

ACI World Business Partners Advisory Board Biography

Andrew Ford

Vice Chair: 1 Jan 2020 – 31 Dec 2020

Regional Representative: 1 Jan 2019 – 31 Dec 2021

Member-at-Large: 1 Jan 2018 – 31 Dec 2018

Region: ACI Asia-Pacific

Paccaya Resources Ltd.

Managing Partner

www.paccaya.com



Andrew Ford has a thorough knowledge of the global travel industry, especially as it pertains to the development of luxury brands, travel retail, and food & beverage outlets in airports. He commenced his career with 12 years at Allied Domecq, marketing and selling the company's portfolio of wine & spirit brands, and culminating as Marketing Director Asia/Pacific, for the duty-free division. He then spent 7 years as CEO of TFWA (Tax Free World Association) based in Paris, developing the organisation's exhibitions in Cannes and Singapore, in addition to staging conferences in various locations around the world. In 2006, his fondness for Asia took him to Hong Kong to become Vice President, Global Business Development with DFS Group.

In 2015/16, Andrew developed Paccaya Resources Ltd. as a travel industry advisory firm based in Hong Kong. The growing team works primarily with airports to improve sales and yield, and to develop strategies for improved airport commercial business in the long term.

During his career Andrew has been an Executive Board member of the Pacific Asia Travel Association (PATA) and the Asia Pacific Travel Retail Association (APTRA), and a board member of Airports Council International (ACI) and the Middle East & Africa Duty Free Association (MEADFA). In 2017 he was elected President of APTRA.