



CONFIDENTIAL Executive Summary



Purchase Price: \$750,000
 Total Annual Sales*: \$912,089
 Inventory: \$7,000
 Owner-Operated Cash Flow**: \$198,153

Wingstop #3450949
35030 Newark Blvd.
Newark, CA 94560-1218

* Trailing 12 months ending 8/31/2016

** Cash Flow is a net income projection based on trailing 12 months sales and expenses as stated on Seller's P&Ls. Adjustments are made to reflect brand norms for the region and/or expected increases/decreases in costs. Analysis is for proforma purposes only, Buyer should complete his own due diligence review. Ask your agent for summary of adjustments.

Franchise Information:

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.

Franchise Agreement Expiration: 2025
 Royalty: 5.0%
 Remodel requirements: None.

Transfer Fee: \$7,500
 Advertising: 2.5%

Training Location: Dallas, TX
 Training Period: 4 weeks

Lease Information:

Monthly Base Rent: \$5,687
 Percentage Rent: n/a
 Expiration: 3/1/2025

Options: 2x5 yr options
 CAM: inc
 Monthly Property Tax: inc

Security Deposit: TBD
 Real Property Available: No
 Increases:

Location Details:

Business Established: 3/1/2015
 Owner Since: 3/1/2015
 Hours of Operation: Sun-Thu 11a-10p, Fri-Sat 11a-11p

Building Type: Inline
 Seating: 40 seats
 Licenses Needed: business, health, ABC

Building Size: 1500 SF
 Employees: 3 F/T, 13 P/T

Includes development rights for 2 additional Wingstops in Sunnyvale and Pacifica. Located at the busy intersection of Jarvis and Newark Blvd. next to a Starbucks and CVS. Nearby competition includes Popeye's, Wendy's, McDonald's, L&L Hawaiian BBQ, and Panda Express.

Remember you have agreed to keep all FranBizNetwork listings confidential.

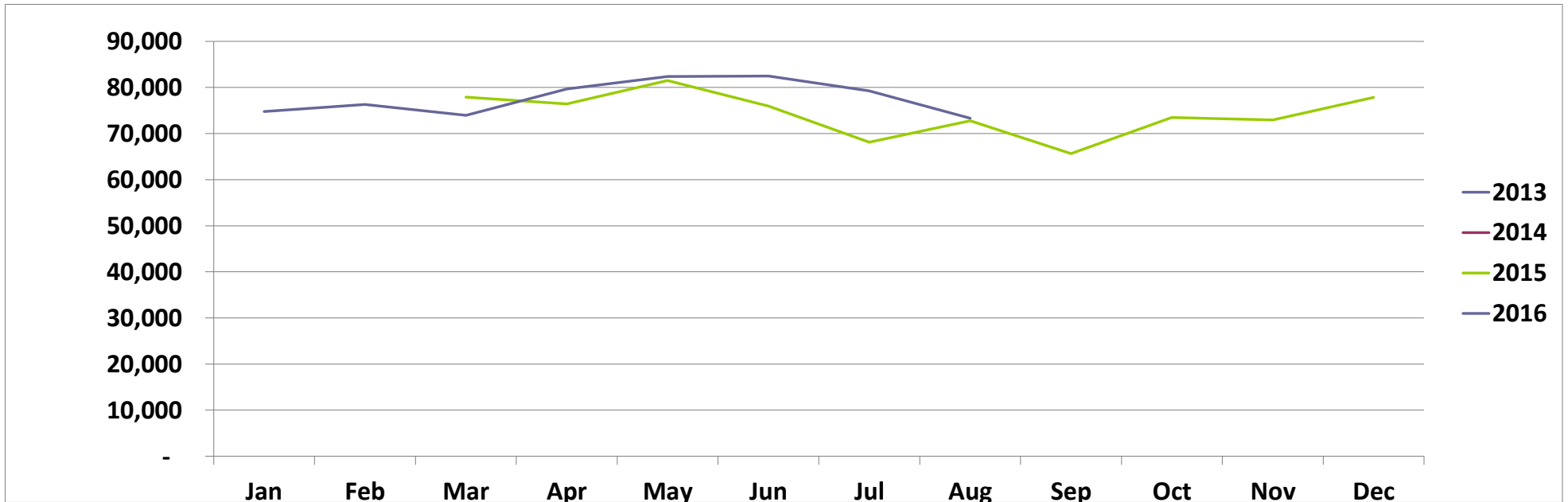
As a part of the due diligence process you are encouraged to contact other franchisees with questions about the brand, but remember you are bound by a confidentiality agreement and cannot share the location or any details about the business you are considering buying. Please direct any questions you might have for the Seller to your FranBizNetwork agent. 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.



MONTHLY SALES

Wingstop #3450949

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	TOTAL
2015	\$0	\$0	\$77,881	\$76,416	\$81,507	\$75,957	\$68,137	\$72,805	\$65,652	\$73,513	\$72,931	\$77,850	\$742,649
2016	\$74,758	\$76,336	\$73,959	\$79,660	\$82,379	\$82,480	\$79,244	\$73,327	\$0	\$0	\$0	\$0	\$622,143
\$ +/-	\$74,758	\$76,336	(\$3,922)	\$3,244	\$872	\$6,523	\$11,107	\$522					\$169,440
% +/-	#DIV/0!	#DIV/0!	-5%	4%	1%	9%	16%	1%					





**Wingstop #3450949
PROFORMA**

Trailing 12 months ending 8/31/2016		
SALES	\$ 912,089	
COGS:	\$ 290,044	31.8%
Crew Labor:	\$ 173,297	19.0%
GM:	Assume Owner is GM	
Other Store Level Mgmt:	\$ -	0.0%
Workers Comp*:	\$ 3,466	2.0%
Payroll Taxes*:	\$ 17,850	10.3%
R&M:	\$ 2,280	0.3%
Non-Ingredient:	\$ 6,841	0.8%
Utilities:	\$ 31,339	3.4%
Rent:	\$ 68,244	7.5%
CAM:	\$ -	0.0%
Property Tax:	\$ -	0.0%
Personal Property Tax:	\$ 500	0.1%
Local Advertising:	\$ 18,242	2.0%
Nat'l Advertising:	\$ 22,802	2.5%
Royalty:	\$ 45,604	5.0%
Equipment Lease:	\$ -	0.0%
Insurance:	\$ 6,000	0.7%
Bank Charges:	\$ 600	0.1%
Credit Card Fees:	\$ 16,418	1.8%
Professional Services:	\$ 4,000	0.4%
Outside Services:	\$ -	0.0%
Laundry/Uniforms:	\$ 2,312	0.3%
Pest Control:	\$ -	0.0%
Security:	\$ 1,285	0.1%
Music:	\$ -	0.0%
Permits & Licenses:	\$ 1,900	0.2%
Cash Over/Short:	\$ 912	0.1%
Total Expenses:	\$ 713,936	78.3%
Other Income:	\$ -	0.0%
Store Level Net Profit:	\$ 198,153	21.7%

*Workers Comp and Payroll Taxes shown as a % of Total Labor.

Executive Summary materials and Proforma were derived from documents provided by Seller and were prepared by FranBizNetwork to help prospective Buyers complete a summary review. These materials should not replace the Buyer's review of actual books and records and a thorough due diligence process. Buyers should not rely on these materials as definitive, but should instead consult the actual due diligence documents.