

UNITED STATES 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) March 19, 2019

**CONSUMER PORTFOLIO SERVICES, INC.**  
(Exact Name of Registrant as Specified in Charter)

CALIFORNIA  
(State or Other Jurisdiction  
of Incorporation)

1-11416  
(Commission  
File Number)

33-0459135  
(IRS Employer  
Identification No.)

3800 Howard Hughes Pkwy, Suite 1400, Las Vegas, NV 89169  
(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):

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

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

## 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 similar presentations made available from time to time as an exhibit to a report on Form 8-K, we are not undertaking to update further any of the information that is contained in the attached presentation. The same presentation furnished as an exhibit to this report will be made available on our website, at this address:

<http://ir.consumerportfolio.com/events-and-presentations/presentations>

We routinely post important information, including news releases and reports to the U.S. Securities and Exchange Commission, on our website.

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:

<u>Exhibit Number</u>	<u>Description</u>
99.1	<a href="#">Company Summary as of December 31, 2019</a>

## 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.

Dated: March 19, 2019

By: /s/ Jeffrey P. Fritz  
Jeffrey P. Fritz  
Executive Vice President

# **Consumer Portfolio Services, Inc.**

**Nasdaq: CPSS**

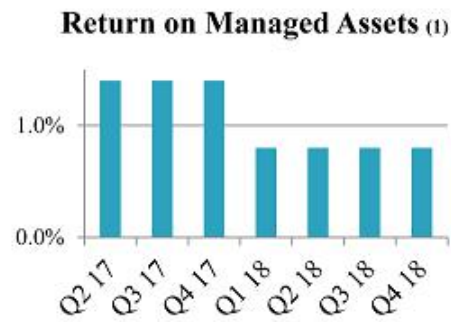
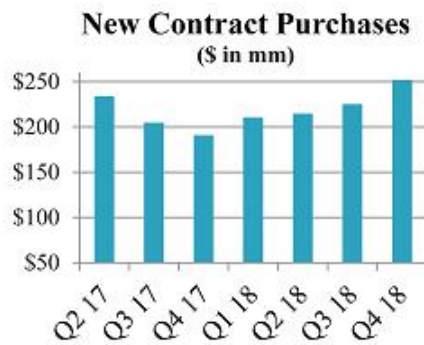
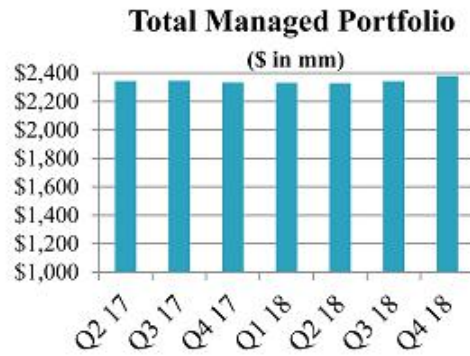
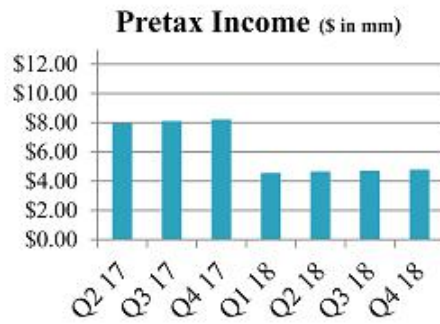
Investor Presentation  
As of December 31, 2018



# Company Overview

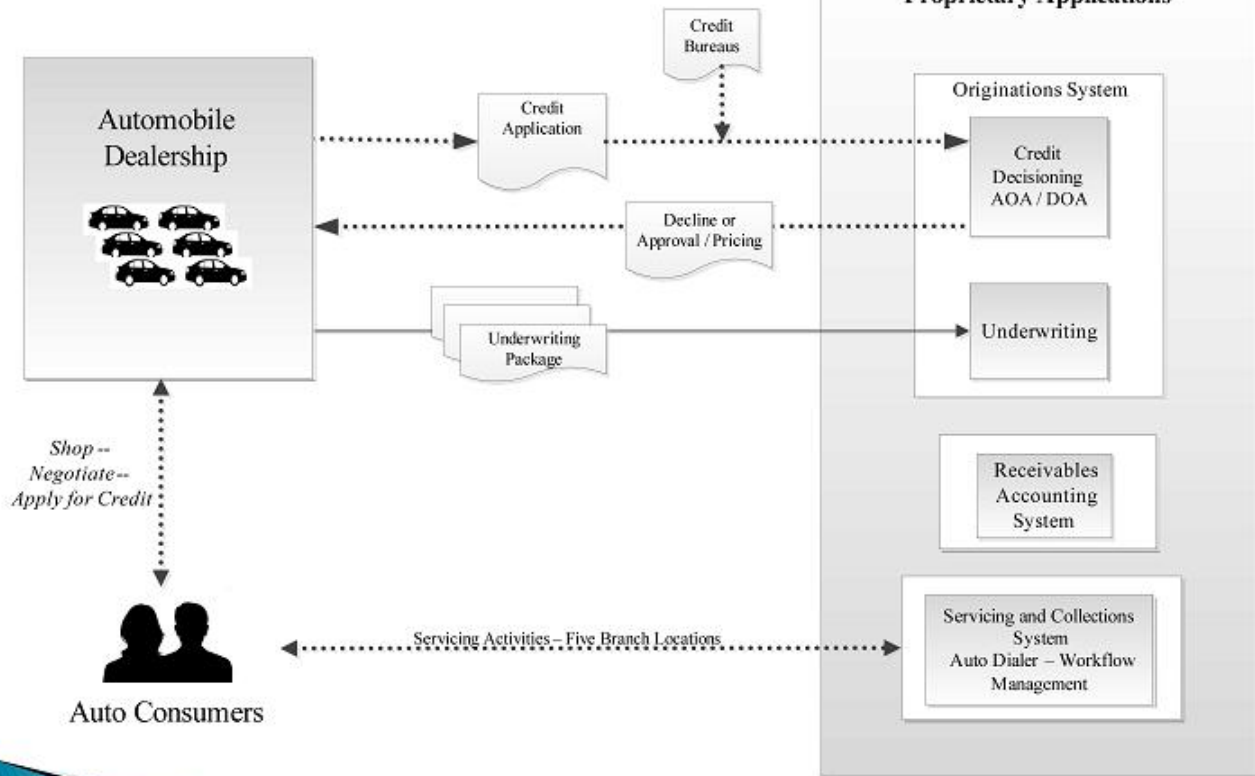
- Consumer finance company focused on sub-prime auto market
- Established in 1991. IPO in 1992
- Through December 31, 2018, approximately \$15.2 billion in contracts originated
- From 2002 – 2011, four mergers and acquisitions aggregating \$822.3 million
- Irvine, California operating headquarters; Branches in Nevada, Illinois, Virginia and Florida
- Approximately 1,032 employees at December 31, 2018
- \$902.4 million contract originations in 2018; \$859.1 million contract originations in 2017
- \$2.4 billion outstanding managed portfolio at December 31, 2018

# Recent Financial and Operating Performance



(1) Equal to annualized pretax income as a percentage of the average managed portfolio.

# Operational Flow



# Economic Model

- Recent results reflect upward tick in cost of funds due to rising interest rate environment.

	Quarter Ended		Twelve Months Ended	
	December 31, 2018	December 31, 2017	December 31, 2018	December 31, 2017
Interest Income	15.0%	18.0%	16.2%	18.2%
Servicing and Other Income	0.4%	0.4%	0.4%	0.4%
Interest Expense	(4.5%)	(4.1%)	(4.3%)	(4.0%)
Net Interest Margin	10.9%	14.3%	12.3%	14.7%
Provision for Credit Losses	(4.2%)	(7.5%)	(5.7%)	(8.0%)
Core Operating Expenses	(5.9%)	(5.4%)	(5.8%)	(5.3%)
Pretax Return on Assets	0.8%	1.4%	0.8%	1.4%

(1) As a percentage of the average managed portfolio. Percentages may not add due to rounding.

# U.S. Auto Finance Market

## U.S. Auto Finance Market

\$1.2 trillion in auto loans outstanding as of Q4 2018 (1)

Approximately \$604.4 billion in new auto loans in 2018 (2)

Approximately 38% of Q4 2018 auto loans originated were below “prime” (credit score less than 660) (1)

Historically fragmented market

Few dominant long-term players

Significant barriers to entry

## Other National Industry Players

Santander Consumer USA

GM Financial/AmeriCredit

Capital One

Chase Custom

Wells Fargo

Westlake Financial

Credit Acceptance Corp.

Exeter Finance Corp.

(1) According to Experian Automotive.

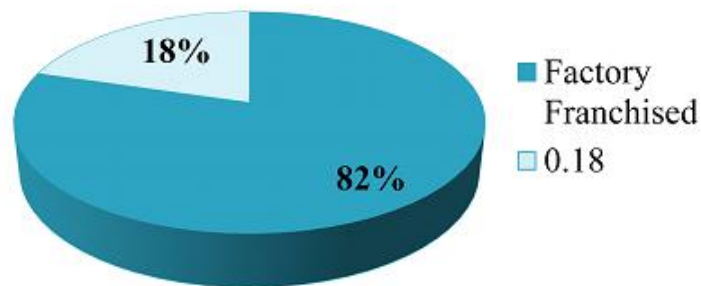
(2) According to Consumer Financial Protection Bureau



# Marketing

- Purchasing contracts from dealers in 48 states across the U.S.
- As of December 31, 2018 had 81 employee marketing representatives
- Primarily factory franchised dealers

**Contract Purchases (1)**



(1) Under the CPS programs for contracts purchased during 2018.

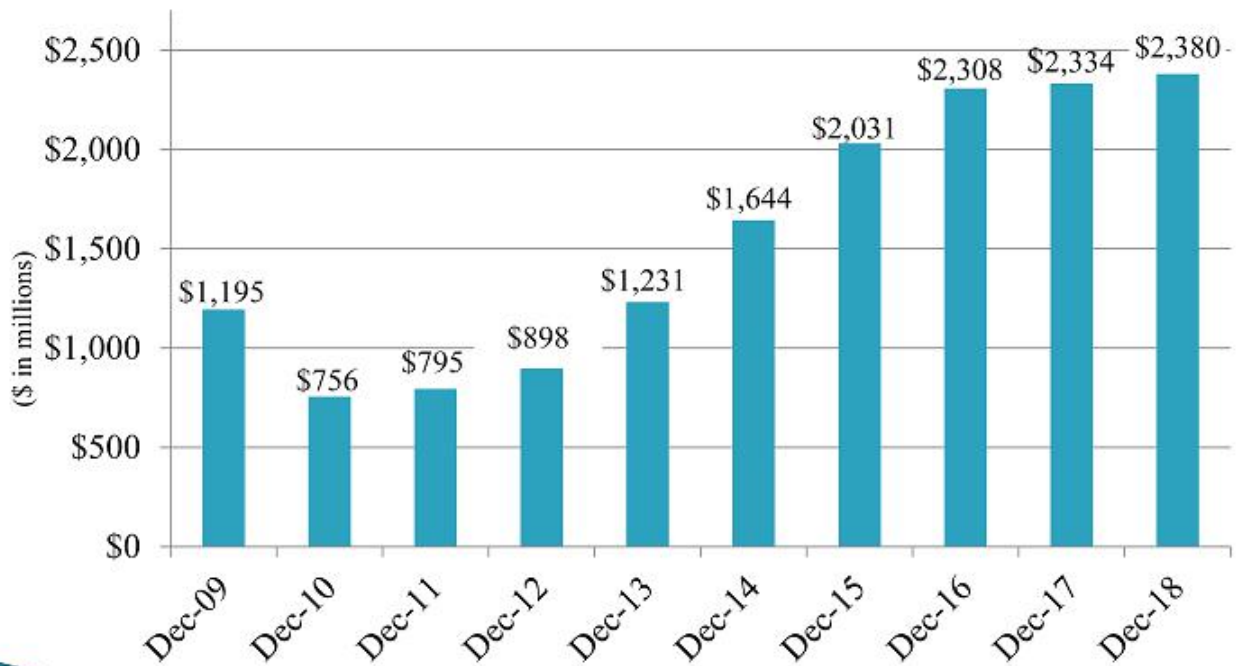
# Historical Origination Volume

- Since inception through December 31, 2018 the Company has originated approximately \$15.2 billion in contracts



# Total Managed Portfolio

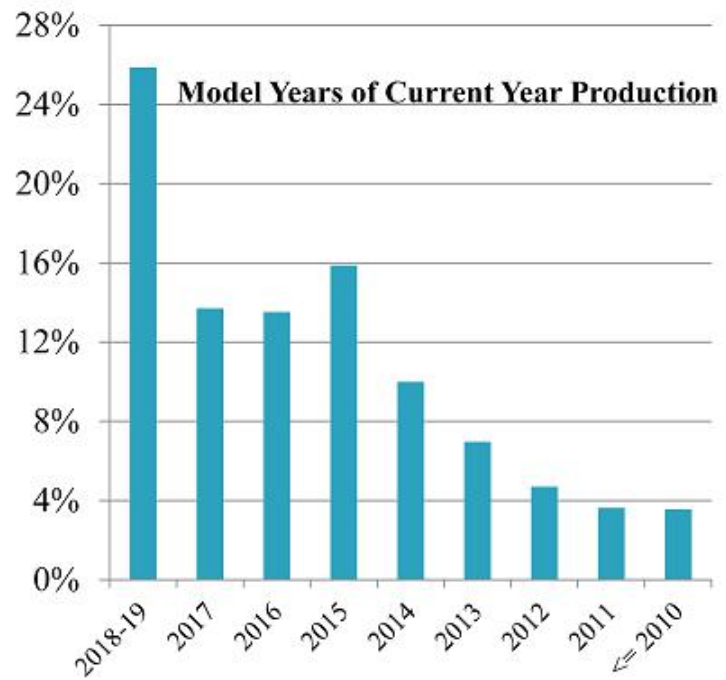
➤ Decline through 2010 was the result of the financial crisis



# Collateral Description (1)

## Primarily late model, pre-owned vehicles

- 26% New
- 74% Pre-owned
- 44% Domestic
- 56% Imports



(1) Under the CPS programs for contracts purchased during 2018

# Overview of Lending Programs

- CPS's proprietary scoring models and risk-adjusted pricing result in program offerings covering a wide band of the sub-prime credit spectrum

<u>Program</u> <sup>(1)</sup>	<u>Avg. Yield</u> <sup>(2)</sup>	<u>Avg. Amount Financed</u>	<u>Avg. Annual Household Income</u>	<u>Avg. Time on Job (years)</u>	<u>Avg. FICO</u>	<u>% of Purchases</u>
Preferred	12.14%	\$20,384	\$80,099	8.1	597	6%
Super Alpha	14.52%	\$20,599	\$71,978	7.4	575	10%
Alpha Plus	16.36%	\$19,314	\$61,689	5.7	569	22%
Alpha	18.77%	\$17,310	\$53,160	5.1	566	41%
Standard	22.50%	\$13,120	\$47,792	3.6	566	12%
Mercury / Delta	22.50%	\$13,120	\$44,080	3.2	558	6%
First Time Buyer	21.62%	\$12,130	\$36,926	2.1	557	3%
Bravo	22.04%	\$12,378	\$43,812	2.9	544	LT 1%
Overall	18.04%	\$17,114	\$55,606	5.1	568	100%

- (1) Under the CPS programs for contracts purchased during 2018.  
 (2) Contract APR as adjusted for fees charged (or paid) to dealer.

# Borrower and Contract Profile<sup>(1)</sup>

## Borrower:

• Average age	43 years
• Average time in job	5 years
• Average time in residence	6 years
• Average credit history	12 years
• Average household income	\$55,606 per year
• Percentage of homeowners	22%

## Contract:

• Average amount financed	\$17,114
• Weighted average monthly payment	\$466
• Weighted average term	69 months
• Weighted average APR	18.3 %
• Average LTV	112.9 %

(1) Under the CPS programs for contracts purchased during 2018.

# Operations

## Contract Originations

- Centralized contract originations at Irvine HQ
  - Maximizes control and efficiencies
  - Certain functions performed at Florida and Nevada offices
- Proprietary auto-decisioning system
  - Makes initial credit decision on over 99% of incoming applications
  - Uses both criteria and proprietary scorecards in credit and pricing decisions
- Pre-funding verification of employment, income and residency
  - Protects against potential fraud

## Servicing

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



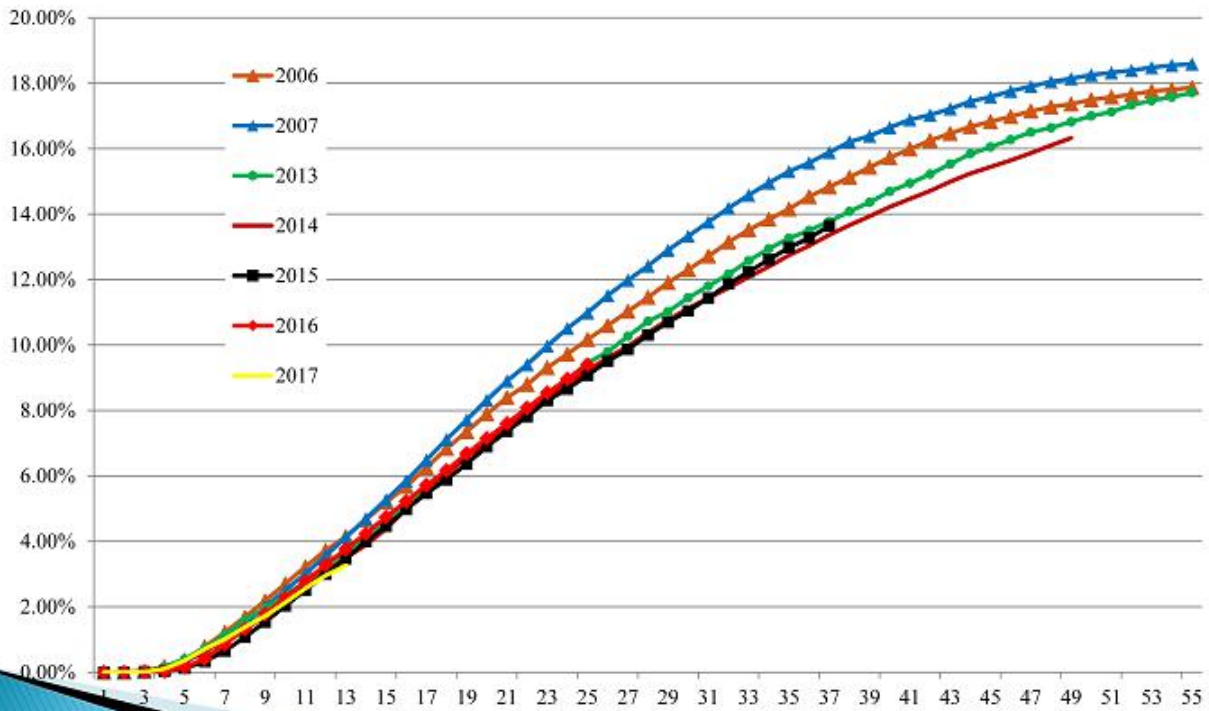
# Portfolio Financing

- \$300 million in interim funding capacity through three credit facilities
  - \$100 million with Fortress; revolves to April 2021, due in April 2023
  - \$100 million with Citibank; revolves to August 2020, due in August 2021
  - \$100 million with Ares / Credit-Suisse; revolves to November 2019, due in November 2021
  
- Regular issuer of asset-backed securities, providing long-term matched funding
  - \$13.4 billion in 81 deals from 1994 through January 2019.
  - Completed 30 senior subordinated securitizations since the beginning of 2011.
  - In January 2019 transaction, sold five tranches of rated bonds from triple “A” down to double “B” with a blended coupon of 4.22%.
  
- At December 31, 2018, total corporate debt of \$17.3 million in subordinated unsecured retail notes.
  
- May 2018, \$40 million residual financing.



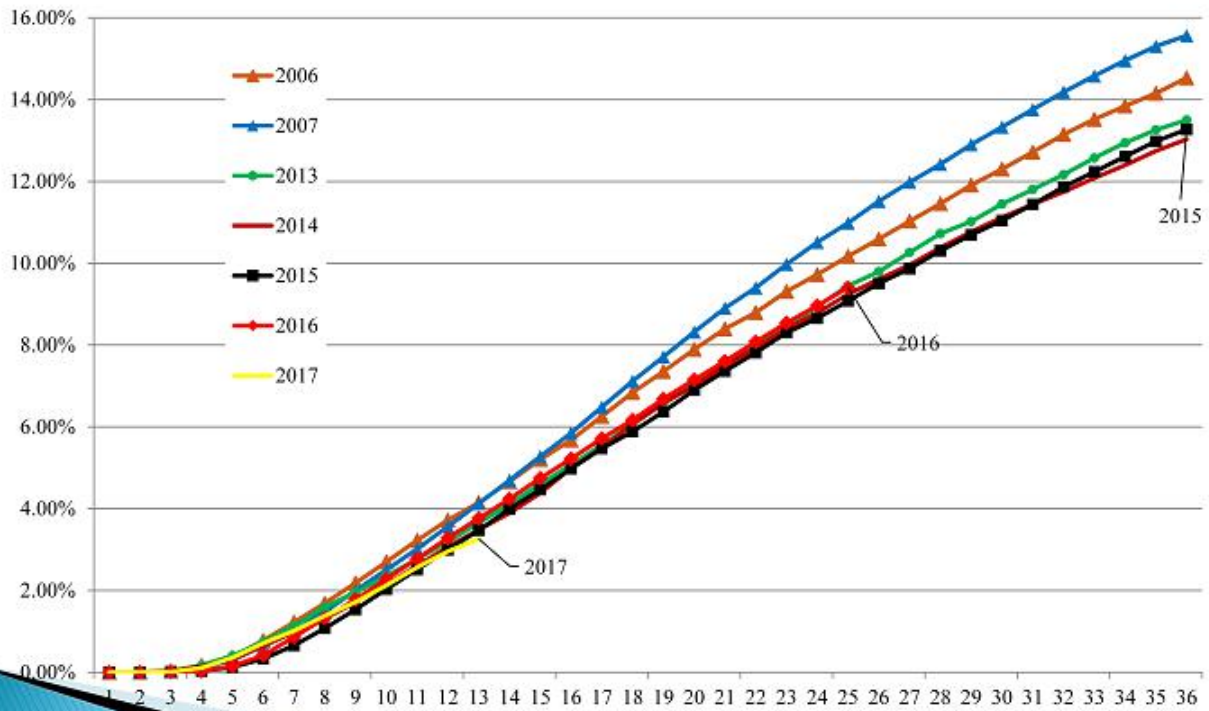
# Static Pool Performance

- Average of quarterly vintage cumulative net losses as of December 31, 2018
- Recent pool performance in line with business model economics

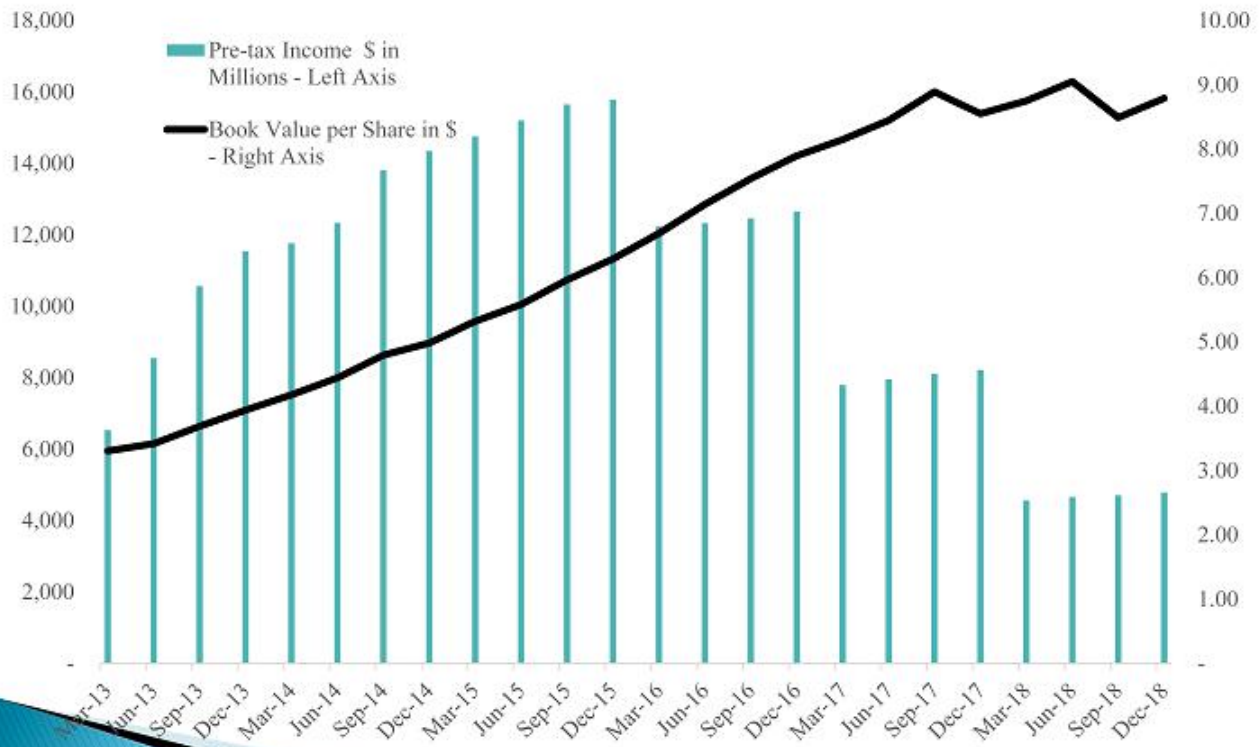


# Static Pool Performance

- Average of quarterly vintage cumulative net losses as of December 31, 2018
- Recent pool performance in line with business model economics



# Consumer Portfolio Services, Inc. Creating Shareholder Value



# Summary Balance Sheets (1)

<i>(\$ in millions)</i>	December 31, 2018	December 31, 2017	December 31, 2016	December 31, 2015
<b>Assets</b>				
Cash	\$ 12.8	\$ 12.7	\$ 13.9	\$ 19.3
Restricted cash	117.3	112.0	112.8	106.1
Finance receivables, net of allowance	1,454.7	2,195.8	2,172.4	1,909.5
Finance receivables, measured at fair value	821.1	-	-	-
Deferred tax assets, net	19.2	32.4	42.8	37.6
Other assets	60.6	71.9	68.5	56.4
	<u>\$ 2,485.7</u>	<u>\$ 2,424.8</u>	<u>\$ 2,410.4</u>	<u>\$ 2,128.9</u>
<b>Liabilities</b>				
Accounts payable and accrued expenses	\$ 31.7	\$ 28.7	\$ 25.0	\$ 29.5
Warehouse lines of credit	136.9	112.4	103.4	194.1
Residual interest financing	39.1	-	-	9.0
Securitization trust debt	2,063.6	2,083.2	2,080.9	1,720.0
Subordinated renewable notes	17.3	16.6	14.9	15.1
	<u>2,288.6</u>	<u>2,240.9</u>	<u>2,224.2</u>	<u>1,967.7</u>
Shareholders' equity	197.1	183.9	186.2	161.2
	<u>\$ 2,485.7</u>	<u>\$ 2,424.8</u>	<u>\$ 2,410.4</u>	<u>\$ 2,128.9</u>

(1) Numbers may not add due to rounding.

## Summary Statements of Operations (1)

<i>(\$ in millions)</i>	Three Months Ended		Years Ended		
	December 31, 2018	December 31, 2017	December 31, 2018	December 31, 2017	December 31, 2016
<b>Revenues</b>					
Interest income	\$ 88.8	\$ 105.1	\$ 380.3	\$ 424.2	\$ 409.0
Other income	2.4	2.1	9.5	10.2	13.3
	91.2	107.2	389.8	434.4	422.3
<b>Expenses</b>					
Employee costs	20.0	19.2	79.3	73.0	65.5
General and administrative	14.9	12.4	57.2	50.3	48.7
Interest	26.4	23.7	101.5	92.3	79.9
Provision for credit losses	25.1	43.7	133.1	186.7	178.5
	86.4	99.0	371.1	402.3	372.6
Pretax income	4.8	8.2	18.7	32.1	49.7
Income tax expense (2)	(0.6)	18.2	3.8	28.3	20.4
Net income	\$ 5.4	\$ (10.0)	\$ 14.9	\$ 3.8	\$ 29.3
EPS (fully diluted)	\$ 0.22	\$ (0.46)	\$ 0.59	\$ 0.14	\$ 1.01

(1) Numbers may not add due to rounding.

(2) Includes \$2.1 million net tax benefit related to certain tax planning strategies and other adjustments.

# Selected Financial Data

(\$ in millions)	Three Months Ended		Years Ended		
	December 31, 2018	December 31, 2017	December 31, 2018	December 31, 2017	December 31, 2016
Auto contract purchases	\$ 251.8	\$ 190.8	\$ 902.4	\$ 859.1	\$ 1,088.8
Total managed portfolio	\$ 2,380.9	\$ 2,333.5	\$ 2,380.9	\$ 2,333.5	\$ 2,308.1
Risk-adjusted margin (1)	\$ 39.7	\$ 39.9	\$ 155.2	\$ 155.3	\$ 163.8
Core operating expenses (2)					
\$ amount	\$ 34.9	\$ 31.6	\$ 136.5	\$ 123.2	\$ 114.2
% of avg. managed portfolio	5.9%	5.4%	5.8%	5.3%	5.1%
Pretax return on managed assets (3)	0.8%	1.4%	0.8%	1.4%	2.2%
Total delinquencies and repo inventory (30+ days past due)					
As a % of total owned portfolio	13.9%	11.3%	13.9%	11.3%	11.0%
Annualized net charge-offs					
As a % of total owned portfolio	7.2%	7.2%	7.7%	7.7%	7.0%

- (1) Revenues less interest expense and provision for credit losses.  
(2) Total expenses less provision for credit losses and interest expense.  
(3) Equal to annualized pretax income as a percentage of the average managed portfolio.



# Investment Considerations

- CPS has weathered two industry cycles to remain one of the few independent public auto finance companies
- Twenty-seven consecutive quarters of profitability (measured on a pre-tax basis)
- Attractive industry fundamentals with fewer large competitors than last cycle
- Consistent credit performance
- Growing portfolio enhances operating leverage through economies of scale
- Opportunistic, successful acquisitions
- Stable senior management team averaging 20 years of experience owns significant equity
- CPSS currently trading at a discount to book value

# Reference to Public Reports

- 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

- ▶ 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 in sub-prime financing, and exposure to litigation.