **Support during** your client meetings for truly tailor-made assistance



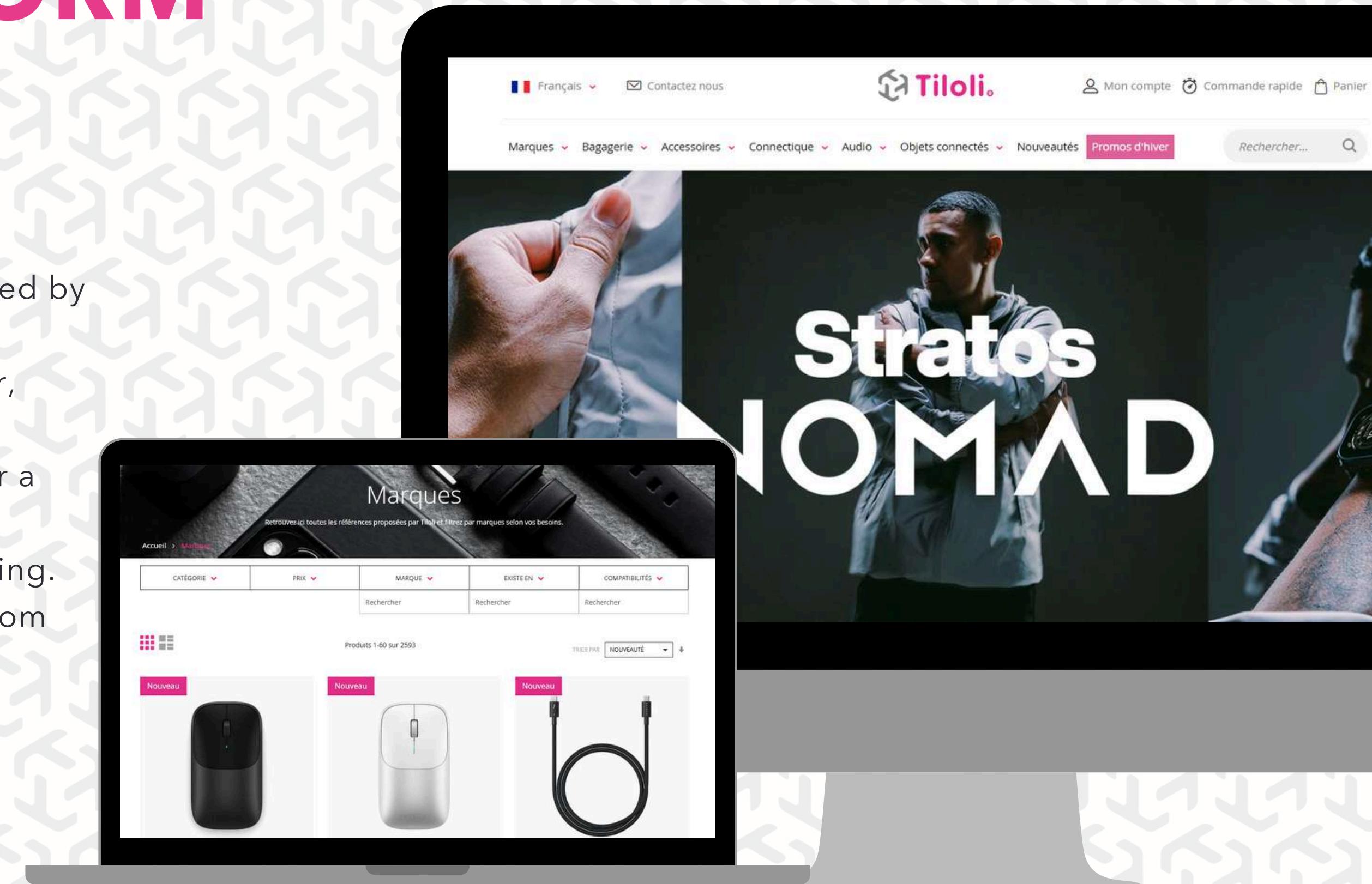


OUR TOOLS

AN EXCLUSIVE WEB PLATFORM

Customer account

- Personalized access to sales once validated by our sales team.
- Real-time prices and stock levels for clear, instant tracking.
- Multi-language platform (FR / EN / ES) for a seamless experience.
- Simplified, fast and intuitive online ordering.
- Regular promotions so you can benefit from the best deals.
- Showcase of new products so you can discover them as soon as they launch.

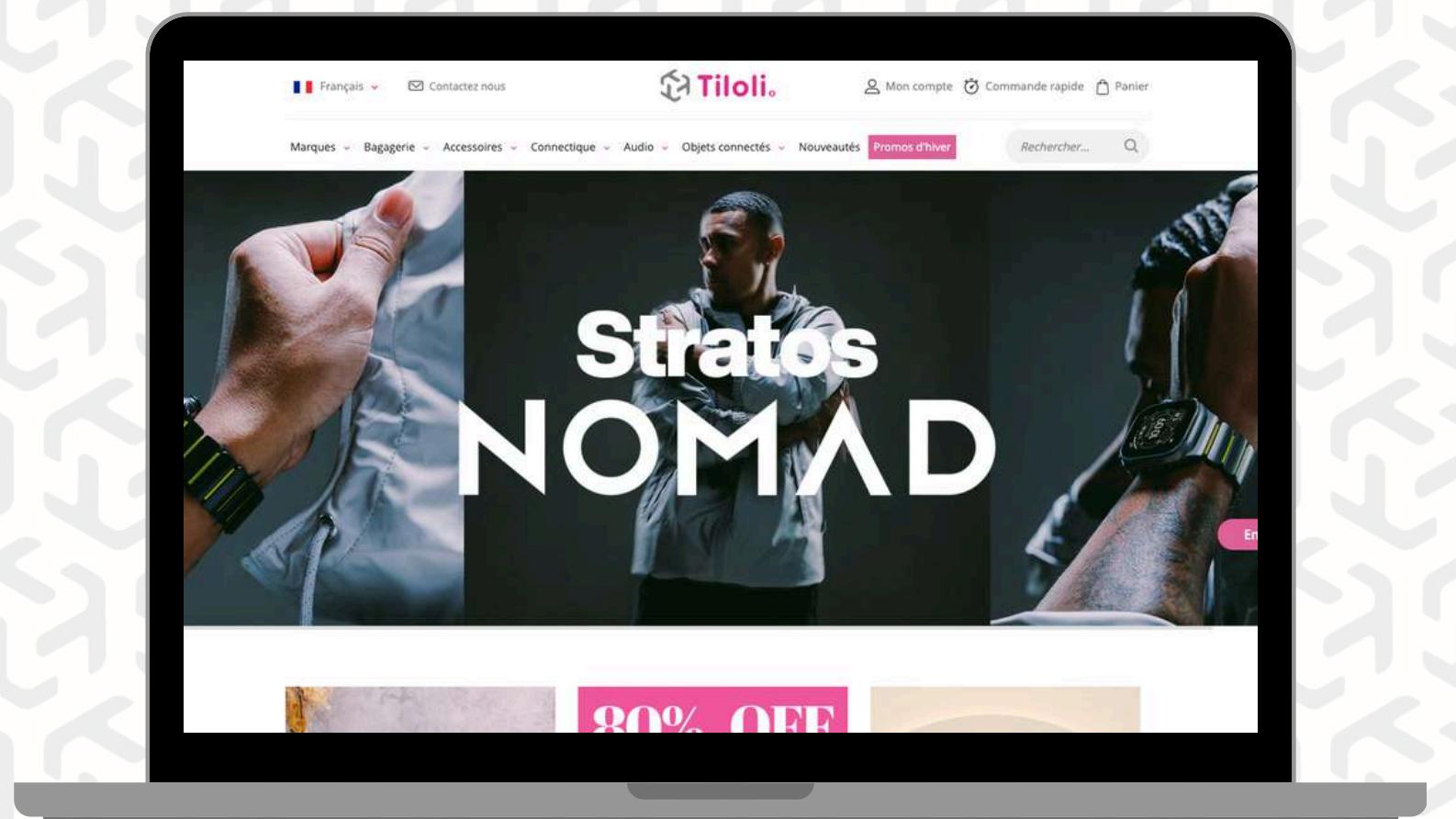


ACTIVE COMMUNICATION



Newsletter

Product news newsletter
Twice a week



Communication

Communication on our
website featuring the latest
new products



Social Media

Social media visibility
(LinkedIn)

OPPORTUNITIES TO CONNECT AND SHARE

OPPORTUNITIES TO MEET THROUGHOUT THE YEAR

January

June

September



CES | Las Vegas | USA



Tiloli en Seine | Paris | France



IFA | Berlin, Germany



LOGISTICS YOU CAN RELY ON

No MOQ

For our customers

Deliveries

France, Europe, North Africa

Drop shipping

possible, assessed on a case-by-case basis

Fast delivery times

48 hours after receipt of the order for deliveries within France



ALTYOR, A PURPOSE-DRIVEN COMPANY

In 2023,  **Altyor** became a purpose-driven company

Each brand is now
assessed on its
CSR policy

Showcasing
responsible
products

Ongoing research
and development of
the most responsible
product offering
possible

SALES TEAM

Olivier Hache

Overseas territories & export sales
representative
ohache@tiloli.fr

Jean-Philippe Gachet

Head of Retail Key Accounts
jpgachet@tiloli.fr

Julie Lamar

Sales assistant
jlamar@tiloli.fr

Thomas Cadorin

APR & South of France sales
representative
tcadorin@tiloli.fr

Sérgio Dos Santos

North of France, Belgium,
Luxembourg & Portugal sales
representative
sdossantos@tiloli.fr

