

Wingstop Inc

4Q Quick Take: Solid EPS beat on SSSG, adj SG&A

Reiterate Rating: BUY | PO: 323.00 USD | Price: 313.26 USD

Traffic driven SSSG, tight G&A control

WING's industry-leading 4Q23 SSSG of 21.2% handily beat estimates (16% BofAE/15% VA consensus) and the market's even higher expectations going into the report, albeit more modestly. That the SSSG was substantially all traffic driven is even more impressive. The restaurant level margin beat vs estimates (24.9% vs 26.9% BofAE/24.6% VA consensus) was supported by sales leverage of labor and other operating expenses offsetting higher than expected food costs (34.5% vs 34% BofAE/VA consensus), reflecting WING's commitment to maintaining a strong value proposition. The much better than expected G&A number - SG&A less stock-based compensation (SBC) – of \$22.5mm vs \$26mm BofAE/\$26.3mm consensus underscores the tight expense control - and was a key driver of the adj. EBITDA margin beat (30.7% vs 26.7%/26.9% BofA/VA consensus).

Guidance in-line with consensus but looks conservative

WING's F24E guidance is mostly in-line with consensus, but we believe the topline drivers (SSSG, unit growth) are likely to be revised higher through the year. Unit growth (+270 vs BofAE/VA consensus of 270) equates to 12% growth, a modest slowdown from the 2023 pace (13%) but we note that 2023's unit growth likewise was initially guided to +12% but ended the year +13%. Similarly, we view the MSD SSSG guide (vs VA con +4.8%) as offering significant room for error given our sense that the 1Q has started off quite strong based on high frequency card data; 2023E was initially guided to MSD for the full year before ending up at +18.3%. The adjusted G&A guide (SG&A – SBC) of \$89 mm (vs cons of \$89 mm) should offer opportunity for leverage, particularly if revenue is better than expected. We reiterate our Buy rating.

Exhibit 1: Guidance is in-line with consensus

WING F24 Guidance vs Consensus

F24	Guidan	ce Range	Average	Consensus	vs Consensus
Domestic SSSG	Mid-Sin	gle Digits	5.0%	4.8%	0.2 ppt
Global net new units	2	70	270	270	0%
SG&A	\$1	0.80	\$108.0	\$103.8	4%
Stock-based compensation	\$19.0		\$19.0	\$15.1	26%
D&A	\$18.0	\$19.0	\$18.5	\$17.7	5%

Source: Company reports, Visible Alpha

BofA GLOBAL RESEARCH

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Stock Data

313.26 USD Price Price Objective 323.00 USD Date Established 29-lan-2024 Investment Opinion 150.08 USD - 325.06 USD 52-Week Range 9,215 USD / 29.4 Mrkt Val (mn) / Shares Out Free Float 99.4% Average Daily Value (mn) 122 04 USD BofA Ticker / Exchange WING / NAS Bloomberg / Reuters WING US / WING.OO ROE (2023E) NA Net Dbt to Eqty (Dec-2022A) ESGMeter™ Iow

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Glossary

MSD: Mid-single-digit SG&A: Selling, General and Administrative Expenses

SSSG: Same-store sales growth

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Refer to important disclosures on page 4 to 6. Analyst Certification on page 3. Price
Objective Basis/Risk on page 3.

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Exhibit 2: WING reported 4Q revenue, EBITDA and EPS above consensus.WING 4Q23 Reported Results vs Estimates

March Marc		Reported	Reported		BofAE	Consensus	vs BofAE	vs Consensus
Demestic Co-op SSSG 26% 10.8% 8.ppt 10.0% 6.7% 1.ppt 4.ppt 10.0% 10.0% 6.7% 1.ppt 4.ppt 10.0% 10				y/y			4Q23	4Q23
Total System-wide Restaurants	Domestic SSSG			13 ppt			5 ppt	6 ppt
Royalfy revenue, franchise fees and other 47.1 57.7 2.2% 54.5 54.5 6% 6% Arboritsing fees 35.3 43.1 22.9% 40.9 41.5 5% 4% Company-owned restaurant sales 22.4 26.2 17% 27.1 24.5 .3% .7% Total Revenue 104.9 127.1 21% 122.5 120.4 4% .5% Vyl growth % 46% 21% -24 pt 17% 19% 0.2 8.3 -2% .9% Labor costs 5.4 6.3 15% 6.2 5.9 1% .6% Ubdrorestate -0.5 -0.7 23% -0.7 -0.6 -5% 12% Costs & Expenses % of Sales 17.1 19.7 15% 19.8 18.4 -1% 7% Costs & Expenses % of Sales 24.3% 34.5% 34.5% -7.1 bps 18.7% 43.8 43.bps 49 bps Labor costs 24.3% 34.5%	Domestic Co-op SSSG	2.6%	10.8%	8 ppt	10.0%	6.7%	1 ppt	4 ppt
Advertising fees 35.3 43.1 22% 40.9 41.5 5% 4% Company-owned restaurant sales 22.4 26.2 17% 27.1 24.5 -3% 7% Total Revenue 104.9 127.1 21% 122.5 120.4 4% 5% 5% by growth % 46% 21% 224 pt 17% 15% 0.ppt 6.ppt 6.ppt 6.pod, beverage and packaging costs 7.7 9.0 17% 6.2 5.9 19% 6.% Other restaurant operating expenses 4.5 5.0 13% 5.1 4.8 -1% 5% 0.0 the restaurant operating expenses 4.5 5.0 13% 5.1 4.8 -1% 5% 0.0 the restaurant operating expenses 4.5 5.0 13% 5.1 4.8 -1% 5% 0.0 the restaurant operating expenses 4.5 5.0 13% 5.1 4.8 1.0 5% 0.0 the restaurant operating expenses 4.5 5.0 13% 5.1 4.8 1.0 5% 0.0	Total System-wide Restaurants	1959	2214	13%	2203	2204	0%	0%
Company-winder estaurant sales 2.2.4 26.2 1.7% 27.1 24.5 -3% 7% Total Revenue 104.9 127.1 2.1% 122.5 120.4 4% 5% y/y growth % 46% 2.1% -2.4 pt 1.7% 15% 0.ppt 6ppt Food, beverage and packaging costs 7.7 9.0 1.7% 9.2 8.3 -2% 9% Labor costs 5.4 6.3 1.5% 6.2 5.9 1.9% 5% Vendor rebates -0.5 -0.7 2.3% -0.7 -0.6 -5% 1.2% Vendor rebates -0.5 -0.7 2.3% -0.7 -0.6 -5% 1.2% Costs & Experises % of Sales 17.1 19.7 15% 19.8 18.4 -1% 7% Costs & Experises % of Sales 34.5% 34.5% -7 bps 34.0% 34.0% 43 bps 49 bps Labor costs 24.3% 23.3% 3.8 bps 22.9% 2.4.3% <td< td=""><td>Royalty revenue, franchise fees and other</td><td>47.1</td><td>57.7</td><td>22%</td><td>54.5</td><td>54.5</td><td>6%</td><td>6%</td></td<>	Royalty revenue, franchise fees and other	47.1	57.7	22%	54.5	54.5	6%	6%
Total Revenue 104.9 127.1 21% 122.5 120.4 4% 5% y/y growth % 46% 21% -24 ppt 17% 15% 0 ppt 6 ppt Food, beverage and packaging costs 7.7 9.0 17% 9.2 8.3 2.9% 9% Labor costs 5.4 6.3 15% 6.2 5.9 1% 6% Other restaurant operating expenses 4.5 5.0 13% 5.1 4.8 -1% 5% Vendor rebates -0.5 -0.7 23% 0.7 -0.6 -5% 12% Total Cost of Sales 17.1 19.7 15% 19.8 18.4 -1% 7% Costs & Expenses % of Sales 17.1 19.7 15% 19.8 18.4 -1% 7% Costs & Expenses % of Sales 2.6 -7 bps 34.0% 43 bps 49 bps 24.9 5.0 1.2 1.2 1.2 1.2 1.2 1.2 1.2 1.2	Advertising fees	35.3	43.1	22%	40.9	41.5	5%	4%
yly growth % 46% 21% -24 ppt 17% 15% 0 ppt 6 ppt Food, beverage and packaging costs 7.7 9.0 17% 9.2 8.3 -2% 9% Labor costs 5.4 6.3 15% 6.2 59 1% 6% Other restaurant operating expenses 4.5 5.0 13% 5.1 4.8 -1% 5% Vendor rebates -0.5 -0.7 23% -0.7 -0.6 -5% 12% Total Cost of Sales 17.1 19.7 17.5% 19.8 18.4 -1% 7% Costs & Expenses % of Sales 17.1 19.7 7.7 bps 34.0% 43 bps 49 bps Labor costs 24.3% 23.9% -38 bps 22.9% 24.3% 10.4 bps -31 bps Other restaurant operating expenses 19.9% 19.2% -71 bps 18.7% 19.6% 46 bps -37 bps Vendor rebates 2.4% 2.23% 2.3% 1.29 bps <td< td=""><td>Company-owned restaurant sales</td><td>22.4</td><td>26.2</td><td>17%</td><td>27.1</td><td>24.5</td><td>-3%</td><td>7%</td></td<>	Company-owned restaurant sales	22.4	26.2	17%	27.1	24.5	-3%	7%
Food, beverage and packaging costs 7.7 9.0 17% 9.2 8.3 2.9% 9% Labor costs 5.4 6.3 15% 6.2 5.9 1% 6% Other restaurant operating expenses 4.5 5.0 13% 5.1 4.8 -1% 5% Vendor rebates -0.5 -0.7 23% -0.7 -0.6 -5% 12% Total Cost of Sales 17.1 19.7 15% 19.8 18.4 -1% 7% Food, beverage and packaging costs 34.5% 34.5% -7 bps 34.0% 43 bps 49 bps Labor costs 24.3% 23.9% -38 bps 22.9% 104 bps -31 bps Other restaurant operating expenses 19.9% 19.2% -71 bps 18.7% 19.6% 46 bps -37 bps Vendor rebates -2.4% -2.5% -13 bps -2.6% -2.4% 15 bps -12 bps Restaurant-level margin % 23.6% 24.9% 129 bps 26.9%	Total Revenue	104.9	127.1	21%	122.5	120.4	4%	5%
Labor costs 5.4 6.3 15% 6.2 5.9 1 % 6% Other restaurant operating expenses 4.5 5.0 13% 5.1 4.8 -1% 5% Vendor rebates -0.5 -0.7 2.3% -0.7 -0.6 -5% 1.2% Total Cost of Sales 17.1 19.7 15% 19.8 18.4 -1% 7% Costs & Expenses % of Sales Food, beverage and packaging costs 24.3% 23.9% -38 bps 22.9% 24.3% 104 bps -31 bps Cabor costs 24.3% 23.9% -38 bps 22.9% 24.3% 104 bps -31 bps Cher restaurant operating expenses 19.9% 19.2% -71 bps 18.7% 19.6% 46 bps -37 bps Vendor rebates -2.4% -2.5% -13 bps 2.6% -2.4% 5 bps -12 bps Restaurant-level margin % 23.6% 24.9% 12.9 bps 26.9% 24.6% -198 bps 31 bps Advertising expenses 37.1 45.8 23.8 43.8 43.4 5% 6% Selling, general and administrative 18.3 28.1 53% 26.0 26.3 8% 7% SG&A as Shor G Revenue 17% 22.1% 461 bps 21.3% 21.8% 85 bps 29 bps SG&A as Shor G Revenue 17.8 22.1% 461 bps 21.3% 21.8% 85 bps 29 bps SG&A ex-SBC 16.3 22.5 39% 26.0 26.3 -13% -14% SG&A as Shor G Revenue 2.89 2.98 3.8 2.24 bps 21.9% 22.9% -351 bps 407 bps D&A SGA as Shor G Revenue 28.9 29.8 3.8 28.1 27.5 6% 9% Operating Income 28.9 29.8 3.9 28.1 27.5 6% 9% Operating Income 28.9 29.8 3.9 28.1 27.5 6% 9% Operating Income 27.5% 23.5% 40.04 bps 22.9% 22.8% 53 bps 67 bps Adjusted EBITDA % 33.0% 30.7% -22.8 bps 26.7% 26.9% 40.6 bps 38.6 bps Interest expense, net 5.3 4.9 -8% 4.5 4.7 8% 4.9 Tax ate % 24.7% 24.7% -1 bps 25.4% 26.1% -70 bps 13.9 bps Interest expense, net 17.6 18.8 7% 17.6 17.0 7% 11.9 Dilluted Adj, EPS 50.60 50.64 6% 50.59 50.58 8% 11.9	y/y growth %	46%	21%	-24 ppt	17%	15%	0 ppt	6 ppt
Other restaurant operating expenses 4.5 5.0 13% 5.1 4.8 -1% 5% Vendor rebates -0.5 -0.7 23% -0.7 -0.6 -5% 12% Total Cost of Sales 17.1 19.7 11.5% 19.8 18.4 -1% 7% Food, beverage and packaging costs 34.5% 34.5% -7 bps 34.0% 34.0% 43 bps 49 bps Labor costs 24.3% 23.9% -38 bps 22.9% 24.3% 104 bps -31 bps Other restaurant operating expenses 19.9% 19.2% -71 bps 18.7% 19.6% 46 bps -37 bps Vendor rebates -2.4% -2.5% -13 bps -2.6% -2.4% 5 bps -12 bps Restaurant-level margin % 23.6% 24.9% 12.9 bps 26.9% 24.6% -198 bps 31 bps Advertising expenses 37.1 45.8 23.8 43.8 43.4 5% 6% Selling general and administrative 18	Food, beverage and packaging costs	7.7	9.0	17%	9.2	8.3	-2%	9%
Vendor rebates -0.5 -0.7 23% -0.7 -0.6 -5% 12% Total Cost of Sales 17.1 19.7 15% 19.8 18.4 -1% 7% Costs & Expenses % of Sales 7 15% 19.8 34.0% 43 bps 49 bps Food, beverage and packaging costs 34.5% 34.5% -7 bps 34.0% 34.0% 43 bps 49 bps Labor costs 24.3% 23.9% -38 bps 22.9% 24.3% 104 bps -31 bps Other restaurant operating expenses 19.9% 19.2% -71 bps 18.7% 19.6% 46 bps -37 bps Vendor rebates -2.4% -2.5% -13 bps -2.6% -2.4% 5 bps -12 bps Restaurant-level margin % 23.6% 24.9% 129 bps 2.69% 24.6% -198 bps 31 bps Advertising expenses 37.1 45.8 23% 43.8 43.4 5% 6% Selling, general and administrative 18.3 28.1	Labor costs	5.4	6.3	15%	6.2	5.9	1%	6%
Total Cost of Sales 17.1 19.7 15% 19.8 18.4 -1% 7% Costs & Expenses % of Sales 34.5% 34.5% 34.5% 34.0% 34.0% 43 bps 49 bps Labor costs 24.3% 23.9% -38 bps 22.9% 24.3% 104 bps -31 bps Other restaurant operating expenses 19.9% 19.2% -71 bps 18.7% 19.6% 46 bps -37 bps Vendor rebates -2.4% -2.5% -13 bps -2.6% -2.4% 5 bps -12 bps Restaurant-level margin % 23.6% 24.9% 129 bps 26.9% 24.6% -198 bps 31 bps Advertising expenses 37.1 45.8 23% 43.8 43.4 5% 6% Selling, general and administrative 18.3 28.1 53% 26.0 26.3 8% 7% Selling, general and administrative 18.3 22.1% 461 bps 21.3% 21.8% 85 bps 29 bps SG&A ex-SBC	Other restaurant operating expenses	4.5	5.0	13%	5.1	4.8	-1%	5%
Costs & Expenses % of Sales 34.5% 34.5% -7 bps 34.0% 34.0% 43 bps 49 bps Labor costs 24.3% 23.9% -7 bps 34.0% 43 bps 49 bps Cabor costs 24.3% 23.9% 22.9% 24.3% 104 bps -31 bps Other restaurant operating expenses 19.9% 19.2% -71 bps 18.7% 19.6% 46 bps -37 bps Vendor rebates -2.4% -2.5% -13 bps -2.6% -2.4% 5 bps -12 bps Restaurant-level margin % 23.6% 24.9% 129 bps 26.6% -2.4% -198 bps 31 bps Advertising expenses 37.1 45.8 23% 43.8 43.4 5% 6% Selling, general and administrative 18.3 28.1 53% 26.0 26.3 8% 7% SG&A ex-SBC 16.3 22.1% 461 bps 21.3% 21.8% 85 bps 29 bps SG&A ex-SBC % 16% 18% 224 bps	Vendor rebates	-0.5	-0.7	23%	-0.7	-0.6	-5%	12%
Food, beverage and packaging costs 34.5% 34.5% -7 bps 34.0% 34.0% 43 bps 49 bps Labor costs 24.3% 23.9% -38 bps 22.9% 24.3% 104 bps -31 bps Other restaurant operating expenses 19.9% 19.2% -71 bps 18.7% 19.6% 46 bps -37 bps Vendor rebates 2.4% -2.5% -13 bps -2.6% -2.4% 5 bps -12 bps Restaurant-level margin % 23.6% 24.9% 129 bps 26.9% 24.6% -198 bps 31 bps Advertising expenses 37.1 45.8 23% 43.8 43.4 5% 6% Selling general and administrative 18.3 28.1 53% 26.0 26.3 8% 7% SG&A ex-SBC 16.3 22.5 39% 26.0 26.3 85 bps 29 bps SG&A ex-SBC % 16% 18% 22.4 bps 21% 22.6 -351 bps -407 bps D&A 3.3 3.6 </td <td>Total Cost of Sales</td> <td>17.1</td> <td>19.7</td> <td>15%</td> <td>19.8</td> <td>18.4</td> <td>-1%</td> <td>7%</td>	Total Cost of Sales	17.1	19.7	15%	19.8	18.4	-1%	7%
Labor costs 24.3% 23.9% -38 bps 22.9% 24.3% 104 bps -31 bps Other restaurant operating expenses 19.9% 19.2% -71 bps 18.7% 19.6% 46 bps -37 bps Vendor rebates -2.4% -2.5% -13 bps -2.6% -2.4% 5 bps -12 bps Restaurant-level margin % 23.6% 24.9% 129 bps 26.9% 24.6% -198 bps 31 bps Advertising expenses 37.1 45.8 23% 43.8 43.4 5% 6% Selling, general and administrative 18.3 28.1 53% 26.0 26.3 8% 7% SG&A as % of Revenue 17% 22.1% 461 bps 21.3% 21.8% 85 bps 29 bps SG&A ex-SBC 16.3 22.5 39% 26.0 26.3 -13% -14% SG&A ex-SBC % 16.3 22.5 39% 26.0 26.3 -13% -14% D&A 3.3 3.6 111%	Costs & Expenses % of Sales							
Other restaurant operating expenses 19.9% 19.2% -71 bps 18.7% 19.6% 46 bps -37 bps Vendor rebates -2.4% -2.5% -13 bps -2.6% -2.4% 5 bps -12 bps Restaurant-level margin % 23.6% 24.9% 129 bps 26.9% 24.6% -198 bps 31 bps Advertising expenses 37.1 45.8 23% 43.8 43.4 5% 6% Selling, general and administrative 18.3 28.1 53% 26.0 26.3 8% 7% SG&A ex-SBC 16.3 22.1% 461 bps 21.3% 21.8% 85 bps 29 bps SG&A ex-SBC 16.3 22.5 39% 26.0 26.3 -13% -14% SG&A ex-SBC 16.8 18% 22.4 bps 21% 22.9 -351 bps -407 bps D&A 3.3 3.6 11 b 4.6 4.5 -21 w -19% -19% Departing Income 28.9 29.8 <	Food, beverage and packaging costs	34.5%	34.5%	-7 bps	34.0%	34.0%	43 bps	49 bps
Vendor rebates -2.4% -2.5% -13 bps -2.6% -2.4% 5 bps -12 bps Restaurant-level margin % 23.6% 24.9% 129 bps 26.9% 24.6% -198 bps 31 bps Advertising expenses 37.1 45.8 23% 43.8 43.4 5% 6% Selling, general and administrative 18.3 28.1 53% 26.0 26.3 8% 7% SG&A ex Sb of Revenue 17% 22.1% 461 bps 21.3% 21.8% 85 bps 29 bps SG&A ex SBC 163 22.5 39% 26.0 26.3 -13% -14% SG&A ex SBC % 16% 18% 22.4 bps 21% 22% -351 bps -407 bps D&A 3.3 3.6 11% 4.6 4.5 -21% -19% Total costs and expenses 76.0 97.2 28% 94.4 92.6 3% 5% Operating Income 28.9 29.8 3% 28.1 <td< td=""><td>Labor costs</td><td>24.3%</td><td>23.9%</td><td>-38 bps</td><td>22.9%</td><td>24.3%</td><td>104 bps</td><td>-31 bps</td></td<>	Labor costs	24.3%	23.9%	-38 bps	22.9%	24.3%	104 bps	-31 bps
Restaurant-level margin % 23.6% 24.9% 129 bps 26.9% 24.6% -198 bps 31 bps Advertising expenses 37.1 45.8 23% 43.8 43.4 5% 6% Selling, general and administrative 183 28.1 53% 26.0 26.3 8% 7% SG&A ex Sw of Revenue 17% 22.1% 461 bps 21.3% 21.8% 85 bps 29 bps SG&A ex SBC 16.3 22.5 39% 26.0 26.3 -13% -14% SG&A ex SBC % 16.6 18% 22.4 bps 21% 22% -351 bps -407 bps SG&A ex SBC % 16% 18% 22.4 bps 21% 22% -351 bps -407 bps SG&A ex SBC % 16% 18% 22.4 bps 21% 22% -351 bps -407 bps D&A 3.3 3.6 11% 4.6 4.5 -21% -19% Operating Income 28.9 29.8 3% 28.1	Other restaurant operating expenses	19.9%	19.2%	-71 bps	18.7%	19.6%	46 bps	-37 bps
Advertising expenses 37.1 45.8 23% 43.8 43.4 5% 6% Selling, general and administrative 18.3 28.1 53% 26.0 26.3 8% 7% SG&A as % of Revenue 17% 22.1% 461 bps 21.3% 21.8% 85 bps 29 bps SG&A ex-SBC 16.3 22.5 39% 26.0 26.3 -13% -14% SG&A ex-SBC % 16% 18% 224 bps 21% 22% -351 bps -407 bps D&A 3.3 3.6 11% 4.6 4.5 -21% -19% Total costs and expenses 76.0 97.2 28% 94.4 92.6 3% 5% Operating Income 28.9 29.8 3% 28.1 27.5 6% 9% Operating Income 28.9 29.8 3% 22.9% 22.8% 53 bps 67 bps Adjusted EBITDA 34.6 39.1 13% 32.7 32.4 19%	Vendor rebates	-2.4%	-2.5%	-13 bps	-2.6%	-2.4%	5 bps	-12 bps
Advertising expenses 37.1 45.8 23% 43.8 43.4 5% 6% Selling, general and administrative 18.3 28.1 53% 26.0 26.3 8% 7% SG&A as % of Revenue 17% 22.1% 461 bps 21.3% 21.8% 85 bps 29 bps SG&A ex-SBC 16.3 22.5 39% 26.0 26.3 -13% -14% SG&A ex-SBC % 16% 18% 224 bps 21% 22% -351 bps -407 bps D&A 3.3 3.6 11% 4.6 4.5 -21% -19% Total costs and expenses 76.0 97.2 28% 94.4 92.6 3% 5% Operating Income 28.9 29.8 3% 28.1 27.5 6% 9% Operating Income % 27.5% 23.5% -404 bps 22.9% 22.8% 53 bps 67 bps Adjusted EBITDA % 33.0% 30.7% -228 bps 26.7% 26.9%	Restaurant-level margin %	23.6%	24.9%	129 bps	26.9%	24.6%	-198 bps	31 bps
Selling general and administrative 18.3 28.1 53% 26.0 26.3 8% 7% SG&A as % of Revenue 17% 22.1% 461 bps 21.3% 21.8% 85 bps 29 bps SG&A ex-SBC 16.3 22.5 39% 26.0 26.3 -13% -14% SG&A ex-SBC % 16% 18% 22.4 bps 21% 22% -351 bps -407 bps D&A 3.3 3.6 11% 4.6 4.5 -21% -19% D&A 76.0 97.2 28% 94.4 92.6 3% 5% Operating Income 28.9 29.8 3% 28.1 27.5 6% 9% Operating Income 28.9 29.8 3% 28.1 27.5 6% 9% Adjusted EBITDA 34.6 39.1 13% 32.7 32.4 19% 21% Adjusted EBITDA % 33.0% 30.7% -228 bps 26.7% 26.9% 406 bps 386 bps </td <td>Advertising expenses</td> <td>37.1</td> <td>45.8</td> <td>23%</td> <td>43.8</td> <td>43.4</td> <td>5%</td> <td>6%</td>	Advertising expenses	37.1	45.8	23%	43.8	43.4	5%	6%
SG&A as % of Revenue 17% 22.1% 461 bps 21.3% 21.8% 85 bps 29 bps SG&A ex-SBC 16.3 22.5 39% 26.0 26.3 -13% -14% SG&A ex-SBC % 16% 18% 224 bps 21% 22% -351 bps -407 bps D&A 3.3 3.6 11% 4.6 4.5 -21% -19% Total costs and expenses 76.0 97.2 28% 94.4 92.6 3% 5% Operating Income 28.9 29.8 3% 28.1 27.5 6% 9% Operating Income 28.9 29.8 3% 28.1 27.5 6% 9% Operating Income 28.9 29.8 3% 28.1 27.5 6% 9% Operating Income 34.6 39.1 13% 32.7 32.4 19% 21% Adjusted EBITDA % 33.0% 30.7% -228 bps 26.7% 26.9% 406 bps 386 bps		18.3	28.1	53%	26.0	26.3	8%	7%
SG&A ex-SBC % 16% 18% 224 bps 21% 22% -351 bps -407 bps D&A 3.3 3.6 11% 4.6 4.5 -21% -19% Total costs and expenses 76.0 97.2 28% 94.4 92.6 3% 5% Operating Income 28.9 29.8 3% 28.1 27.5 6% 9% Operating Income % 27.5% 23.5% -404 bps 22.9% 22.8% 53 bps 67 bps Adjusted EBITDA 34.6 39.1 13% 32.7 32.4 19% 21% Adjusted EBITDA % 33.0% 30.7% -228 bps 26.7% 26.9% 406 bps 386 bps Interest expense, net 5.3 4.9 -8% 4.5 4.7 8% 4% Pre-tax Income 25.0 25.0 22.8 5.9 3% 4% Income tax expense 5.8 6.2 7% 6.0 5.9 3% 4% <tr< td=""><td></td><td>17%</td><td>22.1%</td><td>461 bps</td><td>21.3%</td><td>21.8%</td><td>85 bps</td><td>29 bps</td></tr<>		17%	22.1%	461 bps	21.3%	21.8%	85 bps	29 bps
D&A 3.3 3.6 11% 4.6 4.5 -21% -19% Total costs and expenses 76.0 97.2 28% 94.4 92.6 3% 5% Operating Income 28.9 29.8 3% 28.1 27.5 6% 9% Operating Income % 27.5% 23.5% -404 bps 22.9% 22.8% 53 bps 67 bps Adjusted EBITDA 34.6 39.1 13% 32.7 32.4 19% 21% Adjusted EBITDA % 33.0% 30.7% -228 bps 26.7% 26.9% 406 bps 386 bps Interest expense, net 5.3 4.9 -8% 4.5 4.7 8% 4% Pre-tax Income 25.0 25.0 22.8 10% 10% Income tax expense 5.8 6.2 7% 6.0 5.9 3% 4% Tax rate % 24.7% 24.7% -1 bps 25.4% 26.1% -70 bps -139 bps Ne	SG&A ex-SBC	16.3	22.5	39%	26.0	26.3	-13%	-14%
Total costs and expenses 76.0 97.2 28% 94.4 92.6 3% 5% Operating Income 28.9 29.8 3% 28.1 27.5 6% 9% Operating Income % 27.5% 23.5% -404 bps 22.9% 22.8% 53 bps 67 bps Adjusted EBITDA 34.6 39.1 13% 32.7 32.4 19% 21% Adjusted EBITDA % 33.0% 30.7% -228 bps 26.7% 26.9% 406 bps 386 bps Interest expense, net 5.3 4.9 -8% 4.5 4.7 8% 4% Pre-tax Income 25.0 25.0 22.8 5.9 3% 4% Income tax expense 5.8 6.2 7% 6.0 5.9 3% 4% Tax rate % 24.7% 24.7% -1 bps 25.4% 26.1% -70 bps -139 bps Net Income 17.6 18.8 7% 17.6 17.0 7% 11% <td>SG&A ex-SBC %</td> <td>16%</td> <td>18%</td> <td>224 bps</td> <td>21%</td> <td>22%</td> <td>-351 bps</td> <td>-407 bps</td>	SG&A ex-SBC %	16%	18%	224 bps	21%	22%	-351 bps	-407 bps
Operating Income 28.9 29.8 3% 28.1 27.5 6% 9% Operating Income % 27.5% 23.5% -404 bps 22.9% 22.8% 53 bps 67 bps Adjusted EBITDA 34.6 39.1 13% 32.7 32.4 19% 21% Adjusted EBITDA % 33.0% 30.7% -228 bps 26.7% 26.9% 406 bps 386 bps Interest expense, net 5.3 4.9 -8% 4.5 4.7 8% 4% Pre-tax Income 25.0 25.0 22.8 10% 10% 10% Income tax expense 5.8 6.2 7% 6.0 5.9 3% 4% Tax rate % 24.7% 24.7% -1 bps 25.4% 26.1% -70 bps -139 bps Net Income 17.6 18.8 7% 17.6 17.0 7% 11% Diluted Adj. EPS \$0.60 \$0.64 6% \$0.59 \$0.58 8% 11%	D&A	3.3	3.6	11%	4.6	4.5	-21%	-19%
Operating Income % 27.5% 23.5% -404 bps 22.9% 22.8% 53 bps 67 bps Adjusted EBITDA 34.6 39.1 13% 32.7 32.4 19% 21% Adjusted EBITDA % 33.0% 30.7% -228 bps 26.7% 26.9% 406 bps 386 bps Interest expense, net 5.3 4.9 -8% 4.5 4.7 8% 4% Pre-tax Income 25.0 25.0 22.8 10% 10% Income tax expense 5.8 6.2 7% 6.0 5.9 3% 4% Tax rate % 24.7% 24.7% -1 bps 25.4% 26.1% -70 bps -139 bps Net Income 17.6 18.8 7% 17.6 17.0 7% 11% Diluted Adj. EPS \$0.60 \$0.64 6% \$0.59 \$0.58 8% 11%	Total costs and expenses	76.0	97.2	28%	94.4	92.6	3%	5%
Adjusted EBITDA 34.6 39.1 13% 32.7 32.4 19% 21% Adjusted EBITDA % 33.0% 30.7% -228 bps 26.7% 26.9% 406 bps 386 bps Interest expense, net 5.3 4.9 -8% 4.5 4.7 8% 4% Pre-tax Income 25.0 22.8 10% Income tax expense 5.8 6.2 7% 6.0 5.9 3% 4% Tax rate % 24.7% 24.7% -1 bps 25.4% 26.1% -70 bps -139 bps Net Income 17.6 18.8 7% 17.6 17.0 7% 11% Diluted Adj. EPS \$0.60 \$0.64 6% \$0.59 \$0.58 8% 11%	Operating Income	28.9	29.8	3%	28.1	27.5	6%	9%
Adjusted EBITDA % 33.0% 30.7% -228 bps 26.7% 26.9% 406 bps 386 bps Interest expense, net 5.3 4.9 -8% 4.5 4.7 8% 4% Pre-tax Income 25.0 22.8 10% Income tax expense 5.8 6.2 7% 6.0 5.9 3% 4% Tax rate % 24.7% -1 bps 25.4% 26.1% -70 bps -139 bps Net Income 17.6 18.8 7% 17.6 17.0 7% 11% Diluted Adj. EPS \$0.60 \$0.64 6% \$0.59 \$0.58 8% 11%	Operating Income %	27.5%	23.5%	-404 bps	22.9%	22.8%	53 bps	67 bps
Interest expense, net 5.3 4.9 -8% 4.5 4.7 8% 4% Pre-tax Income 25.0 22.8 10% Income tax expense 5.8 6.2 7% 6.0 5.9 3% 4% Tax rate % 24.7% -1 bps 25.4% 26.1% -70 bps -139 bps Net Income 17.6 18.8 7% 17.6 17.0 7% 11% Diluted Adj. EPS \$0.60 \$0.64 6% \$0.59 \$0.58 8% 11%	Adjusted EBITDA	34.6	39.1	13%	32.7	32.4	19%	21%
Pre-tax Income 25.0 22.8 10% Income tax expense 5.8 6.2 7% 6.0 5.9 3% 4% Tax rate % 24.7% 24.7% -1 bps 25.4% 26.1% -70 bps -139 bps Net Income 17.6 18.8 7% 17.6 17.0 7% 11% Diluted Adj. EPS \$0.60 \$0.64 6% \$0.59 \$0.58 8% 11%	Adjusted EBITDA %	33.0%	30.7%	-228 bps	26.7%	26.9%	406 bps	386 bps
Income tax expense 5.8 6.2 7% 6.0 5.9 3% 4% Tax rate % 24.7% 24.7% -1 bps 25.4% 26.1% -70 bps -139 bps Net Income 17.6 18.8 7% 17.6 17.0 7% 11% Diluted Adj. EPS \$0.60 \$0.64 6% \$0.59 \$0.58 8% 11%	Interest expense, net	5.3	4.9	-8%	4.5	4.7	8%	4%
Tax rate % 24.7% 24.7% -1 bps 25.4% 26.1% -70 bps -139 bps Net Income 17.6 18.8 7% 17.6 17.0 7% 11% Diluted Adj. EPS \$0.60 \$0.64 6% \$0.59 \$0.58 8% 11%	Pre-tax Income		25.0			22.8		10%
Net Income 17.6 18.8 7% 17.6 17.0 7% 11% Diluted Adj. EPS \$0.60 \$0.64 6% \$0.59 \$0.58 8% 11%	Income tax expense	5.8	6.2	7%	6.0	5.9	3%	4%
Net Income 17.6 18.8 7% 17.6 17.0 7% 11% Diluted Adj. EPS \$0.60 \$0.64 6% \$0.59 \$0.58 8% 11%	Tax rate %	24.7%	24.7%	-1 bps	25.4%	26.1%	-70 bps	-139 bps
Diluted Adj. EPS \$0.60 \$0.64 6% \$0.59 \$0.58 8% 11%	Net Income	17.6	18.8	7%	17.6	17.0	7%	
, ,		\$0.60	\$0.64	6%	\$0.59	\$0.58	8%	11%
	,							

Source: Company reports, BofA Global Research estimates, Visible Alpha

BofA GLOBAL RESEARCH



Price objective basis & risk

Wingstop Inc (WING)

We set our \$323 PO based on steady state earnings power. We assume WING grows its store base at 16% to reach 10,229 restaurants. Assuming RLMs of 31% and G&A at 1.8% of system sales we arrive at EBITDA of \$1.4bb. Applying a 18x terminal multiple inline with mature growth franchised restaurants and discounting back we arrive at our \$323 PO.

Risks to our PO: potential industry headwinds from wage inflation, and food cost volatility, inability to fully offset downward pressure on volumes and margins from new store openings, and execution risks as the company looks to sustain a 10%+ unit growth rate

Analyst Certification

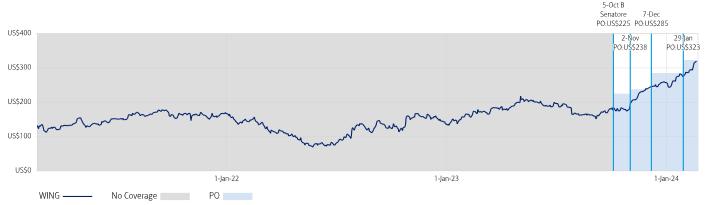
I, Sara Senatore, hereby certify that the views expressed in this research report accurately reflect my personal views about the subject securities and issuers. I also certify that no part of my compensation was, is, or will be, directly or indirectly, related to the specific recommendations or view expressed in this research report.



Disclosures

Important Disclosures

Wingstop Inc (WING) Price Chart



B: Buy, N: Neutral, U: Underperform, PO: Price Objective, NA: No longer valid, NR: No Rating

The Investment Opinion System is contained at the end of the report under the heading 'Fundamental Equity Opinion Key'. Dark grey shading indicates the security is restricted with the opinion suspended. Medium grey shading indicates the security is under review with the opinion withdrawn. Light grey shading indicates the security is not covered. Chart is current as of a date no more than one trading day prior to the date of the report.

Equity Investment Rating Distribution: Restaurants Group (as of 31 Dec 2023)

Coverage Universe	Count	Percent	Inv. Banking Relationships R1	Count	Percent
Buy	21	58.33%	Buy	10	47.62%
Hold	10	27.78%	Hold	3	30.00%
Sell	5	13.89%	Sell	4	80.00%

Equity Investment Rating Distribution: Global Group (as of 31 Dec 2023)

Coverage Universe	Count	Percent	Inv. Banking Relationships R1	Count	Percent
Buy	1895	53.62%	Buy	1083	57.15%
Hold	832	23.54%	Hold	454	54.57%
Sell	807	22.84%	Sell	383	47.46%

R1 Issuers that were investment banking clients of BofA Securities or one of its affiliates within the past 12 months. For purposes of this Investment Rating Distribution, the coverage universe includes only stocks. A stock rated Neutral is included as a Hold, and a stock rated Underperform is included as a Sell.

FUNDAMENTAL EQUITY OPINION KEY: Opinions include a Volatility Risk Rating, an Investment Rating and an Income Rating. VOLATILITY RISK RATINGS, indicators of potential price fluctuation, are: A - Low, B - Medium and C - High. INVESTMENT RATINGS reflect the analyst's assessment of both a stock's absolute total return potential as well as its attractiveness for investment relative to other stocks within its Coverage Cluster (defined below). Our investment ratings are: 1 - Buy stocks are expected to have a total return of at least 10% and are the most attractive stocks in the coverage cluster; 2 - Neutral stocks are expected to remain flat or increase in value and are less attractive than Buy rated stocks and 3 - Underperform stocks are the least attractive stocks in a coverage cluster. An investment rating of 6 (No Rating) indicates that a stock is no longer trading on the basis of fundamentals. Analysts assign investment ratings considering, among other things, the 0-12 month total return expectation for a stock and the firm's guidelines for ratings dispersions (shown in the table below). The current price objective for a stock should be referenced to better understand the total return expectation at any given time. The price objective reflects the analyst's view of the potential price appreciation (depreciation).

Investment rating Total return expectation (within 12-month period of date of initial rating) Ratings dispersion guidelines for coverage cluster^{R2}

Buy	≥ 10%	≤ /0%
Neutral	≥ 0%	≤ 30%
Underperform	N/A	≥ 20%

R2Ratings dispersions may vary from time to time where BofA Global Research believes it better reflects the investment prospects of stocks in a Coverage Cluster.

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