



EXECUTIVE SUMMARY p1 (Confidential)

Wingstop 121 Curtner Ave., Ste. 30 San Jose, CA 95125	
Overview	
Purchase Price:	\$950,000
* Total Annual Sales:	\$1,529,522
** Owner Operated Cash Flow:	\$254,063
** Managed Cash Flow:	\$219,046
* T12 Ending 9/2014	
** Adjustments made to expenses for proforma purposes, not intended to replace review of actual books and records. Ask your agent for summary of adjustments.	
Franchisor Info and Minimum Qualifications	
Wingstop currently has over 500 locations and is continually ranked among the best franchise concepts in the nation.	
Franchisor requires a minimum of \$400K net worth with at least \$200k in liquid assets. Restaurant experience is a plus but not necessary.	
Key Considerations	
Located in the busy Plant Shopping Center, anchored by Best Buy, Home Depot, Target and Toys R Us. Nearby competition includes Which Wich, Al's Beef , Famous Dave's, and Straw Hat Pizza.	
Confidentiality Statement	
Please remember you have agreed to keep all FranBizNetwork listings confidential. Feel free to visit the location(s) as a customer, but be discreet and do not ask questions of employees, managers, or other customers. Please do not draw unnecessary attention to yourself, as rumors of a pending sale can hurt the business. As a part of the due diligence process you are encouraged to contact other franchisees with questions about the brand, but remember you are bound by a confidentiality agreement and cannot share the location or any details about the business you are considering buying. Please direct any questions you might have for the Seller to your FranBizNetwork agent.	

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EXECUTIVE SUMMARY p2 (Confidential)

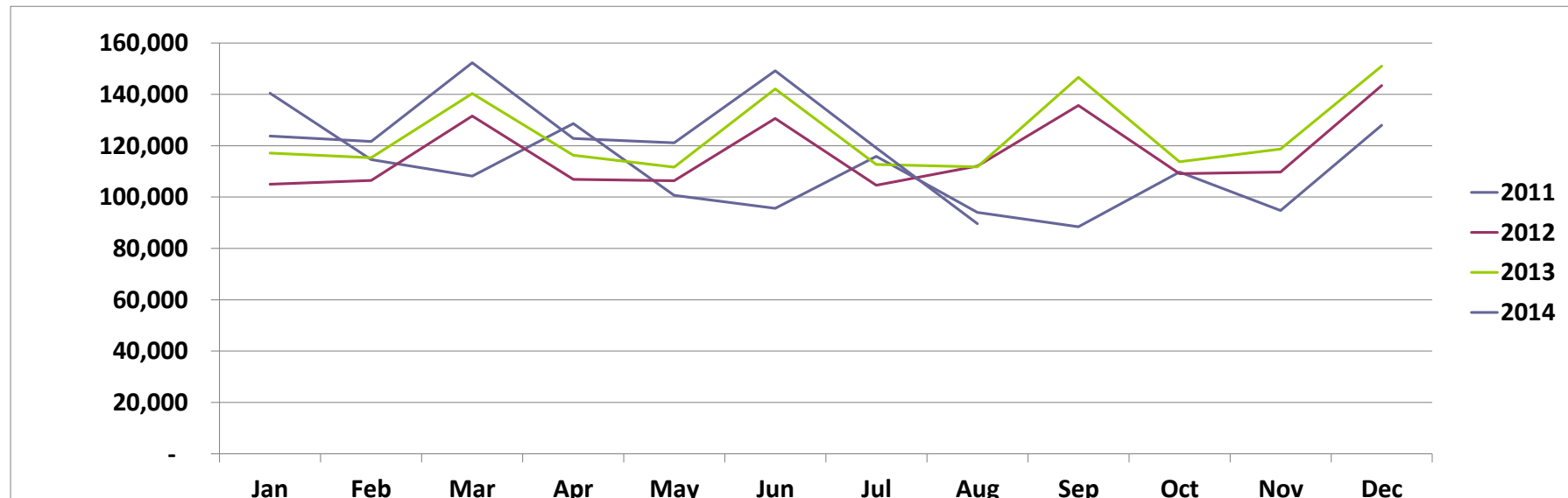
Wingstop			
121 Curtner Ave., Ste. 30 San Jose, CA 95125			
Franchise Information			
FA Expiration:	in 2018	Transfer Fee:	\$7,500
Royalty:	5.0%	Training Period:	4 Weeks
Advertising:	2.0%	Training Location:	Texas
Remodel Requirements:	None at this time.		
Controllables			
Cost of Goods:	38.00%	Utilities:	\$34,000
Crew Labor:	18.00%	Non-Ingredient:	2.50%
Repairs & Maintenance:	1.00%		
<i>Controllables are estimates based upon brand norms at this sales volume in this geographic region.</i>			
Lease			
Monthly Base Rent:	\$7,035	Increases:	in 2018
Percentage Rent:	N/A	Options:	1x5 year option
Expiration:	in 2018	Monthly Property Tax:	Included in CAM
CAM:	\$3,000	Security Deposit:	
Real Property Available:	No	Details:	Strip center
Location Details			
Business Established:	10/1/2008	Building Type:	Inline
Owner Since:	10/1/2008	Building Size:	
Licenses Needed:	Business, Health, Alcohol	Seating:	36
Employees:	9 F/T, 9 P/T	Inventory:	\$6,500
Hours of Operation:	11am to Midnight Daily		

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SALES TREND GRAPH

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	TOTAL
2011	\$140,457	\$114,541	\$108,110	\$128,626	\$100,625	\$95,560	\$115,870	\$94,030	\$88,427	\$109,720	\$94,729	\$127,974	\$1,318,670
2012	\$104,996	\$106,510	\$131,569	\$106,919	\$106,367	\$130,654	\$104,597	\$112,087	\$135,715	\$109,074	\$109,757	\$143,434	\$1,401,679
\$ +/-	(\$35,461)	(\$8,032)	\$23,459	(\$21,707)	\$5,742	\$35,094	(\$11,273)	\$18,056	\$47,288	(\$645)	\$15,028	\$15,461	\$83,009
% +/-	-25%	-7%	22%	-17%	6%	37%	-10%	19%	53%	-1%	16%	12%	6%
2012	\$104,996	\$106,510	\$131,569	\$106,919	\$106,367	\$130,654	\$104,597	\$112,087	\$135,715	\$109,074	\$109,757	\$143,434	\$1,401,679
2013	\$117,141	\$115,302	\$140,375	\$116,331	\$111,651	\$142,144	\$112,670	\$111,712	\$146,695	\$113,791	\$118,683	\$150,997	\$1,497,490
\$ +/-	\$12,145	\$8,792	\$8,806	\$9,411	\$5,284	\$11,490	\$8,074	(\$374)	\$10,980	\$4,716	\$8,926	\$7,562	\$95,811
% +/-	12%	8%	7%	9%	5%	9%	8%	0%	8%	4%	8%	5%	7%
2013	\$117,141	\$115,302	\$140,375	\$116,331	\$111,651	\$142,144	\$112,670	\$111,712	\$146,695	\$113,791	\$118,683	\$150,997	\$1,497,490
2014	\$123,724	\$121,609	\$152,320	\$122,776	\$121,088	\$149,146	\$119,075	\$89,619	\$0	\$0	\$0	\$0	\$999,358
\$ +/-	\$6,583	\$6,307	\$11,945	\$6,446	\$9,437	\$7,002	\$6,405	(\$22,093)					\$32,032
% +/-	6%	5%	9%	6%	8%	5%	6%	-20%					3%





Wingstop PROFORMA

	T12 Ending 9/2014	
SALES	\$ 1,529,522	
COGS:	\$ 581,218	38.0%
Crew Labor:	\$ 275,314	18.0%
GM:	\$ -	0.0%
Other Store Level Mgmt:	\$ -	0.0%
Workers Comp:	\$ 5,506	2.0%
Payroll Taxes:	\$ 34,827	12.7%
R&M:	\$ 15,295	1.0%
Non-Ingredient:	\$ 38,238	2.5%
Utilities:	\$ 34,614	2.3%
Rent:	\$ 85,944	5.6%
CAM:	\$ 36,650	2.4%
Property Tax:	\$ -	0.0%
Personal Property Tax:	\$ 509	0.0%
Local Advertising:	\$ 15,295	1.0%
Nat'l Advertising:	\$ 30,590	2.0%
Royalty:	\$ 76,476	5.0%
Equipment Lease:	\$ -	0.0%
Insurance:	\$ 4,072	0.3%
Bank Charges:	\$ 611	0.0%
Credit Card Fees:	\$ 19,884	1.3%
Professional Services:	\$ 4,072	0.3%
Outside Services:	\$ 5,090	0.3%
Laundry/Uniforms:	\$ 2,443	0.2%
Pest Control:	\$ 509	0.0%
Security:	\$ 2,851	0.2%
Music:	\$ 204	0.0%
Permits & Licenses:	\$ 967	0.1%
Cash Over/Short:	\$ 1,530	0.1%
Non-recurring expenses:	\$ -	0.0%
Personal Expenses:	\$ -	0.0%
Mgmt Fee/Owner Draw:	\$ -	0.0%
Employee Benefits:	\$ -	0.0%
Gift Card and Online Order Fees:	\$ 2,749	0.2%
Total Expenses:	\$ 1,275,459	83.4%
Other Income:	\$ -	0.0%
Store Level Net Profit (owner-operated):	\$ 254,063	16.6%

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