



Transactions

Sell-Side Advisory

The **BistroGroup**

Acquired by



The Bistro Group

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The Bistro Group, one of the largest operators of TGI Fridays restaurants globally, turned to RKCA after several unsuccessful attempts to sell. Succeeding where previous specialist investment banks had failed, RKCA tailored the sale process to target buyers the specialist banks overlooked. After working closely with more than a dozen shareholders and other involved parties, RKCA orchestrated the sale of The Bistro Group to Falcons Restaurant Group, a fast-growing operator of casual and fast-casual restaurant concepts across the Eastern United States.

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“For years, our shareholders have been trying to sell the business. After engaging a national, specialist investment banking firm who proved unsuccessful, we selected RKCA because we were impressed with their marketing strategy, processes and network. They sourced and screened multiple qualified buyers and then executed an incredibly complex deal in a down market for the restaurant industry. RKCA’s M&A advisory was exceptional. They engineered the sale from start to finish, communicating skillfully with all the parties involved, including shareholders, attorneys, buyers, franchisor and landlords. They are objective, thoughtful, and insightful investment bankers. Best of all, we got an outcome beyond our expectations.”

Al Stahl
CFO, The Bistro Group



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