



Management Discussion and Analysis

For the three-month and six-month period ended June 30, 2022

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1. Key Highlights in Q2/2022

1.1 BAM issued a debenture no.1/2022

On April 27, 2022, BAM issued a debenture no.1/2022 of Baht 9,500 million in total for institutional investors and high-net-worth investors. There were 4 series consisting of a 2-year tenure with an interest rate of 2.13% per year, a 5-year tenure with an interest rate of 3.54% per year, a 7-year tenure with an interest rate of 3.92% per year, and a 10-year tenure with an interest rate of 4.37% per year. In addition, on March 29, 2022, TRIS Rating affirmed company and senior unsecured debt ratings on the Company at “A-” with “stable” outlook.

1.2 Campaigns for NPAs customers

BAM organized campaigns to boost sales of NPAs in line with a proactive marketing strategy, including the “Summer Sale” campaign in April 2022, the “Hot Price Condos for All by BAM” campaign in May 2022, and the “Four-Star Homes by BAM” campaign between 15 June-15 July 2022. NPAs were put up for sale at special prices, and customers who made the right of ownership transfer within 30 days would receive special promotions including free right of ownership transfer and gift vouchers.

1.3 Partnerships

On May 31, 2022, BAM signed a memorandum of understanding with SENA Development Public Company Limited and T&T Asset Management Company Limited to cooperate on NPL and NPA management business. Regarding the initial cooperation, on the NPA front, SENA will select BAM's NPAs for development or, together with BAM, build residential projects by forming a consortium. Moreover, in terms of NPL management, for example, SENA will acquire collateralized loans (backed by real estate projects) to manage.

1.4 Dividend payment from 2021 operating results

On May 20, 2022, BAM paid the cash dividend of the Company’s business operation of the year ended December 31, 2021, at the rate of Baht 0.55 per share (before any applicable withholding tax), totaling Baht 1,777,623,265.00 or equivalent to 68.36 percent of the net profit.

1.5 Annual general meeting 2021

BAM held the annual general meeting on April 20, 2022. In compliance with the COVID-19 preventive and control measures, the meeting was held electronically and broadcasted from the headquarters’ conference room on the 17th floor.

1.6 BAM’s sustainable development

BAM pays attention to sustainable growth which emphasizes environmental, social, and governance (ESG) framework. On June 16, 2022, BAM received the symbol of the sixth annual MEA Energy Awards 2022 for energy-efficient buildings in the office buildings category from Metropolitan Electricity Authority. Moreover, BAM organized the “Tote Bags for Your Medicines” activity on World Environment Day and provided survival bags to assist the Bonkai residents affected by the fire incident.

2. Management Discussion and Analysis for Q2/2022

2.1 Selected Financial Position Q2/2022

Significant items in Balance Sheet (for the period ended June 30, 2022)

Assets

As of June 30, 2022, the Company has total assets of Baht 126,265 million, increasing by 0.3% from the year ended 2021.

- As of June 30, 2022, the Company has cash of Baht 70 million, decreasing by 29.2% from the year ended 2021, and interbank and money market items – deposits at financial institutions of Baht 2,403 million, decreasing by 27.9% from the year ended 2021.
- The Company has loans purchased of receivables and accrued interest receivables – net of Baht 72,067 million, decreasing by 1.82% from the year ended 2021. For six-month period ended June 30, 2022, the Company acquired NPLs (loans purchased of receivables) from financial institutions of Baht 2,738 million and NPAs (properties for sale) from financial institutions of Baht 4 million. (For year ended December 31, 2021, the Company acquired NPLs of Baht 3,663 million and NPAs of Baht 6 million)
- Right-of-use assets – net of Baht 0.9 million, decreasing by 89.3% from the year ended 2021. The Company recorded higher depreciation although the right-of-use assets remained the same. Therefore, the net amount decreased.

Liabilities

As of June 30, 2022, the Company has total liabilities of Baht 84,152 million, increasing by 1.2% from the year ended 2021, and has the debt-equity ratio or D/E of 2.00 times.

Most of the Company's liabilities are debts issued and borrowings which are the significant sources of funds to acquire NPLs and NPAs. The details are as follows:

1. Total notes payable of Baht 3,252 million decreased by 9.0% and total borrowings of Baht 9,069 million decreased by 37.3% from the year ended 2021. This is because of less investment in NPLs / NPAs' acquisition and repayment of loans due in the first half of 2022.
2. Net debentures of Baht 68,207 million increased by 9.8% from the year ended 2021. This is because the Company issued and offered debentures No.1/2022 of Baht 9,500 million to institutional and high-net-worth investors. They comprised of 4 debentures with tenure ranging from 2-10 years and interest rates from 2.13% to 4.37%. In addition, the Company repaid 2 debentures, total amount issued Baht 3,400 million.

However, the Company has 1 debenture due in 2022 which is Debenture No.1/2019, Series 2, amount issued Baht 3,000 million, maturity date July 18, 2022.

Furthermore, on July 27, 2022, the Company issued and offered debentures No.2/2022 of Baht 3,300 million to institutional and high-net-worth investors. They comprised of 3 debentures with tenure ranging from 2.5-8 years and interest rates from 2.88% to 4.08%.

Equity

As of June 30, 2022, the Company has total equity of Baht 42,113 million, decreasing by 1.5% from the year ended 2021. Such change was mainly due to other components of equity of Baht 247 million, decreasing by 3.0% from the year ended 2021 as the Company recorded surplus on changes in value of investments. In addition, retained earnings – unappropriated decreased by Baht 635 million or 3.4% from the year ended 2021. This is because the Company paid the dividend payment of the Company's business operation of the year 2021 in May 2022.

Interest Income –net

This table mainly presents items that have significant changes.

Unit: Baht in Million	Q 2/2022	Q 1/2022	qoq % Inc. (Dec.)	Q 2/2021	yoy % Inc. (Dec.)	6 months 2022	6 months 2021	yoy % Inc. (Dec.)
Interest Income - net	1,990	1,531	30.0	1,718	15.8	3,521	3,239	8.7
Total Interest Income	2,641	2,151	22.8	2,388	10.6	4,792	4,524	5.9
Deposit at financial institutions	3	1	200.0	4	(25.0)	4	5	(20.0)
Loans purchased of receivables	2,637	2,128	23.9	2,331	13.1	4,765	4,414	8.0
- Part of amount received	524	493	6.3	359	46.0	1,017	669	52.0
- Part of accrued	1,002	1,020	(1.8)	1,150	(12.9)	2,022	2,328	(13.1)
- Gain on loans purchased of receivables	1,111	615	80.7	822	35.2	1,726	1,417	21.8
Installment sale receivables	25	30	(16.7)	32	(21.9)	55	63	(12.7)
Total interest expenses	651	620	5.0	670	(2.8)	1,271	1,285	(1.1)
Debt issued – debentures	561	514	9.1	514	9.1	1,075	949	13.3
Debt issued – promissory notes	24	25	(4.0)	27	(11.1)	49	54	(9.3)
Borrowings	66	81	(18.5)	129	(48.8)	147	282	(47.9)

- In Q2/2022, the Company has total interest income of Baht 2,641 million, increasing by 22.8% qoq and 10.6% yoy. For six-month period ended June 30, 2022, the Company has total interest income of Baht 4,792 million, increasing by 5.9% yoy, mainly due to
 - Interest income on loans purchased of receivables - part of amount received, Baht 524 million in Q2/2022, increased by 6.3% qoq and 46.0% yoy. For six-month period ended June 30, 2022, the Company has interest income on loans purchased of receivables - part of amount received, Baht 1,017 million, increased by 52.0% yoy due to the COVID-19 pandemic recovery since the second half of 2021 and strategy to enhance TDR.
 - The Company recognized interest income on loans purchased of receivables on accrual basis and has an interest income on loans purchased of receivables - part of accrued of Baht 1,002 million in Q2/2022. However, the Company also recorded expected credit losses on the interest income on loan purchased of receivables – part of accrued in accordance with the Company's performance.

- Gain on loans purchased of receivables in Q2/2022, Baht 1,111 million, increased by 80.7% qoq and 35.2% yoy. For six-month period ended June 30, 2022, the Company has gain on loans purchased of receivables, Baht 1,726 million, increased by 21.8% yoy. This is because in Q2/2022 the small to medium sized debtors' payments has been recovered and also the proportions of interest income and acquisition cost had decreased, so more profit was recognized, compared to the preceding quarter.
- In Q2/2022, the Company has total interest expenses of Baht 651 million, increasing by 5.0% qoq and decreasing by 2.8% yoy. Debt issued – debentures of Baht 561 million increased by 9.1% yoy, mainly due to the issuance and offering of debentures and repayment of debentures that were due. For six-month period ended June 30, 2022, the Company has total interest expenses of Baht 1,271 million, decreasing by 1.1% yoy. Interest expense - borrowings of Baht 147 million decreased by 47.9% yoy and debt issued – debentures of Baht 1,075 million increased by 13.3%, mainly due to managing cost of funds strategy under rising interest rates. As of June 30, 2022, the Company's average cost of funds is 3.08% (as of March 31, 2022: 2.96%).

Gain on sale of properties for sale and installment sale

For three-month period ended June 30, 2022, the Company has gain on sale of properties for sale (outright sale) of Baht 652 million, increasing by 58.6% qoq and 3.5% yoy. For six-month period ended June 30, 2022, the Company has gain on sale of properties for sale (outright sale) of Baht 1,063 million, decreasing by 12.8% yoy. When compared to the previous quarter, the Company made more outright sales resulting from promotions.

However, in this quarter, the Company has gain on installment sale of Baht 67 million, decreasing by 14.1% qoq and 85.8% yoy. For six-month period ended June 30, 2022, the Company has gain on installment sale of Baht 145 million, decreasing by 71.5% yoy, because the Company received a large payment from a debtor which is worth more than the acquisition cost in Q2/2021.

Other Operating Expenses

Unit: Baht in Million	Q 2/2022	Q 1/2022	qoq	Q 2/2021	yoy	6 months	6 months	yoy
			% Inc. (Dec.)		% Inc. (Dec.)	2022	2021	% Inc. (Dec.)
Other operating expenses	737	598	23.2	636	15.9	1,334	1,226	8.8
Employee expenses	394	328	20.1	332	18.7	722	676	6.8
Directors' remunerations	2	2	0.0	1	100.0	4	3	33.3
Premises and equipment expenses	47	42	11.9	53	(11.3)	89	101	(11.9)
Taxes and duties	125	121	3.3	145	(13.8)	245	255	(3.9)
Impairment loss on properties for sale (reversal)	7	11	(36.4)	8	(12.5)	18	9	100.0
Properties for sale expenses	113	53	113.2	37	205.4	166	66	151.5
Other expenses	50	41	22.0	59	(15.3)	91	116	(21.6)

- For three-month period ended June 30, 2022, the Company has other operating expenses of Baht 737 million, increasing by 23.2% qoq and 15.9% yoy. For six-month period ended June 30, 2022, the Company has other operating expenses of Baht 1,334 million, increasing by 8.8% yoy, mainly due to
 - In Q2/2022, employee expenses of Baht 394 million is the main operating cost of the Company, which increased by 20.1% qoq and 18.7% yoy. For six-month period ended June 30, 2022, the Company has employee expenses of Baht 722 million, which increased by 6.8% yoy, mainly due to annual salary increases and partial recording bonus payment of the business performance for the year 2022.
 - In Q2/2022, the Company has recorded an additional impairment loss on properties for sale of Baht 7 million, decreasing by 36.4% qoq and 12.5% yoy. For six-month period ended June 30, 2022, the Company recorded impairment loss on the properties for sale of Baht 18 million, increasing by 100.0% yoy, mainly because of changes in the appraisal value.
 - In Q2/2022, the Company has properties for sale expenses of Baht 113 million, increasing by 113.2% qoq and 205.4% yoy. For six-month period ended June 30, 2022, the Company has properties for sale expenses of Baht 166 million, increasing by 151.5% yoy, mainly due to the cost of handling chemical contamination on a property and land and building tax.
 - In Q2/2022, the Company has other expenses of Baht 50 million, increasing by 22.0% qoq and decreasing by 15.3% yoy. For six-month period ended June 30, 2022, the Company has other expenses of Baht 91 million, decreasing by 21.6% yoy, mainly due to expenses incurred in advertising and marketing promotions.

Expected credit losses

The company adopted the impairment of financial assets with credit impairment according to the new accounting policy which has been applied since January 1, 2020. For the three-month period ended June 30, 2022, the Company recorded the expected credit losses of Baht 1,083 million mainly because the Company recorded the expected credit losses for “loans purchased of receivables” of Baht 1,072 million, divided into loans purchased of receivables - accrued interest receivables of Baht 1,002 million and additional expected credit losses from impairment of loans purchased of receivables of Baht 70 million.

2.2 Collection from NPLs and NPAs management businesses

The Company believes that for the NPLs and NPAs management business, collection is a key performance indicator which is applied by other operators in the same business and various investors. Collection is calculated based on key items and so does not include all collection items from NPLs and NPAs management business. However, collection is not a standard indicator prescribed by TFRS, and so the methods of calculation may differ from methods of calculation used by other companies for similar items.

2.2.1 Collection Received from NPLs Management Business

The following table sets forth the collection received from NPLs management business for the year ended December 31, 2019, 2020, and 2021 and for the six-month period ended June 30, 2020, 2021, and 2022.

Collection received from NPLs management business	Year ended December 31,			six-month period ended June 30,		
	2019	2020	2021	2020	2021	2022
	Baht (Million)	Baht (Million)	Baht (Million)	Baht (Million)	Baht (Million)	Baht (Million)
Interest income from loans purchased ¹	1,518.9	5,887.9	6,047.2	2,849.1	3,664.4	3,039.1
Gain on loans purchased	7,449.6	3,835.4	3,322.1	2,338.6	1,417.0	1,726.1
Net repayment and adjusted entries	10,907.8	8,319.2	7,907.5	4,089.0	3,998.2	4,000.0
Total	19,876.3	18,042.5	17,276.8	9,276.6	9,079.6	8,765.1
Less the portion of accrued interest receivables and receivables repayment from the debtors by collateral ²	(13,018.2)	(12,245.0)	(11,234.1)	(6,448.7)	(6,336.1)	(5,889.2)
Collection from the debtors during the period³	6,858.1	5,797.5	6,042.7	2,828.0	2,743.5	2,875.9
Collection from the Legal Execution Department during the period ⁴	7,200.5	2,598.8	2,675.9	1,713.9	1,252.5	1,568.6
Total Collection from NPLs management business⁵	14,058.6	8,396.3	8,718.6	4,542.4	3,996.0	4,444.5

- Notes:
- ¹ In Notes to Financial Statements for the six-month period ended June 30, 2022, "interest income from loans purchased" are presented as two separate line items: (i) part of amount received and (ii) part of accrued receivables.
 - ² See "Critical Accounting Policies and Estimates- Recognition of interest income and gain on loans purchased"
 - ³ Collection from the debtors during the period is calculated from (i) gain on interest income of loans purchased; (ii) plus gain on loans purchased; (iii) plus net repayment and adjusted entries; and (iv) less the portion of accrued interest receivables and receivables repayment from the debtors by collateral.
 - ⁴ Collection from the Legal Execution Department is shown as a third-party purchaser won the auction of underlying collateral and the Company has a certainty in receiving and recognizing an income from auction sale.
 - ⁵ Collection from NPLs management business is calculated from the sum of (i) collection from the debtors during the period; and (ii) cash collected from the Legal Execution Department during the period. We believe that, for our NPLs management business, collection is a key performance indicator which is applied by other operators in the same business and various investors for the estimated collection of NPLs management business. Collection from NPLs management business reflects interest income from loans purchased, gain on loans purchased and net repayment and adjusted entries, and is calculated based on key items only, and so does not include collection items from the NPLs management business which we have recognized (such as collection from auction sale pending recognition, suspended account for debt repayment, check pending collection and suspended account for write-off). However, collection is not an indicator of actual cash flow of our NPLs management business nor a standard indicator prescribed by TFRS, and so our methods of calculation may differ from the methods of calculation used by other companies for similar items.

For the six-month period ended June 30, 2022, the Company's collection received from NPLs management business was Baht 4,444.5 million which consisted of collection from the debtors during the period of Baht 2,875.9 million and collection from the Legal Execution Department of Baht 1,568.6 million.

2.2.2 Collection from NPAs Management Business

The following table sets forth the collection from the Company's NPAs management business for the year ended December 31, 2019, 2020, and 2021 and for the six-month period ended June 30, 2020, 2021, and 2022.

Collection received from NPAs management business	Year ended December 31,			six-month period ended June 30,		
	2019	2020	2021	2020	2021	2022
	Baht (Million)	Baht (Million)	Baht (Million)	Baht (Million)	Baht (Million)	Baht (Million)
Outright sales						
Gain on sale of properties for sale collected in cash	2,907.3	1,997.9	2,963.2	660.8	1,247.0	1,063.6
Decreased acquisition or transfer costs of properties for sale – net ¹	2,316.9	1,881.5	3,280.8	542.5	1,255.9	1,218.3
Total collection from sale of properties for sale-Outright sales	5,224.2	3,879.4	6,244.0	1,203.3	2,502.9	2,281.9
Installment sales						
Interest income	108.0	95.0	115.0	45.9	62.0	54.8
Collected debt repayment during the period (in terms of cost and gain)	341.4	724.0	917.0	84.7	616.9	328.4
Total collection from installment sales of properties for sale	449.4	819.0	1,032.0	130.6	678.9	383.2
Total collection received from NPAs Management business²	5,673.6	4,698.4	7,276.0	1,333.9	3,181.8	2,665.1

Notes: ¹ Decreased net acquisition or transfer costs of properties for sale is calculated from (i) the total decreased acquisition, transfer costs of properties for sale and adjustment and (ii) any reversal from revaluation of properties for sale sold during the periods.

² Collection from NPAs management business is calculated from (i) cash collected from outright sales; (ii) plus cash collected from installment sales. We believe that, for our NPAs management business, cash collection is a key performance indicator which is applied by other operators in the same business and various investors for the estimated cash flow from NPAs management business. Collection from NPAs management business is calculated based on key items only, and so does not include all collection from the NPAs management business, such as (i) dividends from our investment in securities; (ii) rent; (iii) gain from foreclosures of installment sales and (iv) other income from the breach of agreements, including asset sale agreements. However, this collection is not an indicator of actual cash flow of our NPAs management business nor a standard indicator prescribed by TFRS, and so our methods of calculation may differ from methods of calculation used by other companies for similar items.

For the six-month period ended June 30, 2022, the Company's collection received from NPAs management business is Baht 2,679.4 million which consisted of Baht 2,281.9 million from outright sales and Baht 383.2 million from installment sales, and the Company's other incomes, such as rents and forfeited money, amount to Baht 14.3 million.

2.3 Vintage Analysis

The company maintains a portfolio of loans purchased and properties for sale acquired at various points in time.

2.3.1 Loans purchased and foreclosed collateral properties

The following table sets forth certain details regarding the appraisal value and outstanding balance of our loans purchased and properties for sale that had been converted from collateral (“Foreclosed Collateral Properties”) as of June 30, 2022:

Time since acquisition	Less than	From 1 –	From 2 – less	From 3 – less	From 4 – less	From 5 – less	From 6 – less	From 7 – less	From 8 – less	From 9 – less	From 10 years	Total
	1 year	less than 2 years	than 3 years	than 4 years	than 5 years	than 6 years	than 7 years	than 8 years	than 9 years	than 10 years	and above	
(Baht in million, except for ratios)												
Loans purchased:												
Outstanding balance	5,514.22	4,409.72	9,997.01	9,610.93	7,210.57	7,820.53	5,954.79	6,584.66	3,674.37	4,580.78	15,058.32	80,415.90
Appraisal value ¹	11,546.46	11,112.81	19,004.59	18,348.23	15,609.46	15,026.81	12,597.38	13,960.76	7,923.95	18,639.21	35,622.70	179,392.36
Appraisal value/ Outstanding balance (x)	2.09	2.52	1.90	1.91	2.16	1.92	2.12	2.12	2.16	4.07	2.37	2.23
Foreclosed collateral properties: (Time since transferred to NPAs)												
Outstanding balance ²	5,127.12	4,478.97	4,153.21	3,447.55	2,500.07	1,701.42	1,092.90	1,444.65	335.42	598.16	1,718.84	26,598.31
Appraisal value	9,437.05	8,130.34	8,305.50	6,903.63	5,023.29	3,583.32	2,548.20	2,506.82	906.47	482.77	4,518.76	52,346.16
Appraisal value/ Outstanding balance (x)	1.84	1.82	2.00	2.00	2.01	2.11	2.33	1.74	2.70	0.81	2.63	1.97

Notes: ¹ Collateral value calculated based on the appraised price in accordance with the latest resolution of the committee on the appraise price (notwithstanding that some of the appraisal price may have been appraised not less than 3 years ago) and if collateral has been auctioned and bids have already been received, based on the bid price less estimated expenses. The collateral value is based on appraisal price before taking into account the accrued debt obligation and the mortgage value.

² The actual cost of acquiring the assets before revaluation of properties for sale.

The appraisal value of loans purchased and foreclosed collateral properties is approximately 1.97 times the outstanding balance across different vintages. The Company is diligent in the collection and seeks to maintain levels of collection from both distressed assets and properties for sale. For assets acquired as distressed debt, a portion of the collection is primarily collected through the debt restructuring and sale of properties (both outright and installment sales).

The following table sets forth certain details regarding the company's collection and acquisition cost for portfolios of loans purchased and foreclosed collateral properties with various holding periods as of June 30, 2022:

Time since acquisition	Less than 1 year	From 1 – less than 2 years	From 2 – less than 3 years	From 3 – less than 4 years	From 4 – less than 5 years	From 5 – less than 6 years	From 6 – less than 7 years	From 7 – less than 8 years	From 8 – less than 9 years	From 9 – less than 10 years	From 10 years and above	Total
<i>(Baht in million, except for ratios)</i>												
Loans purchased and foreclosed collateral properties												
Total collection.....	370.73	1,742.36	4,038.76	6,467.88	6,116.11	7,032.09	8,282.11	8,228.73	8,393.74	29,373.64	154,010.93	234,057.07
Distressed debt asset collection.....	117.37	519.71	1,848.99	3,015.99	3,560.05	4,366.23	5,489.91	5,707.08	6,484.48	27,372.09	121,390.91	179,872.81
Foreclosed collateral properties collection.....	253.36	1,222.65	2,189.78	3,451.89	2,556.06	2,665.86	2,792.20	2,521.64	1,909.26	2,001.55	32,620.02	54,184.26
Acquisition cost.....	5,649.24	4,812.20	11,764.07	13,272.12	11,980.04	13,177.14	12,843.52	13,655.77	11,988.33	18,861.53	122,370.78	240,374.74
Collection/ Acquisition cost (%).....	6.56	36.21	34.33	48.73	51.05	53.37	64.48	60.26	70.02	155.73	125.86	97.37

Collection tends to gradually increase within the first 2-3 years of an asset's acquisition as we carry out preparation, negotiation and restructuring activities, and then accelerates in the recovery period. As of June 30, 2022 total collection for assets acquired from 2 - less than 3 years is 34.33% which is lower than the total collection for assets acquired over 10 years ago of 125.86%

From the portfolios of loans purchase that the Company have acquired in the 1 to 2 years prior to June 30, 2022 of Baht 1,742.36 million (of which Baht 519.71 million was from distressed debt assets and Baht 1,222.65 million was from foreclosed collateral properties) and had a total balance of Baht 8,888.69 million of loans purchased which we had acquired within one to two years before (of which Baht 4,409.72 million is from distressed debt assets and Baht 4,478.97 million is from foreclosed collateral properties), with a total appraisal value of Baht 19,243.15 million (of which Baht 11,112.81 million from distressed assets and Baht 8,130.34 million from foreclosed collateral properties).

2.3.2 Directly Acquired Properties for sale

The following table sets forth certain details regarding the appraisal value and outstanding balance of properties for sale acquired directly (“Directly Acquired Properties for Sale”) as of June 30, 2022.

Time since acquisition	Less than 1 year	From 1 – less than 2 years	From 2 – less than 3 years	From 3 – less than 4 years	From 4 – less than 5 years	From 5 – less than 6 years	From 6 – less than 7 years	From 7 – less than 8 years	From 8 – less than 9 years	From 9 – less than 10 years	From 10 years and above	Total
<i>(Baht in million, except for ratios)</i>												
Directly Acquired Properties for sale:												
Outstanding balance.....	9.42	50.48	1,310.38	909.02	136.62	114.42	181.34	37.80	12.48	920.23	1,480.95	5,163.13
Appraisal value.....	14.76	120.32	2,717.05	1,735.42	268.75	294.17	356.68	73.40	105.43	3,219.11	5,402.57	14,307.65
Appraisal value/ outstanding balance (x)	1.57	2.38	2.07	1.91	1.97	2.57	1.97	1.94	8.45	3.50	3.65	2.77

As of June 30, 2022, the total appraised value of the assets is 2.77x of the total outstanding balance of Directly Acquired Properties for sale.

The following table sets forth certain details regarding the Company's collection and acquisition cost of the portfolios of Directly Acquired Properties for sale with various holding periods as of June 30, 2022:

Time since acquisition	Less than 1 year	From 1 – less than 2 years	From 2 – less than 3 years	From 3 – less than 4 years	From 4 – less than 5 years	From 5 – less than 6 years	From 6 – less than 7 years	From 7 – less than 8 years	From 8 – less than 9 years	From 9 – less than 10 years	From 10 years and above	Total
<i>(Baht in million, except for ratios)</i>												
Direct properties for sale:												
Collection.....	0.00	0.00	389.28	277.96	146.81	191.90	666.65	23.73	415.75	8,530.39	36,590.08	47,182.56
Acquisition cost.....	10.08	50.47	1,801.63	1,270.07	232.20	227.73	607.41	56.26	123.71	3,966.71	19,263.26	27,609.55
Collection/acquisition cost (%).....	0.00	0.00	21.61	17.95	63.23	84.27	109.75	42.17	336.06	215.05	189.95	170.89

As of June 30, 2022, collection for Directly Acquired Properties for sale is 21.61% of the acquisition cost of assets acquired from 2 – less than 3 years as compared with 189.95% of that of assets acquired more than 10 years.

We had collected Baht 0.00 million from the properties for sale that we directly acquired 1 to 2 years prior to June 30, 2022. The Company had total outstanding balance of Baht 50.48 million and total appraisal value of Baht 120.32 million.

2.4 NPLs Concentration by Portfolio

The following table sets forth information regarding our individual debtors with the 10 largest remaining acquisition costs of NPLs as of the dates indicated.

Major Debtors ¹	Year ended December 31,			six-month period ended June 30, 2022
	2019	2020 ²	2021 ²	2022 ²
	Baht (Million)	Baht (Million)	Baht (Million)	Baht (Million)
Debtor 1	3,035	3,035	3,035	3,035
Debtor 2	589	589	589	589
Debtor 3	579	558	558	558
Debtor 4	507	389	389	389
Debtor 5	389	334	334	334
Debtor 6	334	324	323	324
Debtor 7	324	290	290	291
Debtor 8	319	287	287	287
Debtor 9	300	261	261	261
Debtor 10	230	224	224	224
Sub-total	6,606	6,291	6,291	6,292
Total NPLs³	77,375	77,726	73,406	72,067

- Notes:
- ¹ Represents our top 10 debtors by remaining acquisition of NPLs as of the dates indicated. Our top 10 debtors may vary from year to year.
 - ² Information regarding top 10 debtors by remaining acquisition of NPLs for the year ended December 31, 2020 and 2021 and for the six-month period ended June 30, 2022 may not be comparable to the previous periods due to the calculation of allowance for expected credit losses on loans purchased (2019: Allowance for doubtful account) as per requirement of TFRS.
 - ³ Due to the new financial report standards, “loans purchased” (NPLs) is reclassified into “loans purchased of receivables and accrued interest receivables- net.”

2.5 NPAs Concentration by Region and by Type

Our NPAs are located throughout Thailand. As of June 30, 2022, 39.5% of net value of our NPAs are located in Bangkok and its vicinity and 53.7% of net value of our NPAs are residential properties.

The following table sets forth certain details of our NPAs by region as of the date indicated.

	As of December 31,			As of June 30,
	2019	2020	2021	2022
	Net value	Net value	Net value	Net value
Value of NPAs by Geography of Real estate	<i>(Baht in million)</i>			
Immovable assets				
Bangkok and its vicinity	9,988	12,255	11,976	12,350
Central and Eastern Thailand	6,137	6,582	6,893	7,229
Northern Thailand	3,432	3,742	4,089	4,230
Northeast Thailand	2,158	2,698	3,034	3,329
Southern Thailand	1,969	2,587	3,450	3,873
Moveable assets	215	214	224	225
Total	23,899	28,078	29,666	31,235

The following table sets forth a breakdown of the value of our NPAs by type as of the date indicated

	As of December 31,			As of June 30,
	2019	2020	2021	2022
	Net value	Net value	Net value	Net value
Value of NPAs by Type of Real estate	<i>(Baht in million)</i>			
Immovable assets				
Vacant land	5,243	6,023	5,415	5,534
Hotels	450	591	697	701
Commercial properties	6,453	7,186	7,720	7,994
Residential properties	11,539	14,065	15,610	16,781
Moveable assets	215	214	224	225
Total	23,899	28,078	29,666	31,235

As of June 30, 2022, the Company has net NPAs value of Baht 31,235 million and the appraisal NPAs value of Baht 66,654 million (of which Baht 66,246 million for immovable assets and Baht 408 million for movable assets).