



Harold “Hal” Craig founded **Trout Creek Consulting (TCC)** on the principle that management consultants with strong problem solving and finance skills, significant operating experience, and industry knowledge will deliver superior value to clients. **TCC helps clients create value through improved decision making and effective execution.** Our experience includes:

- Defining business, marketing, and market entry strategies
- Business and manufacturing turnarounds
- Creating and improving life science supply chains
- Deal evaluation, structuring, and negotiation
- Development portfolio optimization
- Due diligence, synergy definition, and valuation
- Scenario planning – simulating and forecasting markets, products, businesses, complex venture structures, and responses by various parties under different scenarios
- Opportunity identification and assessment



TCC’s industry knowledge includes the biomaterial, biopharmaceutical (including biosimilar), energy (traditional, synthetic, renewable, cleantech), fine chemical, food ingredient, medical device, nutraceutical, personal care (cosmetic, cosmeceutical, oral care, superabsorbent polymer), petrochemical, pharmaceutical, and specialty chemical industries.

At TCC, we not only give great advice, we can **“get it done”** for you by providing execution resources!

Prior to founding TCC, Mr. Craig managed global personal care and drug delivery technology businesses with direct reports in the United States, Europe, and India. Additionally, he managed international due diligence projects and led the strategic planning and M&A function for a \$350MM/yr ingredient business supplying the food, medical device, personal care, and pharmaceutical industries. Mr. Craig, who has worked for **Dow Chemical** (including **Marion Merrell Dow**, now **Sanofi-Aventis**), **Arthur D. Little**, and **FMC**, has extensive experience building and leading successful teams in commercial, manufacturing, product development, and charitable endeavors. He has facilitated Creating High Performance Teams workshops and is an experienced project manager. Mr. Craig, who has provided assessments and/or due diligence on >300 M&A, licensing, joint venture, internal growth, and venture investment opportunities, co-authored the recently published (October 2010) Licensing Executives Society Chemicals, Energy, Environmental, and Materials Royalty Rate and Deal Terms Survey.

Mr. Craig, who earned his MBA with high distinction from the **University of Michigan** and his BSChE from the **University of California at Berkeley**, is a member of the Physical Sciences Investment Advisory Committee of **Ben Franklin Technology Partners of Southeastern Pennsylvania**. TCC is a member of the Pennsylvania Biotechnology Association and the Tech Council of Maryland/MdBio.