# SECURITIES AND EXCHANGE COMMISSION WASHINGTON DC 20549

FORM 8-K

### CURRENT REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

Date of Report (Date of earliest event reported) June 15, 2010

CONSUMER PORTFOLIO SERVICES, INC	CONSUMER	PORTFOLIO	SERVICES.	, INC.
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	(Exact Name of Registrant as Specified in Charter)					
CALIFORNIA	1-14116	33-0459135				
(State or Other Jurisdiction of Incorporation)	(Commission File Number)	(IRS Employer Identification No.)				
19500 Jamboree Road, Irvine, CA 92612						
(Address of Principal Executive Offices) (Zip Code)						
Registrant's telephone number, including area code (949) 753-6800						
Not Applicable						
(Former name or former address, if changed since last report)						

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instruction A.2. below):

- o Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- o Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- o Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- o Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

### ITEM 7.01 REGULATION FD DISCLOSURE

We are today making available one presentation consisting of 23 slides. A copy is attached as an exhibit. Although the exhibit is an update of a similar presentation made available on May 8, 2008 (as an exhibit to a current report on Form 8-K), we are not undertaking to update further any of the information that is contained in the attached presentation.

The information furnished in this report shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended.

### ITEM 9.01. FINANCIAL STATEMENTS AND EXHIBITS.

Neither financial statements nor pro forma financial information are filed with this report.

One exhibit is attached:

Dated: June 15, 2010

<u>Exhibit Number</u> <u>Description</u>

99.1 Company Summary

### **SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, as amended, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

CONSUMER PORTFOLIO SERVICES, INC.

By: /s/ Robert E. Riedl

Robert E. Riedl Senior Vice President

### EXHIBIT INDEX

<u>Exhibit Number</u> <u>Description</u>

99.1 Company Summary.

# Consumer Portfolio Services, Inc. NASDAQ: CPSS

Investor Presentation As of March 31, 2010



# Company Overview

- Specialty finance company focused on the sub-prime auto market
- o Irvine, California headquarters and three strategically located servicing branches in Virginia, Florida and Illinois
- Established in 1991; IPO in 1992
   Approximately 500 employees
- o Through March 31, 2010, approximately \$8.7 billion in contract purchases from auto dealers
- As of March 31, 2010, managed portfolio of approximately \$1.0 billion



# U.S. Auto Finance Market

### U.S. Auto Finance Market

2006 U.S. auto financing = \$405 billion (1)

\$216 billion new; \$189 billion used

Company estimates 20%, or \$81 billion is "subprime"

Historically fragmented market

Few dominant long-term players

Significant barriers to entry

## Other Major Market Players

**AmeriCredit** 

Capital One

Santander/Drive

**Chase Custom** 

CitiFinancial

Regional Acceptance/BB&T

Westlake Financial



(1) According to CNW Marketing Research, Inc.

# Marketing

- m Purchase contracts from dealers across the U.S.
- m 10 employee marketing reps in the field and 10 in-house
- m Primarily factory franchised dealers





(1) Under the CPS programs for contracts purchased in the first quarter of 2010.

# **Historical Origination Volume**

m Since inception through March 2010 the Company has originated \$8.7 billion - recently have begun to ramp up after credit crisis of 2008 and 2009

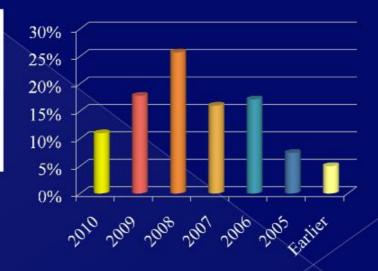


# Collateral Description (1)

### Primarily late model, pre-owned vehicles

- 14% New
- · 86% Pre-owned
- 58% Domestic
- · 42% Foreign

### **Model Year**





(1) Under the CPS programs for contracts purchased in the first quarter of 2010.

# **Program Overview**

m CPS's risk-adjusted pricing results in program offerings covering a wide band of the credit spectrum

Program <sup>(1)</sup>	Avg. Yield (2)	Avg. Amount Financed	Avg. FICO	% of Purchases
Preferred	17.2%	\$20,638	615	2%
Super Alpha	19.3%	\$17,927	576	12%
Alpha Plus	21.8%	\$16,416	575	15%
Alpha	25.6%	\$14,647	561	42%
Standard	29.6%	\$12,817	559	9%
Mercury / Delta	31.3%	\$11,820	564	10%
First Time Buyer	30.6%	\$11,509	572	10%



- (1) Under the CPS programs for contracts purchased in the first quarter of 2010.
- (2) Contract APR as adjusted for fees charged (or paid) to dealer.

# Borrower and Contract Profile(1)

### **Borrower:**

39 years · Average age · Average time in job 6 years · Average time in residence 5 years · Average credit history 11 years

· Average household income \$47,772 per year

· Percentage of homeowners 16%

### Contract:

• Average amount financed \$14,364 · Average monthly payment \$383 Average term 60 months

• Weighted Average APR 20.1%



(1) Under the CPS programs for contracts purchased in the first quarter of 2010.

# **Operations**

### **Contract Originations**

- m Centralized contract originations at Irvine HQ
  - § Maximizes control and efficiencies
- m Proprietary auto-decisioning system
  - Makes initial credit decision on over 98% of incoming applications
  - § Enhances dealer service by shortening response time
- m Pre-funding verification of employment, income and residency
  - § Protects against potential fraud

### Servicing

- m Geographically dispersed servicing centers enhance coverage and staffing flexibility and drive portfolio performance
- m Early contact on past due accounts; commencing as early as first day after due date
- m Early stage workload supplemented by automated intelligent predictive dialer
- m Workloads allocated based on specialization and behavioral scorecards, which enhances efficiencies



# **Key Metrics** m Average LTV and Average PTI ratios have steadily decreased Loan-to-Value Ratio Payment-to-Income Ratio 118% 15% 14% 116% 13% 12% 114% 11% 112% 10% 110% 9%

# Homeowner Performance Analysis

m CPS homeowners continue to outperform non-homeowners





CPS

# Portfolio Financing

- **m** \$100 million in funding capacity through two facilities
  - Pursuing additional sources of liquidity
- m Quarterly "AAA" rated asset-backed securities provided historical long-term matched funding \$6.4 billion in 48 deals from 1994 to 2008
  - > Last deal completed in April 2008
  - Objective is to re-enter term securitization market late 2010 or early 2011
- m \$199 million whole loan sale (September 2008)
- m \$50 million residual financing maturity extended to May 2011 (extension closed in May 2010)



# Total Managed Portfolio

m Recent decline is a result of reduced new contract purchases in 2008 and 2009.





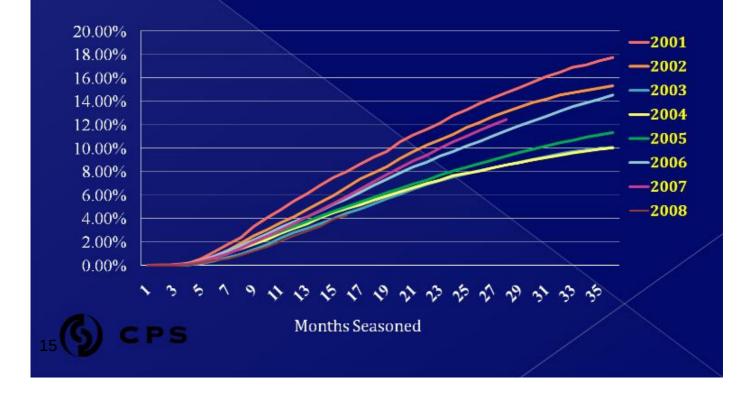
# Delinquencies and Repo Inventory m Portfolio delinquencies (31+) look to have peaked +-CPS Portfolio (1) 10.00% 9.00% 8.00% 7.00% 6.00% 5.00% 4.00% 3.00% 2.00% 1.00% 0.00%

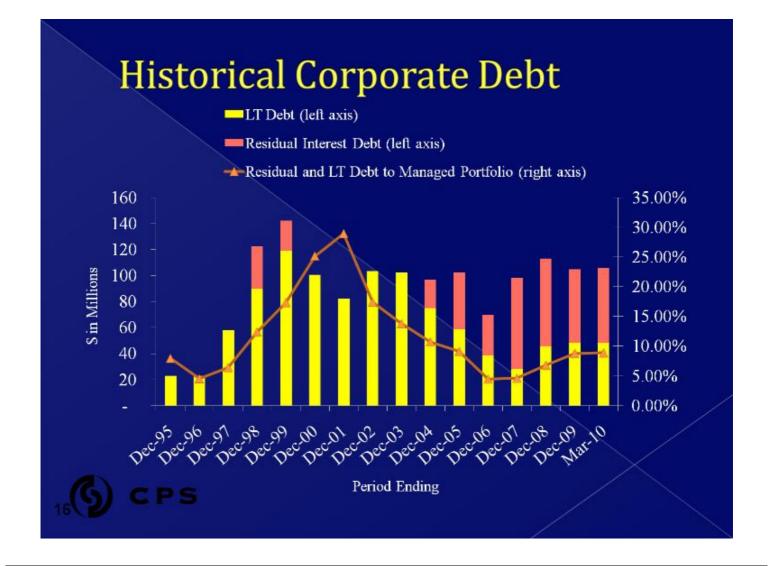


(1) Three quarter rolling averages.

# Static Pool Performance

m Average of quarterly vintage cum. net losses as of March 31, 2010 m 2008 vintage in line with 2003 and 2004 vintages





### **Auction Values** m Recovery Rates Correlate to Manheim Index m Steady Improvement since December 2008 Manheim Used Vehicle Value Index (Quarterly Avg.) (1) Recovery Rate Manheim Index CPS Recovery Rate Quarterly Avg. (2) 120.00 50.00% 45.00% 115.00 110.00 40.00% 35.00% 105.00 30.00% 100.00

(1) Wholesale used vehicle prices (on a mix, mileage, and seasonally adjusted basis).

(2) Quarterly average net liquidation proceeds as a percentage of the net balance at the time of sale.

**Summary Balance Sheets** 

(\$ in	March 31,	<u>December</u> 2 <b>80</b> 9	<u>December</u> 2 <b>80</b> 8	<u>December</u> 280,7
mill <u>iogs</u> pls	<u>2010</u>			-
Cash	\$ 22.8	\$ 12.4	\$ 22.1	\$ 20.9
Restricted Cash	126.9	128.5	153.5	170.3
Finance receivables, net of allowance	738.8	840.1	1,339.3	1,967.9
Residual interest in securitizations	4.6	4.3	3.6	2.3
Deferred tax assets, net	33.5	33.5	52.7	58.8
Other Assets	<u>38.4</u>	<u>49.5</u>	<u>67.6</u>	<u>62.6</u>
	<u>\$ 965.0</u>	<u>\$ 1,068.3</u>	<u>\$ 1,638.8</u>	<u>\$ 2,282.8</u>
<u>Liabilities</u>				
Accounts payable and other liabilities	\$ 19.9	\$ 17.9	\$ 21.7	\$ 18.4
Warehouse lines of credit	17.6	4.9	9.9	235.9
Income taxes payable				17.7
Residual interest financing	52.9	56.9	67.3	70.0
Securitization trust debt	796.5	904.8	1,404.2	1,798.3
Senior secured debt, related party	26.4	26.1	20.1	
Other debt	<u>22.5</u>	<u>22.0</u>	<u>25.7</u>	<u>28.1</u>
	<u>935.7</u>	<u>1,032.7</u>	<u>1,549.0</u>	<u>2,168.5</u>
Shareholders' equity	<u>29.3</u>	<u>35.6</u>	<u>89.8</u>	<u>114.4</u>
	<u>\$</u> <u>965.0</u>	<u>\$ 1,638.8</u>	<u>\$ 1,638.8</u>	<u>\$ 2,282.8</u>

	Three Months Ended		Years En	-	
(\$ in millions)	March 31, 2010	<u>March 31,</u> <u>2009</u>	<u>December</u> 31, 2009	<u>December 31,</u> <u>2008</u>	<u>December 31,</u> <u>2007</u>
Revenues					
Interest income	\$ 39.0	\$ 61.2	\$ 208.2	\$ 351.6	\$ 370.3
Servicing fees	2.4	1.0	4.6	2.1	1.2
Other income	<u>3.2</u>	<u>3.8</u>	<u>11.1</u>	<u>14.8</u>	<u>23.1</u>
	44.6	66.1	223.9	368.4	394.6
<u>Expenses</u>					
Employee costs	8.8	9.3	37.3	48.9	46.7
General and administrative	7.6	9.1	32.2	44.4	47.4
Interest	22.3	32.1	111.8	156.3	139.2
Provision for credit losses	11.7	16.1	92.0	148.4	137.3
Loss on sale of receivables	<u>0.0</u>	0.0	<u>0.0</u>	<u>14.0</u>	<u>0.0</u>
	50.4	66.6	273.3	411.9	370.6
Pretax income (loss)	(5.8)	(0.5)	(49.4)	(43.5)	24.0
Income tax expense (gain)	<u>==</u>	<u></u>	_	<u>(17.4)</u>	<u>10.1</u>
Net income (loss)	<u>\$ (5.8)</u>	<u>\$ (0.5)</u>	<u>\$ (49.4)</u>	<u>\$ (26.1)</u>	<u>\$ 13.9</u>
EPS (loss) (fully diluted)	\$ (0.33)	\$ (0.03)	\$ (3.07)	\$ (1.36)	\$ 0.61

# Selected Financial Data

(\$ in millions)	Three Months Ended		<u>Years Ended</u>		
	<u>March 31,</u> <u>2010</u>	March 31, 2009	<u>December 31,</u> <u>2009</u>	<u>December</u> 31, 2008	<u>December</u> 31, 2007
Auto contract purchases	\$17.4	\$1.1	\$296.8	\$296.8	\$1,282.3
Total managed portfolio	\$1,044.1	\$1,488.4	\$1,664.1	\$1,664.1	\$2,126.2
Risk-adjusted margin (1)	\$4.9	\$13.0	\$46.9	\$46.9	\$93.8
Core operating expenses (2)					
\$ amount	\$16.3	\$18.3	\$93.2	\$93.2	\$94.1
% of average managed portfolio	6.0%	4.7%	4.8%	4.8%	4.9%
Total delinquencies and repo inventory (30+ days)					
(% of total owned portfolio)	5.9%	6.7%	8.6%	8.6%	6.3%
Annualized net charge-offs					
(% of average owned portfolio)	12.2%	11.6%	7.7%	7.7%	5.3%



(1) Interest income less interest expense and provision for credit losses.

Total expenses less provision for credit losses less interest expense, impairment loss on residual asset, and loss on sale of receivables.

# **Investment Merits**

- m CPS has weathered two down cycles to remain one of the few independent public auto finance companies
- m Attractive industry fundamentals as larger competitors exit industry
- m Disciplined approach to credit quality and servicing
- m Credit performance of 2008 and 2009 vintages in line with 2003 and 2004

- m Operating leverage through economies of scale
- m Opportunistic, successful acquisitions
- m Stable senior management team with significant equity ownership
  - Senior management, including vice presidents, average 15 years of service with the Company



# Reference to Public Reports

m Any person considering an investment in securities issued by CPS is urged to review the materials filed by CPS with the U.S. Securities and Exchange Commission ("Commission"). Such materials may be found by inquiring of the Commission's EDGAR search page (http://www.sec.gov/edgar/searchedgar/companysearch.html) using CPS's ticker symbol, which is "CPSS." Risk factors that should be considered are described in Item 1A, "Risk Factors," of CPS's annual report on Form 10-K, which report is on file with the Commission and available for review at the Commission's website. Such description of risk factors is incorporated herein by reference.



# Safe Harbor Statement

m Information included in the preceding slides is believed to be accurate, but is not necessarily complete. Such information should be reviewed in its appropriate context. The implication that historical trends will continue in the future, or that past performance is indicative of future results, is disclaimed. To the extent that one reading the preceding material nevertheless makes such an inference, such inference would be a forward-looking statement, and would be subject to risks and uncertainties that could cause actual results to vary. Such risks include variable economic conditions, adverse portfolio performance (resulting, for example, from increased defaults by the underlying obligors), volatile wholesale values of collateral underlying CPS assets, reliance on warehouse financing and on the capital markets, fluctuating interest rates, increased competition, regulatory changes, the risk of obligor default inherent sub-prime financing, and exposure to litigation.

