



Management Discussion and Analysis

For the three-month and nine-month period ended September 30, 2022

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Contents

1. Key Highlights in Q3/2022
2. Management Discussion and Analysis
 - 2.1. Selected Financial Position
 - 2.2. Collection from NPLs and NPAs Management Businesses
 - 2.3. Vintage Analysis
 - 2.4. NPLs Concentration by Portfolio (top 10 outstanding)
 - 2.5. NPAs Concentration by Region and by Type

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1. Key Highlights in Q3/2022

1.1 BAM listed on THSI list for 2022

BAM has been listed on the Stock Exchange of Thailand's Thailand Sustainability Investment (THSI) list for 2022.

This emphasizes BAM's operations to be one of the Thai listed companies to develop sustainable business by considering the participation of all stakeholders in environmental, social and governance aspects (ESG). As of this quarter, BAM had organized "Home & Hope" project for two consecutive years for which BAM provided financial support to build homes for the underprivileged and other activities to support communities continuously such as scholarship programs and donation of essential medical equipment to hospitals.

1.2 Strategies for NPAs sale

For the second half of 2022, BAM continues to focus on NPAs marketing strategies through offline and online channels. The company organized five exhibition booths such as "Home-Loan-NPA Grand Sale 2022" between July 1-3, 2022 and "Smart SME Expo 2022" between July 7-10, 2022 at Impact Muang Thong Thani. Also, BAM organized "BAM NPA in Online Marketplaces" campaign for customers who purchased NPAs through leading online platforms between August 1 – September 15, 2022. BAM selected NPAs for sale at special prices, with special promotions including free right of ownership transfer and gift vouchers.

1.3 Partnerships

On August 10, 2022, BAM signed a memorandum of understanding with Design Connex and Baania to expand the network and grow opportunities of real estate businesses. Regarding the collaboration, Design Connex – Thailand's largest matchmaking platform which assembles over 2,500 architects, interior designers, landscape architects, and contractors – will offer architecture services as well as providing details on renovation materials and expenses for BAM's customers. Meanwhile, Baania – Thailand's first tech company who has developed real estate big data – will utilize artificial intelligence (AI) and an automated price appraisal system (Bestimate) to support NPA management which can reduce time and operational costs.

1.4 Increase in interest rates

BAM announced to raise interest rates on loans and expenses by 0.25% per annum, effective from October 4, 2022. The interest rates announced were MOR 6.00% per annum, MLR 5.50% per annum and MRR 6.00% per annum. The Company used the average interest rates of Thailand's five large financial institutions, including BBL, SCB, KBANK, KTB and BAY, which had raised their interest rates after the resolution of the Monetary Policy Committee (MPC) on September 28, 2022, to gradually increase the policy interest rate by 0.25% per annum from 0.75% to 1.00% per annum to prevent inflation.

2. Management Discussion and Analysis for Q3/2022

2.1 Selected Financial Position Q3/2022

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

Assets

As of September 30, 2022, the Company has total assets of Baht 128,974 million, increasing by 2.4% from the year ended 2021.

- As of September 30, 2022, the Company has cash of Baht 84 million, decreasing by 15.1% from the year ended 2021, and interbank and money market items – deposits at financial institutions of Baht 5,550 million, increasing by 66.5% from the year ended 2021. This is because the Company issued and offered debenture No.2/2022 of Baht 3,300 million which are the purpose of acquiring NPLs from financial institutions.
- The Company has loans purchased of receivables and accrued interest receivables – net of Baht 70,073 million, decreasing by 4.5% from the year ended 2021. For nine-month period ended September 30, 2022, the Company acquired NPLs (loans purchased of receivables) from financial institutions of Baht 3,117 million and NPAs (properties for sale) from financial institutions of Baht 53 million. (For year ended December 31, 2021, the Company acquired NPLs of Baht 3,663 million and NPAs of Baht 6 million)
- The Company has installment sale receivables and accrued interest receivables – net of Baht 922 million, increasing by 19.1% from the year ended 2021, mainly due to installment sale strategy.
- As of September 30, 2022, the Company has accrued income from auction sale – net of Baht 11,895 million, increasing by 16.0% from the year ended 2021 and advance for expenses on asset acquisition and others – net of Baht 1,135 million, increasing by 27.0% from the year ended 2021, mainly due to the increase in collateral auction activities through the Legal Execution Department.
- As of September 30, 2022, Right-of-use assets – net of Baht 53 million, increasing by 558.5% from the year ended 2021. This is mainly due to recording software lease of Baht 57 million.

Liabilities

As of September 30, 2022, the Company has total liabilities of Baht 86,148 million, increasing by 3.6% from the year ended 2021, and has the debt-equity ratio or D/E of 2.01 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 3,207 million decreased by 10.2% and total borrowings of Baht 11,482 million decreased by 20.6% from the year ended 2021. This is because of less investment in NPLs / NPAs' acquisition and repayment of loans which were due.
 2. Net debentures of Baht 68,508 million increased by 10.3% from the year ended 2021. This is because the Company issued and offered debentures to institutional and high-net-worth investors two times as follows:

- Debenture No.1/2022 of Baht 9,500 million. They comprised of 4 debentures with tenure ranging from 2-10 years and interest rates from 2.13% to 4.37%.
- Debenture No.2/2022 of Baht 3,300 million. They comprised of 3 debentures with tenure ranging from 2.5-8 years and interest rates from 2.88% to 4.08%.

In addition, the Company repaid 3 debentures which were due in 2022, total amount issued Baht 6,400 million.

- As of September 30, 2022, the Company has accrued interest payables of Baht 681 million, increasing by 23.0% from the year ended 2021. This is due to issuance and offering of additional debentures in 2022. Furthermore, the Company's average cost of funds is 3.09% (as of 2022: 2.98%).
- The Company has lease liabilities of Baht 38 million, increasing by 2,718.1% from the year ended 2021, which is the accounting records in accordance with right-of-use assets.

Equity

As of September 30, 2022, the Company has total equity of Baht 42,826 million, increasing by 0.2% from the year ended 2021.

Interest Income –net

This table mainly presents items that have significant changes.

Unit: Baht in Million	Q 3/2022	Q 2/2022	qoq % Inc. (Dec.)	Q 3/2021	yoy % Inc. (Dec.)	9 months 2022	9 months 2021	yoy % Inc. (Dec.)
Interest Income - net	1,856	1,990	(6.7)	1,816	2.2	5,377	5,054	6.4
Total Interest Income	2,528	2,641	(4.3)	2,460	2.8	7,320	6,984	4.8
Deposit at financial institutions	4	3	33.3	2	100.0	8	7	14.3
Loans purchased of receivables	2,520	2,637	(4.4)	2,414	4.4	7,285	6,828	6.7
- Part of amount received	605	524	15.5	371	63.1	1,622	1,040	56.0
- Part of accrued	910	1,002	(9.2)	1,144	(20.5)	2,932	3,472	(15.6)
- Gain on loans purchased of receivables	1,005	1,111	(9.5)	899	11.8	2,731	2,316	17.9
Installment sale receivables	27	25	8.0	26	3.8	82	89	(7.9)
Total interest expenses	672	651	3.2	644	4.3	1,943	1,929	0.7
Debt issued – debentures	582	561	3.7	504	15.5	1,657	1,453	14.0
Debt issued – promissory notes	24	24	0.0	26	(7.7)	73	80	(8.8)
Borrowings	66	66	0.0	114	(42.1)	213	396	(46.2)

- In Q3/2022, the Company has total interest income of Baht 2,528 million, decreasing by 4.3% qoq and increasing 2.8% yoy. For nine-month period ended September 30, 2022, the Company has total interest income of Baht 7,320 million, increasing by 4.8% yoy, mainly due to

- Interest income on loans purchased of receivables - part of amount received, Baht 605 million in Q3/2022, increased by 15.5% qoq and 63.1% yoy. For nine-month period ended September 30, 2022, the Company has interest income on loans purchased of receivables - part of amount received, Baht 1,622 million, increased by 56.0% yoy. Due to the economic recovery from the COVID-19 pandemic since the second half of 2021, the debtors' ability to repay debts has improved continuously, and there was a strategy to enhance TDR debtors.
 - 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 910 million in Q3/2022. 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 Q3/2022, Baht 1,005 million, decreased by 9.5% qoq and increasing 11.8% yoy. For nine-month period ended September 30, 2022, the Company has gain on loans purchased of receivables, Baht 2,731 million, increased by 17.9% yoy. This is because in Q3/2022 the proportions of interest income and acquisition cost from debtors' payments had increased, so less profit was recognized, compared to the preceding quarter. For nine-month period ended September 30, 2022, the medium sized debtors and SME' payments had been recovered.
- In Q3/2022, the Company has total interest expenses of Baht 672 million, increasing by 3.2% qoq and 4.3% yoy. Debt issued – debentures of Baht 582 million increased by 15.5% yoy, mainly due to the issuance and offering of debentures and repayment of debentures that were due. For nine-month period ended September 30, 2022, the Company has total interest expenses of Baht 1,943 million, increasing by 0.7% yoy. Interest expense - borrowings of Baht 213 million decreased by 46.2% yoy and debt issued – debentures of Baht 1,657 million increased by 14.0%, mainly due to rearrangement of the structure of liabilities according to cost of funds strategy under rising interest rates. As of September 30, 2022, the Company's average cost of funds is 3.09% (as of 2022: 2.98%).

Gain on sale of properties for sale and installment sale

For three-month period ended September 30, 2022, the Company has gain on sale of properties for sale (outright sale) of Baht 690 million, increasing by 5.8% qoq and 2.5% yoy. The Company's outright sale had improved because of various promotions, compared to the preceding quarter. For nine-month period ended September 30, 2022, the Company has gain on sale of properties for sale (outright sale) of Baht 1,753 million, decreasing by 7.3% yoy.

However, in this quarter, the Company has gain on installment sale of Baht 49 million, decreasing by 26.9% qoq and 61.7% yoy. This is mainly because NPA cost from payments had increased, compared to the preceding quarter. For nine-month period ended September 30, 2022, the Company has gain on installment sale of Baht 195 million, decreasing by 69.3% 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 3/2022	Q 2/2022	qoq % Inc. (Dec.)	Q 3/2021	yoy % Inc. (Dec.)	9 months 2022	9 months 2021	yoy % Inc. (Dec.)
Other operating expenses	692	737	(6.1)	714	(3.1)	2,027	1,940	4.5
Employee expenses	372	394	(5.6)	433	(14.1)	1,093	1,109	(1.4)
Directors' remunerations	2	2	0.0	2	0.0	7	5	40.0
Premises and equipment expenses	47	47	0.0	48	(2.1)	136	149	(8.7)
Taxes and duties	144	125	15.2	122	18.0	389	378	2.9
Impairment loss on properties for sale (reversal)	-10	7	(242.9)	-8	25.0	7	0.9	677.8
Properties for sale expenses	65	113	(42.5)	32	103.1	231	98	135.7
Other expenses	72	50	44.0	85	(15.3)	163	200	(18.5)

▪ For three-month period ended September 30, 2022, the Company has other operating expenses of Baht 692 million, decreasing by 6.1% qoq and 3.1% yoy. For nine-month period ended September 30, 2022, the Company has other operating expenses of Baht 2,027 million, increasing by 4.5% yoy, mainly due to

- In Q3/2022, the Company has recorded an additional impairment loss on properties for sale (reversal) of Baht (10) million, decreasing by 242.9% qoq and increasing 25.0% yoy. For nine-month period ended September 30, 2022, the Company recorded impairment loss on the properties for sale of Baht 7 million, increasing by 677.8% yoy, mainly because of changes in the appraisal value.
- In Q3/2022, the Company has properties for sale expenses of Baht 65 million, decreasing by 42.5% qoq and increasing 103.1% yoy. For nine-month period ended September 30, 2022, the Company has properties for sale expenses of Baht 231 million, increasing by 135.7% yoy, mainly due to the cost of handling chemical contamination on a property in Q2/2022 and land and building tax.
- In Q3/2022, the Company has other expenses of Baht 72 million, increasing by 44.0% qoq and decreasing by 15.3% yoy. For nine-month period ended September 30, 2022, the Company has other expenses of Baht 163 million, decreasing by 18.5% yoy, mainly due to expenses incurred in corporate image, 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 September 30, 2022, the Company recorded the expected credit losses of Baht 1,048 million mainly because the Company recorded the expected credit losses for “loans purchased of receivables” of Baht 1,028 million, divided into loans purchased of receivables - accrued interest receivables of Baht 910 million and additional expected credit losses from impairment of loans purchased of receivables of Baht 118 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 nine-month period ended September 30, 2020, 2021, and 2022.

Collection received from	Year ended			nine-month period ended		
	December 31,			September 30,		
	2019	2020	2021	2020	2021	2022
NPLs management business	Baht	Baht	Baht	Baht	Baht	Baht
	(Million)	(Million)	(Million)	(Million)	(Million)	(Million)
Interest income from loans purchased ¹	1,518.9	5,887.9	6,047.2	4,924.0	5,552.3	4,554.2
Gain on loans purchased	7,449.6	3,835.4	3,322.1	2,852.3	2,315.8	2,730.5
Net repayment and adjusted entries	10,907.8	8,319.2	7,907.5	5,864.3	5,794.5	6,360.4
Total	19,876.3	18,042.5	17,276.8	13,640.6	13,662.6	13,645.1
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)	(9,607.4)	(9,328.9)	(9,301.2)
Collection from the debtors during the period³	6,858.1	5,797.5	6,042.7	4,033.1	4,329.4	4,343.9
Collection from the Legal Execution Department during the period ⁴	7,200.5	2,598.8	2,675.9	2,240.0	1,869.1	2,652.9
Total Collection from NPLs management business⁵	14,058.6	8,396.3	8,718.6	6,273.1	6,198.5	6,996.8

Notes: ¹ In Notes to Financial Statements for the nine-month period ended September 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 nine-month period ended September 30, 2022, the Company's collection received from NPLs management business was Baht 6,996.8 million which consisted of collection from the debtors during the period of Baht 4,343.9 million and collection from the Legal Execution Department of Baht 2,652.9 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 nine-month period ended September 30, 2020, 2021, and 2022.

Collection received from NPAs management business	Year ended December 31,			nine-month period ended September 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	1,364.3	1,892.4	1,753.4
Decreased acquisition or transfer costs of properties for sale – net ¹	2,316.9	1,881.5	3,280.8	1,227.0	2,083.1	2,178.8
Total collection from sale of properties for sale-Outright sales	5,224.2	3,879.4	6,244.0	2,591.3	3,975.5	3,932.2
Installment sales						
Interest income	108.0	95.0	115.0	72.6	89.0	82.2
Collected debt repayment during the period (in terms of cost and gain)	341.4	724.0	917.0	222.0	814.0	527.3
Total collection from installment sales of properties for sale	449.4	819.0	1,032.0	294.6	903.0	609.5
Total collection received from NPAs Management business²	5,673.6	4,698.4	7,276.0	2,885.9	4,878.5	4,541.7

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 nine-month period ended September 30, 2022, the Company's collection received from NPAs management business is Baht 4,560.1 million which consisted of Baht 3,932.2 million from outright sales and Baht 609.5 million from installment sales, and the Company's other incomes, such as rents and forfeited money, amount to Baht 18.4 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 September 30, 2022:

Time since acquisition	Less than	From 1 – less than 2	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	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	5,177.82	3,471.83	7,643.04	11,064.37	8,360.31	6,739.19	5,105.43	7,764.49	2,889.30	3,272.01	16,987.28	78,475.07
Appraisal value ¹	10,826.32	8,559.82	15,466.04	21,058.03	17,322.28	13,109.95	10,696.13	15,873.94	5,657.62	7,979.92	47,973.93	174,523.98
Appraisal value/ Outstanding balance (x)	2.09	2.47	2.02	1.90	2.07	1.95	2.10	2.04	1.96	2.44	2.82	2.22
Foreclosed collateral properties: (Time since transferred to NPAs)												
Outstanding balance ²	5,500.31	4,206.13	4,279.58	3,308.93	2,528.29	2,068.12	1,101.23	1,415.94	484.75	643.06	1,701.21	27,237.55
Appraisal value	9,940.42	7,804.14	8,471.32	6,491.89	5,302.38	4,211.49	2,404.49	2,562.15	1,107.18	668.10	4,445.12	53,408.67
Appraisal value/ Outstanding balance (x)	1.81	1.86	1.98	1.96	2.10	2.04	2.18	1.81	2.28	1.04	2.61	1.96

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 1.96 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 September 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.....	710.51	1,626.58	3,419.66	6,919.49	7,276.27	6,698.40	7,714.89	9,355.78	6,074.26	11,247.12	177,281.40	238,324.36
Distressed debt asset collection.....	199.79	390.88	1,271.63	3,435.24	4,318.62	4,055.25	5,000.91	6,779.68	3,666.69	9,098.85	144,239.19	182,456.72
Foreclosed collateral properties collection.....	510.72	1,235.70	2,148.03	3,484.25	2,957.65	2,643.16	2,713.98	2,576.10	2,407.57	2,148.28	33,042.21	55,867.64
Acquisition cost.....	5,442.83	3,829.50	8,868.41	14,728.45	13,997.28	11,815.07	11,104.63	16,633.28	7,551.52	11,981.87	134,841.50	240,794.33
Collection/ Acquisition cost (%).....	13.05	42.48	38.56	46.98	51.98	56.69	69.47	56.25	80.44	93.87	131.47	98.97

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 September 30, 2022, total collection for assets acquired from 2 - less than 3 years is 38.56% which is lower than the total collection for assets acquired over 10 years ago of 131.47%

From the portfolios of loans purchase that the Company have acquired in the 1 to 2 years prior to September 30, 2022 of Baht 1,626.58 million (of which Baht 390.88 million was from distressed debt assets and Baht 1,235.70 million was from foreclosed collateral properties) and had a total balance of Baht 7,677.96 million of loans purchased which we had acquired within one to two years before (of which Baht 3,471.83 million is from distressed debt assets and Baht 4,206.13 million is from foreclosed collateral properties), with a total appraisal value of Baht 16,363.96 million (of which Baht 8,559.82 million from distressed assets and Baht 7,804.14 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 September 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.....	57.20	49.19	1,192.40	895.60	228.31	128.10	173.81	36.84	0.00	264.89	1,845.88	4,872.21
Appraisal value.....	86.22	109.32	2,586.34	1,713.46	413.00	320.42	342.91	70.80	0.00	765.81	7,338.39	13,746.68
Appraisal value/ outstanding balance (x)	1.51	2.22	2.17	1.91	1.81	2.50	1.97	1.92	0.00	2.89	3.98	2.82

As of September 30, 2022, the total appraised value of the assets is 2.82x 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 September 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	0.03	257.95	353.03	162.41	226.66	679.73	25.83	3.40	3,499.14	42,188.08	47,396.25
Acquisition cost.....	58.63	49.18	1,557.38	1,367.28	342.87	265.39	607.41	56.26	3.23	1,475.39	21,875.08	27,658.10
Collection/acquisition cost (%).....	0.00	0.06	16.56	25.82	47.37	85.41	111.91	45.91	105.38	237.17	192.86	171.36

As of September 30, 2022, collection for Directly Acquired Properties for sale is 16.56% of the acquisition cost of assets acquired from 2 – less than 3 years as compared with 192.86% of that of assets acquired more than 10 years.

We had collected Baht 0.03 million from the properties for sale that we directly acquired 1 to 2 years prior to September 30, 2022. The Company had total outstanding balance of Baht 49.19 million and total appraisal value of Baht 109.32 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,			nine-month period ended
	2019	2020 ²	2021 ²	September 30, 2022
	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	70,073

- 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 nine-month period ended September 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 September 30, 2022, 38.9% of net value of our NPAs are located in Bangkok and its vicinity and 54.9% 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 September 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	12,286
Central and Eastern Thailand	6,137	6,582	6,893	7,306
Northern Thailand	3,432	3,742	4,089	4,250
Northeast Thailand	2,158	2,698	3,034	3,433
Southern Thailand	1,969	2,587	3,450	4,107
Moveable assets	215	214	224	212
Total	23,899	28,078	29,666	31,594

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 September 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	5,326
Hotels	450	591	697	638
Commercial properties	6,453	7,186	7,720	8,076
Residential properties	11,539	14,065	15,610	17,342
Moveable assets	215	214	224	212
Total	23,899	28,078	29,666	31,594

As of September 30, 2022, the Company has net NPAs value of Baht 31,594 million and the appraisal NPAs value of Baht 67,155 million (of which Baht 66,784 million for immovable assets and Baht 371 million for moveable assets).