

**Rajesh Aggarwal**  
**Managing Director**  
**Insecticides (India) Limited**



Rajesh Aggarwal, the Managing Director of Insecticides (India) Limited (IIL), a BSE & NSE listed agro chemicals manufacturing company has established a name for himself in the Indian entrepreneurial arena. Counted among the top five players in the agro chemicals manufacturing segment, Insecticides (India) Limited has showcased remarkable growth under his stewardship.

Ambitious and determined, Rajesh Aggarwal, who took over the charge as the Managing Director of IIL in 2006, has successfully taken the company to new heights and under his leadership its revenue has grown manifold. With his futuristic approach he has continued to consolidate its growth performance, IIL has attained a net turnover of Rs. 522 crore in FY 2012.

Moving away from family's three-generation-old business, Rajesh Aggarwal along with his father Hari Chand Aggarwal established IIL, which started its operation in 2002. It was a period when, India's agro chemical sector was in doldrums due to economic recession and the days of many multinational companies that had invested in this sector were numbered. IIL started with an established brand Lethal, which was taken on lease from Montari Industries. Understanding the vital role of a manufacturing unit he started the company's own unit in Bhiwadi, Rajasthan.

With determination and strong will, Mr. Rajesh worked day and night to establish his goals and then there was no looking back. By 2004, IIL had more than 30 brands of its own and the company's balance sheet had doubled. Using innovative methods, he cracked big deals in the competitive market and created an unbeatable image of the company during the time of economic slowdown.

Rajesh repeated the feat by entering into a technical collaboration with global giant AMVAC, U.S.A. for Thimet in 2005. Recently, they joined hands with AMVAC Chemical Corporation USA and Japanese Company Nissan Chemical Industries, Ltd. adding some of the leading international brands like Nuvan, Pulsor and Hakama. IIL also established its own R&D centre and technical centre to its kitty.

Under his stewardship, IIL went public and it got listed in BSE & NSE in 2007. Today IIL, which owns 108 products, has emerged as a formidable player in the Indian agro-chemicals sector growing at a cumulative rate of about 35 % since inception.

With a graduation in Commerce followed by a Diploma in Marketing, Mr. Rajesh started his career in M/s HIM Pulverizing Mills Limited in 1993. At M/s HIM Pulverizing Mills Limited, he looked after production and marketing. During his tenure the turnover of the company has

grown from Rs.12 crore in 1993 to Rs.80 crore in 2000. Through this association he has learned the intricacies of the business that made him one of the leaders in the industry.