



**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)



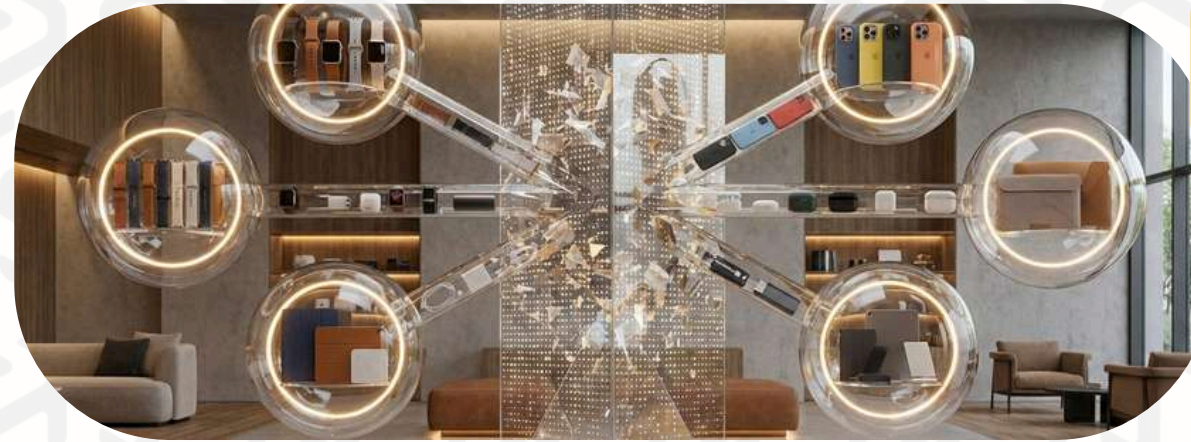
**5000**

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

S A T E C H I





# ACCESSORIES



PARTNER BRANDS:





# CONNECTIVITY



PARTNER BRANDS:



CYGNETT

ALOGIC



LNQ  
ELEMENTS

Native Union  
PARIS

NOMAD

S A T E C H I

twelve south

UAG  
URBAN ARMOR GEAR

xtorm



# AUDIO



PARTNER BRANDS:



urbanista

BOOMPODS



# L'IOT



PARTNER BRANDS:

Aqara

nodon

Money  
WALKIE

PARTICULA



# BTOB



PARTNER BRANDS:



MP

UAG  
URBAN ARMOR GEAR

ALOGIC

adonit

SATECHI

JUST IN CASE



# OUR PARTNER BRANDS

 adonit

 ALOGIC

  
Arc



Native Union

nOD 





catalyst 

NOMAD

PanzerGlass™

 Paperlike®

CYGNETT

  
DECODED



 PARTICULA

RINGO

S A T E C H I

  
by HARMAN

 MP

Money  
WALKIE

SHIFTCAM

  
stm  
goods®  
smarter than most.™

tag telco  
accessories  
group

Tech 21

 twelve south

UAG  
URBAN ARMOR GEAR

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



## Concept Stores



## eTail



## Retail



## SmartHome & IoT



## 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







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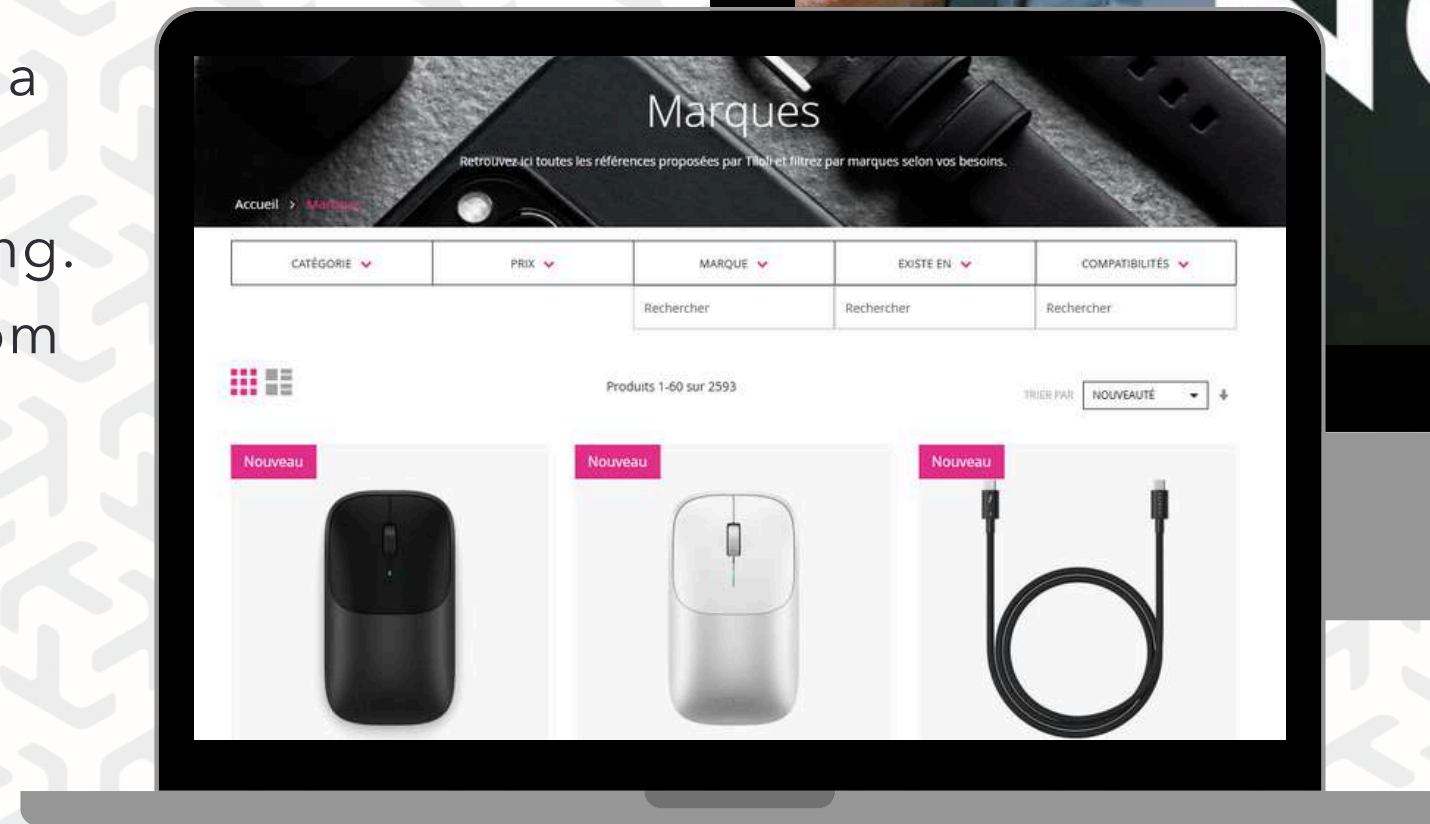
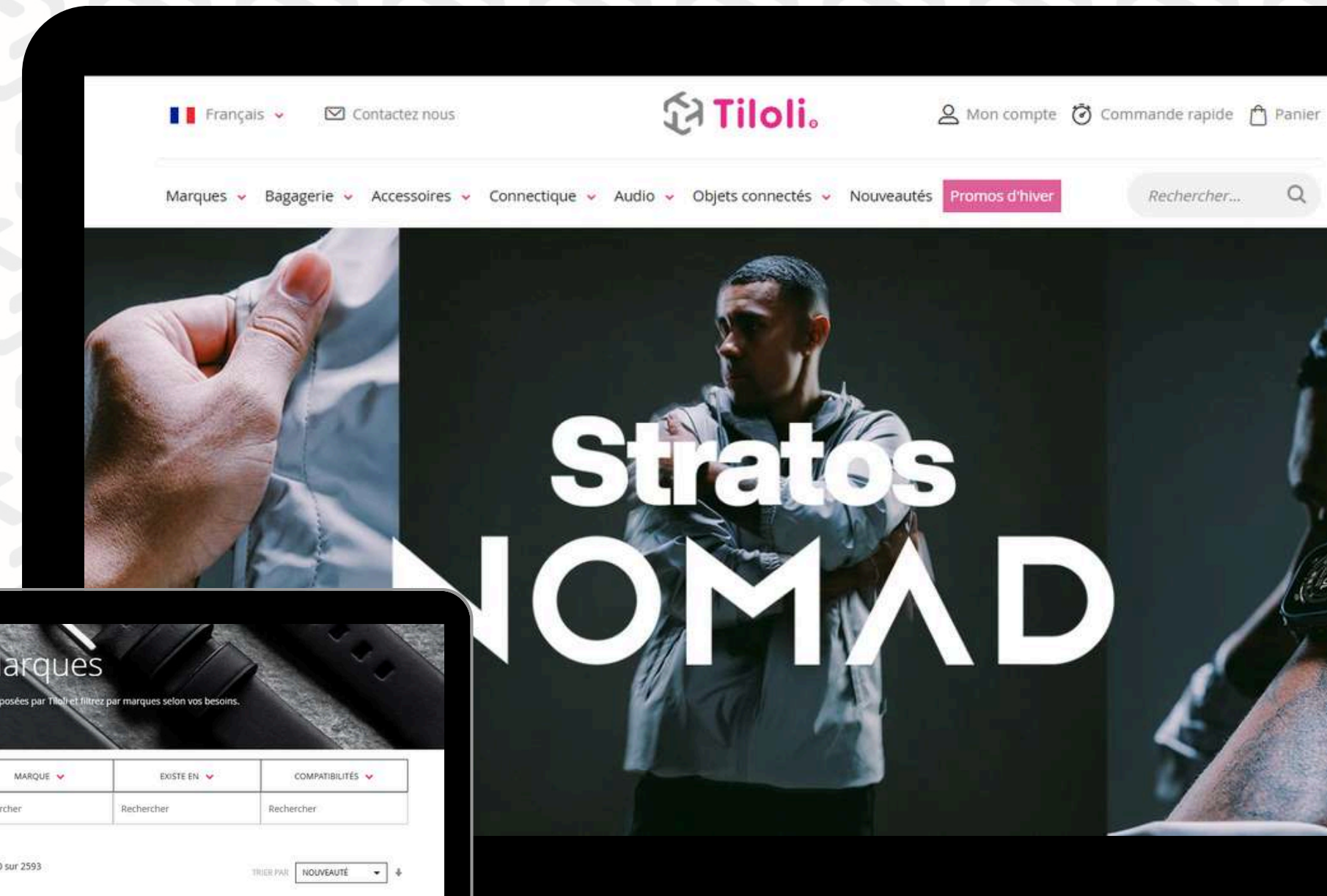
**OUR TOOLS**



# 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.



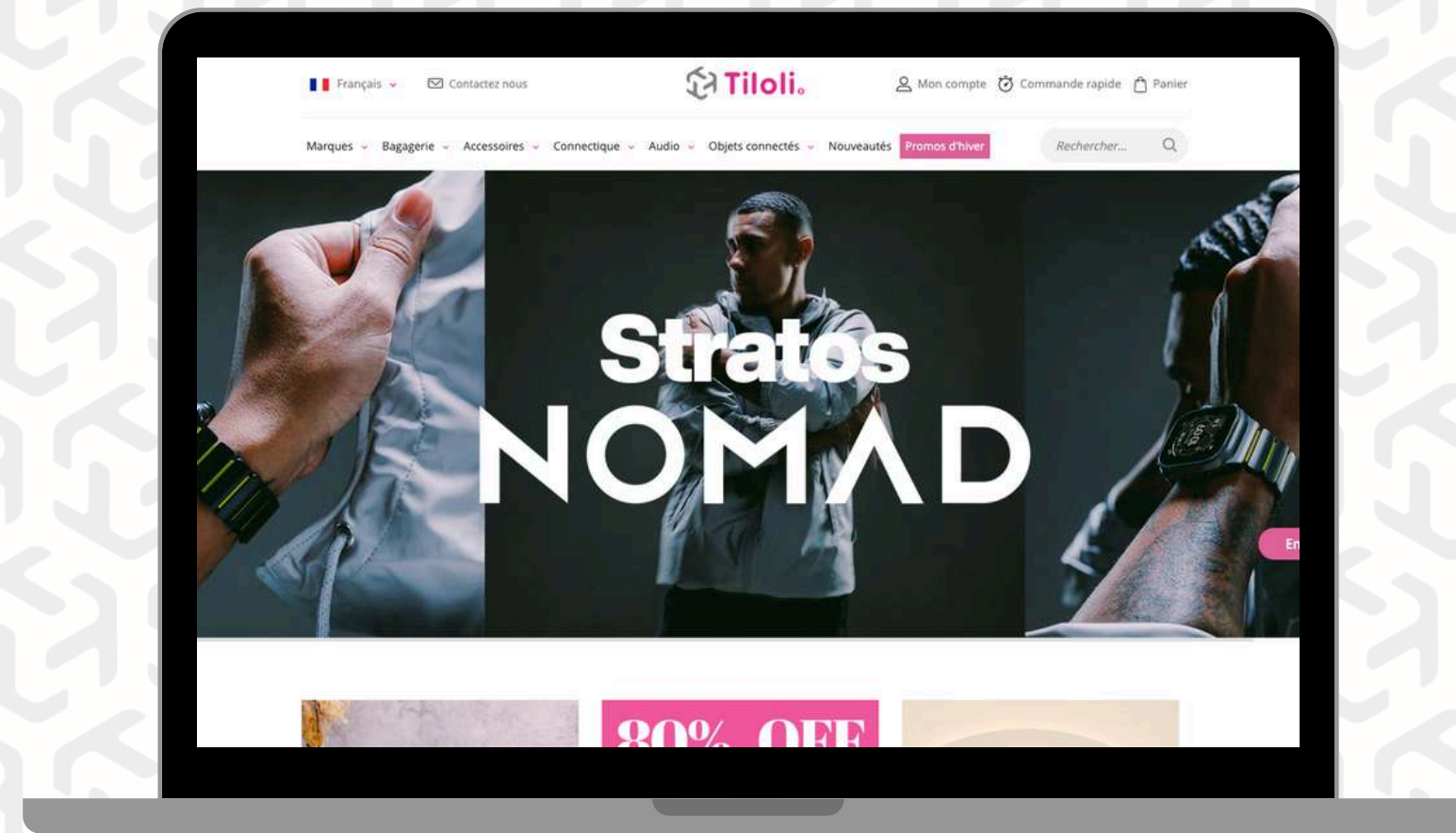


# ACTIVE COMMUNICATION



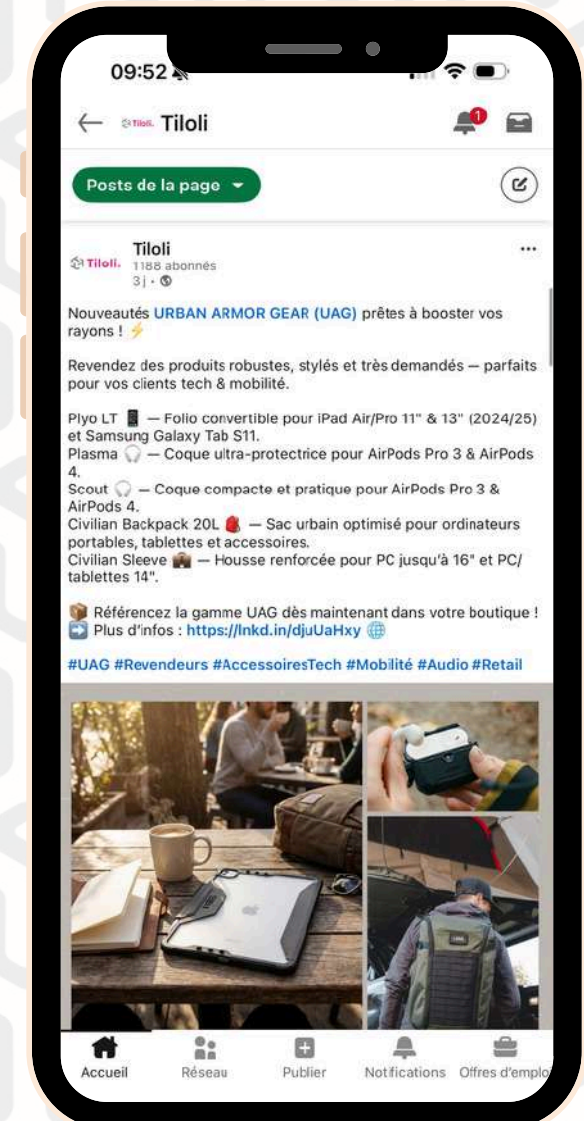
## Newsletter

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  
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## **Thomas Cadorin**

APR & South of France sales  
representative  
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Luxembourg & Portugal sales  
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