

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) October 17, 2012

**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 23 slides. A copy is attached as an exhibit. Although the exhibit is an update of a similar presentation made available on August 16, 2012 (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/presentations.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: October 17, 2012

By: /s/ Jeffrey P. Fritz  
Jeffrey P. Fritz  
Senior Vice President and chief financial officer

# Consumer Portfolio Services, Inc.

NASDAQ: CPSS

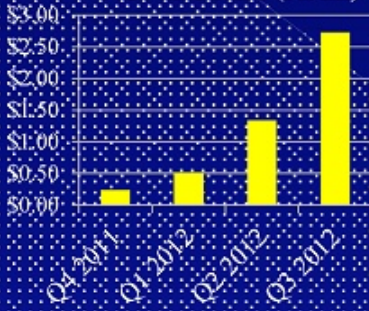
Investor Presentation  
As of September 30, 2012

# Company Overview

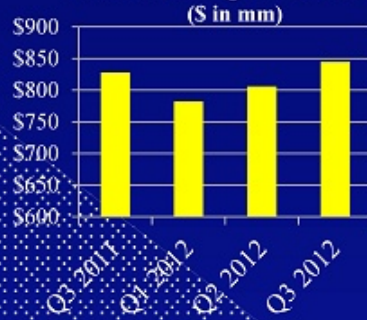
- Consumer finance company focused on the sub-prime auto market
- Established in 1991; IPO in 1992
- Through September 30, 2012, approximately \$9.5 billion in contract purchases from auto dealers
- Irvine, California headquarters and three strategically located servicing branches in Virginia, Florida and Illinois
- Approximately 540 employees
- As of September 30, 2012, managed portfolio of approximately \$845 million

# Recent Financial and Operating Performance

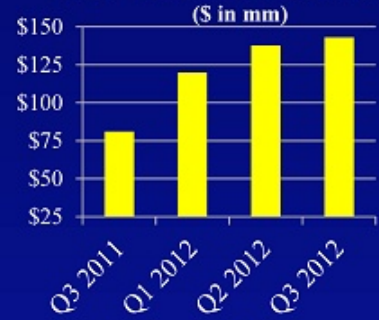
**Net Income (\$ in mm)**



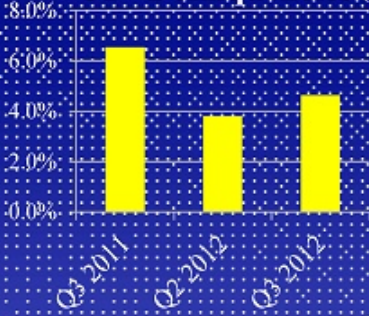
**Total Managed Portfolio (\$ in mm)**



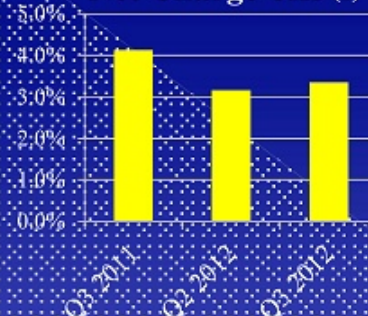
**New Contract Purchases (\$ in mm)**



**31+ Delinquencies (1)**



**Net Charge-offs (1)**



# Economic Model

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

	Quarter Ended Sept. 2012 <sup>(1)</sup>	Quarter Ended June 2012 <sup>(1)</sup>	Quarter Ended Sept. 2011 <sup>(1)</sup>
Interest Income	21.7%	20.9%	17.5%
Servicing and Other Income	1.4%	1.3%	2.1%
Interest Expense	(9.4)%	(10.0)%	(11.0)%
Net Interest Margin	13.6%	12.2%	8.6%
Provision for Credit Losses	(4.6)%	(3.9)%	(2.3)%
Core Operating Expenses	(7.8)%	(7.7)%	(8.6)%
Pre-tax Return on Assets	1.3%	0.7%	(2.3)%

(1) As a percentage of the average managed portfolio.

# 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 National Industry Players

**GM Financial/AmeriCredit**

**Santander Consumer/Drive**

**Capital One**

**Chase Custom**

**Wells Fargo**

**Westlake Financial**

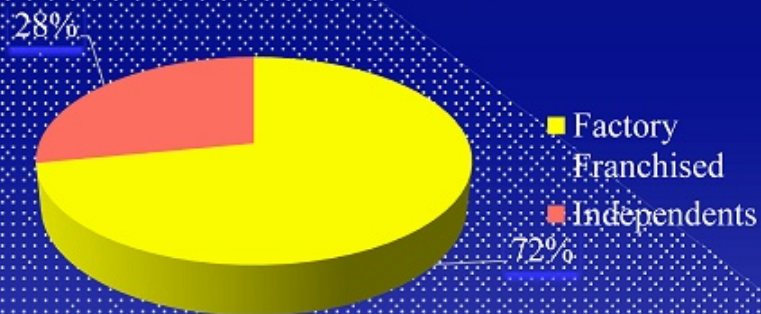
(1) According to CNW Marketing Research, Inc.



# Marketing

- Purchase contracts from dealers in over 45 states across the U.S.
- As of September 30, 2012 had 29 employee marketing representatives in the field and 32 in-house
- Primarily factory franchised dealers

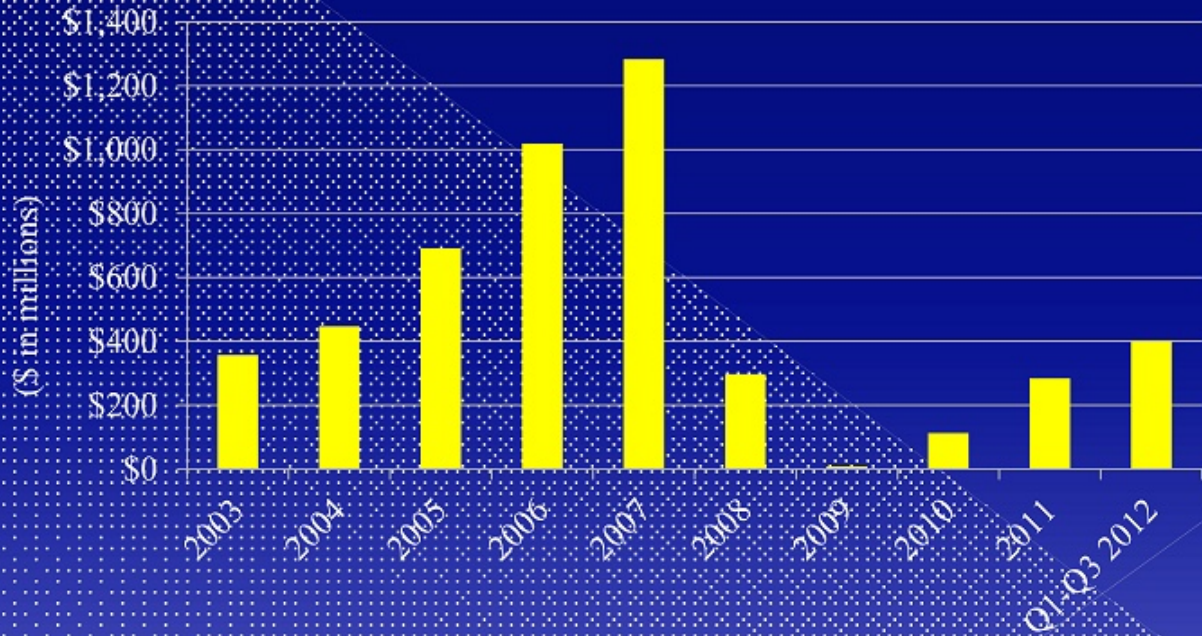
## Contract Purchases (1)



(1) Under the CPS programs for contracts purchased in the first three quarters of 2012.

# Historical Origination Volume

- Since inception through September 2012 the Company has purchased over \$9.5 billion in contracts
- New contract purchases have ramped up significantly since financial crisis



# Collateral Description (1)

**Primarily late model, pre-owned vehicles**

- 9% New
- 91% Pre-owned
- 53% Domestic
- 47% Foreign



(1) Under the CPS programs for contracts purchased in the first three quarters of 2012.

# 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

<b>Program <sup>(1)</sup></b>	<b>Avg. Yield <sup>(2)</sup></b>	<b>Avg. Amount Financed</b>	<b>Avg. Total Annual Income</b>	<b>Avg. Time on Job (years)</b>	<b>Avg. FICO</b>	<b>% of Purchases</b>
Preferred	17.0%	\$18,279	\$79,572	10.2	609	3%
Super Alpha	18.6%	\$18,142	\$74,268	8.5	564	18%
Alpha Plus	21.0%	\$16,800	\$60,084	7.3	564	13%
Alpha	23.7%	\$15,899	\$54,072	6.7	559	38%
Standard	27.0%	\$13,735	\$50,364	5.3	556	12%
Mercury / Delta	28.6%	\$12,107	\$45,984	4.7	549	9%
First Time Buyer	<u>28.1%</u>	<u>\$11,748</u>	<u>\$40,236</u>	<u>4.1</u>	<u>563</u>	<u>7%</u>
Total	23.2%	\$15,314	\$55,848	6.5	561	100%

(1) Under the CPS programs for contracts purchased in the first three quarters of 2012.

(2) Contract APR as adjusted for fees charged (or paid) to dealer.

(3) Wholesale loan-to-value ratio.

(4) Payment-to-income ratio.

# Quarterly Vintage Credit Profiles (1)

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

	<u>Q3 2006</u>	<u>Q3 2007</u>	<u>Q3 2008</u>	<u>Q3 2010</u>	<u>Q3 2011</u>	<u>Q3 2012</u>
New Contract Purchases (\$ in mm)	\$246.5	\$330.8	\$33.4	\$35.3	\$81.2	\$143.1
Avg. Yield (2)	19.2%	18.7%	23.7%	24.8%	23.4%	23.1%
Avg. FICO	524	524	530	574	563	561
Avg. Original Term (mos)	64	64	64	62	63	62
Avg. LTV (3)	115.9%	115.9%	112.5%	114.2%	114.2%	114.7%

(1) For new contracts purchased during the calendar quarter. 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<sup>(1)</sup>

## Borrower:

- Average age 41 years
- Average time in job 6 years
- Average time in residence 6 years
- Average credit history 13 years
- Average household income \$55,848 per year
- Percentage of homeowners 25%

## Contract:

- Average amount financed \$15,314
- Average monthly payment \$425
- Average term 61 months
- Weighted Average APR 20.2%
- Weighted Average LTV 114%

(1) Under the CPS programs for contracts purchased in the first three quarters of 2012.

# Operations

## Contract Originations

- ⦿ Centralized contract originations at Irvine HQ
  - Maximizes control and efficiencies
- ⦿ 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 Sept. 30, 2012  
(\$ in mm)

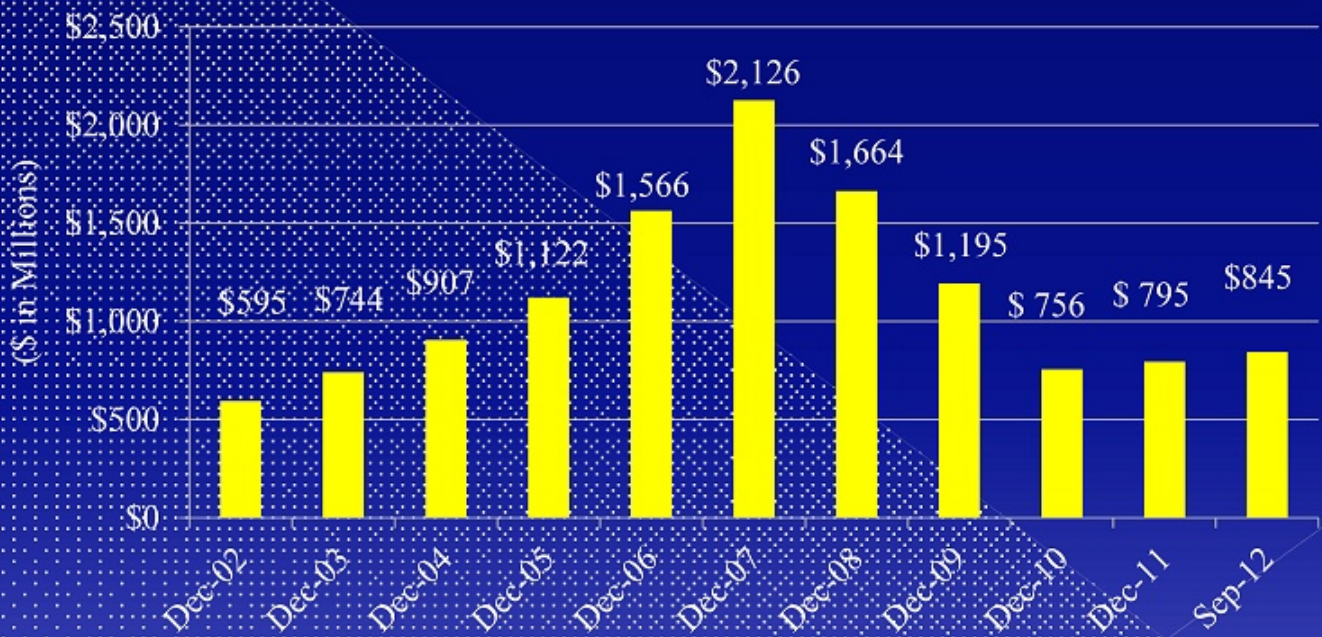


- \$200 million in interim funding capacity through two credit facilities
  - > \$100 million with Goldman Sachs/Fortress due in December 2012
  - > \$100 million with Citibank due in May 2013
- Regular issuer of asset-backed securities, which provides long-term matched funding
  - > \$8.3 billion in over 60 deals from 1994 through September 2012
  - > Have completed seven senior subordinated securitizations since September 2010
  - > In September 2012 transaction, sold five tranches of rated bonds from double "A" down to single "B" with a blended coupon of 2.45%
- \$76.6 million of debt secured by Fireside portfolio acquisition
- \$13.8 million residual interest financing with Citibank matures in September 2013
- Total corporate debt of \$75.9 million
  - > \$54.5 million of senior secured debt with affiliate of Levine Leichtman Capital Partners
  - > \$21.5 million of subordinated unsecured retail notes



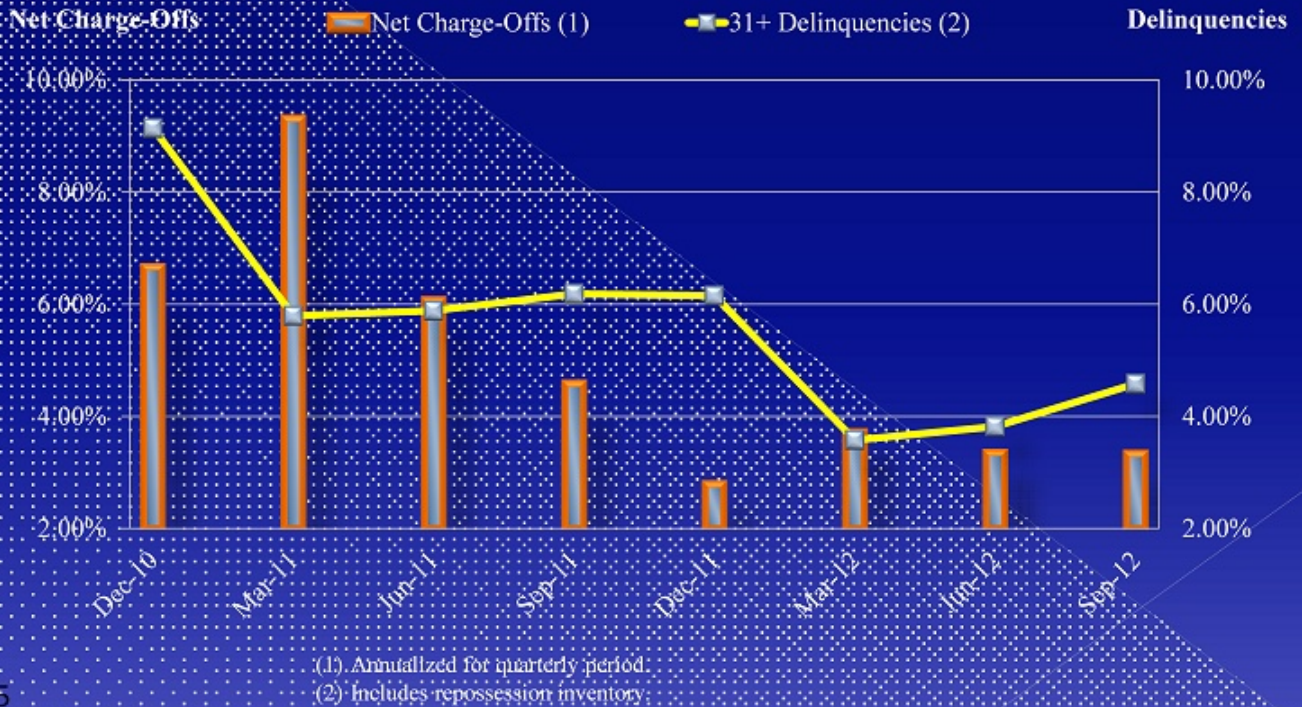
# Total Managed Portfolio

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



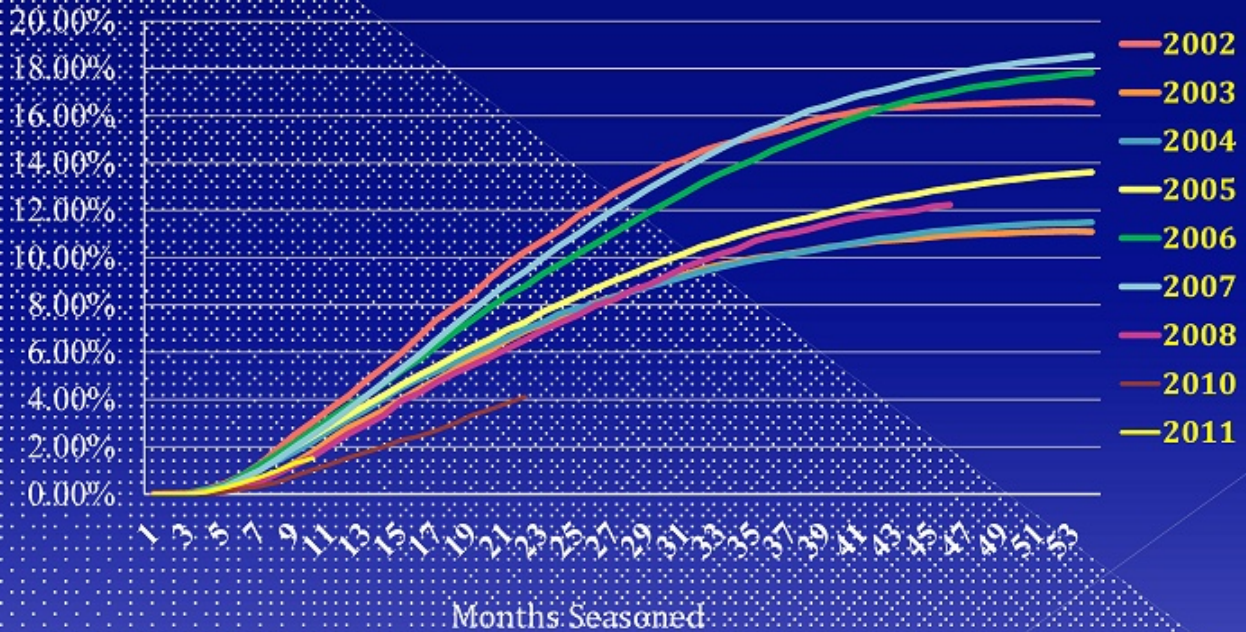
# Recent Portfolio Performance Trends

- Consistent year-over-year improvement in CPS portfolio delinquencies and net charge-offs



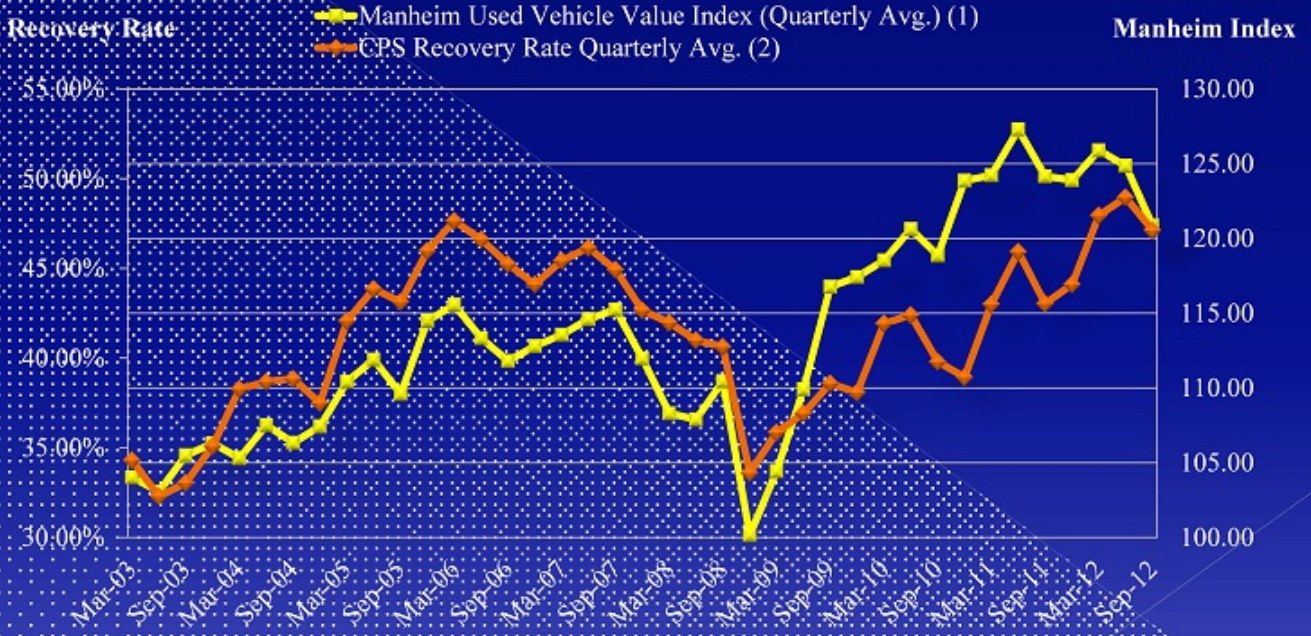
# Static Pool Performance

- Average of quarterly vintage cum. net losses as of September 30, 2012
- 2010 and later vintages in line or better than 2003 and 2004 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

(\$ in millions)	September 30, 2012	December 31, 2011	December 31, 2010	December 31, 2009
<u>Assets</u>				
Cash	\$ 10.5	\$ 10.1	\$ 16.3	\$ 12.4
Restricted Cash	107.2	159.2	124.0	128.5
Finance receivables, net of allowance	670.2	506.3	552.5	840.1
Finance receivables measured at fair value	77.5	160.3	---	---
Residual interest in securitizations	4.9	4.4	3.8	4.3
Deferred tax assets, net	15.0	15.0	15.0	33.5
Other Assets	<u>37.6</u>	<u>34.8</u>	<u>30.9</u>	<u>49.5</u>
	<u>\$ 922.9</u>	<u>\$ 890.1</u>	<u>\$ 742.4</u>	<u>\$ 1,068.3</u>
<u>Liabilities</u>				
Accounts payable and other accrued liabilities	\$ 22.1	\$ 28.0	\$ 22.0	\$ 17.9
Warehouse lines of credit	20.4	25.4	45.6	4.9
Debt secured by receivables measured at fair value	76.6	166.8	---	---
Residual interest financing	13.8	21.9	39.4	56.9
Securitization trust debt	721.4	583.1	567.7	904.8
Senior secured debt, related party	54.5	58.3	44.9	26.1
Other debt	<u>21.5</u>	<u>20.8</u>	<u>20.3</u>	<u>22.0</u>
	<u>930.3</u>	<u>904.3</u>	<u>740.0</u>	<u>1,032.7</u>
Shareholders' equity	<u>(7.5)</u>	<u>(14.2)</u>	<u>2.4</u>	<u>35.6</u>
	<u>\$ 922.9</u>	<u>\$ 890.1</u>	<u>\$ 742.4</u>	<u>\$ 1,068.3</u>

# Summary Statement of Operations

(\$ in millions)	Nine Months Ended		Years Ended		December 31, 2009
	September 30, 2012	September 30, 2011	December 31, 2011	December 31, 2010	
<b>Revenues</b>					
Interest income	\$ 127.2	\$ 86.6	\$ 127.9	\$ 137.1	\$ 208.2
Servicing fees	1.9	3.5	4.3	7.7	4.6
Other income	<u>7.5</u>	<u>7.2</u>	<u>10.9</u>	<u>10.4</u>	<u>11.1</u>
	136.6	97.4	143.1	155.2	223.9
<b>Expenses</b>					
Employee costs	25.9	23.3	32.3	33.8	37.3
General and administrative	22.4	19.3	26.8	26.1	32.2
Interest	61.7	57.4	83.1	81.6	111.8
Provision for credit losses	<u>22.0</u>	<u>12.0</u>	<u>15.5</u>	<u>29.9</u>	<u>92.0</u>
	132.0	112.1	157.6	171.4	273.3
Pretax income (loss)	4.6	(14.7)	(14.5)	(16.2)	(49.4)
Income tax expense (gain)	---	---	---	<u>17.0</u>	<u>7.8</u>
Net income (loss)	<u>\$ 4.6</u>	<u>\$ (14.7)</u>	<u>\$ (14.5)</u>	<u>\$ (33.2)</u>	<u>\$ (57.2)</u>
EPS (loss) (fully diluted)	\$ 0.19	\$ (0.78)	\$ (0.76)	\$ (1.90)	\$ (3.07)

# Selected Financial Data

(\$ in millions)	Nine Months Ended		Years Ended		
	September 30, 2012	September 30, 2011	December 31, 2011	December 31, 2010	December 31, 2009
Auto contract purchases	\$400.9	\$192.0	\$284.2	\$113.0	\$8.6
Total managed portfolio	\$844.9	\$827.8	\$794.6	\$756.2	\$1,194.7
Risk-adjusted margin (1)	\$52.9	\$28.0	\$44.6	\$43.7	\$4.7
Core operating expenses (2)					
\$ amount	\$48.3	\$42.6	\$59.0	\$59.9	\$69.5
% of average managed portfolio	8.0%	8.5%	8.3%	6.5%	5.2%
Total delinquencies and repo inventory (30+ days)					
(% of total owned portfolio)	4.6%	6.5%	6.0%	9.2%	8.8%
Annualized net charge-offs					
(% of average owned portfolio)	3.5%	6.6%	5.2%	9.0%	11.0%

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

(2) Total expenses less provision for credit losses and interest expense.

# Investment Considerations

- CPS has weathered two industry cycles to remain one of the few independent public auto finance companies
- Four quarters of improving profitability and operating performance
- Attractive industry fundamentals with fewer large competitors than last cycle
- Credit performance of 2008 and later vintages in line or better than 2003 and 2004 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 over 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.

