



CONFIDENTIAL Executive Summary

Purchase Price: \$550,000
Total Annual Sales*: \$1,333,027
Inventory: \$12,000
Managed Cash Flow**: \$128,029

Wingstop #293
1648 Decoto Road
Union City, CA 94587

* Trailing 12 Months Ending 7/31/2019

** 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. Multi-unit restaurant management experience required.

Franchise Agreement Expiration: 2026
Royalty: 6.0%
Remodel Requirements: No

Transfer Fee: \$10,000
Advertising: 4.0%

Training Location: Dallas, TX
Training Period: 4 weeks

Lease Information:

Monthly Base Rent: \$5,354
Percentage Rent: None
Expiration: 5/31/2020

Options: TBD
CAM: \$1,908
Monthly Property Tax: Approx. \$569

Security Deposit: \$3,876
Real Property Available: No
Increases: 3% annually

Location Details:

Business Established: 2006
Owner Since: 2006
Hours of Operation: 11a-Midnight daily

Building Type: Inline
Seating: 33
Licenses Needed: Business, Health, ABC

Building Size: 1,750 SF
Employees: 17
Equipment Value: \$100,000

Located off of busy Decoto Road in Union Square Marketplace Shopping Center. Located next door to a Rite Aid pharmacy. Lots of vehicle traffic and parking available. Other tenants nearby in the plaza include Mr. Green Bubble tea and Tomi Sushi. BART Station is located right behind restaurant. Nearby restaurants include McDonalds and Burger King; nearest chicken competitor is 10 minutes away.

Remember you have agreed to keep all FranBizNetwork listings confidential.

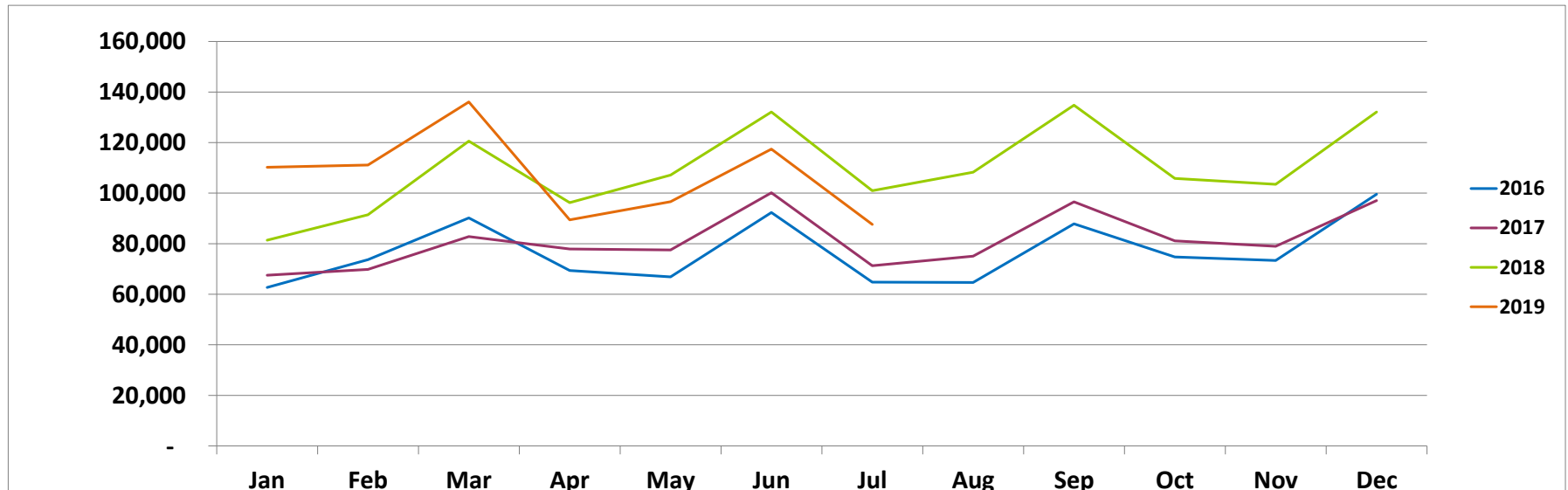
As a part of the due diligence process you are encouraged to contact other franchisees with questions about the brand, but remember you are bound by a confidentiality agreement and cannot share the location or any details about the business you are considering buying. Please direct any questions you 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 #293

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	TOTAL
2016	\$62,695	\$73,692	\$90,186	\$69,376	\$66,907	\$92,312	\$64,789	\$64,645	\$87,873	\$74,726	\$73,353	\$99,573	\$920,127
2017	\$67,532	\$69,849	\$82,829	\$77,930	\$77,504	\$100,162	\$71,302	\$75,047	\$96,535	\$81,118	\$78,977	\$97,050	\$975,835
\$ +/-	\$4,837	(\$3,843)	(\$7,357)	\$8,554	\$10,597	\$7,850	\$6,513	\$10,402	\$8,662	\$6,392	\$5,624	(\$2,523)	\$55,708
% +/-	8%	-5%	-8%	12%	16%	9%	10%	16%	10%	9%	8%	-3%	6%
2017	\$67,532	\$69,849	\$82,829	\$77,930	\$77,504	\$100,162	\$71,302	\$75,047	\$96,535	\$81,118	\$78,977	\$97,050	\$975,835
2018	\$81,387	\$91,475	\$120,563	\$96,221	\$107,132	\$132,098	\$100,998	\$108,271	\$134,794	\$105,845	\$103,496	\$132,084	\$1,314,364
\$ +/-	\$13,855	\$21,626	\$37,734	\$18,291	\$29,628	\$31,936	\$29,696	\$33,224	\$38,259	\$24,727	\$24,519	\$35,034	\$338,529
% +/-	21%	31%	46%	23%	38%	32%	42%	44%	40%	30%	31%	36%	35%
2018	\$81,387	\$91,475	\$120,563	\$96,221	\$107,132	\$132,098	\$100,998	\$108,271	\$134,794	\$105,845	\$103,496	\$132,084	\$1,314,364
2019	\$110,217	\$111,127	\$136,072	\$89,444	\$96,627	\$117,420	\$87,630	\$0	\$0	\$0	\$0	\$0	\$748,537
\$ +/-	\$28,830	\$19,652	\$15,509	(\$6,777)	(\$10,505)	(\$14,678)	(\$13,368)						\$18,663
% +/-	35%	21%	13%	-7%	-10%	-11%	-13%						3%





WINGSTOP

**Wingstop #293
PROFORMA**

Trailing 12 Months Ending 7/31/2019		
SALES	\$ 1,333,027	
COGS:	\$ 456,162	34.2%
Crew Labor:	\$ 252,075	18.9%
GM:	\$ 31,200	2.3%
Workers Comp*:	\$ 5,666	2.0%
Payroll Taxes*:	\$ 29,319	10.4%
R&M:	\$ 8,665	0.7%
Non-Ingredient:	\$ 42,657	3.2%
Utilities:	\$ 26,945	2.0%
Rent:	\$ 64,252	4.8%
CAM:	\$ 22,896	1.7%
Property Tax:	\$ 6,820	0.5%
Nat'l Advertising:	\$ 53,321	4.0%
Royalty:	\$ 79,982	6.0%
Equipment Lease:	\$ 1,250	0.1%
Insurance:	\$ 6,890	0.5%
Bank Charges:	\$ 600	0.0%
Credit Card Fees:	\$ 13,330	1.0%
Online Order Fees:	\$ 88,306	6.6%
Professional Services:	\$ 4,500	0.3%
Security:	\$ 1,485	0.1%
Permits & Licenses:	\$ 2,130	0.2%
Cash Over/Short:	\$ 1,333	0.1%
Other G&A:	\$ 5,215	0.4%
Total Expenses:	\$ 1,204,998	90.4%
Managed Cash Flow:	\$ 128,029	9.6%

*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.