



YOUR DISTRIBUTOR SPECIALIZING
IN DIGITAL NOMADISM

OUR EXPERTISE

Founded in 2004, TILOLI (www.tiloli.fr) is recognized as one of the leading distributors of Apple accessories and IT accessories for tablets and smartphones (Microsoft Surface, Samsung Galaxy, etc.).

With a staff of around twenty, we are present in France and abroad, where we distribute to specialist retailers (Fnac, Darty, Boulanger, Nature & Découvertes), online (Amazon), in APRs (dedicated Apple stores) and to independent resellers.

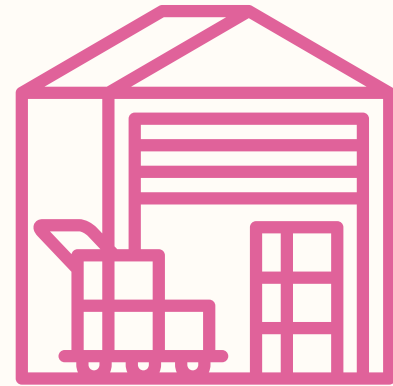
Finally, Tiloli also supports major BtoB players specializing in digital transformation.





+15

years of experience



5000

m² in-house storage



4000

references & 6 product universes



CA

(Millions of € in 2021)



25

selected brands

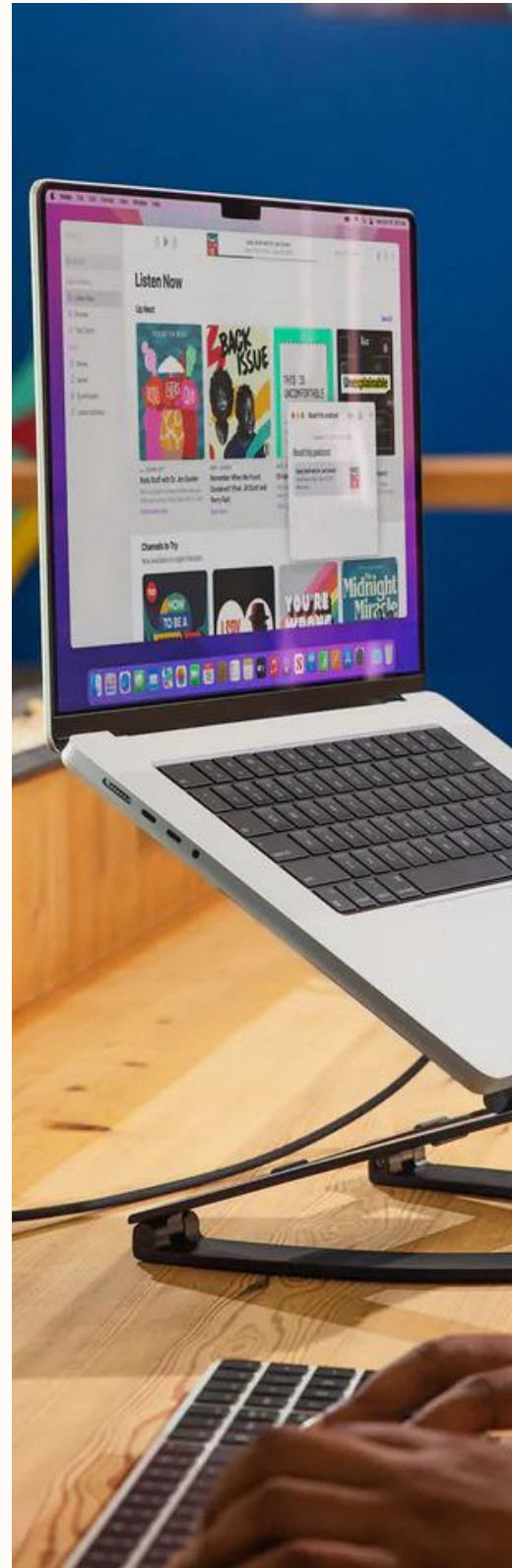


20

people making up a dedicated and passionate team



BAGS



ACCESSORIES



CONNECTIVITY



AUDIO



IOT



BTOB

BAGS



ACCESSORIES



CONNECTIVITY



AUDIO



IOT



BTOB



OUR PARTNER BRANDS



z e n s

A DEDICATED SALES TEAM



Caroline Queffelec
CEO



Olivier Hache
DOM-TOM & Export Sales



Julie Lamar
Sales Assistant



Priscilla Didon
BtoB Key Account Manager



Jean-Philippe Gachet
Key Account Manager France



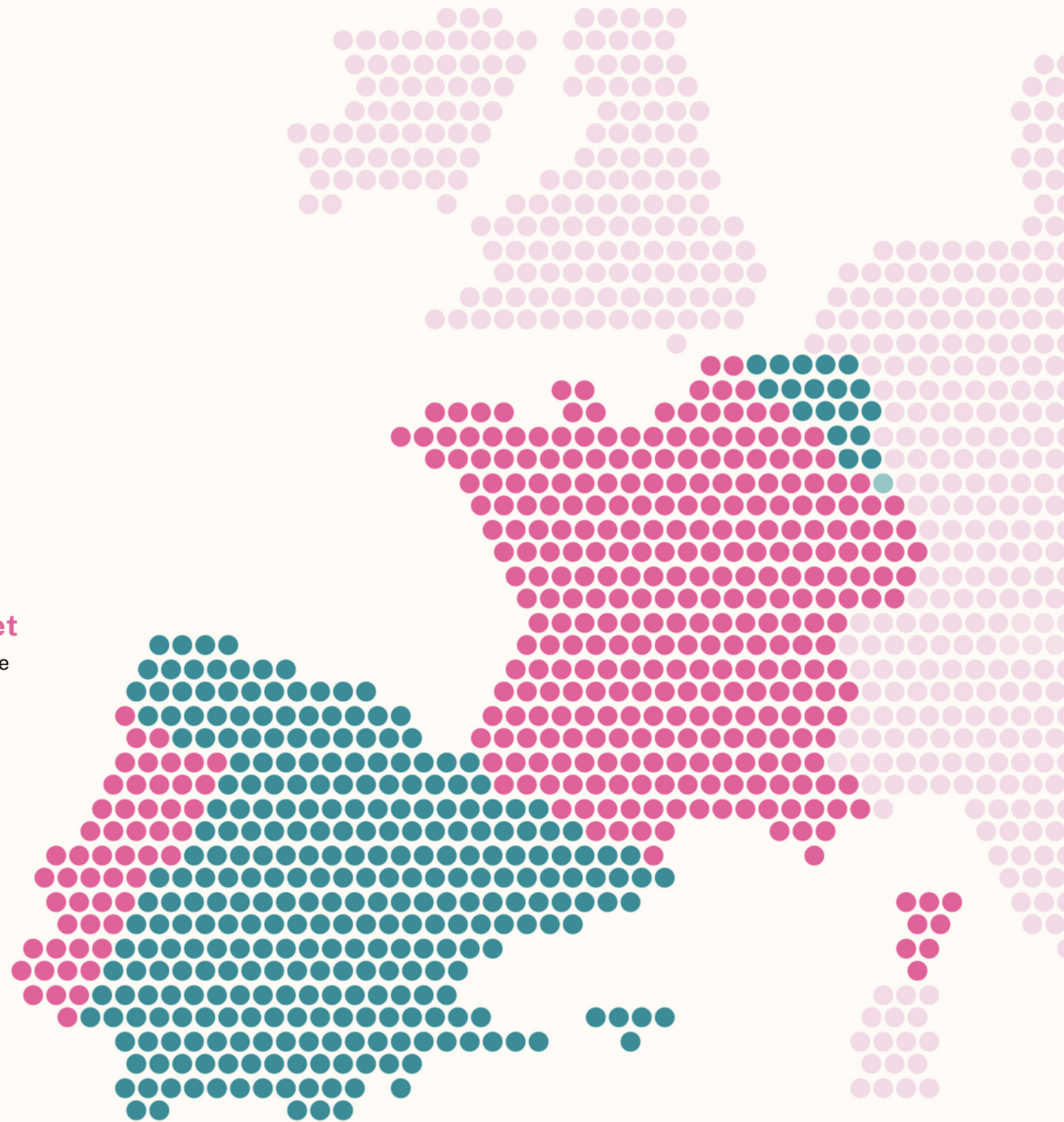
Thomas Cadorin
Southern France and APR
Networks Sales



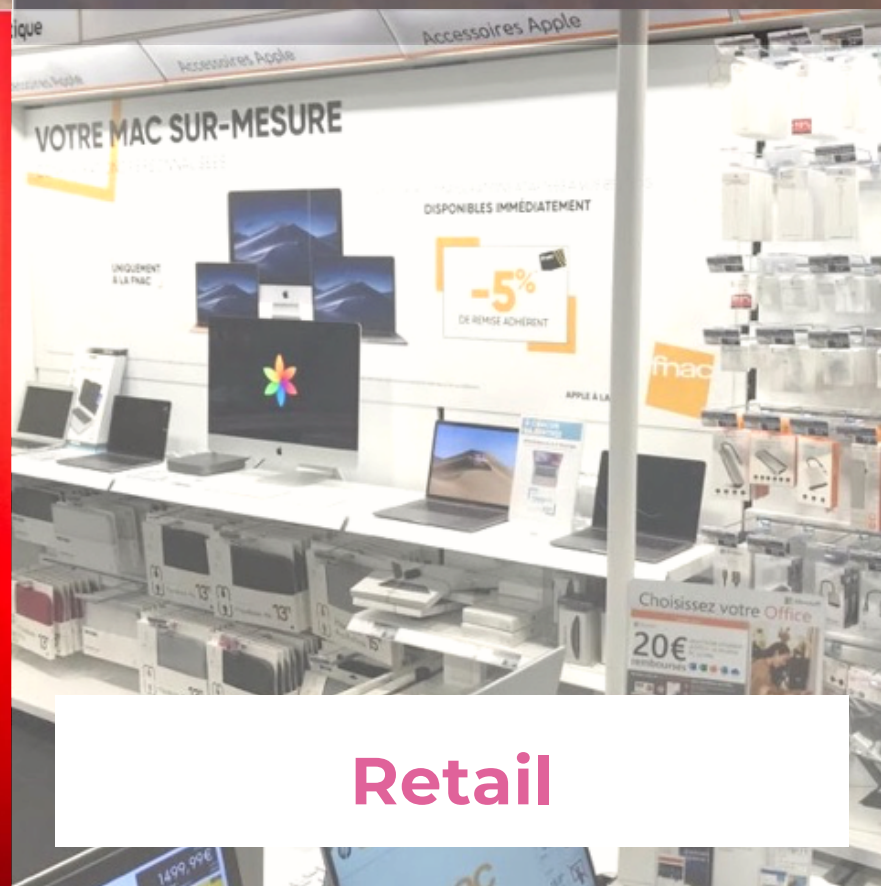
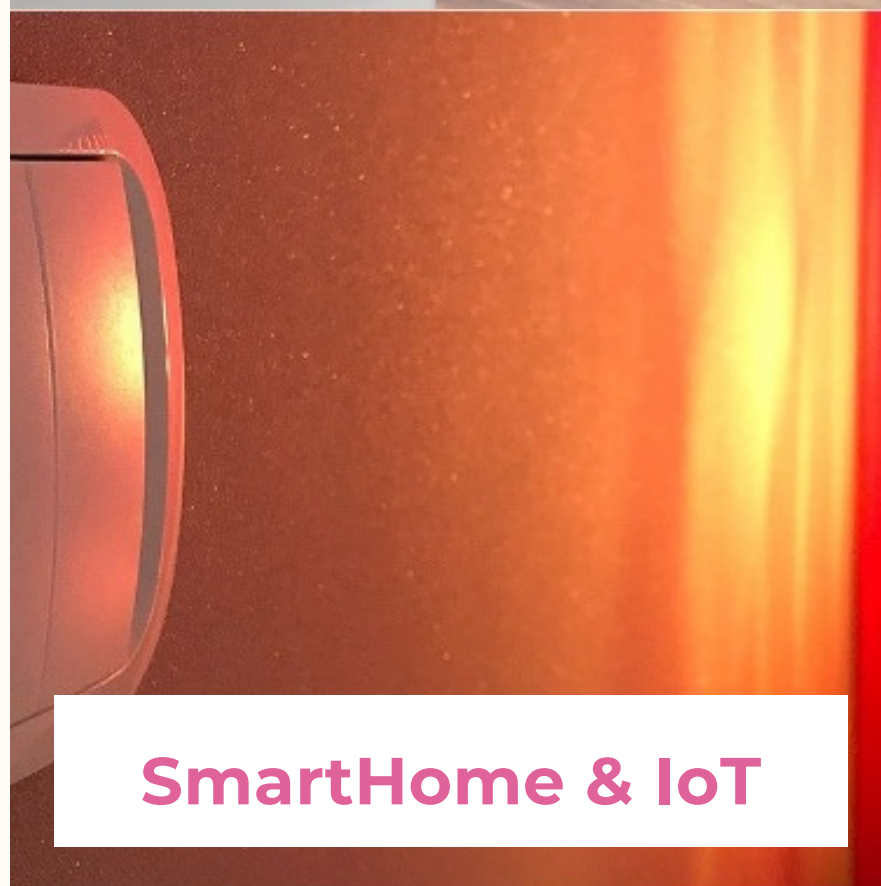
Sérgio Dos Santos
Northern France, Belgium,
Luxembourg and Portugal Sales



Leticia Dura
Spain Sales



OUR DISTRIBUTION NETWORKS



OUR MAIN CUSTOMERS



SALES SOLUTIONS

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

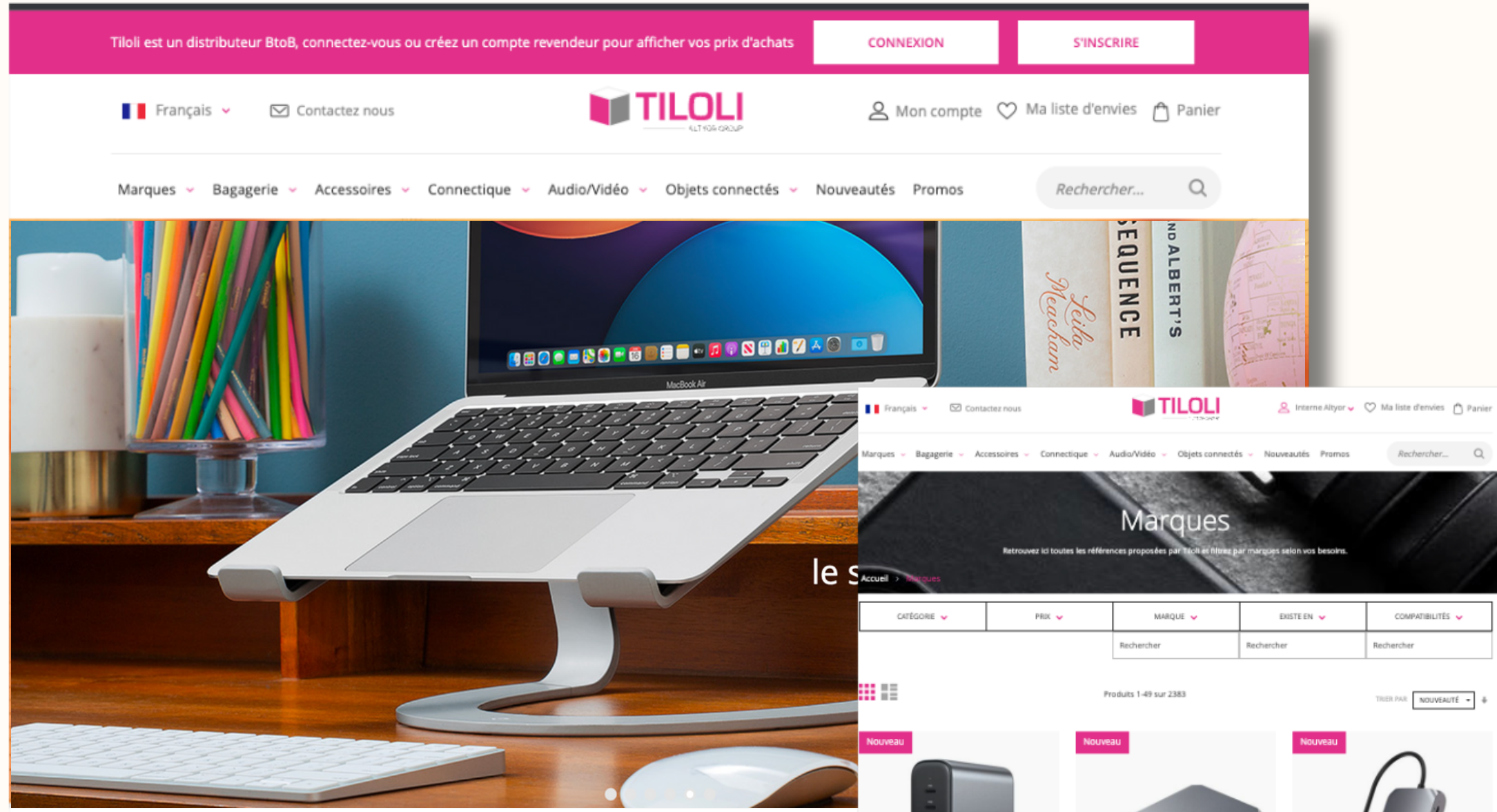
OUR SOLUTIONS :

- 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

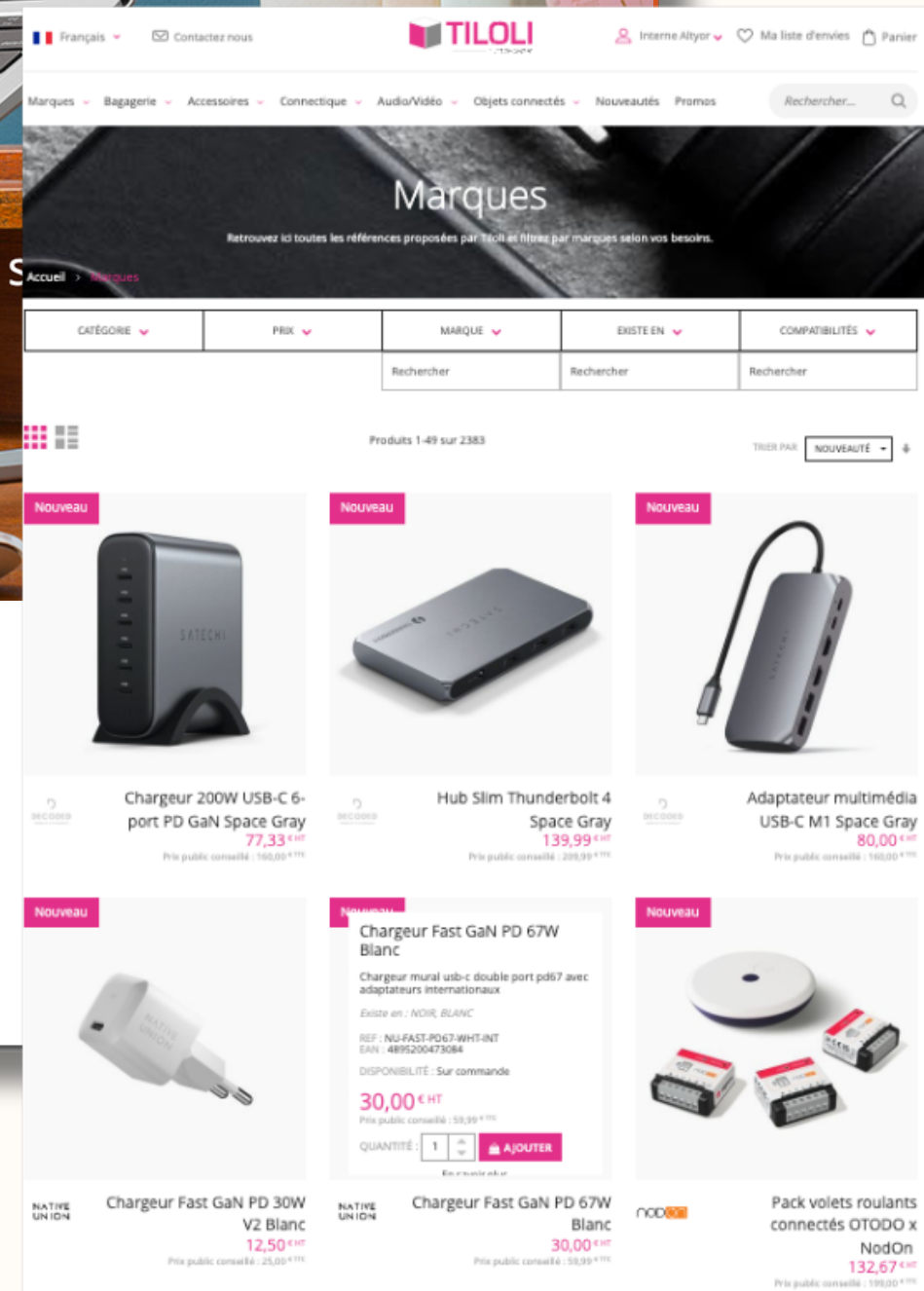
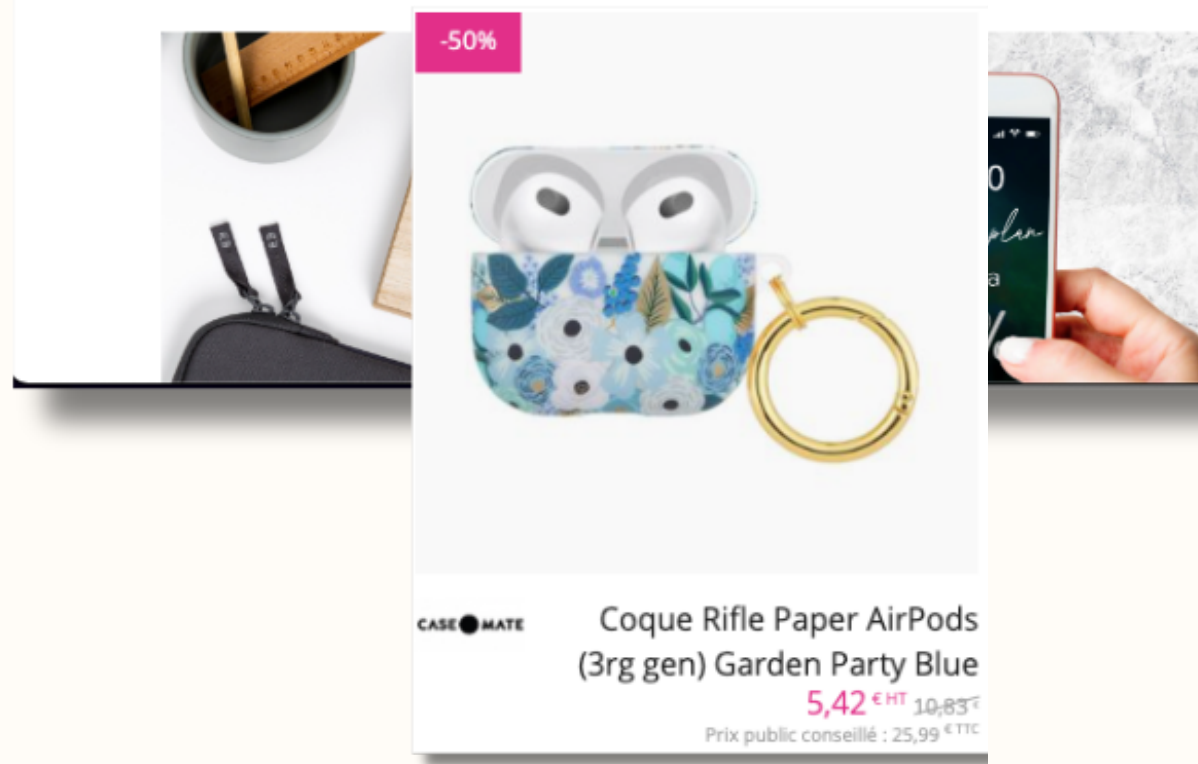




A UNIQUE WEBSITE

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



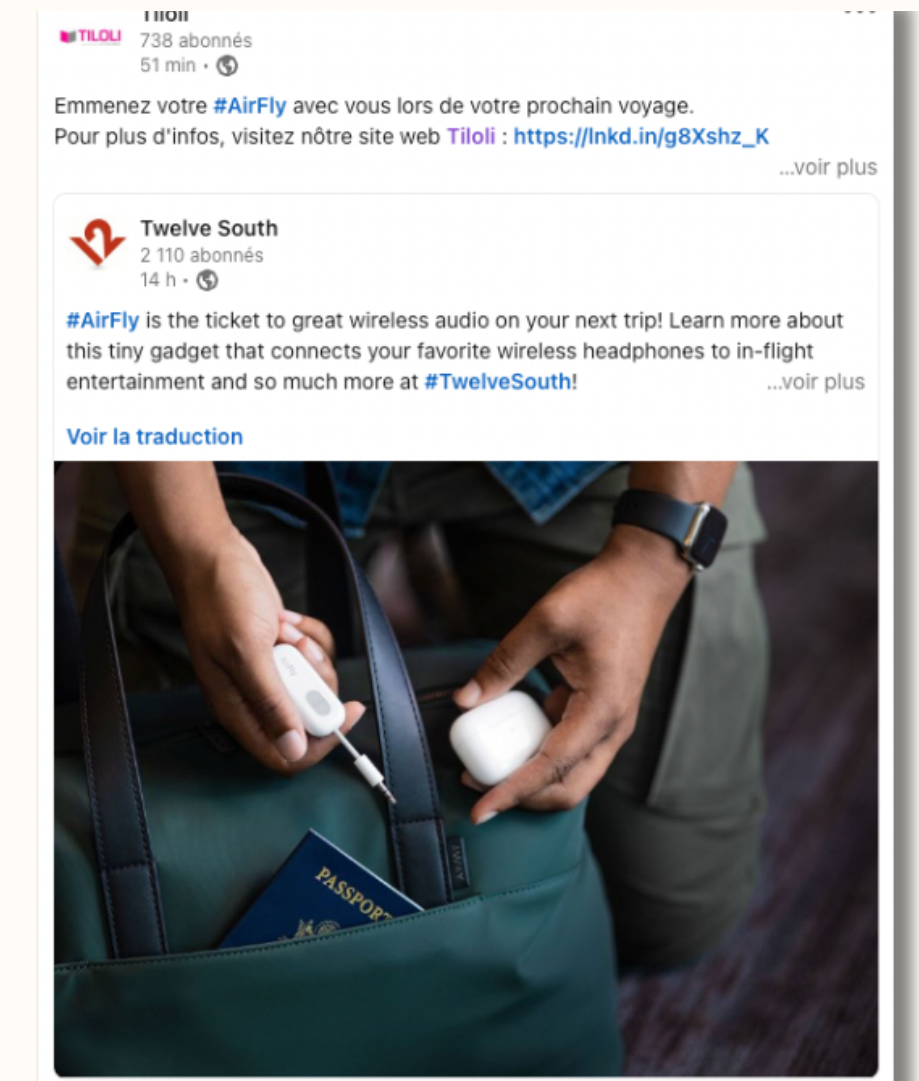
ACTIVE COMMUNICATION



Featured product newsletter
twice a week



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

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

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Edouard Vamiller

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Alice Fréneaux

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