RELIABLE REVIVALIST STRADDLING THE CROSSWAYS OF BUSINESS AND LAW

A journey, defined with vision, legal acumen and a gift for gauging the pulse of business endeavour, has resonated with deep trustworthiness in the corporate world.

Akshat Khetan
Founder, AU Corporate Advisory and Legal Services (AUCL)

For decades now, Akshat Khetan, Founder of AU Corporate Advisory and Legal Services (AUCL), has resided in the privileged position of an advisor who adeptly straddles the intersection of business and law.

This privilege is no mean accomplishment. Khetan, distinguished for his corporate and legal advisories, has put in years of dedicated work and legal smarts while bringing to bear his considerable experience in scripting mergers and acquisitions, corporate restructuring and turnarounds.

It is not just his knowledge as a counsel which draws distinguished clients to him; it is the very nature of his outlook— ignited by that epic mix of experience-driven business acumen and a radical, solution-first approach, which has saved the day for the most challenging situations for many of them.

Lateral thinking provides the impetus for his innovative solution-finding worldview. Dead ends transform into opportunities for out-of-the box conjecture. An open mind provides the leverage to explore multiple new strategies and reassemble perspectives. Little wonder Khetan has increasingly become the go-to legal advisor when others have fallen short in resolving issues.

Given the commanding heights of his status in this space Khetan, it comes as a surprise that his practice is driven by a simple conviction— value creation. Therein lies the strength of his game. Headquartered at Mumbai's Nariman Point, AU Corporate Advisory and Legal Services (AUCL) serves as the institutional platform for Khetan's visionary strategies. A one-stop solution hub, the firm addresses the entire gamut of corporate needs: corporate strategy, mergers and acquisitions, financial advisory, debt syndication, matters under the Insolvency and Bankruptcy Code (IBC), NCLT proceedings and litigation services. It even finds the gap in between with its all-seeing lens.

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That's because he is of the firm belief that there is potential for revival, with the right legal strategy and financial engineering, even in the most complex situations. The animation the firm brings to a revived company, once a lost cause, has a ripple-like effect— jobs are preserved, creditors made whole, promoters given a new innings, and value returned to society.

What has carved in stone Khetan's reputation has been his expertise in corporate debt restructuring and insolvency. The hardbacked experience that he garnered in the pursuit of these disciplines could never have been replicated through mere textbook knowledge. It empowered him to write with considerable confidence on the interplay between the IBC and real estate laws — one of the most consequential and litigated frontiers of Indian insolvency. It has motivated him to vigorously advocate the cause for balanced reforms that support genuine businesses, particularly MSMEs and SMEs, fostering recovery while ensuring accountability for wilful defaulters.

The rise in digital engagement in the corporate world has brought its own challenges. The disturbing advent of online fraud and crypto scams has compelled AUCL under his leadership to create a special team to extend support to victims of cybercrime, by launching a public campaign of awareness and assistance.

As a confirmed practitioner of his beliefs Khetan is a huge supporter of the visionary Viksit Bharat initiative which fuels his dream of a greatly empowered developed India by 2047. From where he stands Khetan sees economic

development today is largely dependent upon the legal landscape of the country. Initiatives such as Make in India, GST reform and the ease-of-doing-business agenda, for him are the reimagining of traditional paradigms — to propel domestic entrepreneurship and foreign capital to script new narratives of growth. ■