



Balfour Capital Group Wingstop Inc.

Wingstop Inc. (NASDAQ: WING) is a fast-casual restaurant chain specializing in cooked-to-order, hand-sauced, and tossed chicken wings, boneless wings, tenders, and chicken sandwiches. Complementary offerings include seasoned fries, hand-cut carrots and celery, and dips like ranch and bleu cheese. Founded in 1994 in Garland, Texas, Wingstop began franchising in 1997 and has since expanded to over 2,200 locations worldwide, operating primarily as a franchisor with approximately 98% of its restaurants owned and operated by independent franchisees.

1. Top 5 Competitors

- McDonald's Corporation
- Chipotle Mexican Grill, Inc.
- Yum! Brands, Inc.
- Restaurant Brands International Inc.
- Domino's Pizza Inc.

These companies operate in the quick-service restaurant sector, offering a variety of fast-food options and competing for market share in the industry.

2. Largest Institutional Shareholders

- BlackRock Advisors LLC:
- Vanguard Fiduciary Trust Co.:
- American Century Companies, Inc.:
- T. Rowe Price International Ltd.:
- Federated MDTA LLC:

These institutional investors hold significant stakes in Wingstop, reflecting their confidence in the company's performance and growth prospects.

3. Management Team:

- Michael Skipworth: Chief Executive Officer
- Alex Kaleida: Chief Financial Officer
- Christopher Fallon: Chief Technology Officer
- Brad Brewer: Chief Human Resources Officer
- Melissa Cash: Corporate Officer/Principal

This leadership team oversees Wingstop's strategic direction and operations



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4. Revenue

In the fiscal third quarter of 2024, Wingstop reported total revenue of \$162.5 million, a 38.8% increase from \$117.1 million in the same quarter the previous year. This growth was driven by a 20.9% domestic same-store sales increase and the opening of 106 net new restaurants during the quarter.

5. Institutions with Buy Recommendations:

Wingstop has received a consensus rating of "Moderate Buy," based on 15 buy ratings and 7 hold ratings from analysts. This indicates a positive outlook from institutional analysts regarding the company's stock performance.

6. Summary of Analyst Sentiment:

Analysts have expressed strong interest in Wingstop, with the company being the subject of multiple research reports in recent months. The consensus rating reflects confidence in Wingstop's growth trajectory and market position.

7. Insider Buying and Selling Over the Last 24 Months:

Detailed information on insider trading activity for Wingstop Inc. is available through financial databases and the company's SEC filings. For the most current and comprehensive data, investors are encouraged to review these resources directly.