

IPFA Training

Course Instructors



Ian Greer

Ian has over 24 years project finance experience. Until July 2014 he was Managing Director at Standard & Poor's, holding positions including: Asia-Pacific Analytical Manager Infrastructure and Project Finance and Global Analytical Coordinator Project Finance. He was the key architect and lead author of Standard & Poor's revised project finance criteria. Prior to this he was a project finance banker for seven years based in Australia. His experience covers PPP/PFI, transportation, resources, and energy. In addition, Ian has worked on traditional infrastructure concession financings and M&A across global debt markets. Ian's early career in the mining industry as project coordinator for a major mining exploration project in West Africa resulted in the grant of a mining lease and investment by the IFC. Ian has delivered project finance training programs in many global centers, including Tokyo, London, Sydney and Singapore and has lectured on finance for Kaplan, Melbourne University, Commonwealth Secretariat, and Bond University where he is an adjunct professor. Ian is a regular speaker at premier infrastructure conferences throughout Asia.

Training Courses:

Understanding Project Finance & PPPs

Understanding International Project Finance (Asia)

Practical Applications of Procurement and Project Finance



Martin Locke

Martin is an infrastructure finance specialist with over 30 years of experience and has closed high profile PPPs in various sectors, such as the Lane Cove Tunnel, Gold Coast Rapid Transit and Royal North Shore Hospital Redevelopment. He is a Former Partner of PwC having led the infrastructure advisory practice in Sydney for over 12 years. Before that he was an investment banker with the Deutsche Morgan Grenfell group with a focus on infrastructure project financing and worked in London, Sydney, Singapore and Johannesburg. He has established an independent private consultancy, Lidunian Partners, and has a portfolio of consulting and non-executive director roles. His clients include Cushman & Wakefield (asset manager), DIF (European PPP equity investor), Urban Growth (NSW Government). He is an Adjunct Professor at UNSW, member of the Board of Advice of Sydney University's Institute of Transport and Logistic Studies and Council Member of IPFA.

Training Courses:

Understanding Project Finance & PPPs

Practical Applications of Procurement and Project Finance