

AGENT MARKETING AND VIABILITY STATEMENT

Former Bar Premises: Roots Bar

Prepared by: Nichola Charles, of Jacobs Steel Commercial

Date: 17/04/2026

For and on behalf of: Phuong Le - Landlord

Property: 42 Marine Parade, Worthing BN11 3QA

1. INTRODUCTION

1.1 I am Nichola Charles of Jacobs Steel Commercial of 10 Chapel Road, Worthing, BN11 1BJ, and I am employed as a Commercial Property Agent. My role includes the valuation, marketing and disposal of commercial premises, including hospitality, leisure and licensed properties.

1.2 I make this statement in relation to the former bar premises at 42 Marine Parade, Worthing BN11 3QA

("the Property").

1.3 The purpose of this statement is to set out in detail the marketing history of the Property, the steps taken by this agency to secure a new tenant for the continued use of the Property as a bar / licensed premises / hospitality venue, the level and nature of market interest received, the outcome of any negotiations, and my professional opinion as to whether the Property has a realistic prospect of being re-let for that use on normal commercial terms.

1.4 This statement is intended to support a planning application and is therefore prepared in as clear and comprehensive a form as possible so that the extent of the marketing exercise, the level of enquiry and the absence of any concluded transaction can be properly understood.

1.5 Where supporting documents are available, these may be appended to this statement, including copies of particulars, online listings, email circulations, enquiry records, viewing logs, notes of negotiations and any relevant comparable evidence.

2. INSTRUCTIONS

2.1 Our agency was formally instructed by the Landlord, Phuong Le on October 2nd, 2025, to market the Property for reletting.

2.2 The instruction was for the Property to be marketed as a bar / licensed premises / hospitality venue / commercial leisure premises.

2.3 The Property became available following the surrender of the previous lease by the former tenant on September 29th, 2025.

2.4 We understand that the previous tenant surrendered the lease because the business was not trading profitably and was significantly losing money, with insufficient customer demand and trade levels to sustain the operation.

2.5 At the point of instruction, the Property was vacant but retaining bar fixtures and subject to some repair needs.

2.6 Our instructions were to expose the Property properly to the market and to seek to secure a suitable tenant for the continuation of existing or similar commercial hospitality use, where possible.

2.7 So far as we are aware, the Property was made available on terms which were intended to be realistic and capable of attracting interest from the market, rather than being deliberately restrictive or uncommercial.

3. PROPERTY DETAILS MARKETED

3.1 The Property was marketed on the following principal basis:

- Use: bar / public house / licensed premises / hospitality / leisure premises
- Rent sought: £25,000 per annum exclusive
- Lease terms sought: Negotiable
- Business rates position: 100% rate relief
- Approximate floor area: 1,258 Sq ft
- Outside space: Seated outdoor area
- Fixtures and fittings included: yes
- Any other material points presented to the market: N/A

3.2 In my opinion, the initial asking terms were reasonable and competitive, while remaining open to negotiation, taking into account the condition, size, location, and type of the premises, as well as the prevailing market conditions at the time.

3.3 During the marketing process, the asking terms were revised in an effort to generate and maintain interest.

3.4 If the asking terms changed, the revised position was as follows:

- Original asking rent: £25,000 per annum
- Revised rent: £22,000 per annum
- Date of revision: 04/02/2026
- Details of any incentives or concessions offered include a rent-free period, and a stepped rent structure with flexible lease terms.

3.5 In my view, the terms on which the Property was offered did not prevent it from being fairly tested on the open market.

4. MARKETING PERIOD

4.1 The Property has been marketed by our agency since 13 October 2025 and remains available, representing a marketing period of approximately six months.

4.2 Marketing was continuous throughout this period

4.3 During the marketing period the Property remained available to suitable prospective tenants, subject to contract, references, covenant assessment and agreement of terms.

4.4 The length of the marketing period was, in my opinion, sufficient to expose the Property properly to the market and to test whether there was genuine demand for reletting the premises as a bar or similar hospitality venue.

5. MARKETING ACTIVITY UNDERTAKEN

5.1 The Property was actively marketed using a range of conventional and appropriate commercial agency methods to secure maximum exposure to the relevant market.

5.2 The steps taken by this agency included the following:

- Listing the Property on our own agency website.
- Listing the Property on commercial property portals, including Rightmove Commercial / Zoopla Commercial
- Preparing and circulating marketing particulars / brochure material.
- Circulating details of the Property by email to applicants and operators registered on our database.
- Directly contacting known licensed, leisure or hospitality operators where appropriate.
- Responding to incoming enquiries by telephone and email and issuing further information on request.
- Arranging and conducting viewings with interested parties.
- Displaying the Property within our office / branch network, if applicable.
- Social media exposure, if applicable.
- Erecting a board at the Property, if applicable.

5.3 The purpose of the above exercise was to ensure that the Property was not marketed passively, but instead was actively exposed to local, regional and, where applicable, wider commercial occupier audiences.

5.4 Copies of supporting materials may be appended to this statement, including particulars, screenshots of online listings, dates of publication, email circulations, details of direct approaches and any notes or logs maintained by our agency.

6. ENQUIRIES RECEIVED

6.1 During the marketing period, the Property generated approximately **137** enquiries in total.

6.2 These enquiries arose from the following sources:

- Agency website: 36
- Commercial portals: 51
- Email/database circulation: 27
- Board or passing trade: 12
- Direct referral or word of mouth: 3
- Other: 8

6.3 Of the total enquiries received, approximately 62 were superficial, speculative or not capable of progressing, while approximately 75 resulted in a more meaningful request for further information.

6.4 Approximately 45 parties requested marketing particulars or engaged in follow-up discussions.

6.5 Approximately 15 parties were, in our opinion, potentially viable occupiers capable of taking the Property, subject to agreement of terms and satisfactory due diligence.

6.6 Notwithstanding the level of initial enquiry, the volume of genuine, credible and financially viable interest was limited.

6.7 It is important to distinguish between headline enquiry numbers and meaningful commercial interest. In this case, while some contact may have been made by prospective parties, the number of enquiries which translated into serious negotiations was low.

7. VIEWINGS

7.1 A total of 11 viewings of the Property were undertaken by this agency during the marketing period.

7.2 The viewings took place at the interested parties preferred times during the day.

7.3 The parties who viewed the Property comprised independent bar operators, hospitality businesses, and leisure operators.

7.4 Following those viewings:

- 1 party declined to proceed immediately.
- 2 parties expressed some initial interest but did not make an offer.
- 2 parties raised concerns regarding viability and likely trading performance.
- 3 parties withdrew after considering likely operating costs, fit-out requirements, market conditions or covenant obligations.
- 2 parties failed to progress after receipt of further details or follow-up contact.

7.5 In professional agency terms, the conversion rate from enquiry to viewing, and from viewing to any credible offer, was poor.

7.6 The level of viewings undertaken did not translate into any concluded letting or realistic prospect of completion.

8. NATURE AND QUALITY OF INTEREST

8.1 Although the Property received some interest during the marketing period, the overall level of genuine market demand was very weak.

8.2 In my professional opinion, there was no sustained or credible demand from suitable operators willing to take the Property on commercially acceptable terms for continued use as a bar or similar hospitality use.

8.3 Feedback received from prospective occupiers included the following recurring themes:

- Concerns regarding insufficient trade or turnover potential.
- Concerns regarding profitability and the ability to operate the premises successfully.
- Concerns regarding running costs, overheads and wider market conditions within the hospitality sector.

8.4 To the best of my knowledge, no prospective operator demonstrated a sufficiently strong commitment, covenant strength and commercial confidence to proceed to completion on viable terms.

8.5 The quality of interest received was therefore materially weaker than would ordinarily be expected where there is healthy market demand for a property of this nature.

9. OFFERS AND NEGOTIATIONS

9.1 During the marketing period, the following level of offer activity was recorded:

- Number of formal offers: 5
- Number of informal expressions of interest: 2

9.2 Details of any offers or serious negotiations are as follows:

- Date: 04/11/2025
- Nature of offer: 5-year lease
- Terms offered: £24,000 with 2-year break clause
- Outcome: Withdrawn due to associated costs for intended use.

- Date: 04/01/2026
- Nature of offer: 10-year lease
- Terms offered: £25,000 with 5-year break clause
- Outcome: Withdrawn due to funding difficulties relating to installation of extraction.

- Date: 05/01/2026
- Nature of offer: 15-year lease
- Terms offered: £25,000 with breaks at 5-year intervals.
- Outcome: Viability Concerns.

- Date: 20/02/2026
- Nature of offer: 15-year lease
- Terms offered: £25,000 with breaks at 5-year intervals.
- Outcome: Rejected on the basis that the proposed use was unsuitable, having regard to applicable noise restrictions.

- Date: 24/03/2026
- Nature of offer: 10-year lease
- Terms offered: £22,000 with break clause in year 5.
- Outcome: Withdrawal by the interested party.

9.4 Where interest was shown but did not proceed, the reason or reasons should be set out where known, for example:

- Funding difficulties.
- Weak covenant strength.
- Inability to agree lease terms.
- Viability concerns.
- Withdrawal by the interested party.
- Unsuitable proposal or intended use.
- No further engagement following discussions.

9.5 In summary, the marketing exercise did not produce any concluded transaction or any offer which, in my professional opinion, demonstrated a realistic prospect of reletting the Property for its former use on acceptable commercial terms.

10. PROFESSIONAL OPINION ON VIABILITY

10.1 Based on the marketing exercise undertaken, the enquiry levels received, the viewings carried out and the absence of any concluded letting, it is my professional opinion that the Property has not attracted sufficient demand to demonstrate a realistic prospect of reletting as a bar or similar hospitality use.

10.2 In my opinion, the marketing period has adequately tested the market.

10.3 The lack of meaningful take-up is consistent with the following factors:

- The previous tenant surrendered the lease due to trading losses.
- There appears to be weak demand for this type of premises in this format and/or location.
- The wider hospitality sector has been subject to significant commercial pressure.
- The Property does not appear to align with current operator demand on viable commercial terms.

10.4 In my professional opinion, continued marketing for the same use is unlikely to produce a materially different outcome in the near future unless the premises are offered on substantially compromised terms, which may themselves be commercially unattractive or unsustainable for the landlord.

10.5 I therefore consider that the former bar use is no longer a realistically viable letting proposition on normal commercial terms.

10.6 That opinion is based not on assumption, but on the actual results of a period of open market exposure, direct engagement with prospective occupiers, the limited quality of demand received and the absence of any successful reletting.

11. CONCLUSION

11.1 Our agency has actively marketed the Property for reletting for continued bar / hospitality use.

11.2 Despite those efforts, the Property has attracted only limited and insufficient interest, with no concluded transaction.

11.3 In my professional opinion, the marketing exercise demonstrates that there is no realistic demand to justify retaining the premises for continued bar use.

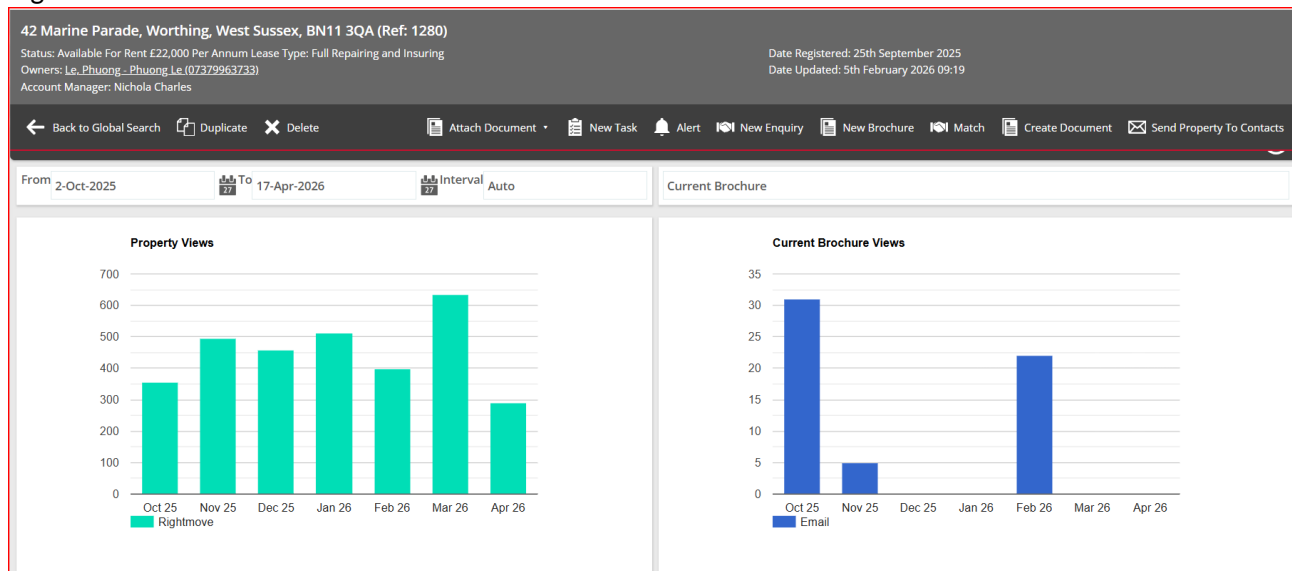
11.4 I therefore confirm that this statement is a true and accurate summary of our involvement in the marketing of the Property, subject to completion of the factual details above and attachment of any supporting documentation available.

12. SIGNATURE

Signed: Nichola Charles
Name: Nichola Charles
Position: Commercial Property Agent
Agency: Jacobs Steel Commercial Date: 17/04/2026

13. APPENDICES

- Copy of marketing particulars (attached)
- Links to online listings.
https://www.rightmove.co.uk/properties/168141521#/?channel=COM_LET
<https://jacobs-steel.co.uk/property/42-marine-parade-worthing-west-sussex-bn11-3qa/>
<https://www.zoopla.co.uk/to-rent/commercial/details/71546105/>
- Rightmove Statistics



- Audit history to show date property listed.

42 Marine Parade, Worthing, West Sussex, BN11 3QA (Ref: 1280)

Status: Available For Rent £22,000 Per Annum Lease Type: Full Repairing and Insuring
Owners: Le, Phuong, _Phuong Le (07379963733)
Account Manager: Nichola Charles

Date Registered: 25th September 2025
Date Updated: 5th February 2026 09:19

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Send Property To Contacts

Audit History

Display 50

Showing 1 to 2 of 2 entries (filtered from 32 total entries)

Clear All FiltersReset Filters

Hide / Show Columns

Date	Changed By	Changed Through	Changes
From To	Filter	Filter	status
13-Oct-2025 10:33	Nichola Charles	Agency Pilot	Status From: Pending To: Available Show On Internet: Selected Property Feed From: Property Pilot To: Rightmove, Zoopla, Property Pilot Archived From: 13-Oct-2025 To: Empty

- Email marketing evidence (snapshot of entries).

Commercial Office | 10 Chapel Road | BN11 1BJ
T: 01903 792785 E: commercial@jacobs-steel.co.uk



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New Task

Create Report

Send Email

Send Letter

Display 50

Showing 1 to 50 of 234 entries (filtered from 266 total entries)

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Clear All Filters

Reset Filters

Type: **Particulars Sent**

Hide / Show Columns

Preview	Link	Type ▲	Completed	Staff	Links
		✕ Particulars Sent	From To	Filter	
▼	🔗	Particulars Sent	13-Oct-2025 11:28	Nichola Charles	Jacobs Steel - Your Property Shortlist
▼	🔗	Particulars Sent	4-Feb-2026 15:05	Salina Edney	Jacobs Steel - Your Property Shortlist
▼	🔗	Particulars Sent	13-Oct-2025 11:28	Nichola Charles	Jacobs Steel - Your Property Shortlist
▼	🔗	Particulars Sent	4-Feb-2026 15:05	Salina Edney	Jacobs Steel - Your Property Shortlist
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▼	🔗	Particulars Sent	13-Oct-2025 11:28	Nichola Charles	Jacobs Steel - Your Property Shortlist

• Enquiry log (snapshot of entries)

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Enquiries

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Create Report

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Send Letter

Send Enquiries To Contacts

Discard changes

Display 50

Showing 1 to 50 of 137 entries (filtered from 152 total entries)

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Clear All Filters

Reset Filters

Link	Active	Agent/Enquiry	Ref Id	Name	Title	Forename	Surname
🔗	✓	Enquiry	3476	CINGOZ, ERSAN		Ersan	CINGOZ
🔗	✓	Enquiry	3408	Sharma, Sarah		Sarah	Sharma
🔗	✓	Enquiry	3411	Brown, Tevin		Tevin	Brown
🔗	✓	Enquiry	3400	Forde, Alexia		Alexia	Forde
🔗	✓	Enquiry	3393	Walters, Danni		Danni	Walters

Viewing log of all entries.

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📄 New Brochure

👁️ Match

📄 Create Document

✉️ Send Property To Contacts

Preview	Link	Type ▲	Completed	Staff	Links
		✖ Viewing	From To	Filter	Filter
▼	🔗	Viewing		📄 Leigh Doherty, Matt Jacobs, Nichola Charles, Pat Barton, Lyn Potton	
▼	🔗	Viewing		📄 Leigh Doherty, Matt Jacobs, Nichola Charles, Pat Barton, Lyn Potton	
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- Board photograph.

