



Darryl Francisco

Team Leader, Real Estate Group

With property development in Metro Manila surging ahead, real estate companies need to stay connected to Meralco to keep their projects on track.

This is where Darryl and his team of senior relationship managers step in. Over the years, they've forged strong bonds with the country's top real estate players, including SM, Ayala Land, Robinsons Land, Ortigas & Company, Century Properties, Double Dragon, Rockwell Land, The Net Group, and Walter Mart.

He was instrumental in conceptualizing business plans for Ayala Land's Anvaya Cove and Alviera projects in conjunction with MSERV, Meralco's beyond-the-meter services subsidiary. He also spearheaded the promotion of the Prepaid Electricity program to Ayala Land's Avida and Amaia developments.

Darryl embodies Meralco's "customer-first" approach in managing his accounts. "By working closely with our customers," he says, "our team can ensure every new project is connected to the grid and energized on or ahead of time."

Much this quick turn-around is a result of Darryl's years of experience in Meralco, which he joined in 1990. He has since acquired a deep familiarization with key laws and regulations, such as EPIRA (the Electric Power Industry Reform Act of 2001) and DSOAR (Distribution Services and Open Access Rules), among many others.

"As a relationship manager and a former regulatory officer," he adds, "I also speak at forums and events concerning regulatory issues and technical matters."

Darryl is an Electrical Engineering graduate from the University of Santo Tomas.

