



Beyond products, what differentiates us in the infrastructure segment is our diagnostic approach as We do not sell materials; We design systems

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Q-1. The construction chemicals industry is evolving rapidly. What emerging technologies and materials do you believe will redefine concrete durability and waterproofing over the next decade?

Answer: The most consequential shift I see is the convergence of two issues that have historically operated separately - materials science and design intent. For too long, waterproofing and durability have been treated as afterthoughts, value-engineered out at the tender stage and patched in after problems appear. The technologies that will redefine the industry are not necessarily new—many of the tools we need already exist—but rather the process that embeds durability into the design stage itself.

That said, a few developments genuinely excite me. Crystalline technology is growing significantly more sophisticated. We are doing well with crystalline admixtures to that help increase the durability of in-place concrete. Use of Our SS – ConProof CR – High performance – multi-action integral crystalline additive for underground structures, diaphragm walls foundations is fast gaining traction and a reputation for success. This material works with existing mix designs incorporating SCMs. We are also expanding this technology to Crystalline Coatings the have autogenous, stimulus-responsive systems that activate on crack formation and self-seal — systems that essentially make the concrete a living membrane rather than a passive barrier. At Assess Build Chem, our SS – CrystoSeal 2K is already built around this philosophy, combining crystalline chemistry with a cementitious matrix for substrates that demand both impermeability and breathability. This finds use in multiple water – wastewater infrastructure, tunnel linings and more.

On the protective coatings front, I believe multi-functional liquid applied membranes will become standard specification. The era of single-purpose coatings is ending. Owners and consultants are demanding systems that simultaneously waterproof, bridge cracks, resist carbonation, reflect solar heat, and protect against chloride-induced corrosion — all from a single applied layer. Our SS – ProtectoCon AC was developed precisely around this specification demand.

At the material science level, the use of supplementary



Heritage Facade Restoration

cementitious materials — ultra-fine pozzolans, calcined clays, and metakaolin — to achieve denser, less permeable concrete matrices will accelerate. The pressure to reduce OPC content for carbon reasons will actually drive better concrete durability, which is a rare example of sustainability and performance pulling in the same direction.

Finally, I expect digital verification tools — IoT-embedded sensors for moisture and chloride ingress monitoring, matched with BIM-linked maintenance protocols — to transform the post-construction lifecycle. A building that can report its own distress is a building that can be protected before failure, not after.

Q-2. Assess Build Chem emphasizes sustainable construction solutions. How do you balance environmental sustainability with the industry's demand for high-performance materials?

Answer: I want to challenge the premise that sustainability and performance are mutually exclusive, because in the domain of construction chemicals, the opposite is true. The most sustainable thing you can do is build correctly the first time and then protect that structure so it lasts.

Sustainability, for us, is not a positioning statement — it is an engineering argument. The most resource-intensive event in a building's life is not its construction. It is its premature failure. Every unplanned repair, every waterproofing project redone, every structural rehabilitation that could have been avoided with better materials and better detailing — these carry a carbon cost that never appears on anyone's sustainability scorecard, but is very real. At Assess Build Chem, we design products for service life, not for the first application. That is where our environmental commitment actually lives.

In practical terms, this means our formulations progressively move away from high-VOC chemistries, favour locally sourced raw materials to reduce the embedded carbon of logistics, and increasingly optimize Portland cement fractions with supplementary cementitious materials —



Bridges

pozzolans, calcined clays, ultrafine mineral fillers — that improve performance while reducing the carbon intensity of the product.

We are also careful about the use of VOC-heavy polymer systems in applications where cementitious alternatives perform equally well. And for our waterproofing membrane range, we are committed to waterborne chemistries wherever the performance envelope allows.

The honest position is this — a construction chemical company that helps a structure last its full design life has done more for the environment than one with a greener product label but an inferior service life. We would rather be judged on the first measure.

Q-3. With increasing investments in roads, railways, airports, and urban infrastructure, what is your assessment of the technical challenges facing India's infrastructure sector, and how is Assess Build Chem positioned to address them?

Answer: India's infrastructure investment cycle is genuinely historic. What we are witnessing under the new infrastructure policies is a structural change. That creates both an enormous opportunity and a serious responsibility for companies like ours.

The technical challenges in infrastructure durability are distinct from residential or commercial construction. These structures are exposed to aggressive environments over decades long service lives with minimal tolerance for disruption. A metro viaduct in a chloride-rich coastal city like Mumbai, a highway bridge over a chemically contaminated river, a railway tunnel in the Western Ghats with continuous seepage — these are not problems you can solve with basic, cheap or non-functioning products.

The three challenges I see most acutely are: first, carbonation and chloride-induced rebar corrosion in concrete structures that are already a few decades old and now need intervention rather than replacement; second, waterproofing in dynamic structures where thermal and structural movement is



Large Tank WP

significant and static membranes simply fail; and third, rapid-repair imperatives at construction joints, expansion joints, and leaking tunnel segments, where downtime is measured in hours, not weeks.

Assess Build Chem has built its product portfolio precisely around these three failure modes. Our SS – QuickStop MP system addresses emergency repair and active water stopping, targeting compressive strengths that allow structural sections to be reopened to service rapidly. Our range of Injection Grouting Solutions are making a mark in saving infrastructure and soil stabilization across Indian and International Projects. Our anti-carbonation and protective coating range provides the outer barrier that delays the onset of chloride ingress in coastal and industrial infrastructure environments.

Beyond products, what differentiates us in the infrastructure segment is our diagnostic approach. We do not sell materials; we design systems. Our engagement with a project typically begins with an assessment of the failure mechanism before a product recommendation is made. That methodology has earned us the confidence of consultants, contractors, and asset owners who are managing long-cycle infrastructure assets.

Q-4. Looking ahead five years, what are the key strategic priorities for Assess Build Chem in terms of product innovation, market expansion, and customer engagement?

Answer: Five years is both a short time and a long time in this industry. Short, because product development cycles in construction chemicals — from formulation through testing, validation, and market acceptance — are genuinely long. Long, because the infrastructure projects being tendered today will be the maintenance and rehabilitation projects of the early 2030s, and we need to be positioned for that cycle.

Our product innovation roadmap has three clear vectors. The first is infrastructure-grade systems — technically superior repair mortars, injection grouts, and corrosion inhibitor-integrated coatings that meet or



Hydrophobic Mortar

exceed international standards such as EN 1504, while being formulated for Indian raw material availability and site conditions.

The second vector is the restoration economy — India has enormous stock of older buildings, heritage structures, and infrastructure assets that need conservation rather than demolition, and this is a largely underserved segment where our SS – HistoRep and crystalline ranges are well positioned.

The third vector is performance standardisation — we are investing in formulation rigour so that the products in our range carries clearly stated, third-party-verified performance data. In a market moving towards specification-based procurement, that is not optional.

On market expansion, our focus is on deepening our technical presence in the infrastructure, industrial, and institutional segments — government infrastructure, metro rail, airports, large residential townships. We are building our network of trained and certified applicators in parallel, because a product is only as good as its application. An undertrained applicator can fail a world-class material; a well-trained one can make a good material exceptional.

On customer engagement, I believe the industry is at an inflection point on education. Consultants and project managers are increasingly receptive to technical dialogue — they want to understand failure modes, not just product data sheets. We are investing in training programmes, technical seminars, and structured knowledge-sharing with the specification community. Our waterproofing training programme, is part of this commitment — building the human infrastructure around the material infrastructure.

The underlying conviction that drives all of this is one I have held for many years: structures should not be built to sell. They should be built to last. When the industry internalises that principle, every decision that follows — from admixture selection to membrane thickness to joint detailing — changes. We are making that easier to act on.