Consumer Portfolio Services, Inc.

Nasdaq: CPSS

Investor Presentation
As of June 30, 2017

Company Overview

- Consumer finance company focused on sub-prime auto market
- Established in 1991. IPO in 1992
- Through June 30, 2017, approximately $13.9 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 990 employees
- $463.6 million contract originations in first six months of 2017; $1,088.8 million contract originations in 2016
- $2.3 billion outstanding managed portfolio at June 30, 2017

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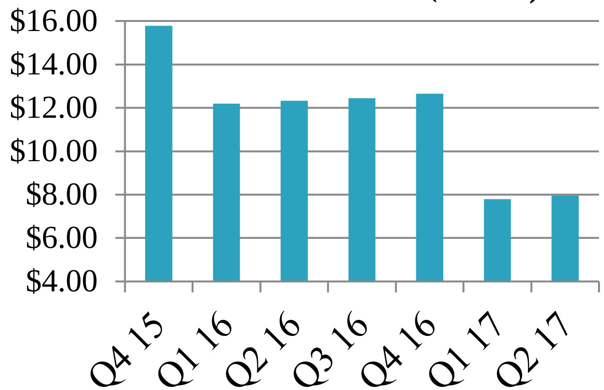
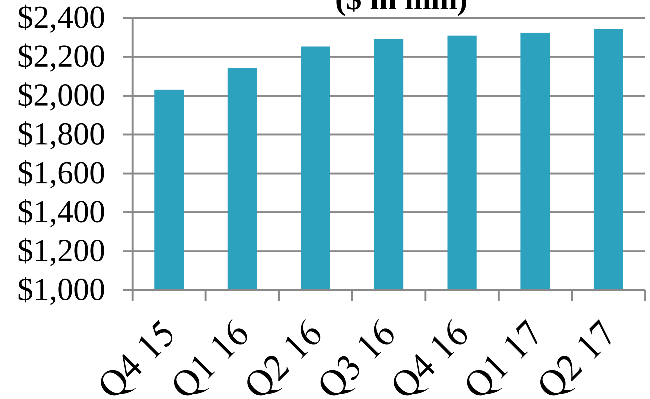
Recent Financial and Operating Performance

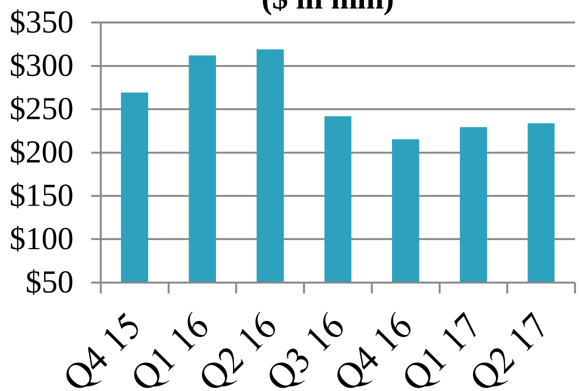
Pretax Income ($ in mm)



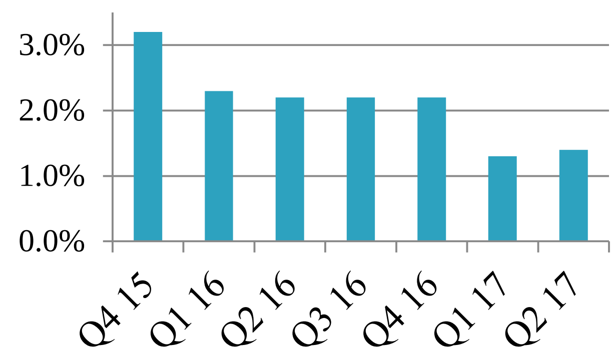
Total Managed Portfolio
($ in mm)



New Contract Purchases
($ in mm)



Return on Managed Assets (1)



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

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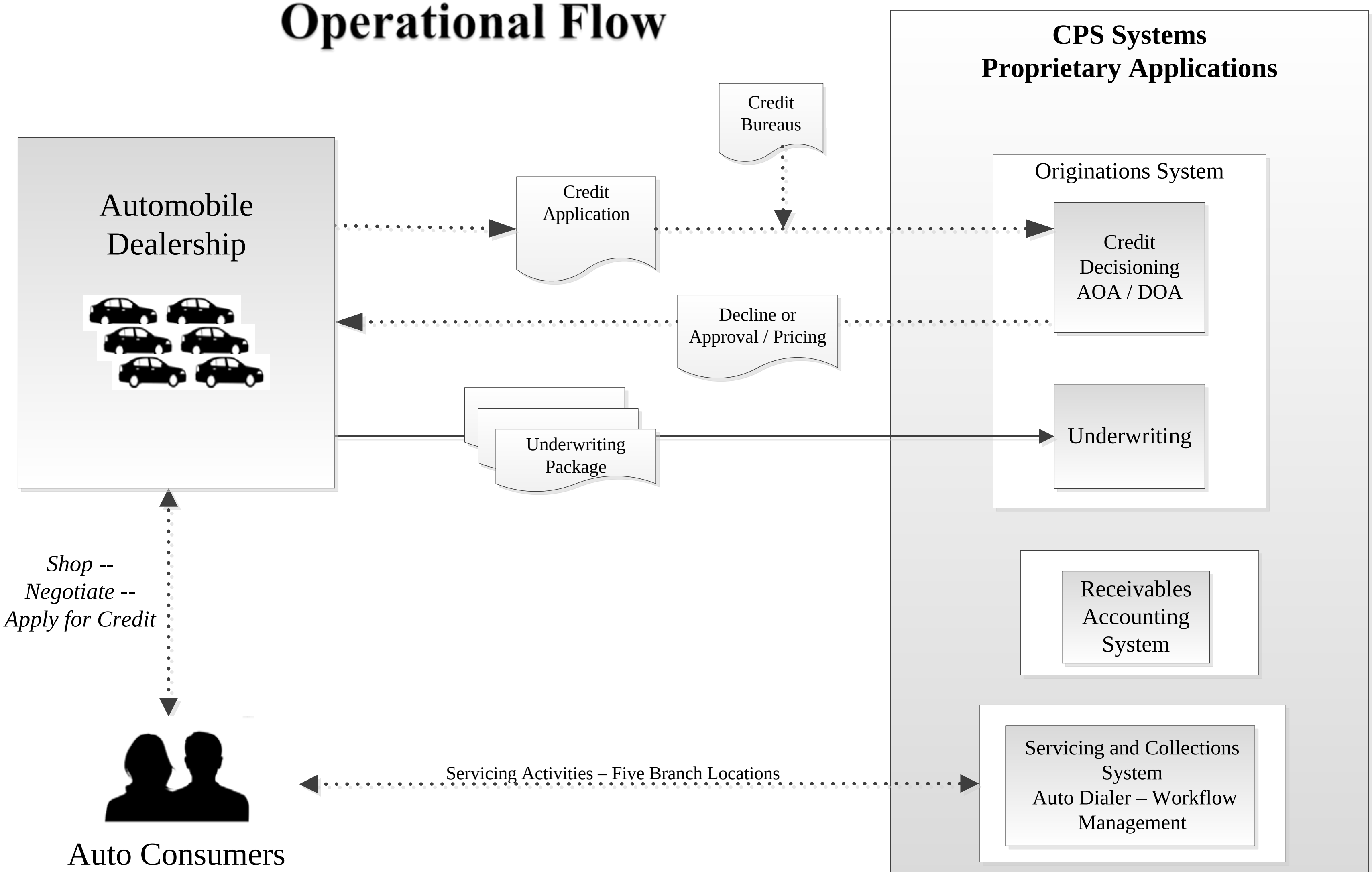
Operational Flow



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Economic Model

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

	Quarter Ended		Twelve Months Ended	
	June 30, 2017	June 30, 2016	December 31, 2016	December 31, 2015
Interest Income	18.4%	18.4%	18.4%	18.9%
Servicing and Other Income	0.4%	0.6%	0.6%	0.7%
Interest Expense	(4.0%)	(3.6%)	(3.6%)	(3.1%)
Net Interest Margin	14.8%	15.4%	15.4%	16.6%
Provision for Credit Losses	(8.3%)	(8.0%)	(8.0%)	(7.7%)
Core Operating Expenses	(5.2%)	(5.1%)	(5.1%)	(5.5%)
Pretax Return on Assets	1.4%	2.2%	2.2%	3.3%

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

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U.S. Auto Finance Market

U.S. Auto Finance Market

$1.1 trillion in auto loans outstanding as of Q1 2017 (1)

Approximately 39% of Q2 2017 auto loans originated were below "prime" (credit score less than 660) (1)

Approximately $140 billion in new subprime auto loans in 2016 (2)

Historically fragmented market – top 20 players represent 49% of outstandings (1)

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 Equifax

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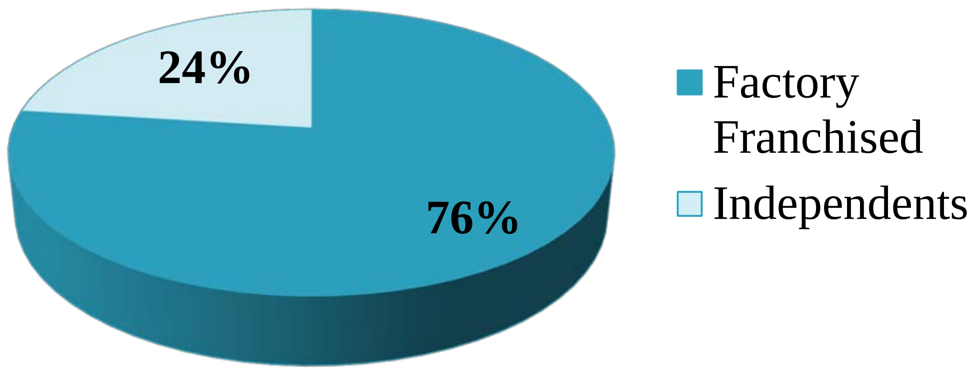
Marketing

- Purchasing contracts from dealers in 48 states across the U.S.
- As of June 30, 2017 had 77 employee marketing representatives
- Primarily factory franchised dealers

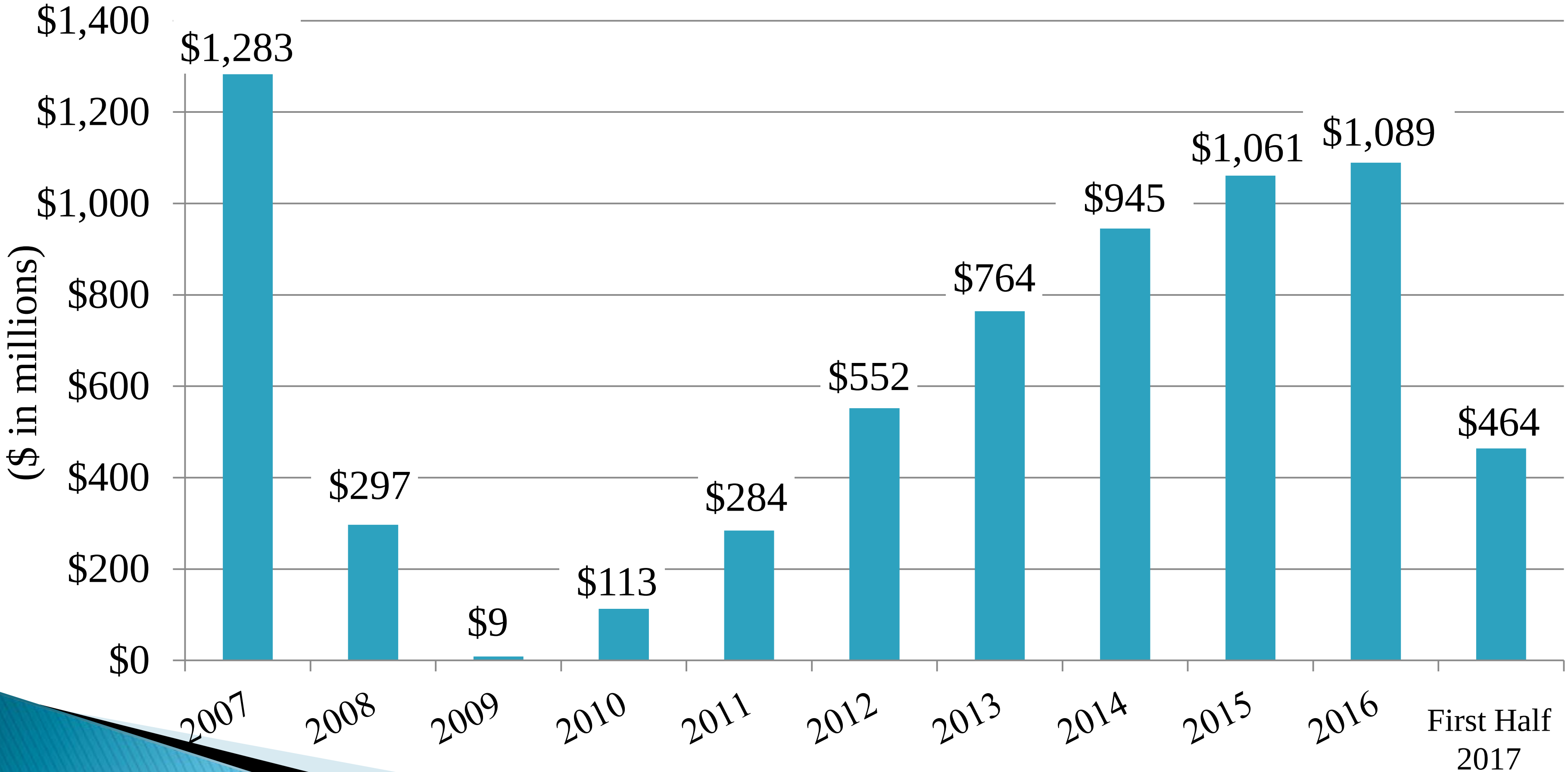
Contract Purchases (1)



(1) Under the CPS programs for contracts purchased during the first six months of 2017.

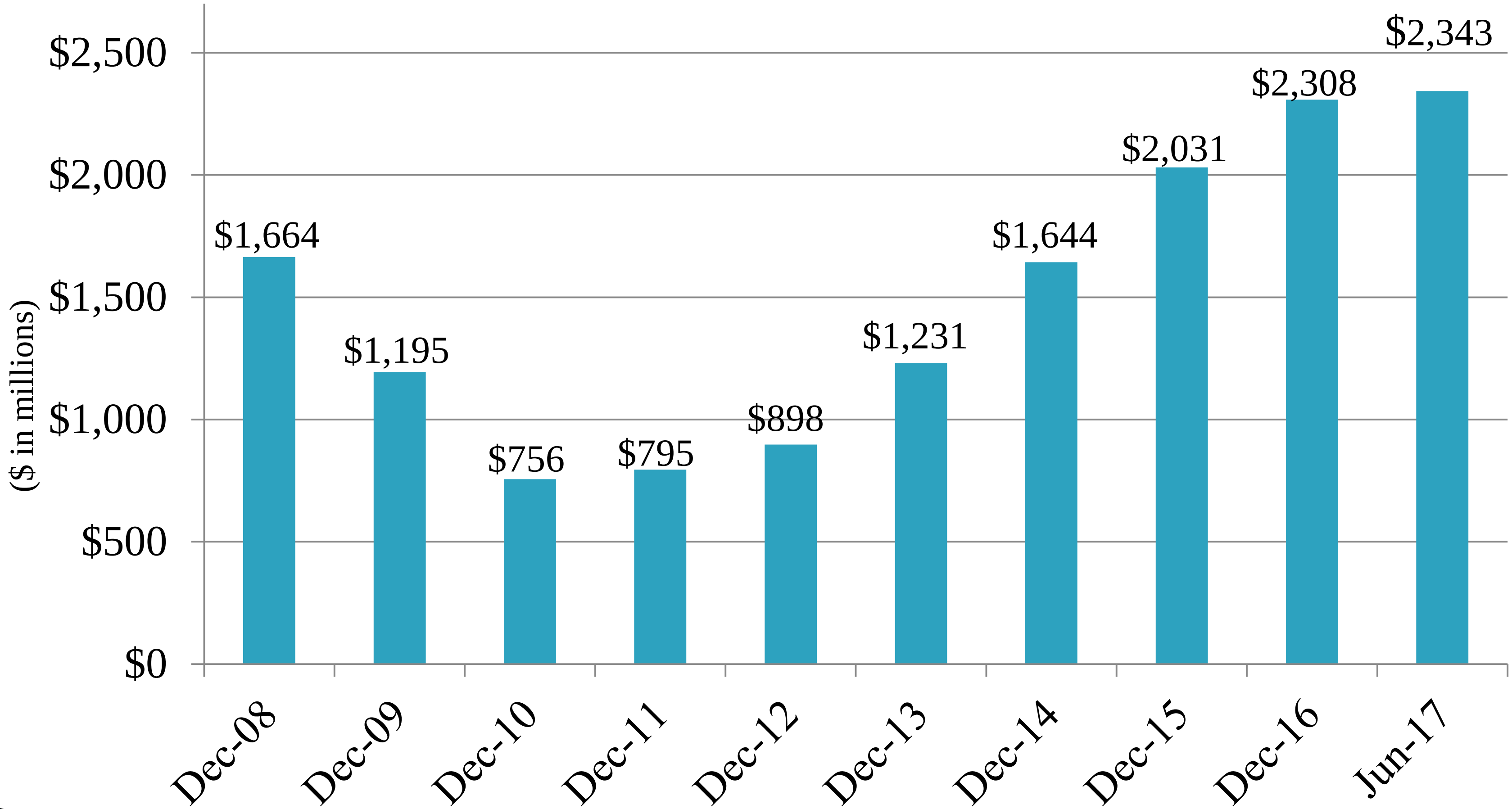
Historical Origination Volume

- Since inception through June 30, 2017 the Company has originated approximately $13.9 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



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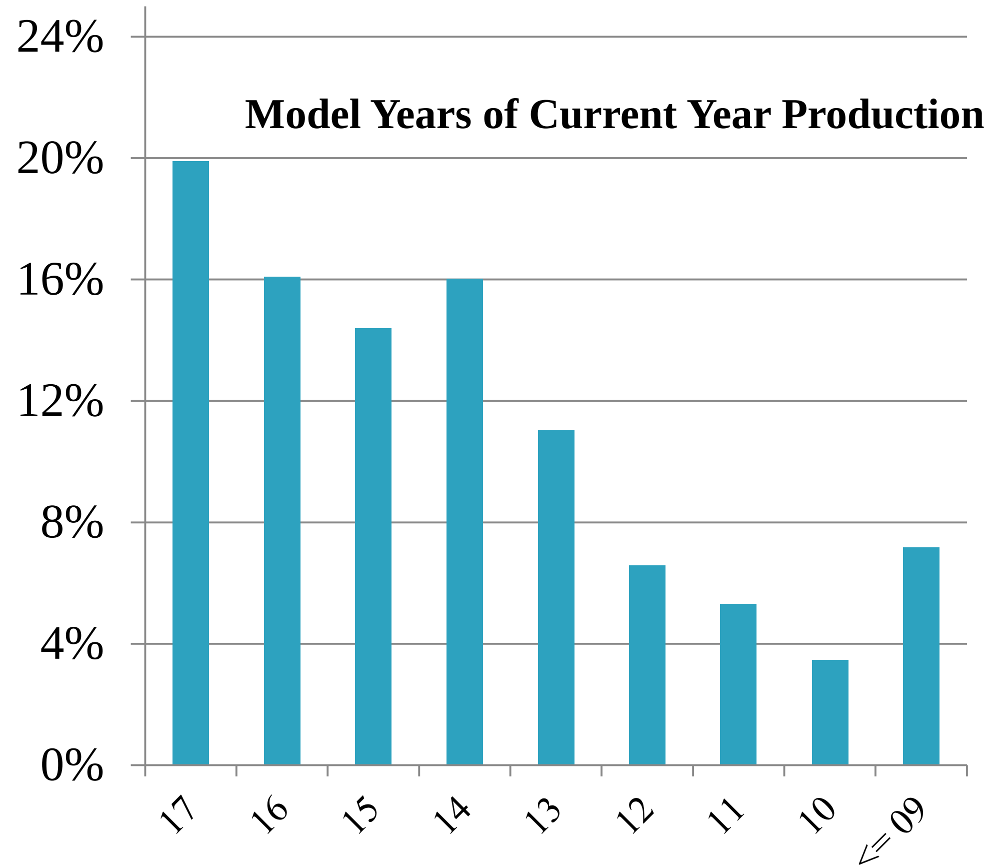
Collateral Description (1)

Primarily late model, pre-owned vehicles

- 23% New
- 77% Pre-owned
- 44% Domestic
- 56% Imports



(1) Under the CPS programs for contracts purchased during the first six months of 2017

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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

Program [1]	Avg. Yield [2]	Avg. Amount Financed	Avg. Annual Household Income	Avg. Time on Job (years)	Avg. FICO	% of Purchases
Preferred	13.16%	$19,452	$80,702	9.4	608	3%
Super Alpha	15.37%	$19,602	$70,601	7.9	583	7%
Alpha Plus	17.29%	$18,636	$60,545	6.5	575	16%
Alpha	19.89%	$16,875	$51,026	5.2	564	47%
Standard	21.96%	$14,053	$46,099	4.0	565	13%
Mercury / Delta	22.32%	$13,533	$42,057	3.7	556	8%
First Time Buyer	21.95%	$12,377	$35,867	2.4	574	5%
Bravo	22.82%	$11,930	$39,094	2.6	533	1%
Overall	19.53%	$16,237	$51,498	5.1	567	100%

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(1) Under the CPS programs for contracts purchased during the first six months of 2017.
(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)

	Q2 2007	Q2 2008	Q2 2010	Q2 2011	Q2 2012	Q2 2013	Q2 2014	Q2 2015	Q2 2016	Q2 2017
New Contract Purchases ($ in mm)	$337.6	$75.0	$26.7	$60.8	$137.9	$203.8	$211.4	$270.0	$319.1	$233.9
Avg. Yield (2)	18.7%	20.9%	24.6%	24.1%	22.8%	21.6%	20.6%	19.9%	20.0%	19.5%
Avg. FICO	524	532	577	567	560	560	568	568	565	568
Wtd. Avg. Original Term (months)	65	64	62	63	63	63	65	67	68	68
Avg. LTV (3)	116.3%	113.4%	113.0%	113.0%	112.9%	113.7%	113.1%	115.3%	114.6%	113.1%

(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.

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Borrower and Contract Profile[(1)]

Borrower:

• Average age	42 years
• Average time in job	5 years
• Average time in residence	7 years
• Average credit history	11 years
• Average household income	$51,498 per year
• Percentage of homeowners	22%

Contract:

• Average amount financed	$16,237
• Weighted average monthly payment	$433
• Weighted average term	68 months
• Weighted average APR	19.2%
• Average LTV	113.1 %

(1) Under the CPS programs for contracts purchased during the first six months of 2017.

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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

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Portfolio Financing

- $300 million in interim funding capacity through three credit facilities
  - $100 million with Fortress; revolves to April 2019, due in April 2021
  - $100 million with Citibank; revolves to August 2018, due in August 2019
  - $100 million with Ares / Credit-Suisse; revolves to November 2017, due in November 2019

- Regular issuer of asset-backed securities, providing long-term matched funding
  - $12.1 billion in 75 deals from 1994 through July 2017.
  - Completed 25 senior subordinated securitizations since the beginning of 2011
  - In July 2017 transaction, sold five tranches of rated bonds from triple "A" down to double "B" with a blended coupon of 3.52%

- At June 30, 2017, total corporate debt of $16.1 million in subordinated unsecured retail notes

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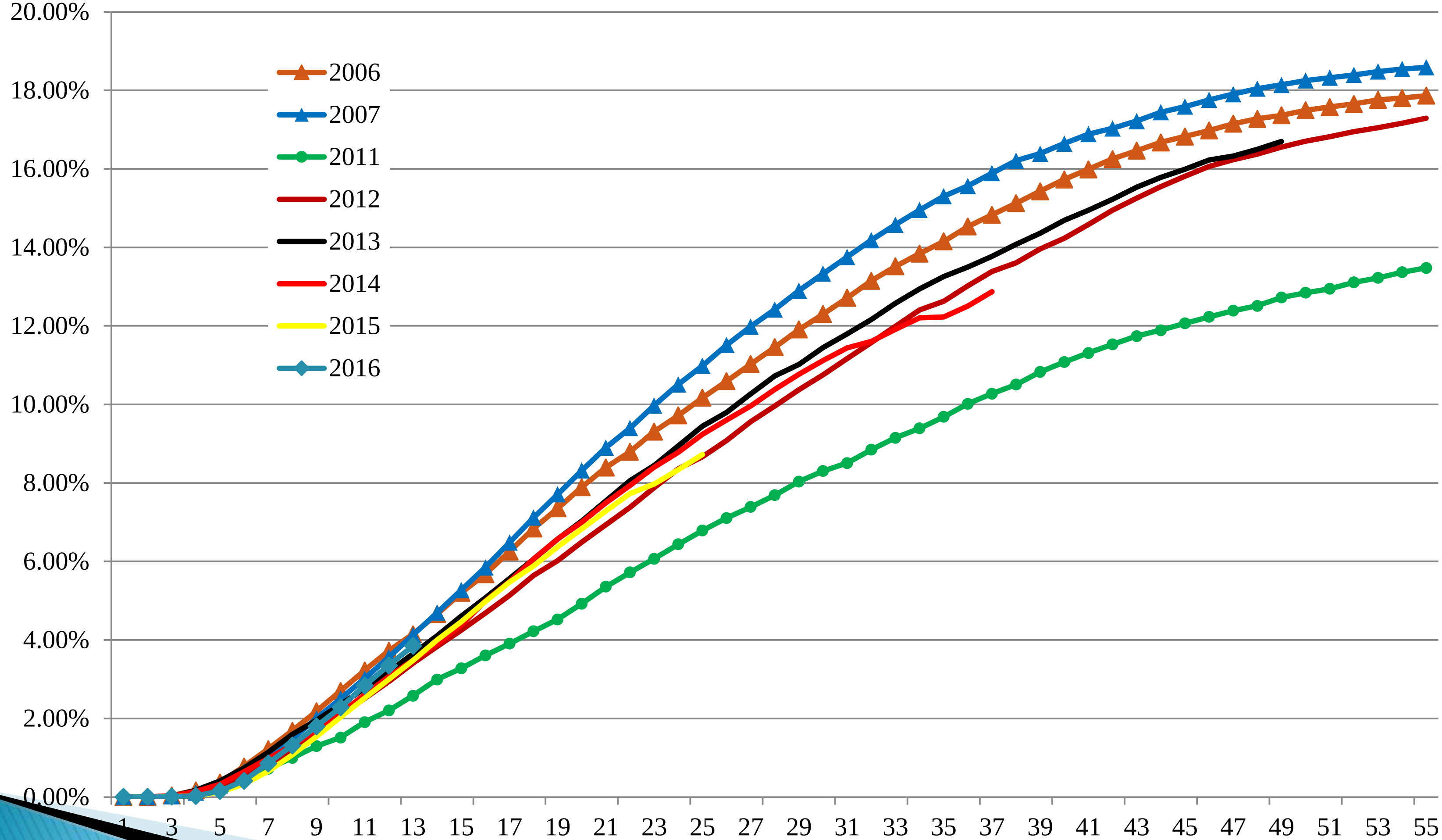
Static Pool Performance

- Average of quarterly vintage cumulative net losses as of June 30, 2017
- Recent pool performance in line with business model economics



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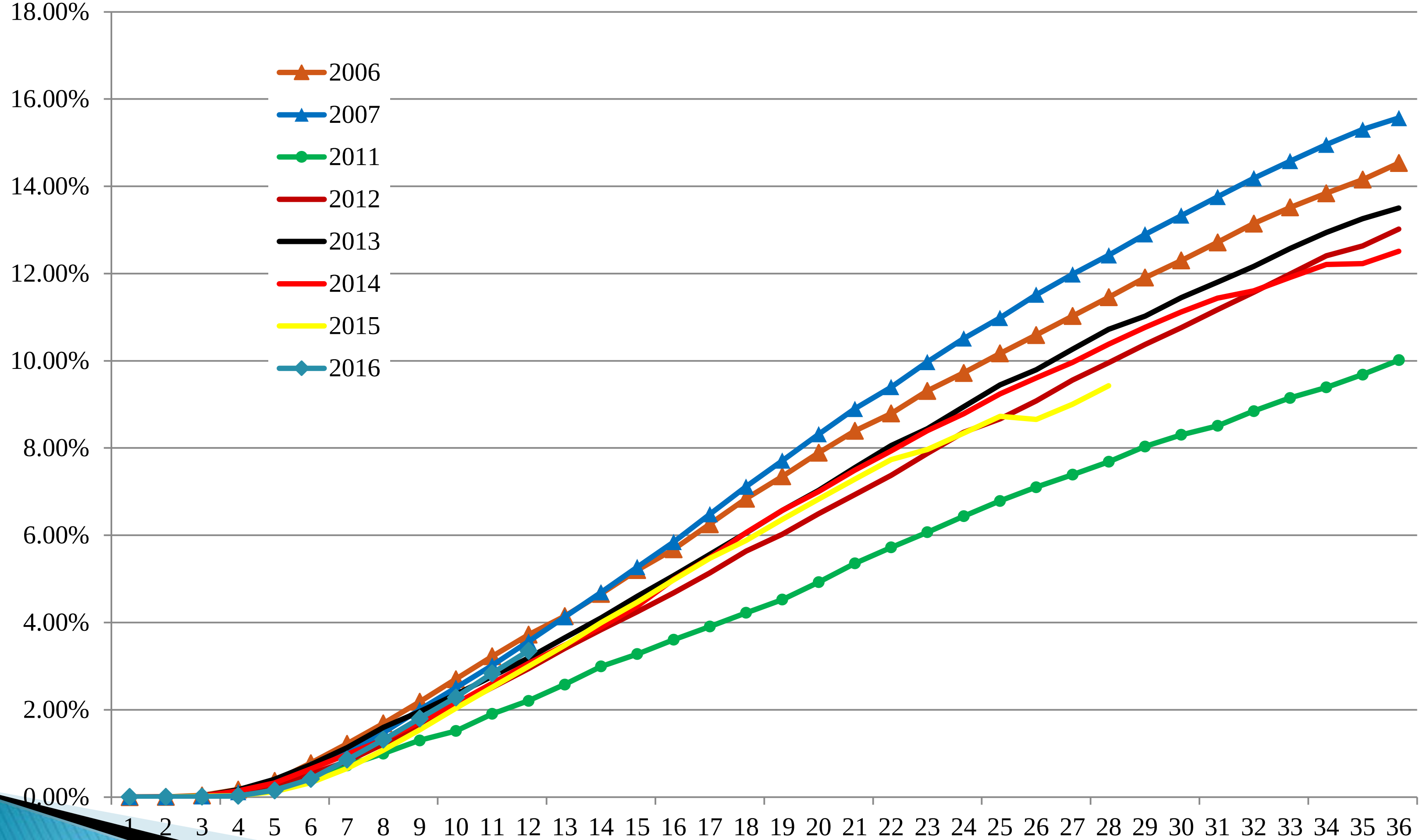

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Summary Balance Sheets (1)

($ in millions)	June 30, 2017	December 31, 2016	December 31, 2015	December 31, 2014
Assets				
Cash	$ 15.8	$ 13.9	$ 19.3	$ 17.9
Restricted cash	118.3	112.8	106.1	175.4
Finance receivables, net of allowance	2,207.2	2,172.4	1,909.5	1,534.5
Finance receivables, measured at fair value	-	-	-	1.7
Deferred tax assets, net	45.2	42.8	37.6	42.9
Other assets	61.3	68.5	56.4	60.7
	$ 2,447.8	$ 2,410.4	$ 2,128.9	$ 1,833.1
Liabilities				
Accounts payable and accrued expenses	$ 25.2	$ 25.0	$ 29.5	$ 21.7
Warehouse lines of credit	131.3	103.4	194.1	56.8
Debt secured by receivables measured at fair value	-	-	-	1.3
Residual interest financing	-	-	9.0	12.3
Securitization trust debt	2,082.0	2,080.9	1,720.0	1,598.5
Subordinated renewable notes	16.0	14.9	15.1	15.2
	2,254.5	2,224.2	1,967.7	1,705.8
Shareholders' equity	193.3	186.2	161.2	127.3
	$ 2,447.8	$ 2,410.4	$ 2,128.9	$ 1,833.1

(1) Numbers may not add due to rounding.

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Summary Statements of Operations (1)

($ in millions)	Three Months Ended June 30, 2017	Three Months Ended June 30, 2016	Years Ended December 31, 2016	Years Ended December 31, 2015	Years Ended December 31, 2014
Revenues					
Interest income	$ 107.5	$ 101.7	$ 409.0	$ 350.0	$ 286.7
Other income	2.6	3.2	13.3	13.7	13.5
	110.1	104.9	422.3	363.7	300.2
Expenses					
Employee costs	17.6	15.7	65.5	59.6	50.1
General and administrative	12.7	12.8	48.7	42.4	39.3
Interest	23.2	19.7	79.9	57.7	50.4
Provision for credit losses	48.6	44.4	178.5	142.6	108.2
	102.1	92.6	372.6	302.3	248.0
Pretax income	8.0	12.3	49.7	61.4	52.2
Income tax expense	3.4	5.0	20.4	26.7	22.7
Net income	$ 4.6	$ 7.3	$ 29.3	$ 34.7	$ 29.5
EPS (fully diluted)	$ 0.17	$ 0.25	$ 1.01	$ 1.10	$ 0.92

(1) Numbers may not add due to rounding.

Selected Financial Data

($ in millions)	Three Months Ended June 30, 2017	Three Months Ended June 30, 2016	Years Ended December 31, 2016	Years Ended December 31, 2015	Years Ended December 31, 2014
Auto contract purchases	$ 233.9	$ 319.1	$ 1,088.8	$ 1,060.5	$ 944.9
Total managed portfolio	$ 2,343.3	$ 2,253.7	$ 2,308.7	$ 2,031.1	$ 1,643.9
Risk-adjusted margin (1)	$ 38.3	$ 40.8	$ 163.8	$ 163.3	$ 141.6
Core operating expenses (2)					
$ amount	$ 30.3	$ 28.5	$ 114.2	$ 101.9	$ 89.4
% of avg. managed portfolio	5.2%	5.1%	5.1%	5.5%	6.3%
Pretax return on managed assets (3)	1.4%	2.2%	2.2%	3.3%	3.7%
Total delinquencies and repo inventory					
(30+ days past due)					
As a % of total owned portfolio	9.6%	8.6%	11.0%	9.5%	7.2%
Annualized net charge-offs					
As a % of total owned portfolio	7.6%	6.9%	7.0%	6.4%	5.8%

(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.

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Investment Considerations

- CPS has weathered two industry cycles to remain one of the few independent public auto finance companies
- Twenty-three consecutive quarters of profitability
- 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.

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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.