









## THE UK ICED TEA MARKET

£114M

Total UK RTD Iced Tea Market Value (In & OOH) £86M

Total UK RTD Iced Tea Market Value (In Home) 80%

Of Iced Tea sales are from single serve formats









RSV

£67,940,000

£3,440,000

£2,150,000

£860,000

**MARKET SHARE** 

79.0%

4.0%

2.5%

1%

Source: Statista - RTD Tea UK Report - In Home (Supermarkets & Convenience) - Data To April 2025

Lipton have been dominating the Iced Tea market for years, but at up to £1.85 for a 500ml bottle, outprice the lower income demographic....

## **WE'RE HERE TO FIX THAT PROBLEM...**

The Typhoo brand has a comparable level of fame, and a higher popularity than Lipton.

|        |                | Fame | Popularity |
|--------|----------------|------|------------|
| APHOO  | Typhoo         | 92%  | 51%        |
| Lipton | Lipton Ice Tea | 93%  | 42%        |

With Millenials, Typhoo has a greater fame than Lipton -Typhoo has a high potential of being able to cross over into the iced tea space.

|         |                | Fame | Popularity |
|---------|----------------|------|------------|
| 43.PhOO | Typhoo         | 94%  | 41%        |
| Lipton  | Lipton Ice Tea | 90%  | 47%        |

GOOD



Base RRP: £1.85 Promo RRP: £1.00 BETTER



Base RRP: £1.65 Promo RRP: £1.00 BEST

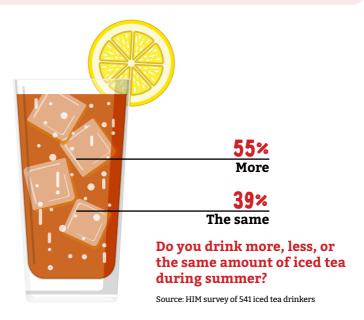


Base RRP: £1.00 Promo RRP: £0.79

## THE ICED TEA CONSUMER

## Likely to be younger & more health conscious, with higher consumption in the summer months

- Iced Tea appeals to younger shoppers, with 62% having drank the beverage
- London and metropolitan cities over index, with 66% of young Londoners claiming to have consumed iced tea
- 55% of iced tea drinkers claim to increase their consumption during the summer months
- Taste, health and cost are the most important purchase factors foriced tea shoppers
- 76% of frequent iced tea shoppers feel that low sugar is important when deciding which product to purchase
- 74% of frequent iced tea shoppers feel that the type and quality of the tea is important when deciding which product to purchase











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