



THE CONTRACTS GROUP LTD.

Commercial, Contractual & Management Consultants to the Construction Industry



Commercial Management

KEY SERVICES

- Interim Payment Management
- Commercial Strategy & Advice
- Cash Flow Optimisation
- Change Order Management
- Site Instruction Register
- Earned Value Analysis
- Monthly Commercial Reporting
- Contract Close-Out Support



Effective commercial management is the backbone of financial performance on any construction project. From the first day on site to final account settlement, The Contracts Group provides contractors, subcontractors and employers with the commercial rigour needed to protect entitlements, manage cash flow and achieve the best possible financial outcome.

Interim Payment Management

Under most HK construction contracts, interim payment applications are the primary mechanism for recovering costs during construction. We prepare, review and submit rigorous monthly applications — ensuring every entitlement is captured, valuations are fully substantiated, and submissions comply with the SOPO and contract requirements.

Change Order & Variation Management

Unmanaged changes erode project margins. We implement systematic change control procedures — maintaining a comprehensive site instruction register, issuing timely notices and ensuring every instructed or constructive variation is properly identified, valued and recovered through the payment process.

Cash Flow Optimisation

Cash flow is the lifeblood of any contractor. We develop detailed cash flow forecasts, monitor actual performance against projections and advise on strategies to accelerate payment, challenge under-certifications and minimise the impact of disputed deductions on working capital.

Commercial Strategy

Every project benefits from a clear commercial strategy established at the outset. We review contract conditions, identify key risk and opportunity areas, advise on notice and reporting obligations and develop a commercial management plan that aligns with project programme and stakeholder expectations.

Earned Value & Performance Reporting

We implement earned value analysis frameworks that provide real-time visibility of cost and schedule performance. Monthly commercial reports give clients a clear picture of where the project stands financially — flagging variances early so corrective action can be taken before problems escalate.

SOPO Compliance

With the Security of Payment Ordinance (Cap 652) in force since August 2025, payment claims must comply with specific statutory requirements. We ensure all interim and final payment applications are SOPO-compliant, properly served and adjudication-ready from the outset.

Contract Close-Out

Proper commercial close-out protects clients from residual liability. We manage the full close-out process — including final account submission, defects liability period obligations, retention release, bond returns and formal discharge of contractual obligations.

20+

Years in HK Construction

SOPO

Cap 652 Compliant

GCC / NEC4 / FIDIC

All Major HK Contracts

HK\$2B+

Commercial Value Managed

Contact us for a confidential, no-obligation consultation

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