



## CONFIDENTIAL Executive Summary



Purchase Price: \$535,000  
Total Annual Sales\*: \$1,289,156  
Inventory: \$8,000  
Owner- Operated Cash Flow \$195,973

**Wingstop #424**  
**1135 Industrial Rd., Ste E**  
**San Carlos, CA, 94070**

\* Trailing 12 Months Ending 11/30/2017

\*\* 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.

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### 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. Wingstop ownership or multi-unit restaurant owner/management experience required.

Franchise Agreement Expiration: 7/30/2018

Transfer Fee: \$10,000

Training Location: Dallas, TX

Royalty: 6.0%

Advertising: 2.0%

Training Period: 4 weeks

Remodel Requirements: \$75k by July 2018

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### Lease Information:

Monthly Base Rent: \$6,959

Options: 2x5 yr

Security Deposit: None

Percentage Rent: 0.00%

CAM: \$1,007

Real Property Available: No

Expiration: 6/1/2018

Monthly Property Tax: \$349

Increases: TBD

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### Location Details:

Business Established: 6/1/2008

Building Type: inline

Building Size: 1513 SF

Owner Since: 6/1/2008

Seating: 35

Employees: 14

Hours of Operation: 11a-12a daily

Licenses Needed: Business, Health, Beer and Wine

Equipment Value: 154,000

Located in an outparcel in busy shopping center just off of Hwy 101, anchored by Best Buy, PetSmart and TJ Maxx. Other tenants include Starbucks, Jamba Juice and Sleep Train. Nearby competition includes Chipotle and Devils Canyon Brewery.

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**Remember you have agreed to keep all FranBizNetwork listings confidential.**

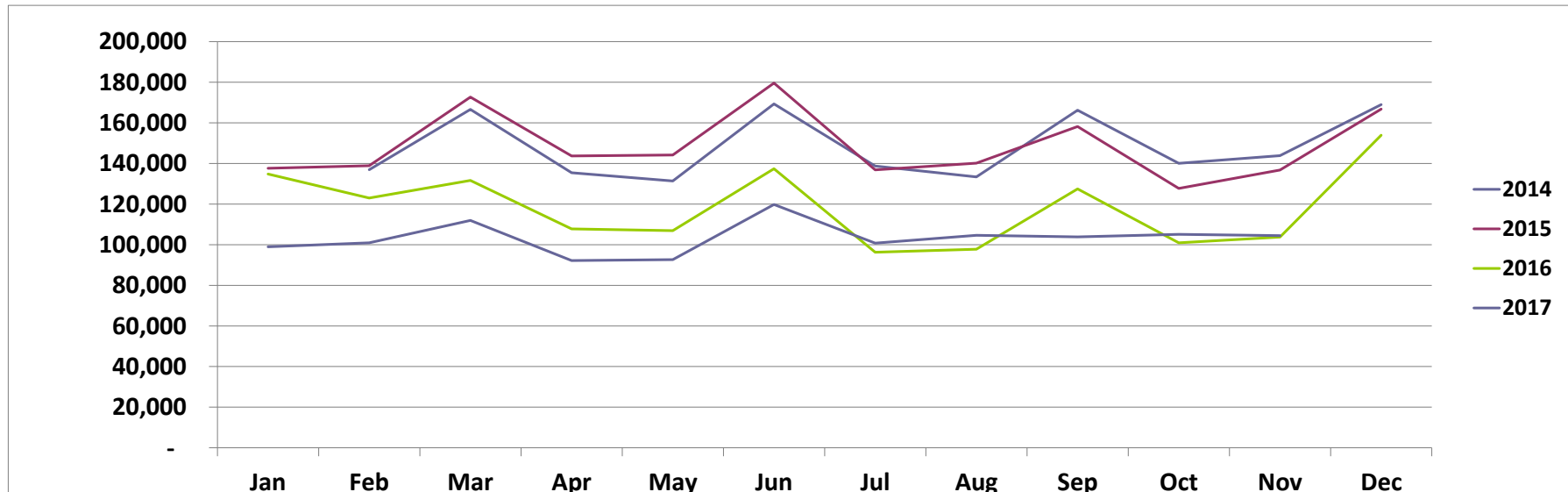
As a part of the due diligence process you are encouraged to contact other franchisees with questions about the brand, but remember you are bound by a confidentiality agreement and cannot share the location or any details about the business you are considering buying. Please direct any questions you 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 #424

|               | Jan        | Feb        | Mar        | Apr        | May        | June       | July       | Aug        | Sep        | Oct        | Nov        | Dec        | TOTAL       |
|---------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|-------------|
| <b>2014</b>   | \$0        | \$136,906  | \$166,594  | \$135,405  | \$131,381  | \$169,330  | \$138,723  | \$133,412  | \$166,236  | \$140,071  | \$143,822  | \$168,982  | \$1,630,862 |
| <b>2015</b>   | \$137,668  | \$138,895  | \$172,669  | \$143,720  | \$144,167  | \$179,605  | \$136,827  | \$140,193  | \$158,200  | \$127,719  | \$136,743  | \$166,808  | \$1,783,214 |
| <b>\$ +/-</b> | \$137,668  | \$1,989    | \$6,075    | \$8,315    | \$12,786   | \$10,275   | (\$1,896)  | \$6,781    | (\$8,036)  | (\$12,352) | (\$7,079)  | (\$2,174)  | \$152,352   |
| <b>% +/-</b>  |            | 1%         | 4%         | 6%         | 10%        | 6%         | -1%        | 5%         | -5%        | -9%        | -5%        | -1%        | 9%          |
|               |            |            |            |            |            |            |            |            |            |            |            |            |             |
| <b>2015</b>   | \$137,668  | \$138,895  | \$172,669  | \$143,720  | \$144,167  | \$179,605  | \$136,827  | \$140,193  | \$158,200  | \$127,719  | \$136,743  | \$166,808  | \$1,783,214 |
| <b>2016</b>   | \$134,765  | \$122,982  | \$131,645  | \$107,756  | \$106,916  | \$137,375  | \$96,289   | \$97,789   | \$127,513  | \$100,890  | \$103,792  | \$153,916  | \$1,421,628 |
| <b>\$ +/-</b> | (\$2,903)  | (\$15,913) | (\$41,024) | (\$35,964) | (\$37,251) | (\$42,230) | (\$40,538) | (\$42,404) | (\$30,687) | (\$26,829) | (\$32,951) | (\$12,892) | (\$361,586) |
| <b>% +/-</b>  | -2%        | -11%       | -24%       | -25%       | -26%       | -24%       | -30%       | -30%       | -19%       | -21%       | -24%       | -8%        | -20%        |
|               |            |            |            |            |            |            |            |            |            |            |            |            |             |
| <b>2016</b>   | \$134,765  | \$122,982  | \$131,645  | \$107,756  | \$106,916  | \$137,375  | \$96,289   | \$97,789   | \$127,513  | \$100,890  | \$103,792  | \$153,916  | \$1,421,628 |
| <b>2017</b>   | \$98,974   | \$100,919  | \$111,965  | \$92,193   | \$92,629   | \$119,796  | \$100,733  | \$104,602  | \$103,878  | \$105,118  | \$104,433  | \$0        | \$1,135,240 |
| <b>\$ +/-</b> | (\$35,791) | (\$22,063) | (\$19,680) | (\$15,563) | (\$14,287) | (\$17,579) | \$4,444    | \$6,813    | (\$23,635) | \$4,228    | \$641      |            | (\$132,472) |
| <b>% +/-</b>  | -27%       | -18%       | -15%       | -14%       | -13%       | -13%       | 5%         | 7%         | -19%       | 4%         | 1%         |            | -10%        |





**Wingstop #424  
PROFORMA**

| Trailing 12 Months Ending 11/30/2017 |                    |       |
|--------------------------------------|--------------------|-------|
| SALES                                | \$ 1,289,156       |       |
| COGS:                                | \$ 452,494         | 35.1% |
| Crew Labor:                          | \$ 275,879         | 21.4% |
| GM:                                  | Assume Owner is GM |       |
| Other Store Level Mgmt:              | \$ -               | 0.0%  |
| Workers Comp*:                       | \$ 5,518           | 2.0%  |
| Payroll Taxes*:                      | \$ 24,829          | 9.0%  |
| R&M:                                 | \$ 19,337          | 1.5%  |
| Non-Ingredient:                      | \$ 9,024           | 0.7%  |
| Utilities:                           | \$ 38,500          | 3.0%  |
| Rent:                                | \$ 83,508          | 6.5%  |
| CAM:                                 | \$ 12,084          | 0.9%  |
| Property Tax:                        | \$ 4,188           | 0.3%  |
| Personal Property Tax:               | \$ 500             | 0.0%  |
| Local Advertising:                   | \$ 12,892          | 1.0%  |
| Nat'l Advertising:                   | \$ 25,783          | 2.0%  |
| Royalty:                             | \$ 77,349          | 6.0%  |
| Equipment Lease:                     | \$ 4,050           | 0.3%  |
| Insurance:                           | \$ 5,500           | 0.4%  |
| Bank Charges:                        | \$ 600             | 0.0%  |
| Credit Card Fees:                    | \$ 23,334          | 1.8%  |
| Professional Services:               | \$ 4,500           | 0.3%  |
| Outside Services:                    | \$ -               | 0.0%  |
| Laundry/Uniforms:                    | \$ 325             | 0.0%  |
| Pest Control:                        | \$ 400             | 0.0%  |
| Security:                            | \$ 200             | 0.0%  |
| Music:                               | \$ -               | 0.0%  |
| Permits & Licenses:                  | \$ 2,800           | 0.2%  |
| Cash Over/Short:                     | \$ 1,289           | 0.1%  |
| Non-recurring expenses:              | \$ -               | 0.0%  |
| Personal Expenses:                   | \$ -               | 0.0%  |
| Mgmt Fee/Owner Draw:                 | \$ -               | 0.0%  |
| Employee Benefits:                   | \$ 2,500           | 0.2%  |
| Other G&A:                           | \$ 5,800           | 0.4%  |
| Total Expenses:                      | \$ 1,093,183       | 84.8% |
| Other Income:                        | \$ -               | 0.0%  |
| Managed Cash Flow:                   | \$ 195,973         | 15.2% |

\*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.