

## Curriculum vitae: Raymond Laurence MALLON

631 Gordonville Road  
Bellingen, NSW, 2454

**Australia.**

IPO Box 212, Hanoi, **Viet Nam**

Mobile: 84 903 404949

Email: raymallon@gmail.com



### PROFESSIONAL EXPERTISE

- ❖ Economic development, growth and rural-urban transition
- ❖ Economic policy analysis and evaluation
- ❖ Trade, investment and regional cooperation
- ❖ Private sector development and regulatory reform
- ❖ Governance

### OTHER SKILLS

- ❖ Strong analytical and problem solving skills.
- ❖ High level communication skills/networks in Asia
- ❖ Corporate governance experience
- ❖ Capacity building and team leadership skills.
- ❖ Writing, communication and computer skills
- ❖ Negotiation and consensus building skills.

### COUNTRY WORK EXPERIENCE

Afghanistan, Australia, Bangladesh, Cambodia, China, Fiji, Indonesia, Kyrgyzstan, Laos, Myanmar, Nepal, New Zealand, Philippines, Solomon Islands, Sri Lanka, Thailand, Viet Nam.

### EMPLOYMENT SUMMARY

- 1995-** Economic/Business Advisory Services
- 1993-95** World Bank, Economic Advisor, Enterprise Reform Program, Viet Nam
- 1991-93** Resident Economist, UNDP, Viet Nam.
- 1988-91** Economist, Asian Development Bank, Manila, Philippines.
- 1984-88** Consultant Economist, Hassall & Associates, Sydney, Australia.
- 1983-84** Economist, Australian Meat and Livestock Corporation, Australia.
- 1981-82** Research Assistant/Tutor, UNE, Armidale, Australia.
- 1974-78** Self-employed, agricultural services.

### EDUCATION

- 1986** Master of Economics, Australian National University.
- 1982** Bachelor of Agricultural Economics (Hon.), University of New England.
- 1975** Certificate of Farm Technology, Albury Technical College.

Short-term training in areas such as corporate governance, planning, communication and computers skills.

### AFFILIATIONS

- ❖ American Economics Society.
- ❖ Australian Institute of Company Directors

### CURRENT COMMUNITY POSITIONS

- ❖ Member, AISEC Board of Advisors, University of Foreign Trade, Hanoi.
- ❖ Director, Board of Directors (Chair, Governance Committee) United Nations International School, Hanoi

### OTHER INTERESTS

Travel, reading, food and wine, architecture, international developments, movies, and sport.

### LANGUAGES

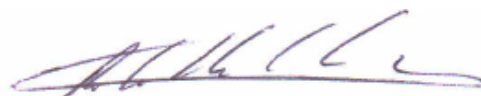
- ❖ English: native speaker.
- ❖ Vietnamese: intermediate
- ❖ Thai/Lao: basic

**NATIONALITY:** Australian

### MARITAL STATUS:

Married Ms To Hanh Trinh (17 December 1994).  
Daughter, Kimberly Kim Lan Mallon  
Daughter, Danielle Dan Phuong Mallon

**DATE OF BIRTH:** 8 December 1957



---

**PROFESSIONAL EXPERIENCE: LONG-TERM POSITIONS**

- 1995- Economic Advisory Services**  
Independent advisor to financial institutions, development agencies, private sector clients, and research institutes focussing on: economic growth; development; regulatory reform; private sector; trade; strategy studies; regional/local economic development; enterprise restructuring; and program and evaluation.
- 1993-95 World Bank/UNDP, Team Leader/Economic Advisor, Enterprise Reform, Viet Nam**  
Coordinated overall program and provided policy and program management advice to MPI and CIEM on State enterprise reform, privatization, and private sector development and regulatory reform aimed at facilitating growth and development of the domestic formal private sector.
- 1991-93 Resident Economist, UNDP, Viet Nam**  
Managed development and implementation of TA programs to support Viet Nam's transition to a market economy. Lead role in helping the Government prepare for the first Viet Nam Donor Conference in 1993. Helped with UN assessment of Cambodia's development needs for Tokyo Foreign Ministers meeting.
- 1988-91 Country Economist, Asian Development Bank, Manila, Philippines.**  
Led country economic reviews and sector strategy studies in Laos, Thailand and Viet Nam, and helped develop and evaluate sector development programs. Managed implementation of selected projects.
- 1984-88 Consultant Economist, Hassall & Associates, Sydney and Canberra, Australia.** Provided rural development and economic policy consulting services to private and public sector clients in Asia and the Pacific. Supported business development efforts of the International Division. Provided specialist advice on agriculture and resource policy issues for the Australian Division.
- 1983-84 Economist, Australian Meat and Livestock Corporation, Australia.**
- 1982 Research Assistant and Tutor, UNE, Armidale, Australia.**

\*\*\*\*\*

**EXAMPLES OF SHORT-TERM CONSULTING/RESEARCH ASSIGNMENTS**

- 2010-11 Viet Nam. Beyond WTO Program. Multi-donor. Senior Technical Advisor.** Senior international advisor to this Government executed, multi-donor funded initiative. Components include: strengthening market economy institutions and support efforts to broader recognitions as a market economy, addressing the social and economic impacts of integration: building capacity of Government agencies to manage and coordinate integration; support provincial level integration initiatives; management of the multi-donor trust facility supporting B-WTO.
- 2011 Laos. AusAID. Aid Effectiveness Expert.** Prepared Issues Paper: "General Budget Support to Laos: Issues and Lessons from International Experiences" as input to AusAID planning process.
- 2009-11 Laos. AusAID. Economic, Private Sector and Trade Policy Advisor.** Ad hoc advisor to AusAID support to trade, business development and poverty reduction initiatives. Review key planning and policy documents, including work-plans and project proposals.
- 2010 Caribbean. AusAID. Economist/Private Sector Development/Access to Finance Specialist.** Team member of team responsible for determining priorities, options and practical recommendations for programming the Economic Resilience component of AusAID's program of assistance to the Caribbean region.
- 2009-10 Viet Nam/Laos/International. Government of Luxembourg. Programme Review.** As part of an international study covering Luxembourg support to Africa, Americas and Asia, Raymond was Team Leader for the reviews of development cooperation with Laos and Viet Nam. Responsibilities included study design; supervision of 6 national consultants; preparation of consolidated report highlighting conclusions, lessons learned, and recommendations; and presentation of findings to key stakeholders.
- 2009 Thailand/Philippines/Asia Regional Cooperation. ADB/UNESCAP. Evaluation of Cooperation Agreement.** Led mid-term evaluation of MOU on cooperation between ADB and UNESCAP, highlighting lessons learned with recommendations on reforms needed for enhanced and more effective cooperation.

- 
- 2009 **Viet Nam. MPI/DSI/UNDP. Strategic Development Planning.** Senior Advisor to Development Strategy Institute in project to help develop Viet Nam Socio-economic development strategy 2011-2020.
- 2008-09 **Viet Nam. MPI/ADB. SME Development.** Consultant Team Leader helping formulate a policy framework to improve the business enabling environment and competitiveness, and support SME growth to 2020. Provide support for preparation of SME White Paper and related policy documents.
- 2008 **Hong Kong. City University of Hong Kong.** Workshop resource person: Viet Nam, East Asia & Beyond.
- 2008 **Viet Nam. AusAID/DFID.** Peer review of Phase 2 Beyond WTO program of support.
- 2008 **Viet Nam. EU. Viet Nam Private Sector Support Programme (VPSSP).** Part-time team leader of multi-national team supporting private sector development aimed at facilitating business start-ups (reduce informality) by reducing regulatory and administrative compliance costs at national, provincial and district levels. Led study of lessons learned from donor support for private sector development in Viet Nam.
- 2008 **Philippines. ADB. Evaluation Specialist/Team Leader.** Provided advice and drafted completion study of ADB's 3-year country strategy for the Philippines, including lessons learned for future ADB operations.
- 2008 **Viet Nam. MOIT/WB. Trade Policy Advisor.** Provide comments and provide suggestions for strengthening the Ministry of Industry and Trade's Beyond WTO Action Plan.
- 2008 **Viet Nam. MPI/UNDP. Team Leader/ Decentralization Support Programme.** Led mid-term review of a multi-donor supported program of support for local government capacity building.
- 2007 **Viet Nam.** "Issues Paper on Local Development Strategies" to MOLISA/ILO Employment Forum in Hanoi.
- 2007 **Australia. Economic Update (Australian National University).** Prepared and presented economic update paper to Viet Nam Update Conference.
- 2007 **Viet Nam: Government of Norway. Appraisal: business facilitation.** Appraised program of support to develop national business registration system linking 64 provinces and municipalities. Project aims to reduce business compliance and transaction costs and encourage development of the formal private sector.
- 2007 **Viet Nam: ADB. Results Based Planning.** Advised on developing management systems for periodic monitoring of development outcomes from ADB supported development programs.
- 2007 **International: WB/IFC. Business Environment: Lessons learned from donor support.** Peer review of joint-donor guidelines on approaches to supporting improved business environment.
- 2007 **Viet Nam: EU. Team Leader: Evaluation of Private Sector Support Programme.** Led team responsible for mid-term evaluation of programme supporting regulatory reform (local, provincial and national), and development of business incubators to support local economic development.
- 2007 **Viet Nam. Danida. Private Sector.** Senior advisor to team evaluating Danida support to encourage the development of the formal private sector and local economic development.
- 2007 **Viet Nam. Impact evaluation of foreign invested university.** Assessed expenditure and other regional socio-economic impacts. Suggested improvements in monitoring systems to better assess future impacts.
- 2007 **Afghanistan: ADB. Economist/Strategic Planning Consultant.** Provided economic and strategic planning inputs during the formulation of a new results based strategy to guide ADB operations in Afghanistan. Focus of new strategy was on road, power, and rural infrastructure development.
- 2006-07 **Viet Nam. ADB. Trade Development Assessment.** Assisted in review of bottlenecks to trade development and possible gaps in donor assistance to address this bottleneck. Reviewed agriculture policy issues related to impacts of WTO accession on demand for improved quality standards, food safety, and quality control
- 2006 **Asia. Donor Committee for Enterprise Development.** Resource person presented opening paper at international enterprise development conference in Bangkok. Paper reviewed donor experiences and lessons learned from support to improve the business enabling environment in Asian Economies.
- 2006 **Viet Nam/Laos/Cambodia. World Bank/IFC. Private Sector Assessment.** Reviewed private sector development trends; market failures and binding constraints facing the private sector; barriers to the development of the formal private sector; government strategies and priorities; other key stakeholder priorities; other donor support; the role of the private sector as a provider of services and an agent of change.
-

- 
- 2005-06 **Viet Nam: ADB. Strategic Planning.** Helped formulate a new results based strategy to guide ADB operations in Viet Nam, focussing on using ADB resources as a catalyst to mobilize increased private sector investment in infrastructure.
- 2006 **Laos: Committee for Planning and Cooperation (CPC/NERI)/UNDP. Private Sector Development.** Identified key bottlenecks to private sector development (causes of informality). Recommended changes to five-year plan to strengthen focus on private sector development and investment and regional economic cooperation.
- 2005 **Asia Pacific: ADB. Evaluation Consultant/Team Leader.** Led a review of the multi-donor Governance Cooperation Fund (GCF) administered by ADB. Proposed changes to cost-effectively achieve fund objectives.
- 2005-06 **Viet Nam: GTZ. Policy advisor on private sector/SME policy and regulatory issues** Helped prepare draft guidelines on regulatory review and RIAs.
- 2004-05 **Greater Mekong Subregion: ADB. Sub-regional Economic Corridor.** Team Leader for study to develop support to attract private investment to complement core public investments in sub-regional infrastructure.
- 2004-06 **Viet Nam: AusAID. Economist - Private Sector.** Part-time member of Technical Advisory Group (TAG). Provide expert advice on program development, implementation, monitoring and evaluation.
- 2003-04 **Viet Nam: World Bank. Case Study for World Development Report 2005.** Prepared a case study on Enterprise Law reform processes in Viet Nam and impacts on business development.
- 2003-04 **Viet Nam: CIEM/UNDP. Regulatory Reform/Private Sector Development.** Team Leader/advisor. Helped design study and supervise domestic consultants undertaking case studies of the performance of 9 provinces in promoting private sector development following the introduction of the Enterprise Law.
- 2003-04 **Viet Nam: USAID. Viet Nam Competitiveness Initiative.** Part time private sector development policy and regulatory reform advisor. Helped develop a "toolbox" to help improve regulatory reform processes.
- 2003-04 **Laos: Committee for Planning and Cooperation (CPC)/ADB. Northern Region Development Strategy.** Focus on improving subregional cooperation to reduce barriers to private investment; directing public expenditure to address priority needs, and; improving linkages with neighbouring countries to benefit from their higher incomes and better developed infrastructure and institutions. Included focus on attempting to mobilize private investment to meet urgent infrastructure development needs.
- 2003 **Viet Nam: Danida. Private Sector Development Strategy Mission.** Economist for concept design mission.
- 2002-03 **Greater Mekong Sub-region: ADB. Working Group on Agriculture (WGA).** Team Leader. Organized consultations on modalities and priority areas for GMS cooperation to address priority agriculture sector bottlenecks. Prepared and presented issues paper discussed at WGA Inception Meeting.
- 2002 **Viet Nam: GTZ/Donor Committee for Enterprises Development.** Prepared a Viet Nam case study on donor support to improve the SME enabling environment.
- 2002 **Viet Nam: World Bank. Survey of Performance of Privatised and Partially Privatised Firms.** Helped to design questionnaire and implement pilot study. Assisted with survey analysis and reporting.
- 2001-02 **Viet Nam: ADB/Japan/World Bank. Multi-donor Evaluation.** Economist in team working with the Government to review application of the comprehensive development framework (CDF) principles.
- 1997-01 **Viet Nam: CIEM/UNDP. Business Regulation Reform.** Team Leader. Outputs included a new Enterprise Law and related regulatory reforms which reduced barriers to private sector development. Helped manage applied policy research projects with domestic and external consultant inputs. Developed capacity in applied research, regulatory drafting, and in strengthening consultative processes. Project has been internationally recognized for its success in generating practical contributions to reforms that have reduced private sector impediments in both rural and urban areas.
- 2001 **Cambodia: World Bank. Trade Policy Review.** Development Economist in a joint WTO, IMF, ITC, UNDP, UNCTAD, and WB team working the Ministry of Commerce to facilitate WTO accession. Main responsibility was to work with senior counterparts to prepare sector case studies.
- 1995-01 **Viet Nam: Economist (Ministry of Planning and Investment)** Assisted the Government prepare for Consultative Group meetings. Resource person for training courses on development planning and project appraisal.
- 2001 **Lao PDR: ADB. Economic Impacts of Environment Safeguards in Infrastructure Development.** Assessed economic and fiscal impacts and issues related to improving environmental safeguards for public and private investments in power and transport infrastructure.
-

- 
- 2001 **Viet Nam: MPI/UNDP. Private Sector Development. Economist** Resource person advising on preparation of five year plan and administrative reform to promote private sector development and investment.
- 2001 **Lao PDR: Economist/Strategic Planning. ADB Country Strategy Study** –Lead Consultant helping develop ADB strategy in consultation with government, private sector and other stakeholders.
- 2000 **Bangladesh, Kyrgyzstan, Nepal and Sri Lanka (ADB). Economist.** Analysed the effectiveness of ADB policy based lending programs in selected Asian economies. Evaluated both results and processes used to support policy and institutional reforms, and made recommendations for future support.
- 2000 **Lao PDR: Public Investment Planning (State Planning Committee/ADB). Economist** Worked with Lao counterparts to assist in assembling and presenting sector background material, strategies, issues and sector investment plans for a national three year rolling public investment plan.
- 1999 **Cambodia, China, Laos, Myanmar, Thailand & Viet Nam: Evaluation of Greater Mekong Sub-region Program. Team Leader-** Lead consultant for impact evaluation study of this ADB financed initiative and responsible for undertaking impact studies on support to transport and economic corridors.
- 1995-99 **Viet Nam/Australia: Economist. Australia-Viet Nam Economic Research Project (ANU and CIEM).** Resource person for post-graduate workshops and Viet Nam Update Conference.
- 1998-99 **Nepal: Economist/Strategic Planning. ADB Country Operational Strategy Study** – Helped draft and negotiate strategy in consultation with government, private sector and other community groups.
- 1998 **Viet Nam: Economist. APEC Economic and Corporate Governance** - Member of team that prepared a survey report to APEC leaders meeting on initiatives to improve economic and corporate governance.
- 1998 **Philippines: Evaluation Economist. Palawan Integrated Area Development Project (ADB)** –Post-evaluation of impacts of agriculture, irrigation, livestock, and ports components of this Project.
- 1997-98 **Viet Nam: Policy Analyst. Embassy of Sweden, Hanoi** - Research on policy and institutional issues facing State, domestic private and foreign investors, and proposed options for donor support to private sector and SME development.
- 1997-98 **Viet Nam: Economist. Enterprise and Industry Policy Study (ADB and MPI)** – Prepared and presented papers on regulatory and institutional reforms needed to achieve greater equity between private and State enterprises.
- 1997 **Fiji: Rural Development Economist. Sigatoka Valley Rural Development (ADB)** - Assessed Project impact, re-estimated EIRR, and analysed design problems and the impact of major policy reforms.
- 1997 **Viet Nam: Business Economist. Regulatory Environment for Business (WB/UNDP)** - Formulated a four-year TA program to strengthen the capacity of the Central Institute for Economic Management in applied policy research and reform of business regulatory and governance systems.
- 1996-97 **Viet Nam: Policy Advisor. Agriculture Program Loan (ADB/GoV)** - Prepared policy and program review papers to facilitate implementation of a set of agriculture policy and institutional reforms.
- 1996 **Viet Nam: Seminar on Industry and Trade Policy (OOG and EDI/WB).** Organizer/resource person.
- 1988 **Nepal: Agricultural Economist. Post Evaluation of Rural Financial Institutions, ADB** - Evaluated impact of ADB on-lending and technical support, and reviewed constraints to supply of rural credit.
- 1988 **Solomon Islands: Economist. Appraisal of Rural Credit Union Project, IFAD** - Reviewed constraints and options to assist development of rural financial services.
- 1987-88 **Thailand: Economist, Agriculture Research Planning & Evaluation, WB/AIDAB** - Developed systems, trained staff, and advised on M&E of research performance in the Thai Department of Agriculture.
- 1987 **Indonesia: Project Economist. Appraisal of Irrigation Sector Project, ADB** - Reviewed irrigation sector and related policies on the financial and economic viability of investments in irrigation development.
- 1986 **Australia: Lecturer, Project Planning and Evaluation, ANU** - lecturer in project appraisal and use of micro-computers in financial and economic analysis.
- 1985-86 **Australia: Regional Planning Economist, Bathurst Development Corporation** - Estimated regional economic losses resulting from proposed compulsory acquisition of agricultural land for army use.
- 1985-86 **Indonesia: Project Monitoring & Evaluation, Irrigation and Rural Development Project.** Assisted and trained counterparts to implement a M&E system for a regional development project.
-

**SELECTED PUBLICATIONS AND PAPERS**

Mallon, Raymond (2007), Issues Paper on Local Development Strategies, Paper prepared for the ILO/MOLISA Employment Forum.

Mallon, Raymond (2007), Việt Nam: Recent economic developments and key challenges, Paper presented to Việt Nam Update Conference, Australian National University, Canberra.

Kammeier, D. H., J. Guimaraes and R. Mallon. 2006. "The Dynamics of Rural, Urban and Regional Linkages: Development Trends and Prospects in the GMS". Report prepared for ADB.

Mallon, Raymond (2006), Creating Better Business Environments for Enterprise Development: Asian and Global Lessons, Paper presented to The Asia Consultative Conference, Bangkok.

Mallon, Raymond (2005), 'Actions Needed now to Accelerate Domestic Private Sector Growth during the Next Five-Year Plan' UNDP/NERI, Vientiane

Mallon, Raymond (2004), Managing Investment Climate Reforms: Viet Nam Case Study, Background paper for WB World Development Report 2005.

Brian Van Arkadie and Raymond Mallon (2004), Viet Nam: Con ho dang chuyen minh?, Nha Xuat ban Thong ke, Ha Noi .

Brian Van Arkadie and Raymond Mallon (2003), Viet Nam: A Transition Tiger?, Asia Pacific Press, Canberra.

Mallon, Raymond (2002), Approaches to Support the Development of an Enabling Environment for Small Enterprises: Viet Nam Case Study, GTZ Report to Donor Committee 4for Small Enterprise, Turin.

Mallon, Raymond and George Irvin, (2001), "Systemic Change and Economic Reform in Vietnam", in Weeks, J. & Claes, B. Globalization and Third World Socialism: Cuba and Vietnam. Palgrave. London

Mallon, Raymond. (1999), "Experiences in the Region and Private Sector Incentives in Vietnam", in Leung, S. (Ed.) Vietnam and the East Asian Crisis, Edward Elgar.

Mallon, Raymond (1998) 'Mapping the Playing Field: Options for Reducing Private Sector Disincentives in Viet Nam' Mimeo, Swedish Embassy, Hanoi.

Mallon, Raymond (1998), "Enterprise Restructuring to More Equitable Opportunities for Private and State Enterprise in the Industry Sectors", Mimeo, Hanoi.

Mallon, Raymond and George Irvin, (1987), "Is the Vietnamese Miracle in Trouble?" ISS Working Paper Series No. 253, Institute for Social Science, The Hague.

Mallon, Raymond (1997), "Doi Moi and Economic Development in Vietnam", in Fforde, A. (Ed.), Doi Moi: Ten Years After the 1986 Party Congress, ANU.

Mallon, Raymond (1994), "Opening up of the Vietnamese Economy", Paper Presented to a Euromoney Conference on Vietnam, Hong Kong.

Mallon, Raymond (1994), "Overview of Recent Developments in State Enterprise Reform in Viet Nam", State Enterprise Reform Project Working Paper, Hanoi.

Kee-Cheok Cheong, Ray Mallon, Vinyu Vichit- Vadakan, and Vu Tat Boi (1993), "Strengthening Economic Management in Viet Nam: Lessons from a Training Project", EDI Working Paper, World Bank.

Mallon, Raymond (1993), "Vietnam: Image and Reality", in Heath, J. (Ed.) Revitalising Socialist Enterprise, Routledge, London.

Mallon, Raymond (1993), "Senior Policy Seminar on the Economy of Viet Nam: Summary and Conclusions", in Vu Tat Boi (1993), Senior Policy Seminar on the Economy of Viet Nam, Su That Publishing, Hanoi.

Tan, R., Mallon, R.L. and Iwasaki, Y. (1990), "Developments in Indochina: Implications for Regional Development", Paper Presented to Symposium on Cooperation in Asia/Pacific, East-West Center, Hawaii.

Iwasaki, Y. and Mallon, R.L. (1989), "Economic Report on the Socialist Republic of Viet Nam", ADB. Manila.

Mallon, R.L. (1984), "Implications of Proposed Lamb Price Stabilisation Policies", Paper Presented to Annual AAES Conference, Sydney.

Mallon, R.L. (1983), "Some Implications and Alternatives to Australia's Anti-dumping and Countervailing Legislation", AMLC Economic Information Paper No. 11, Sydney.

Mallon, R.L. and Musgrave, W.F. (1983), "Trends in Productivity in the Pastoral Zone and Implications for Land Degradation", Paper Presented to the Australian Agricultural Economics Society Conference, Brisbane.

Mallon, R.L. (1982), "A Translog Approach to Estimating Productivity and Structural Change in the Pastoral Zone of NSW, Honours Thesis, UNE.