



# SUMMIT CONSUMER RECEIVABLES FUND, L.P.

MARCH 29, 2011

QUARTERLY INVESTOR UPDATE  
AND 2010 YEAR-END FINANCIAL REVIEW

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# AGENDA



- Welcome – 1 min (EG)
- Audit Overview – 5 min (EG, Ira Zorn)
- What's New at Summit – 10 min (EG)
- Recent Economic News/Data – 20 min (EG & WC)
- Financial Statement Review – 15 min (DH)
  - 2010/2011 YTD Financials – 10 min
  - Financial Statement Q&A – 5 min
- SCRF Returns for 2010 vs. 2009, and 2011 YTD – 3 min (EG)
- Portfolio Review and February Updates – 15 min (PC)
- Investor Marketing – 2 min (CG)
- Closing Remarks – 5 min (EG)
- Q&A – 14 min

# AUDIT OVERVIEW



- 2010 Audit Overview
  - Completed on time,
  - On budget, and
  - No material adjustments proposed by the auditors
  - Any questions for Ira Zorn from Blackman Kallick on the audit, and 2010 vs. 2009?
- K-1s were received this morning and will be distributed by tomorrow (March 30, 2011)
  - Reminder that some 2009 book losses are being realized in 2010
  - This tax loss should not be confused with the improved 2010 vs. 2009 actual financial for SCRF

# WHAT'S NEW AT SUMMIT



- SCRF's Investor Advisory Board (IAB) has been helpful and active
- CLST developments
  - The litigation has been stayed for six months in the hopes that Summit can help facilitate a sale of CLST's portfolios to Credigy or some other third-party buyer
  - ...We won't be incurring legal fees in the meantime

# WHAT'S NEW AT SUMMIT (CONT.)



- Credigy Opportunity and Impact to SCRF Overhead Expenses...and through it, the Fund's Returns
  - We are in the late stages of negotiating a \$50M term sheet with a potential investor; it appears that a deal with them is quite close now
  - Credigy is a US division of a Canadian bank which brings its own low-risk, low-cost leverage. They are well-capitalized and interested in going beyond \$50M
  - Their investment will be in a Managed Account (vs. SCRF investment)
  - However, there will be significant overhead sharing, and also potentially side-by-side purchasing by SCRF (given eventual SCRF net investor inflows)
  - **At \$50M+, the overhead sharing is likely to improve SCRF returns by multiple %!**

# WHAT'S NEW AT SUMMIT (CONT.)



- Default Forecast Methodology

- In December, a revised default forecast was performed which went into greater depth than previous forecasts using three factors:

- 1) Updated credit scores pulled on entire performing portfolio

- Categorized by FICO band and assigned probability of default based on Fair Isaac default prediction charts and historical analysis of SCRF defaults

- 2) Home Equity Factor

- Home equity % using Zillow.com estimates and mortgage balances from credit report; additional default probability assigned to negative home equity

- 3) Remaining Balance Factor

- For any account with >40% of balance paid off, SCRF historical default %s were used as an override to the other factors

# WHAT'S NEW AT SUMMIT (CONT.)



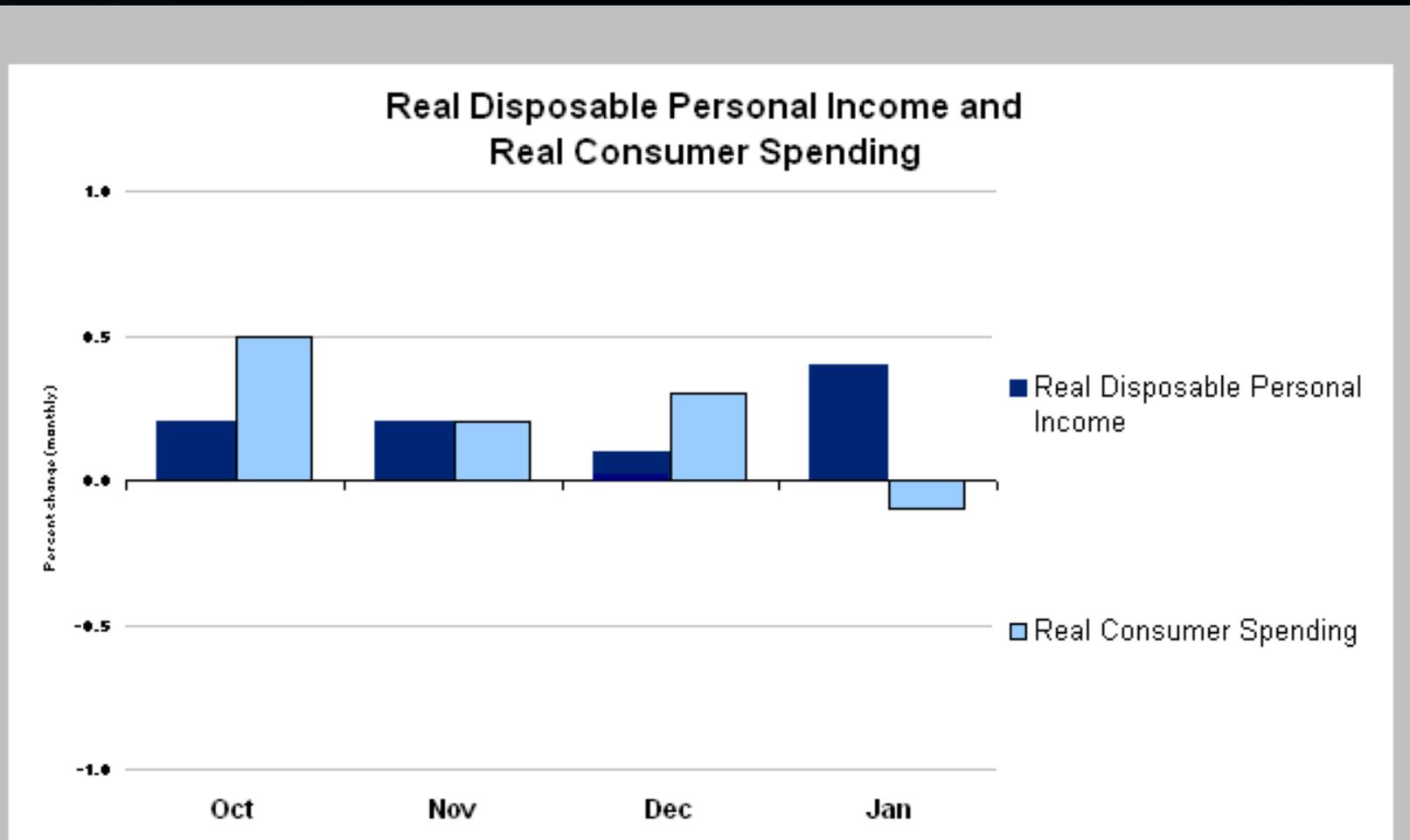
- Default trigger status
  - SCRF's delinquency and defaults have come down considerably since our last Quarterly Investor meeting, significantly reducing the chance of hitting a loan default trigger
    - To hit the three month trigger, defaults would have to increase by \$564,000
    - To hit the six month trigger, defaults would have to increase by \$1,436,500
  - Additionally, SCRF's cash reserve from temporarily pre-paying the Fortress credit facility down is now at \$1.689M, which can be used to offset defaults by buying up the default trigger levels if needed
    - We decided to at least temporarily pay down the Fortress line for an initial 6 months (through May 2011) based on feedback from the recent IAB meetings
    - We could buy 2 points more headroom on the triggers now, and are getting close to being able to buy 3 (0.19% away)
- At the next IAB Meeting we will discuss whether to resume redemptions at the 6-month mark
  - Will center on how well defaults are trending vs. our forecast

# THE FED AND INTEREST RATES



- FOMC Meeting Announcement: March 15, 2011
  - Federal funds target rate remains in a range from zero to 0.25%
  - Fed keeps QE2 on schedule for completion by the end of June
  - FOMC sees recent impact of higher oil prices on inflation as transitory
  - Fed describes progress on unemployment as "disappointingly slow"
- 1-month LIBOR rate currently 0.25% as of today
  - Continues to hover near its lowest point ever (0.23%), having come down in recent months
  - 1-month LIBOR was 0.25% one year ago

# % Change in RDPI and RCS



# PERSONAL INCOME



- Personal Income - increased \$38.1 B or 0.3% in February from January, 2011
  - It was up 1% in January from December: [www.bea.gov](http://www.bea.gov)
- DPI (Disposable Personal Income) - increased \$36.0 B (0.3%) in February from January.
  - Increased for each of the past three months:
    - December - 0.5%
    - January - 0.8%

# CONSUMER SPENDING



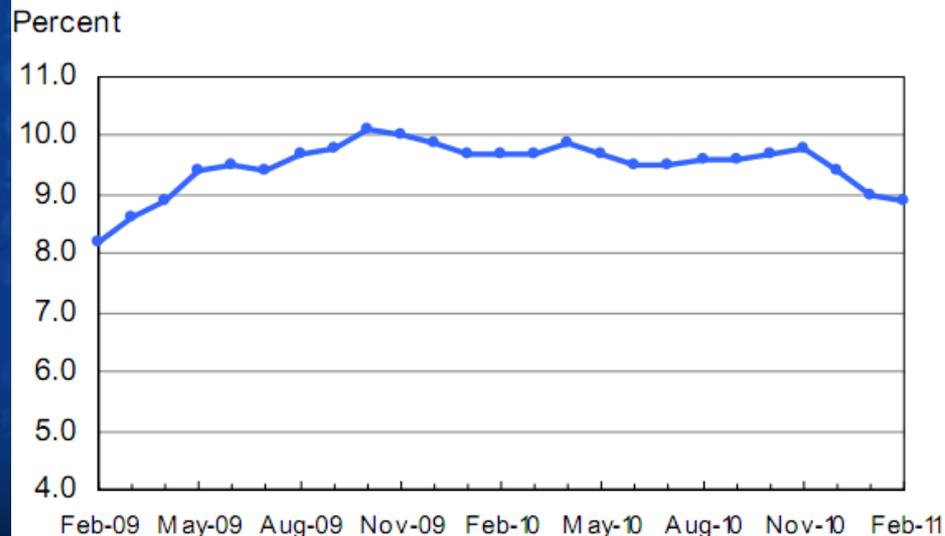
- Consumer Spending Trending Positive
  - Up 0.2% in Jan
  - Announced 3/29/2011 that consumer spending rose 0.7% in Feb (eight straight months) <Z:\Wayne\2011 Economic Information\General Economics>
  - Q4 was also highest in 4 Years (12/2010 – up 0.5%)
- But Recent Consumer Sentiment down – as of today:
  - Fear of Inflation is primary cause (oil/gas prices and food prices are up)
  - Global situation is factoring in as well
  - However, Consumers feel that the economy is improving

# UNEMPLOYMENT STATISTICS

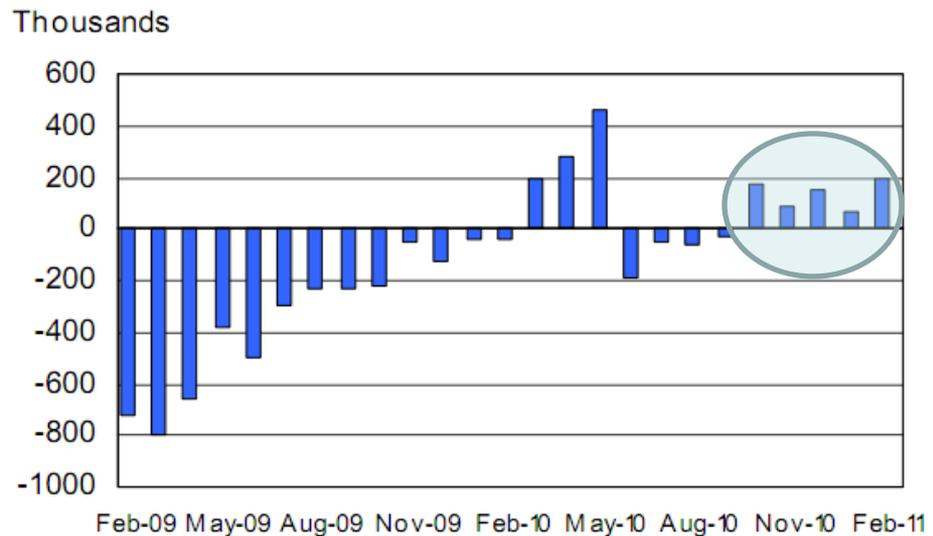


- As of February, 2011 the national UER currently stands at 8.9%
  - February Report: nonfarm payroll employment rose by 192,000 in February with job gains primarily focused in the manufacturing, construction and several service-providing industries.
  - Since the low in February 2010, total payroll employment has grown by 1.3 million (~108,000 per month)
  - Private-sector employment continued to trend up at +217,000 jobs in February

**Chart 1. Unemployment rate, seasonally adjusted, February 2009 – February 2011**



**Chart 2. Nonfarm payroll employment over-the-month change, seasonally adjusted, February 2009 – February 2011**



# UNEMPLOYMENT STATISTICS (Cont.)



- For Interactive by state: <http://www.google.com/publicdata>
- Jobless Claims
  - Trending downward
  - Now lowest level in 2.5 years
  - Below 400,000 for four most recent weeks
    - Below 400,000 generally associated with growth  
<http://www.cnbc.com/id/42247088>

# GDP



- Q4 GDP increased 2.8%
- Federal Reserve estimates 3.4%-3.9% in 2011



# HOUSING SALES & CONSTRUCTION



- “No Good News”
- New home sales in February down 16.9%
  - A Record Low
- New Res Construction February 2011
  - 22% below Jan estimate
  - 20.8% below February 2010
    - <http://www.census.gov/const/newresconst.pdf>
  - Lowest in 50 years

# HOME VALUES



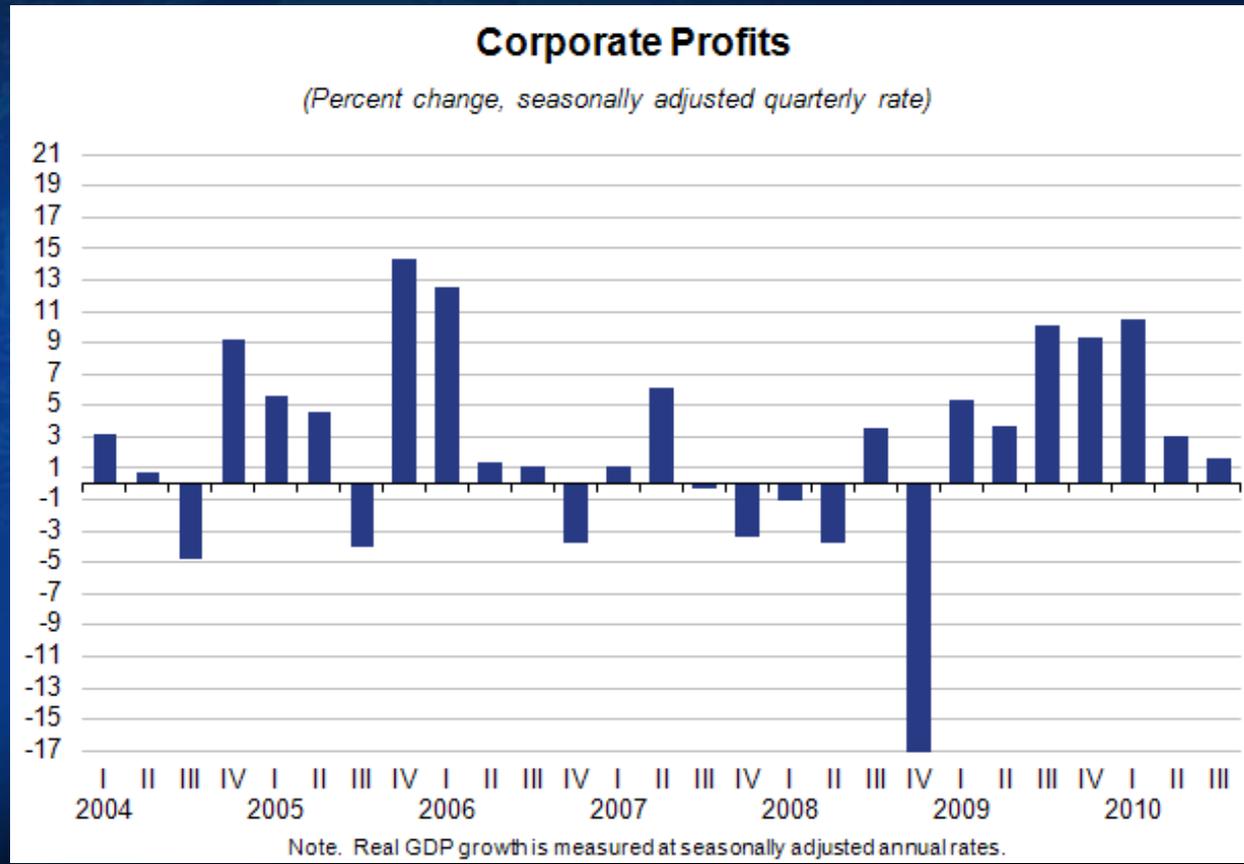
- Values still decreasing in many parts of U.S.
- Housing Price Index
  - -0.3% in January 2011
  - Last 12 months ending January: -3.9%
  - U.S. Index below April 2007 peak: -16.5%

<http://www.fhfa.gov/webfiles/20529/JanHPI32211FF.pdf>

# CORPORATE PROFITABILITY



- 2010 Upswing: 29% increase from 2009
- Perhaps some decline in Q1 2011
  - Oil and other prices



# US EQUITY PRICES (MARKETS)



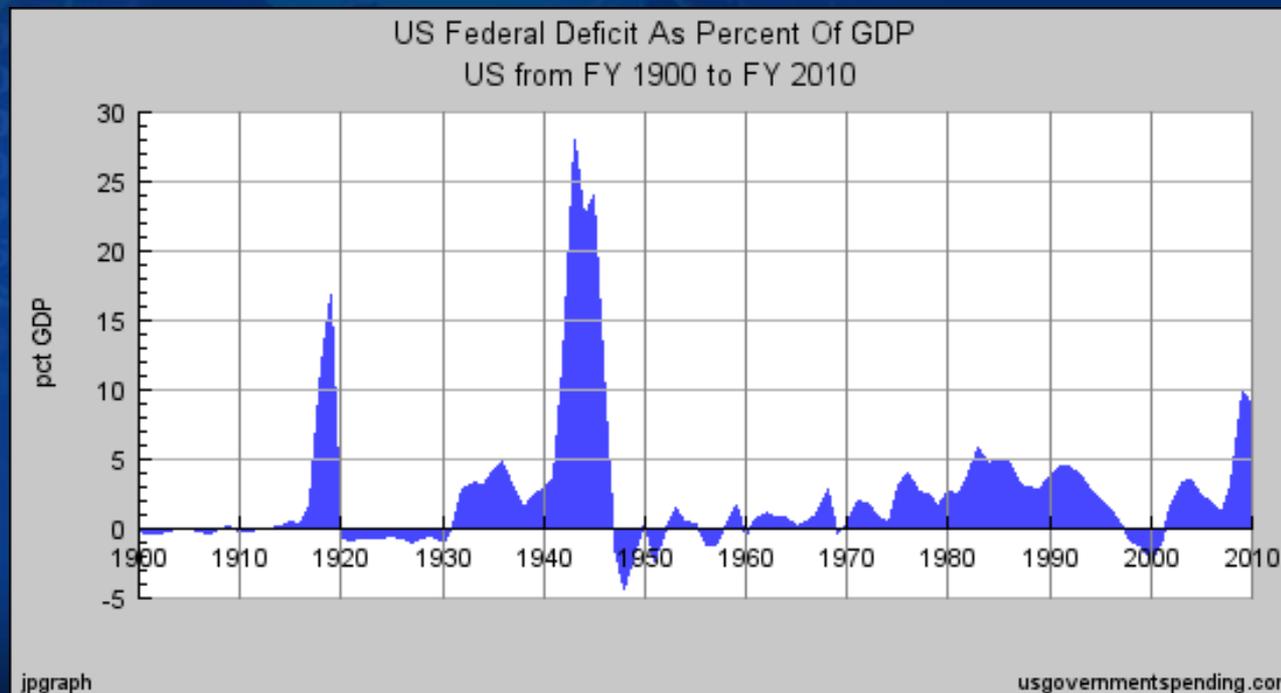
- Mostly a Steady Increase over 24 Months
- Investors Coming Back to Risk in Markets
- Credit Tight – But Beginning to Flow



# U.S. Budget Deficit



- \$14.2 Trillion
  - \$1.6 Trillion in 2011
  - \$45,823 per citizen (\$128,334 per tax payer)
  - \$11,460 interest per citizen in 2011



# International Situation



- The Middle East
  - Oil is up sharply...how long before the storm passes?
  - Anticipation of future crisis will likely be worse than an actual crisis
- Japan
  - Shortage of Si wafers, and many other tech products
  - Future of cheap nuclear power?
  - Long-term rebuilding boom, “post-war style”?
- PIIGS still a concern
  - Portugal one step away from junk bond status (it was downgraded again today by S&P to BBB- from BBB)

# Inflation



## UNITED STATES INFLATION RATE

Annual Change on Consumer Price Index



source: TradingEconomics.com; Bureau of Labor Statistics

# ECONOMICS: IMPLICATION FOR SCRF?



- The Fed and Interest Rates
- Personal Income and Spending
- Unemployment Rate
- GDP
- Home Values and Housing
- Corporate Profits
- Stock Markets
- U.S. Government Deficit
- International Situation
- Inflation

- Longer term, we hope that the International situation plays out in a stable way...
- And we hope that the FOMC is right about inflation.
- But overall, the factors which most directly impact SCRF's returns have been improving:
  - Rates continue to stay low
  - Income is up
  - Unemployment is down, and job creation is up

# FINANCIAL STATEMENT REVIEW



## Summit Consumer Receivables Fund, L.P. and Affiliates

## Consolidated Statements of Financial Position

December 31, 2010 and 2009



	<u>Assets</u>	
	2010	2009
<b>Assets</b>		
Purchased receivables, net	\$ 35,534,352	\$ 48,915,354
Cash and cash equivalents	882,521	1,569,025
Restricted cash	-	827,488
Receivables from servicing companies	252,144	363,261
Deferred financing costs, net	-	120,966
Advances to CLST	-	4,810,463
Due from related party	7,494	9,053
Equipment	36,000	32,000
Other	155,510	69,493
	<u>\$ 36,868,021</u>	<u>\$ 56,717,103</u>
<b>Total Assets</b>		
	<u>\$ 36,868,021</u>	<u>\$ 56,717,103</u>
	<u>Liabilities and Partners' Capital</u>	
<b>Liabilities</b>		
Revolving line of credit	\$ -	\$ 14,596,334
Term loan	23,079,312	24,762,596
Accrued expenses	222,301	320,171
Seller holdback deposits	-	821,477
Due to former partners	-	175,822
	<u>23,301,613</u>	<u>40,676,400</u>
<b>Total Liabilities</b>		
	<u>23,301,613</u>	<u>40,676,400</u>
<b>Partners' Capital</b>		
Partners' capital	10,677,567	12,334,256
Accumulated earnings	2,888,841	3,706,447
	<u>13,566,408</u>	<u>16,040,703</u>
<b>Total Partners' Capital</b>		
	<u>13,566,408</u>	<u>16,040,703</u>
<b>Total Liabilities and Partners' Capital</b>		
	<u>\$ 36,868,021</u>	<u>\$ 56,717,103</u>

# Summit Consumer Receivables Fund, L.P. and Affiliates

## Consolidated Statements of Operations

Years Ended December 31, 2010 and 2009

	<u>2010</u>	<u>2009</u>
<b>Revenues</b>		
Finance income	\$ 6,251,505	\$ 9,891,813
Dividend and interest income	-	3,330
	<u>6,251,505</u>	<u>9,895,143</u>
<b>Expenses</b>		
Bad debt expense	2,912,941	6,684,949
Interest expense	1,733,458	2,248,428
Amortization of finance costs	120,966	253,102
Servicing fees	979,641	1,209,635
Leased associates	674,500	685,313
Professional fees	416,634	494,190
Other	230,971	250,251
	<u>7,069,111</u>	<u>11,825,868</u>
<b>Net Loss</b>	<u>\$ (817,606)</u>	<u>\$ (1,930,725)</u>

# Summit Consumer Receivables Fund, L.P. and Affiliates

## Consolidated Statements of Financial Position

February 28, 2011



### Assets

Cash	\$	79,520
Restricted Cash		751,369
Receivable From Servicing Companies		327,780
Prepaid Expenses		139,857
Investment in Consumer Debt Portfolios		33,906,440
Investment in SSPE, LLC		0
Investment in SSPE FCC, LLC		0
Fixed Assets, Net		36,000
Other Assets		7,494
<b>Total Assets</b>	<b>\$</b>	<b>35,248,459</b>

### Liabilities & Partners' Capital

#### Liabilities

Accounts Payable & Accrued Expenses	\$	152,131
Loans Payable		21,294,708
<b>Total Liabilities</b>	<b>\$</b>	<b>21,446,839</b>

#### Partners' Capital

Partners' Contributions/Distributions	\$	10,600,019
Retained Earnings		2,888,841
Current Year Earnings		312,761
<b>Total Partners' Capital</b>	<b>\$</b>	<b>13,801,621</b>

<b>Total Liabilities &amp; Partners' Capital</b>	<b>\$</b>	<b>35,248,459</b>
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# Summit Consumer Receivables Fund, L.P. and Affiliates

## Consolidated Income Statement

February 28, 2011

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### Revenue

Investment Ordinary Income	\$	85,656
Investment Interest Income		573,806
Allowance For Credit Losses		0
Total Revenue	\$	<u><u>659,462</u></u>

### Expenses

Interest Expense	\$	204,286
Office Expenses		27,112
Travel, Meal & Entertainment		28
Professional Fees		33,830
Payroll	\$	81,445
Overhead Expense Allocation		0
Total Expenses	\$	<u><u>346,701</u></u>

### Net Income

\$ 312,761

# FINANCIAL Q&A



# CONSOLIDATED RETURNS



## SCRF, L.P. return statistics through February, 2011:

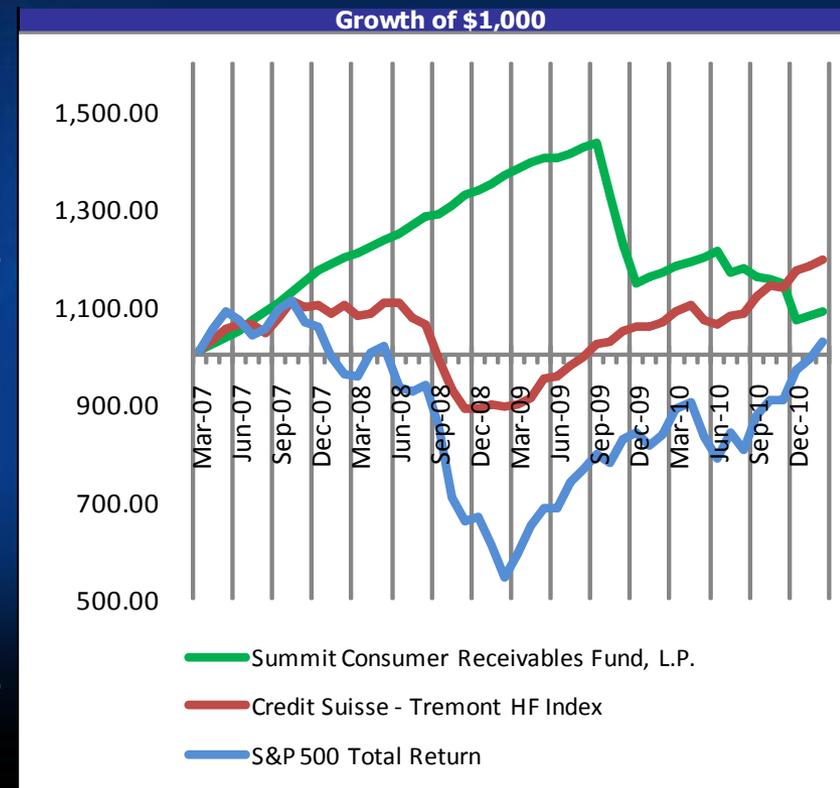
- 8.99% total return since inception
- 2.17% annualized return since inception
- 2010 return: -6.69% vs. 2009 return: -14.34%
- 2011 YTD return: 1.71% (10.70% annualized)

## CSFB/Tremont Hedge Fund Index:

- 19.84% return since inception
- 4.63% annualized return since inception
- 2010 return: 10.95% vs. 2009 return: 18.57%
- 2011 YTD return: 2.08% (13.15% annualized)

## Merrill Lynch US High-Yield Index:

- 37.95% return since inception
- 8.37% annualized return since inception
- 2010 return: 15.19% vs. 2009 return: 57.51%
- 2011 YTD return: 3.47% (22.70% annualized)



# NON-SIDE POCKET RETURNS



## SCRF, L.P. return statistics through February, 2011:

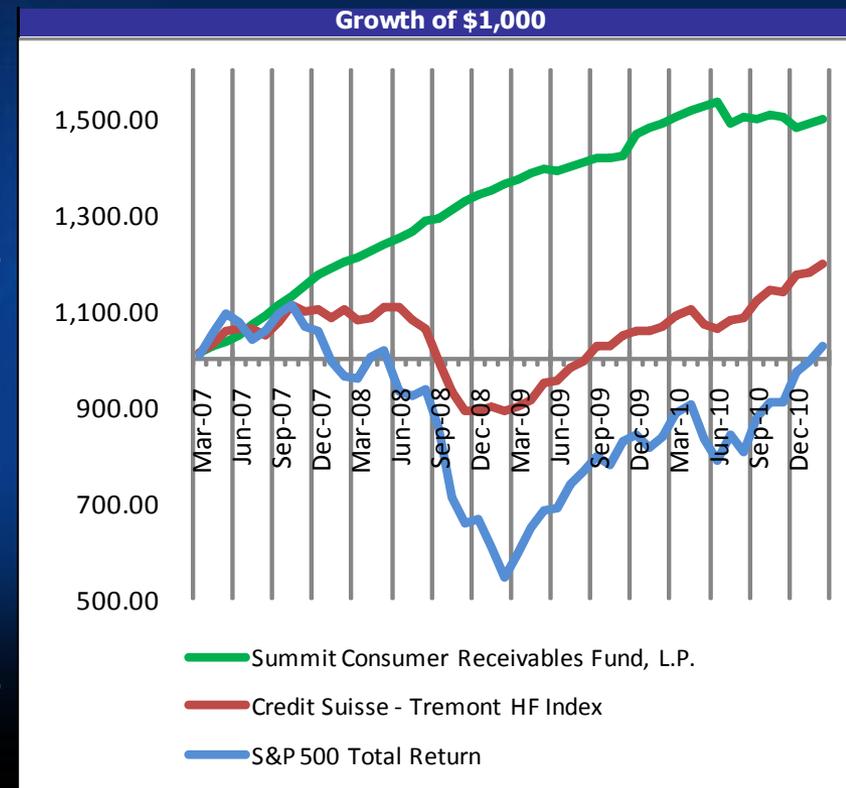
- 49.98% total return since inception
- 10.67% annualized return since inception
- 2010 return: 0.92% vs. 2009 return: 9.37%
- 2011 YTD return: 1.36 % (8.44% annualized)

## S&P 500 Total Return:

- 2.88% total return since inception
- 0.71% annualized return since inception
- 2010 return: 15.06% vs. 2009 return: 26.46%
- 2011 YTD return: 5.88% (40.87% annualized)

## Nasdaq 100 Index:

- 35.96% return since inception
- 7.98% annualized return since inception
- 2010 return: 19.93% vs. 2009 return: 54.67%
- 2011 YTD return: 6.08% (42.48% annualized)



# PORTFOLIO REVIEW

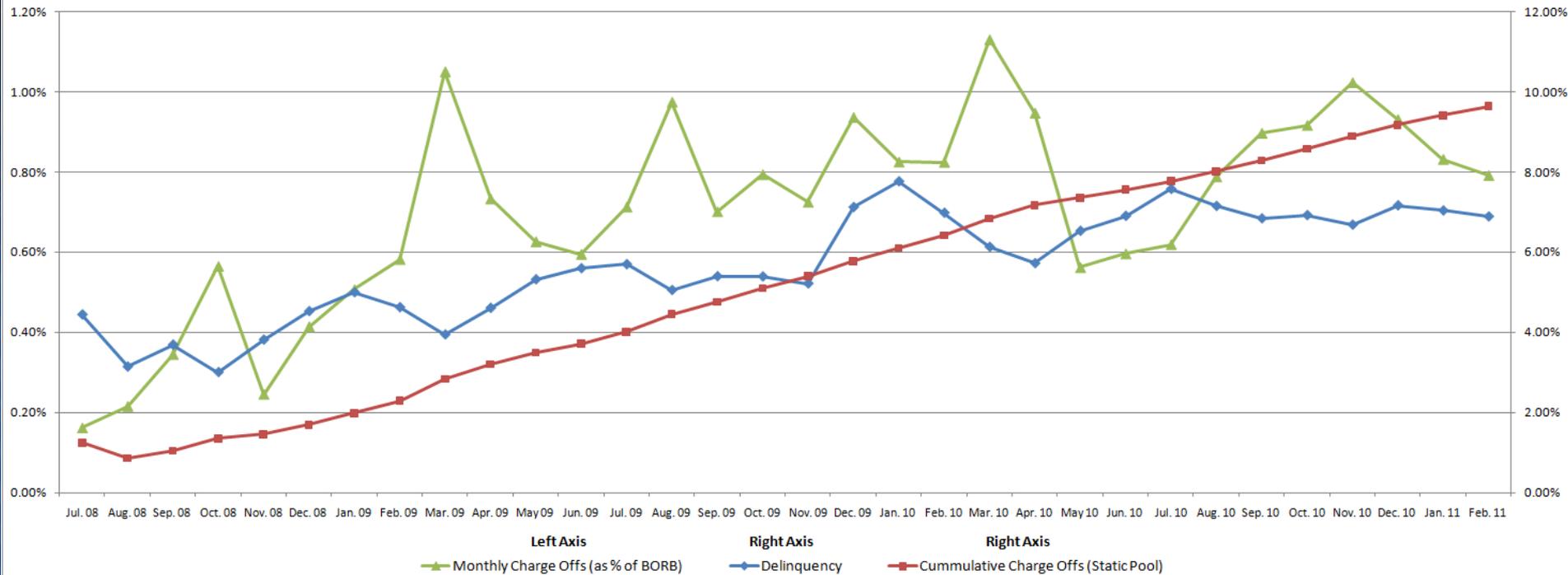


- Asset Performance Data presented as of 2/28/11
- 93.11% of fund assets are current on a principal balance basis
- There are 5,999 total individual consumer loans with a current balance of \$35,346,598
- Cumulative delinquency of all fund assets on a static pool basis:
  - Cumulative delinquency at 30+ days past due is 6.89%
  - Change since Dec-10: -0.28%
- Cumulative default rate of all Fund assets on a static pool basis is 9.64%
  - 2011 YTD Annualized Default Rate: 10.19%
  - 2010 Annualized Default Rate: 10.53%
    - Calculated as a % of Beginning Outstanding Receivable Balance (BORB)

# PORTFOLIO REVIEW (CONT.)



Total Portfolio - Delinquency and Default Rates



FEBRUARY 11' TOTAL PORTFOLIO

CLIENT	PORT	MONTH PURCH	TOTAL PBAL	ORIGINAL BALANCE	0-30		31-60		61-90		90+		Tot DQ %	COLLECTIONS		WRITE OFFS		Tot W/O %
					PBAL	%	PBAL	%	PBAL	%	PBAL	%		PBAL	%	PBAL	%	
TOTAL			35,346,598	124,564,418	32,912,103	93.11%	1,235,698	3.50%	676,074	1.91%	522,723	1.48%	6.89%	7,765,319	6.23%	4,239,313	3.40%	9.64%

FEBRUARY 11' NON-SIDE POCKET PORTFOLIO

CLIENT	PORT	MONTH PURCH	TOTAL PBAL	ORIGINAL BALANCE	0-30		31-60		61-90		90+		Tot DQ %	COLLECTIONS		WRITE OFFS		Tot W/O %
					PBAL	%	PBAL	%	PBAL	%	PBAL	%		PBAL	%	PBAL	%	
TOTAL			14,249,553	82,977,713	13,554,802	95.12%	280,025	1.97%	181,581	1.27%	233,145	1.64%	4.88%	3,954,184	4.77%	1,418,156	1.71%	6.47%

# PORTFOLIO CHALLENGES AND OPPORTUNITIES AHEAD



- Bankruptcy trending continues to be volatile
  - However, we're seeing an increase in recoveries on BK accounts
- 2011 Q2 tax opportunity
  - Expected increase in recoveries: HI up 300% month-over-month
  - Special third-party collector programs
- 2011 Q1 improvement
  - Decreased delinquency and defaults
    - 31-60 Home improvement delinquency is down \$800K month-over-month as of 3/23
    - This is a positive sign for Q2 and beyond
  - Projecting 0.68% defaults in March—our highest default month in 2009 & 2010
    - 40% improvement year over year (1.13% defaults in 2010) and
    - 35% improvement versus March 2009 (1.05% defaults)

# INVESTOR MARKETING



- We have now been successful in identifying 3-4 potential institutional investors (Credigy for example) who recognize current opportunities with regard to attractive discounts for solid consumer credits, and are looking to work with Summit to purchase bulk portfolios
- Most would want to invest in a Managed Account
- Benefits to SCRF:
  - Overhead sharing
  - Potential side-by-side purchasing opportunities

# CLOSING REMARKS



- Summit has taken some significant steps forward since our November Investor Meeting, including:
  - Established an active Investor Advisory Board (IAB)
  - Reduced portfolio delinquency and default rates
  - Substantially reduced risk of hitting a lender default trigger
  - Created a significantly refined and sophisticated Default Forecasting methodology
  - Amassed a significant cash reserve by suspending redemptions to:
    - Protect against the possibility of hitting default triggers, and
    - Allow defaults to stabilize so we're confident in valuations prior to resuming redemptions

# CLOSING REMARKS (CONT.)



- Performed the 2010 Audit on-time with no adjustments required
  - The improved “Reverse Loan” Valuation Model from a year ago has stood the test of time well in terms of usability and accuracy
- Courted a possibly game-changing potential Investor which could significantly reduce O/H costs for SCRF
- We’re playing more offense now, and less defense
- If you have any suggestions for ways we can improve communications with you, please let us know!

# Q&A

