



## **PE opens Mumbai global capability centre; Firm's India workforce to hit 1200 in next 12 months**

Tech-first business solutions provider [PE](#) has just opened a new global capability centre in India's largest economic and trade centre, Mumbai. It will accommodate even more top tech and operational talent, as well as skilled and experienced customer relationship teams, who support PE's operations in the UK.

The £1.2 billion + turnover company (₹12,000 Cr.), first entered India in 2017, when it opened its office in Chandigarh. In 2018, its second Indian workplace began operations in Ahmedabad.

The firm, which employs 700 of its 875+ global workforce in India, aims to [recruit an additional 500 employees](#) over the next 12 months - taking its overall tally in the country to over 1200. PE's Mumbai-based back-office facility will further serve an existing UK customer base of 80,000, operating across 135,000 sites, out of the newly opened office located on Kanakia Wall Street, in Andheri East. The world-class development is located near key public transport links, as well as the flagship Line 1 Western Expressway Highway metro station.

The newly opened Mumbai office is spread over 9000ft<sup>2</sup> – taking the total tally of India office stock, across the three cities, to some 40,000ft<sup>2</sup>.

The new Mumbai facility will offer multi-lingual, omni-channel customer experience management, technical support, and back-office operations to PE's UK customers operating in various sectors, including [retail](#), [hospitality](#), [healthcare](#), [sports and leisure](#), [professional services](#), [property](#) and [education](#).

PE has enjoyed significant growth over the past 12 months, with revenue increases of 127% year-on-year in 2022/23. During this period, the firm also installed 62.5% more business meters, supplied

44.7% more gas and power combined more than doubled the number of brokers it works with and increased its headcount to almost 900 employees globally.

All three India-based offices are an integral part of PE's global operations, and its expansion into Mumbai is the latest step in its ambitious growth strategy. As India rapidly emerges as a global tech powerhouse - fuelled by its vast pool of young and skilled talent in both technical and operational roles – PE is committed to [attracting and retaining the country's most sought-after graduates and employees](#) with an enviable array of benefits, training, incentives, health insurance, wellness programmes, annual salaries on a par with the largest organisations and regular performance reviews and promotions with uncapped bonuses.

London-headquartered PE operates out of the prestigious One Canada Square, in Canary Wharf - a landmark hub for progressive global businesses. Since its inception in 2016, the company has become synonymous with delivering innovative and reliable energy solutions to UK SMEs. Alongside [utilities](#) - electric, gas and water - PE's growing suite of products now includes [business solutions](#) and [financial services](#).

As well as developing cutting edge technologies for its own utilisation, PE also provides white label tech solutions to other prestigious organisations, with a particular focus on the banking and energy sectors.

The Indian operations is being led by PE co-founder and COO Vipin Pathania, who said: "Lots of work has been going on, behind the scenes, for months in preparation for our rebrand. It's the cumulation of some excellent strategic planning, international commercial success, and lots of ambition to become even bigger and better as a both a business and as an employer. We're very much looking forward to what are sure to be exciting times ahead."

"As our business continues to grow, we're leveraging our India footprint much more effectively," continues Neeraj Bhatia, co-founder and CEO of PE. "The country has become a software services export powerhouse, with incredible talent potential, in a projected [18million](#) STEM graduates by 2027, as well as so many with wider qualifications and skills – technical and soft. Having yet another global back-office in India, staffed by the best in their respective fields, brings with it even more advantages to us as a business and the customers we serve. All whilst our employees enjoy some of the best hard and soft workplace benefits out there.

“We’re integrating data analytics and advanced artificial intelligence (AI) models into our operations, leveraging natural language processing to enhance customer communications and large language models to automate decision support. In addition, we are deploying generative AI to improve product recommendations, and support innovation across business functions. These technologies not only streamline our processes, and enhance our customer experiences, but also provide predictive insights - giving us a competitive edge in an evolving market.”

For those looking to advance their career in sales, technology – or to join PE’s dynamic Mumbai team – please visit <https://pe.solutions/career> to view current opportunities and to express an interest in roles.

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For further media information, please contact [karen@toastpr.co.uk](mailto:karen@toastpr.co.uk) or [media@pe.solutions](mailto:media@pe.solutions) or call 00 44 +7501 109296.

#### **Note to editors**

With operations across three continents, [PE](#) provides UK SMEs with telecoms, financial services, electric vehicles charging, renewables, telecoms, smart tech and now water, from one single source. With a unique business model, it helps hundreds of thousands of UK businesses manage all of these products, and even carbon offsetting, from one single login - whilst driving profitability and sustainability. PE’s sophisticated, in-house monitoring software and cutting-edge online portal means that it can offer bespoke, low-cost tariffs based exclusively on customers’ individual needs; whilst providing complete transparency and real-time data to enable businesses to make informed decisions about their entire utility portfolio requirements.

Comprehensive, competitive, clever, and clean, PE offers time, cost and planet saving all in one place. A holistic solution to help businesses save time, reduce costs, increase profits, and become more environmentally sustainable. It also helps provide clean energy and carbon offsetting to enable more climate positive businesses whilst simultaneously driving forward the UK’s net zero goal.