

## Gange Leading Restaurant Effort at DC Advisory

“I grew up in an Italian-American household,” said Darren Gange, “and all gatherings were around food and restaurants. And when you think about it, I get to work within that, with people who are true entrepreneurs. That breeds energy and passion.”

Gange has had a “broader career” in the consumer and retail sectors, but the last 12 years have been specifically focused on restaurants. He joined investment banking firm DC Advisory last year to head up their new focus on the restaurant industry.

DC Advisory is owned by Japanese firm Daiwa Securities Group Inc., which has been operating since 1902. DC had focused on restaurants, Gange reported, but more in Europe and Asia. When they wanted to bring that practice to the U.S., they needed someone to lead it. Enter Gange, who is now heading up their restaurant and multi-unit group in the states.

He started his career at Merrill Lynch in M&A, then moved up the ranks at Duff & Phelps. He also spent time with two different private equity firms working on acquiring restaurant companies.

“At Duff & Phelps, I led over 25 transactions,” Gange reported, and he helped build the restaurant practice there. “Combine that with the buy-side experience—I have developed relationships with PE firms, family offices and institutional and strategic buyers.” All of that he can bring to bear for his clients.

At DC Advisory, most of what will come across his desk are buy- and sell-side transactions, but they will also do private credit raising and debt and equity restructuring. They focus on serving companies with an enterprise value of \$50 million on the low end, on up to \$1 billion.

“We’ll advise across all segments, and that includes franchisors, franchisees and independent restaurant companies,” he said. “That’s a function of the varied experience I have had advising in those segments.”

Gange also disclosed what he believes to be DC’s

competitive distinction: “We have a reputation as an advisor to growth businesses. So, when I call someone on the buy side, they are expecting me to present a company like that.”

Plus, he added, “our clients get dedicated senior attention from my partners and me. That’s from start to finish.”

It helps that Daiwa acquired technology-focused investment banking firm Signal Hill a couple of years ago, too. “Many of my colleagues there have experience in tech and software, and we can combine our skill sets and expertise for DC’s restaurant clients,” he noted.

And, because there are 600 bankers in offices worldwide, there are international opportunities for U.S.-based

clients, and vice versa. “We have that unique experience,” Gange said.

“This business is a lot of work,” he stated, “but at the end of the day, getting that deal across the finish line: How does that change my client’s life? Are we creating generational wealth? There’s just no better feeling than that.” For more information, contact him at [darren.gange@dcadvisory.com](mailto:darren.gange@dcadvisory.com), or at 516-790-4002.