

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 3, 2014

CONSUMER PORTFOLIO SERVICES, INC.

(Exact Name of Registrant as Specified in Charter)

CALIFORNIA

(State or Other Jurisdiction
of Incorporation)

1-14116

(Commission
File Number)

33-0459135

(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):

- 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))

ITEM 7.01 REGULATION FD DISCLOSURE

We are today making available one presentation consisting of 22 slides. A copy is attached as an exhibit. Although the exhibit is an update of a similar presentation made available on November 12, 2013 (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 is available on our website: <http://ir.consumerportfolio.com/communications.cfm>

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	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.

Dated: March 3, 2014

By: /s/ Robert E. Riedl
Robert E. Riedl
Senior Vice President and chief investment officer

Consumer Portfolio Services, Inc.

NASDAQ: CPSS

Investor Presentation
As of December 31, 2013



Company Overview

- Consumer finance company focused on the sub-prime auto market
- Established in 1991; IPO in 1992
- Through December 31, 2013, over \$10.4 billion in contract purchases from auto dealers
- Irvine, California headquarters and three strategically located servicing branches in Virginia, Florida and Illinois
- Approximately 700 employees
- As of December 31, 2013, managed portfolio of approximately \$1.231 billion

Recent Financial and Operating Performance



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

Economic Model

- Growth in managed portfolio and declines in funding costs are driving enhanced operating leverage and profitability

	Quarter Ended Dec. 2013 ⁽¹⁾	Quarter Ended Sept. 2013 ⁽¹⁾	Quarter Ended Dec. 2012 ⁽¹⁾
Interest Income	21.0%	21.3%	21.9%
Servicing and Other Income	0.9%	1.3%	1.1%
Interest Expense	(4.4)%	(4.9)%	(8.1)%
Net Interest Margin	17.5%	17.7%	14.9%
Provision for Credit Losses	(7.9)%	(7.1)%	(5.2)%
Core Operating Expenses	(6.4)%	(6.9)%	(7.6)%
Provision for Contingent Liabilities	0.6%	0.0%	0.0%
Gain on Cancellation of Debt	0.0%	0.0%	0.0%
Pretax Return on Assets	3.8%	3.7%	2.1%



CPS

(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

Over \$700 billion in auto loans outstanding as of Q4 2012 (1)

Approximately 20% is “subprime” (credit score less than 620) (1)

Over \$300 billion in auto loans written in 2012, with appx. 25% subprime (2)

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

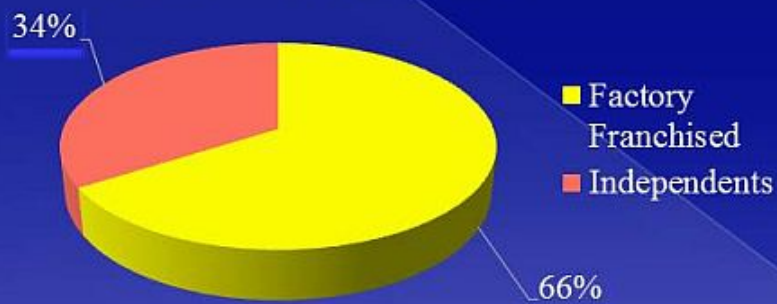
Credit Acceptance Corp.

Exeter Finance Corp.

Marketing

- Purchase contracts from dealers in over 48 states across the U.S.
- As of December 31, 2013 had 95 employee marketing representatives, 45 in the field and 50 in-house
- Primarily factory franchised dealers

Contract Purchases (1)



(1) Under the CPS programs for contracts purchased during 2013.

Historical Origination Volume

- Since inception through December 2013 the Company has purchased over \$10.4 billion in contracts
- New contract purchases have ramped up significantly since financial crisis



Total Managed Portfolio

- Decline through 2010 was the result of the financial crisis
- Managed portfolio is growing again

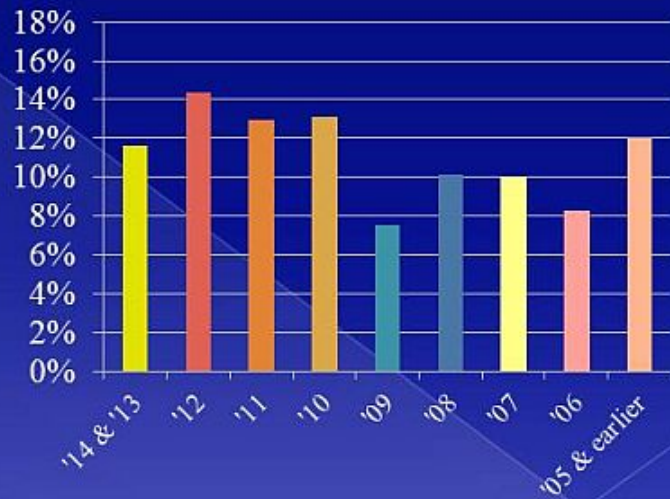


Collateral Description (1)

Primarily late model, pre-owned vehicles

- 9% New
- 91% Pre-owned
- 48% Domestic
- 52% Imports

Model Year



Overview of Lending Programs

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

<u>Program</u> ⁽¹⁾	<u>Avg. Yield</u> ⁽²⁾	<u>Avg. Amount Financed</u>	<u>Avg. Total Annual Income</u>	<u>Avg. Time on Job (years)</u>	<u>Avg. FICO</u>	<u>% of Purchases</u>
Preferred	15.4%	\$18,122	\$84,528	10.7	591	3%
Super Alpha	16.9%	\$18,738	\$75,240	8.6	569	15%
Alpha Plus	19.3%	\$17,302	\$62,496	7.6	565	13%
Alpha	21.8%	\$16,096	\$54,792	6.6	560	42%
Standard	25.5%	\$13,604	\$51,384	5.3	558	10%
Mercury / Delta	26.3%	\$12,841	\$47,988	5.0	557	9%
First Time Buyer	<u>26.1%</u>	<u>\$11,860</u>	<u>\$41,664</u>	<u>4.4</u>	<u>572</u>	<u>7%</u>
Total	21.4%	\$15,595	\$56,796	6.6	563	100%



(1) Under the CPS programs for contracts purchased during 2013.
 (2) Contract APR as adjusted for fees charged (or paid) to dealer.

Quarterly Vintage Credit Profiles

- Yields and credit metrics are significantly stronger today than at the end of the last cycle (1)

	Q4 2006	Q4 2007	Q4 2008	Q4 2010	Q4 2011	Q4 2012	Q4 2013
New Contract Purchases (\$ in mm)	\$232.8	\$258.0	\$7.3	\$33.6	\$92.2	\$150.8	\$173.4
Avg. Yield (2)	19.3%	18.8%	23.8%	24.3%	23.3%	22.5%	21.0%
Avg. FICO	524	523	527	569	561	562	563
Avg. Original Term (mos)	65	64	63	63	63	62	63
Avg. LTV (3)	116.0%	115.1%	113.2%	115.3%	115.2%	115.7%	114.2%

- (1) For new contracts purchased during the calendar quarter under the CPS programs. Averages are weighted by principal balance.
 (2) Contract APR as adjusted for fees charged (or paid) to dealer.
 (3) Wholesale loan-to-value ratio.

Borrower and Contract Profile⁽¹⁾

Borrower:

- Average age 42 years
- Average time in job 7 years
- Average time in residence 6 years
- Average credit history 13 years
- Average household income \$56,796 per year
- Percentage of homeowners 27%

Contract:

- Average amount financed \$15,595
- Weighted average monthly payment \$445
- Average term 61 months
- Weighted average APR 20.13%
- Weighted average LTV 114.1%



CPS

(1) Under the CPS programs for contracts purchased during 2013.

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
- Workloads allocated based on specialization and behavioral scorecards, which enhances efficiencies

Portfolio Financing

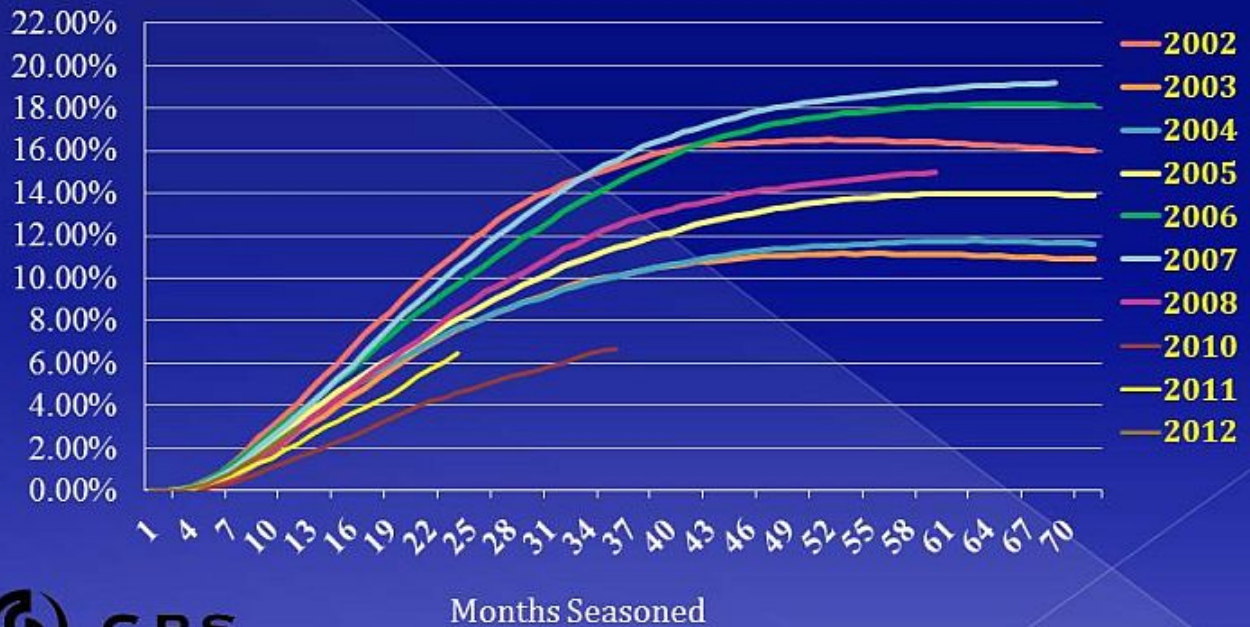
As of December 31, 2013
(\$ in mm)



- \$200 million in interim funding capacity through two credit facilities
 - > \$100 million with Goldman Sachs/Fortress due in March 2017
 - > \$100 million with Citibank due in June 2016
- Regular issuer of asset-backed securities, which provides long-term matched funding
 - > \$8.5 billion in over 60 deals from 1994 through December 2013
 - > Have completed 11 senior subordinated securitizations since the beginning of 2011
 - > In December 2013 transaction, sold five tranches of rated bonds from double "A" down to single "B" with a blended coupon of 2.82%
- \$13.1 million of debt secured by Fireside portfolio acquisition
- \$19.1 million in residual interest financing, which matures in April 2018
- Total corporate debt of \$58.1 million
 - > \$39.0 million of senior secured debt with affiliate of Levine Leichtman Capital Partners
 - > \$19.1 million of subordinated unsecured retail notes

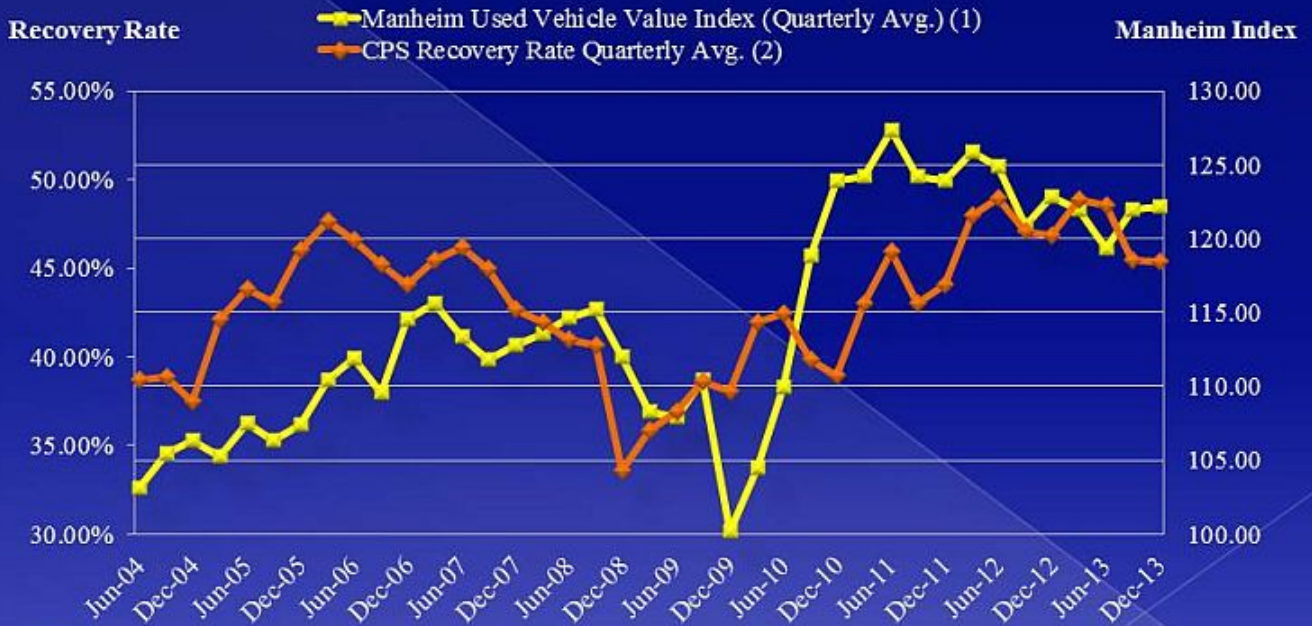
Static Pool Performance

- Average of quarterly vintage cum. net losses as of December 31, 2013
- 2010 and later vintages in line or better than 2003-2005 vintages



Auction Values

- Recovery rates correlate to Manheim Index
- Steady improvement since December 2008



(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 (1)

(\$ in millions)	December 31, 2013	December 31, 2012	December 31, 2011	December 31, 2010
Assets				
Cash	\$ 22.1	\$ 13.0	\$ 10.1	\$ 16.3
Restricted Cash	132.3	104.4	159.2	124.0
Finance receivables, net of allowance	1,115.4	744.7	506.3	552.5
Finance receivables measured at fair value	14.5	59.7	160.3	---
Residual interest in securitizations	0.9	4.8	4.4	3.8
Deferred tax assets, net	59.2	75.6	15.0	15.0
Other Assets	52.0	35.3	34.8	30.9
	<u>\$ 1,396.4</u>	<u>\$ 1,037.6</u>	<u>\$ 890.1</u>	<u>\$ 742.4</u>
Liabilities				
Accounts payable and accrued expenses	\$ 24.8	\$ 17.8	\$ 28.0	\$ 22.0
Warehouse lines of credit	9.5	21.7	25.4	45.6
Debt secured by receivables measured at fair value	13.1	57.1	166.8	---
Residual interest financing	19.1	13.8	21.9	39.4
Securitization trust debt	1,177.6	792.5	583.1	567.7
Senior secured debt, related party	39.0	50.1	58.3	44.9
Subordinated renewable notes	<u>19.1</u>	<u>23.3</u>	<u>20.8</u>	<u>20.3</u>
	<u>1,301.8</u>	<u>976.3</u>	<u>904.3</u>	<u>740.0</u>
Shareholders' equity	<u>94.6</u>	<u>61.3</u>	<u>(14.2)</u>	<u>2.4</u>
	<u>\$ 1,396.4</u>	<u>\$ 1,037.6</u>	<u>\$ 890.1</u>	<u>\$ 742.4</u>



(1) Numbers may not add due to rounding.

Summary Statement of Operations (1)

<i>(\$ in millions)</i>	Three Months Ended		Years Ended		
	Dec. 31, 2013	Dec. 31, 2012	Dec. 31, 2013	Dec. 31, 2012	Dec. 31, 2011
Revenues					
Interest income	\$ 63.9	\$ 48.1	\$ 231.3	\$ 175.3	\$ 127.9
Servicing fees	0.6	0.4	3.1	2.3	4.3
Other income	2.1	2.1	10.4	9.6	10.9
Gain on cancellation of debt	==	==	10.9	==	==
	66.6	50.6	255.8	187.2	143.1
Expenses					
Employee costs	11.3	9.7	43.0	35.6	32.3
General and administrative	8.1	7.1	32.8	29.5	26.8
Interest	13.4	17.7	58.2	79.4	83.1
Provision for credit losses	24.1	11.5	76.9	33.5	15.5
Provision for contingent liabilities	(1.8)	==	7.8	==	==
	55.1	46.0	218.6	178.0	157.6
Pretax income (loss)	11.5	4.6	37.2	9.2	(14.5)
Income tax expense (gain)	5.0	(60.2)	16.2	(60.2)	==
Net income (loss)	\$ 6.5	\$ 64.8	\$ 21.0	\$ 69.4	\$ (14.5)
EPS (loss) (fully diluted)	\$ 0.21	\$ 2.20	\$ 0.67	\$ 2.72	\$ (0.76)
Pretax income per share (fully diluted)	\$ 0.36	\$ 0.16	\$ 1.18	\$ 0.36	\$ (0.76)

(1) Numbers may not add due to rounding.



Selected Financial Data

<i>(\$ in millions)</i>	Three Months Ended			Years Ended	
	December 31,	December 31,	December 31,	December 31,	December 31,
	2013	2012	2013	2012	2011
Auto contract purchases	\$173.4	\$150.8	\$764.1	\$551.7	\$284.2
Total managed portfolio	\$1,231.4	\$897.6	\$1,231.4	\$897.6	\$794.6
Risk-adjusted margin (1)	\$29.1	\$21.4	\$109.8	\$74.3	\$44.6
Core operating expenses (2)					
\$ amount	\$19.4	\$16.8	\$75.7	\$65.1	\$59.0
% of average managed portfolio	6.4%	7.6%	7.0%	7.9%	8.3%
Pretax return on managed assets (3)	3.8%	2.1%	3.4%	1.1%	(2.0)%
Total delinquencies and repo inventory (30+ days)					
(% of total owned portfolio)	<u>6.9%</u>	<u>5.6%</u>	6.9%	5.6%	6.0%
Annualized net charge-offs					
(% of average owned portfolio)	5.6%	4.0%	4.7%	3.6%	4.8%



- (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
- Nine quarters of improving profitability and operating performance
- Attractive industry fundamentals with fewer large competitors than last cycle
- Credit performance of 2010 and later vintages in line or better than 2003-2005 vintages
- Growing portfolio enhances operating leverage through economies of scale
- Opportunistic, successful acquisitions
- Stable senior management team with significant equity ownership
 - Senior management, including vice presidents, average 16 years of service with CPS

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.