

CONSUMER PORTFOLIO SERVICES INC
Form 8-K
March 19, 2004

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) February 23, 2004

CONSUMER PORTFOLIO SERVICES, INC.

(Exact Name of Registrant as Specified in Charter)

| | | |
|---|-----------------------------|--------------------------------------|
| CALIFORNIA | 001-14116 | 33-0459135 |
| ----- | ----- | ----- |
| (State or Other Jurisdiction of Incorporation) | (Commission File Number) | (IRS Employer Identification No.) |

16355 Laguna Canyon Road, Irvine, CA 92618

(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)

ITEM 7. FINANCIAL STATEMENTS, PRO FORMA FINANCIAL INFORMATION AND EXHIBITS.

(c) Exhibits.

| EXHIBIT NUMBER | DESCRIPTION |
|----------------|--------------------------------------|
| 99.1 | News Release dated February 23, 2004 |

ITEM 12. RESULTS OF OPERATIONS AND FINANCIAL CONDITION.

The information in this Current Report is being furnished and shall not be deemed "filed" for the purposes of Section 18 of the Securities Exchange Act of 1934, as amended, or otherwise subject to the liabilities of that Section. The information in this Current Report shall not be incorporated by reference into any registration statement or other document pursuant to the Securities Act of 1933, as amended.

On February 23, 2004, the registrant issued a news release announcing its financial results for the year ended December 31, 2003. A copy of the release is attached as Exhibit 99.1.

Exhibit 99.1 to the report may contain a "non-GAAP financial measure" as defined in Item 10 of Regulation S-K of the Securities Exchange Act of 1934, as amended.

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The possible non-GAAP financial measure is "managed receivables." This possible non-GAAP financial measure is discussed below, including the most directly comparable financial measure calculated and presented in accordance with Generally Accepted Accounting Principles in the United States ("GAAP"), a reconciliation of managed receivables to the most directly comparable GAAP financial measure, and the reasons why the Company believes the presentation of managed receivables provides useful information to management and to investors. Managed receivables should be viewed in addition to, and not as an alternative for, the Company's reported results prepared in accordance with GAAP.

On page 1 of the earnings release included in Exhibit 99.1, the Company stated that managed receivables were \$741.2 million at December 31, 2003. The most directly comparable financial measure calculated and presented in accordance with GAAP to the managed receivables measure is finance receivables on the consolidated balance sheet. The managed receivables measure also includes (i) the finance receivables held by unconsolidated subsidiaries off balance sheet pursuant to statement on financial accounting standards No. 140 and (ii) repossessed vehicles included in other assets in the Company's balance sheet. In addition, the managed receivables measure includes allowance for credit losses, unearned origination fees, and certain other less significant adjustments.

The following table reconciles the Company's finance receivables, prepared on the basis of GAAP, to managed receivables as of December 31, 2003:

| | December 31, 2003 (in millions) |
|--|------------------------------------|
| Net finance receivables per balance sheet | \$ 266.2 |
| Allowance for finance receivables credit losses | 35.9 |
| Unearned origination fees | 9.9 |
| Finance receivables held by unconsolidated subsidiaries | 425.5 |
| Repossessed vehicles included in other assets on balance sheet | 2.5 |
| Other | 1.2 |
| | ----- |
| | \$ 741.2 |
| | ===== |

The managed receivables measure is useful to management and investors because it provides a basis for estimating (i) the net interest margin and other operating metrics as a percentage of the total receivables acquired or owned by the Company, (ii) the amount of cash received by the Company as servicing fees on its term securitizations, and (iii) the Company's servicing personnel requirements. The managed receivables measure is primarily used by investors and analysts, for those purposes.

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 18, 2004

By: /s/ Charles E. Bradley, Jr.

Charles E. Bradley, Jr.
President and chief
executive officer

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Signing on behalf of the registrant
and as principal executive officer

EXHIBIT INDEX

| EXHIBIT NUMBER | DESCRIPTION |
|----------------|--|
| 99.1 | Earnings Release dated February 23, 2004 |