Enclosure 1

Agent marketing and viability statement

Jacobs Steel Commercial · prepared by Nichola Charles · signed 14 October 2026

This is Jacobs Steel's updated statement covering the full twelve months of marketing, from 13 October 2025 to 13 October 2026. It updates the agent's first statement of 17 April 2026, which covered the first six months. It sets out the marketing carried out, the enquiries, viewings and offers received, and the agent's professional opinion on whether the property has a realistic prospect of being re-let as a bar or similar hospitality venue.

Key dates

All dates below are taken from the statement; the right-hand column gives the paragraph.

Date	Event	Para
23 September 2025	Roots (Worthing) Ltd gives notice to operate the break clause	2.3
29 September 2025	Roots ceases trading and vacates	2.3
2 October 2025	Jacobs Steel formally instructed by the landlord	2.1
7 October 2025	Property inspected; £25,000 pa asking rent recommended	2.1, 3.3
13 October 2025	Marketing begins	4.1
December 2025	Joint marketing with Justice & Co Commercial begins	2.2
4 February 2026	Asking rent reduced to £22,000 pa	3.3, 3.4
31 March 2026	Roots' lease ends	2.3
17 April 2026	First statement, covering six months of marketing	1.3
22 April 2026	Asking rent reduced to £20,000 pa	3.3, 3.4
5 September 2026	Montague Gardens opens; no enquiries since	6.4
13 October 2026	End of the twelve-month marketing period covered	1.3, 4.1
14 October 2026	Updated statement signed by Nichola Charles	13

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The statement that follows is reproduced exactly as signed by Nichola Charles of Jacobs Steel Commercial. This cover sheet has been added by the applicant for ease of reference only.

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AGENT MARKETING AND VIABILITY STATEMENT

Updated statement – twelve months of marketing

Former Bar Premises: Roots Bar

Prepared by: Nichola Charles, of Jacobs Steel Commercial

Date: 14th October 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 This statement updates my statement of 17th April 2026, which covered the first six months of marketing. It now covers the full twelve-month marketing period from 13th October 2025 to 13th October 2026, and sets out the marketing undertaken, the interest received, the outcome of negotiations and my professional opinion on whether the Property has a realistic prospect of being re-let as a bar or similar hospitality venue 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 are appended to this statement, including copies of particulars, online listings, enquiry records and viewing logs.

2. INSTRUCTIONS

2.1 Our agency was formally instructed by the Landlord, Phuong Le, on 2nd October 2025 to market the Property for reletting, and I inspected the Property on 7th October 2025.

2.2 The instruction was for the Property to be marketed as a bar / licensed premises / hospitality venue / commercial leisure premises. From December 2025 the Property was also marketed jointly with Justice & Co Commercial.

2.3 The Property became available after the former tenant, Roots (Worthing) Ltd, gave notice on 23rd September 2025 to operate the break clause in its lease. The tenant ceased trading and vacated on 29th September 2025, and the lease came to an end on 31st March 2026.

2.4 As noted in my statement of 17th April 2026, we understand that the previous tenant left because the business was not trading profitably and was significantly losing money, with insufficient customer demand and trade levels to sustain the operation.

3. PROPERTY DETAILS MARKETED

3.1 The Property is a ground-floor bar on the corner of Marine Parade and Montague Place. The upper floors of the building (first floor, second floor and loft) are arranged as four self-contained flats. The use is sui generis (drinking establishment). To the rear is a small food preparation area of about 77 sq ft with a sink; there is no kitchen extraction.

3.2 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 (revised as below)
- 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

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

- Original asking rent: £25,000 per annum (from October 2025, on my recommendation following inspection)
- Revised rent: £22,000 per annum (from 04/02/2026)
- Further revised rent: £20,000 per annum (22/04/2026)
- Incentives offered: Attractive incentives available, including a rent-free period, stepped rental options and flexible lease terms, subject to negotiation.

3.4 The Landlord's instructed rent from 4th February 2026 was £22,000 per annum, before the further reduction to £20,000 per annum on 22nd April 2026.

3.5 In my opinion, the asking terms were reasonable and in line with the market. The Property was offered at about £19.87 per sq ft at £25,000, £17.49 per sq ft at £22,000 and £15.90 per sq ft at £20,000.

3.6 The previous tenant was paying £18,000 per annum. That figure stemmed from a 2011 lease at £17,500 per annum which was renewed in 2021 on broadly the same rent, without being tested against the open market. I do not regard it as evidence of current market rental value.

3.7 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 13th October 2025 and remains available, representing a marketing period of twelve months.

4.2 The Property has remained advertised throughout this period, and we have remained open to enquiries from prospective occupiers.

4.3 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. 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.
- Social media exposure.
- A board erected at the Property

6. ENQUIRIES RECEIVED

6.1 During the twelve-month marketing period, the Property generated approximately 177 enquiries in total.

6.2 These enquiries arose from the following sources: agency website 48; commercial portals 66; email/database circulation 34; board or passing trade 15; direct referral or word of mouth 5; other 9.

6.3 Of the total enquiries received, approximately 93 were superficial, speculative or not capable of progressing, while approximately 84 resulted in a more meaningful request for further information. Approximately 69 parties requested marketing particulars or engaged in follow-up discussions, and approximately 15 were, in our opinion, potentially viable occupiers.

6.4 Since June 2026 we have received one further enquiry, which came before Montague Gardens opened on 5th September 2026; there have been none since. That enquiry was not capable of progressing because kitchen extraction was required.

6.5 The opening of Montague Gardens in September 2026 has not, so far, produced any noticeable increase in enquiries for the Property.

7. VIEWINGS

7.1 A total of 25 viewings of the Property were undertaken by this agency during the marketing period, by independent bar operators, hospitality businesses and leisure operators.

7.2 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.
- The remaining 15 parties did not proceed to a letting.

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 weak, and no prospective operator demonstrated sufficient commitment, covenant strength and commercial confidence to proceed to completion on viable terms.

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

- Concerns regarding insufficient trade or turnover potential, given how much trade on this part of the seafront depends on the summer season and good weather.
- Concerns regarding profitability and the cost of fitting out and running the premises.
- Kitchen facilities: a number of interested operators wanted to offer a substantial hot-food menu. No kitchen extraction is installed, so an incoming tenant would have needed to fund and obtain the necessary consents for a new system as part of its fit-out. This was a recurring reason why interested parties did not proceed.

- Concerns regarding running costs, overheads and wider market conditions within the hospitality sector.

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: 7.

9.2 Details of the formal offers are as follows:

Date	Nature of offer	Terms offered	Outcome
04/11/2025	5-year lease	£24,000 with 2-year break clause	Withdrawn due to associated costs for intended use
04/01/2026	10-year lease	£25,000 with 5-year break clause	Withdrawn due to funding difficulties relating to installation of extraction
05/01/2026	15-year lease	£25,000 with breaks at 5-year intervals	Viability concerns
20/02/2026	15-year lease	£25,000 with breaks at 5-year intervals	Rejected on the basis that the proposed use was unsuitable, having regard to applicable noise restrictions
24/03/2026	10-year lease	£22,000 with break clause in year 5	Withdrawal by the interested party

9.3 Some early viewers commented on the original asking rent, and the rent was reduced in response. However, all five formal offers were made at between £22,000 and £25,000 per annum, in line with the quoting rent at the time, and none of them fell away because of the level of rent. The later reductions did not produce a letting.

9.4 In May 2026 we received a further proposal from a local operator, who viewed the Property on 14th May 2026. The proposal was revised in June 2026 to a cocktail-bar format and did not proceed to a letting.

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. LOCAL MARKET CONDITIONS

10.1 In my experience, the market for licensed and hospitality premises in Worthing has become considerably more challenging over recent years. Although the town continues to benefit from its seafront location, tourism and established hospitality sector, demand for traditional bar and drinking-led premises has weakened, and there is a more limited pool of operators willing and financially able to commit to this type of property. This is particularly noticeable where a premises requires a specialist operator, a substantial initial investment or a significant fit-out before trading can commence.

10.2 There has also been a noticeable shift in occupier demand, with some established businesses choosing to relocate away from central locations and town-centre premises in favour of locations that are easier and more convenient for customers to access. In my experience, accessibility, parking availability and the increasing cost of parking can all influence a customer's decision about where to visit, particularly when competing destinations offer more convenient parking or easier access. These considerations can be especially important for hospitality businesses that depend on repeat visits and customers staying for extended periods. In addition, rising operating costs, and business rates where no

relief is available, have placed further pressure on businesses, making it increasingly difficult for some operators to justify remaining in town-centre locations.

10.3 The difficulties are not confined to one particular property or location. On the same terrace, the bar premises at 37–39 Marine Parade has changed hands several times and most recently closed in September 2026. In my view, this is a relevant example of the challenges associated with establishing and sustaining a successful bar business in this location. More generally, hospitality premises along Marine Parade and elsewhere in Worthing have continued to be marketed for alternative operators, with some requiring considerable investment or incentives to attract interest. The Property itself has been advertised at £20,000 per annum, offering a fitted bar, preparation space and customer facilities, and has still not let. This demonstrates that even prominent seafront locations with existing hospitality infrastructure are competing for a limited pool of suitable occupiers.

10.4 The economics of operating a bar or restaurant have also become increasingly difficult. Operators must contend with rising staffing costs, energy bills, stock prices, insurance, business rates and other overheads, while also managing VAT obligations and the cost of maintaining premises. These expenses place considerable pressure on profitability, particularly for independent operators and businesses that rely on evening trade, discretionary spending or seasonal tourism. Prospective tenants are consequently more cautious about taking on fixed rental commitments where future trading income is uncertain.

10.5 In addition to these wider market pressures, the subject property has specific limitations that make it particularly difficult to attract a suitable hospitality occupier. The premises are subject to noise restrictions arising from the presence of residential accommodation above and adjoining neighbouring property. These restrictions materially limit the extent to which a bar or similar hospitality business can operate without risking disturbance to neighbouring occupiers. Depending on the nature and hours of the proposed business, this may restrict the use of amplified music, entertainment and general customer activity, particularly during the evening. Such limitations reduce the flexibility that hospitality operators typically require and make the premises less commercially attractive than alternative venues where there are fewer constraints on noise and operating hours.

10.6 This is a significant consideration because the viability of a bar or drinking-led establishment depends not only on its location and physical layout, but also on its ability to operate in a manner that supports its intended business model. Where restrictions limit the atmosphere, entertainment offering or hours during which the premises can trade effectively, an operator may conclude that the potential income does not justify the rent, staffing, fit-out costs and other financial commitments involved. The presence of residential neighbours therefore creates an additional practical obstacle to securing a sustainable hospitality use at this particular property.

10.7 The initial cost of occupation is another significant barrier. A former bar may require investment in the bar counter, refrigeration, electrical installations, ventilation, fire safety measures, toilets, furnishings, decorations and other specialist equipment. Depending on the proposed business, further expenditure may be required to meet licensing, planning or building requirements. Even where some fixtures and fittings remain, a new operator may need to adapt the premises to suit their concept, and there is no guarantee that this investment can be recovered if the business fails or the lease ends prematurely.

10.8 These factors have affected the letting process for this type of commercial property. Finding a suitable tenant is increasingly dependent on identifying an operator with the right experience, a viable business model and sufficient funds to cover both the initial fit-out and ongoing operating costs. This makes the market considerably narrower than for more general commercial premises that can accommodate a wider range of uses. Where interest is received, negotiations may also involve requests for rent-free periods, stepped rents or other incentives to help offset the cost and risk of taking occupation.

10.9 In my opinion, the repeated changes of occupation and eventual closure of the premises at 37–39 Marine Parade should therefore be considered within this wider commercial context. The difficulties associated with the subject property arise not only from the increasingly challenging financial and operational conditions facing the licensed hospitality sector, but also from the specific restrictions affecting its suitability for this type of use. The combination of a narrower pool of prospective operators, increased operating costs and limitations arising from neighbouring residential accommodation makes it particularly challenging to secure a viable and sustainable hospitality occupier. Accordingly, the prospect of continued use as a bar should not be assessed solely on the basis of the property's previous use or its seafront location, but also by reference to the practical and commercial constraints that affect its ability to operate successfully.

11. PROFESSIONAL OPINION ON VIABILITY

11.1 Based on twelve months of marketing, 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.

11.2 The property's prominent corner position on the seafront has attracted interest from prospective operators. However, a recurring theme in my discussions with parties who ultimately decided not to proceed was the difficulty of making the figures work commercially. Once prospective tenants had considered the seasonal nature of trade in this location, with activity often concentrated during the summer months, they struggled to identify how the premises could generate sufficient and consistent turnover throughout the year to justify the initial fit-out investment and ongoing operating costs.

11.3 This was further compounded by the absence of kitchen extraction suitable for a full hot-food offering, which limits the range of food-led concepts that could be operated from the premises without further investment and any necessary consents. The inability to offer a full hot-food menu reduces the flexibility available to an operator seeking to maximise revenue outside the peak summer season. Consequently, despite the initial attraction of the location, prospective tenants repeatedly concluded that the combination of seasonal demand, operational limitations and the costs associated with establishing and running a hospitality business presented too great a commercial risk.

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

11.5 I therefore consider that the former bar use is no longer a realistically viable letting proposition on normal commercial terms. In my opinion, restaurant or café operators would face many of the same challenges, including seasonal trading patterns, rising operating costs and the need to generate sufficient turnover to justify the financial commitment involved. This is further compounded by the absence of suitable kitchen extraction, which would introduce additional installation costs, potential planning and regulatory requirements, and uncertainty as to whether the necessary works could be undertaken. These factors significantly narrow the pool of prospective occupiers and make it increasingly difficult to secure a tenant who could operate the premises sustainably on conventional commercial terms.

12. CONCLUSION

12.1 Our agency has actively marketed the Property for reletting for continued bar / hospitality use for twelve months.

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

12.3 I confirm that this statement is a true and accurate summary of our involvement in the marketing of the Property.

13. SIGNATURE

Signed: [redacted]

Name: Nichola Charles

Position: Commercial Property Agent

Agency: Jacobs Steel Commercial Date: 14/10/2026

14. 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/

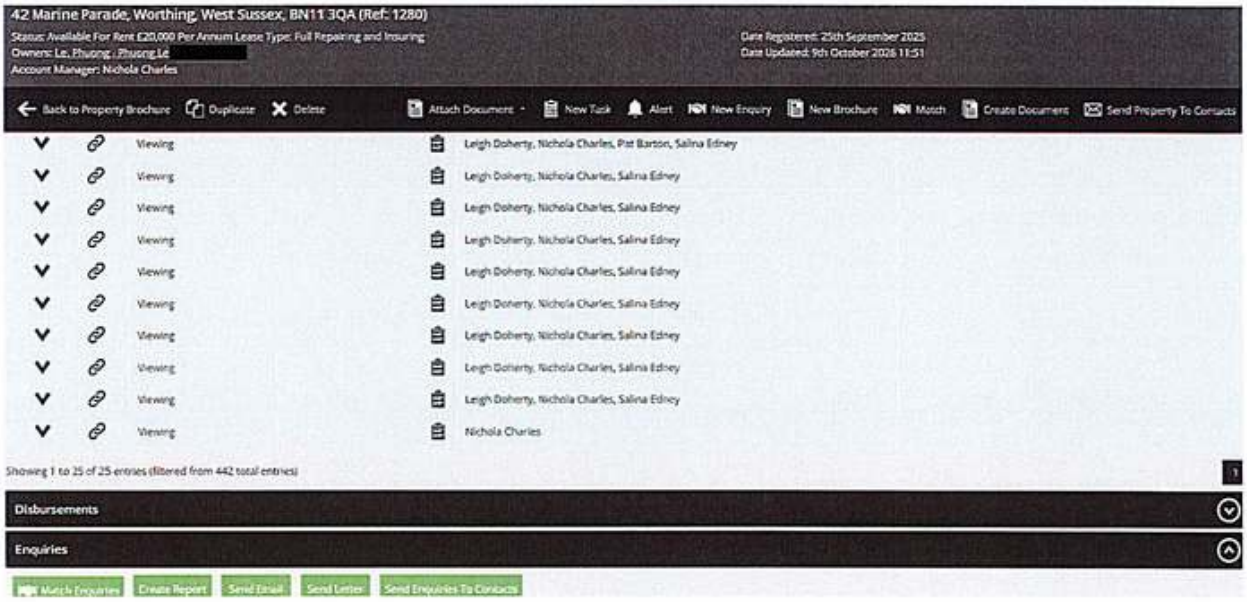
- Rightmove Statistics



- Enquiry log (snapshot of entries, personal details redacted)



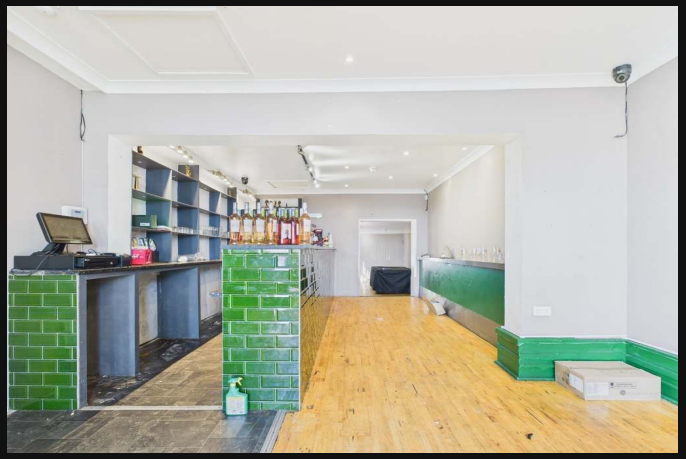
- Viewing log of all entries (personal details redacted).

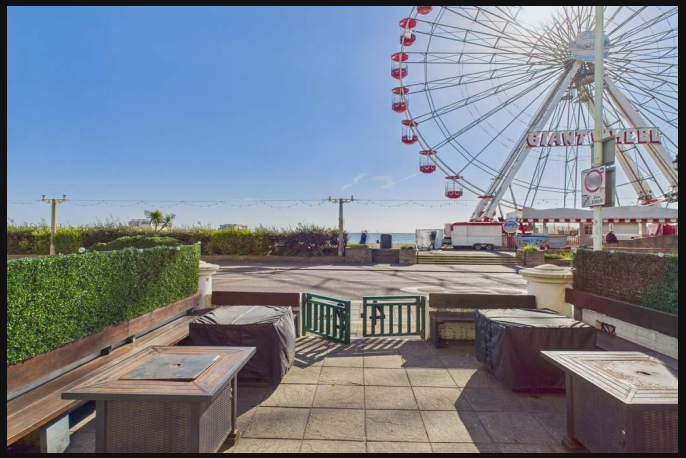


- Board photograph









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42 MARINE PARADE, WORTHING, WEST SUSSEX, BN11 3QA

Location

Marine Parade forms part of Worthing's vibrant hospitality and leisure circuit, with a strong mix of cafés, restaurants, hotels, and independent retailers. The property benefits from high footfall from both tourists and locals, especially during the summer months, and is only a short walk from the main town centre amenities and Worthing Pier.
The location offers excellent connectivity, with multiple public car parks nearby and Worthing railway station approximately 0.7 miles to the north, providing regular services to Brighton, London, and surrounding areas. The A259 coast road also provides easy access to Brighton, Shoreham, and Littlehampton by car.

Description

A rare opportunity to acquire a fully fitted seafront hospitality unit in a prime position on Marine Parade, Worthing, directly opposite the beach and promenade.

The premises is arranged over the ground floor and basement, and is ready to occupy. Internally, the property features a fully fitted bar with built-in sink, a dedicated kitchen/prep room, and a small manager's office. An entrance porch with double doors leads into an open-plan trading space benefitting from spot lighting throughout, along with male and female WC facilities.

To the basement, there is a pump room and storage area, ideal for cellar management or stock holding.

Externally, the premises offers excellent outdoor space with a front terrace seating approximately 16 covers with the inside comfortable accommodating a further 40 covers, which add to the venue's overall versatility and appeal.

Further benefits include 100% rate relief, spot lights and rear access.

Accommodation

The premises have the following approximate floor areas:

	Sq Ft	Sq M
Total floor area:	1,258	116.87

Tenure

The property is To Let on a new lease for a term to be agreed.

Rent

Rental offers are invited in the region of £20,000 per annum, exclusive.

Business Rates

The rateable value from April 2024 provided by the Valuation Office Agency is £11,700. The small business rates for the financial year (2025 - 2026) is 47.1p in the £ making the rates payable approx. £5,838.30. However, since the premises have a rateable value of lower than £12,000, occupiers can expect to benefit from 100% rate relief, subject to status.

EPC

The property has an EPC rating of B - 35.

VAT

We are informed that VAT is applicable on the terms quoted.

Use

We understand the premises benefit from Sui Generis use however, we would advise any potential tenant to check with the Planning Department to ascertain if their use is permitted.

Legal Fees

Each party is responsible for their own legal fees in this transaction.

Viewing

Strictly by appointment with Sole Agents, Jacobs Steel.



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Leigh Doherty
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