Monarch Capital

Monarch Investments

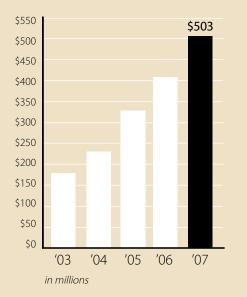
Coastal Home Mortgage

Home Mortgage Solutions

MONARCH FINANCIAL HOLDINGS, INC. 2007 ANNUAL REPORT

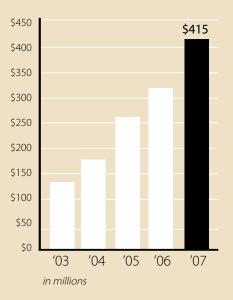


Real Estate Security Agency

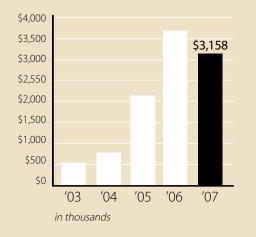


## **Total Assets**

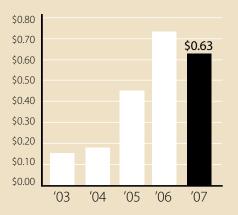
**Total Loans, net** 



**Net Income** 



Diluted net income per share



# Monarch Financial Holding, Inc. Selected Consolidated Financial Data

At or for the Years Ended December 31,

At or for the Years Ended December 31,	2007	2006	2005	2004	2003
Summary of Operations		(Dollars in thousands, except per share data)			
Summary of Operations Interest income	\$ 30,752	\$ 25,110	\$ 15,527	\$ 9,392	\$ 7,576
	3 30,732 14,487	10,861	5,507	3 9,392 3,232	2,788
Interest expense Net interest income	16,265	14,249	10,020	6,160	4,788
	976	559	915	305	205
Provision for loan losses	15,289	13,690	9,105	5,855	4,583
Net interest income after provision for loan losses	8,379	3,586	3,150	2,396	1,176
Non-interest income	18,812	11,870	9,088	2,390 7,113	5,050
Non-interest expense	4,856	5,406	3,167	1,138	709
Income before income taxes and minority interests	4,830 (165)		5,107		
Minority interests in subsidiary's net (income) losses		6 1 706	-	(7)	(9)
Income tax expense	1,533	1,786	1,065	374 ¢ 757	159
Net income	\$3,158	\$3,626	\$2,102	\$ 757	\$ 541
Per Share and Shares Outstanding (1) (2)					
Basic net income	\$ 0.66	\$ 0.76	\$ 0.48	\$ 0.19	\$ 0.17
Diluted net income	\$ 0.63	\$ 0.72	\$ 0.46	\$ 0.18	\$ 0.16
Book value at end of period	\$ 7.57	\$ 7.02	\$ 6.30	\$ 5.33	\$ 5.13
Basic weighted average shares outstanding	4,814,738	4,759,448	4,388,720	3,943,054	3,292,356
Diluted weighted average shares outstanding	5,019,221	5,026,364	4,583,951	4,112,396	3,427,261
Shares outstanding at period end	4,827,505	4,845,917	4,723,748	3,958,471	3,925,878
shares outstariaing at period end	.,,,	1,0 10,5 17	1, 20, 10	0,000,00	0,720,070
Balance Sheet Data					
Total assets	\$ 503,164	\$ 407,720	\$ 331,174	\$ 226,858	\$ 184,036
Total loans, net	415,177	318,028	260,581	177,141	132,630
Total deposits	389,704	314,113	273,073	171,376	143,104
Borrowings	73,531	58,075	26,976	33,812	20,616
Selected Performance Ratios					
Return on average assets	0.76%	1.05%	0.82%	0.39%	0.34%
Return on average stockholders' equity	8.86%	11.38%	8.14%	3.68%	3.32%
Net interest margin (3)	4.25%	4.43%	4.15%	3.35%	3.24%
Non-interest income as a percentage of total revenue (4)	21.40%	12.50%	16.90%	20.30%	19.72%
Efficiency ratio (5)	76.33%	66.55%	69.01%	83.13%	86.12%
Linciency ratio (5)	70.5570	00.5570	09.0170	03.1370	00.1270
Asset Quality Ratios					
Non-performing loans to period-end loans	0.10%	0.03%	0.00%	0.00%	0.00%
Non-performing assets to total assets (6)	0.08%	0.00%	0.00%	0.00%	0.00%
Allowance for loan losses to period-end loans	0.95%	1.01%	1.02%	1.01%	1.10%
Allowance for loan losses to non-performing loans (7)	958.07%	n/m	n/m	n/m	n/m
Net charge-offs to average loans outstanding	0.06%	0.03%	0.02%	0.00%	0.00%
Capital Equity to assots ratio	7.26%	8.34%	9.00%	9.31%	10.93%
Equity to assets ratio	10.05%	13.07%	9.00%	10.76%	12.25%
Total risk-based capital ratio					
Stockholders' equity	\$36,548	\$34,009	\$29,802	\$21,108	\$20,112

(1) Adjusted to give effect for all stock splits and stock dividends.

(2) Computed based on the weighted average number of shares outstanding during each period.

(3) Net interest margin is net interest income divided by average interest earning assets.

(4) Total revenue consists of net interest income and non-interest income.

(5) Efficiency ratio is non-interest expense divided by the sum of net interest income and non-interest income.

(6) Non-performing assets consist of non-accrual loans, restructured loans, and foreclosed assets, when applicable.

(7) "n/m" means not meaningful.

## PRESIDENTS LETTER

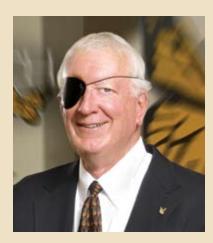
I AM EXTREMELY PROUD OF OUR ACCOMPLISHMENTS during the past year and feel Monarch is well positioned to weather the ever changing economy ahead of us. 2007 was a record year of growth for your company as we hit \$500 million in total assets at year end, a significant accomplishment. We have grown from a single community bank to a broad mix of integrated financial services companies. Under our Monarch "umbrella" we now have Monarch Bank serving Hampton Roads and OBX Bank serving the Outer Banks of North Carolina, Monarch Mortgage serving four states, Virginia Asset Group providing investment advisory services, and several other related companies. You can see many of our company logos on the following pages of this report. Monarch really is "more than a bank" and I thought this year I would discuss our past accomplishments and our plans for the future.

## BANKING OVERVIEW:

When we began 2007 our goal was to grow our banking operations in both our existing markets and into new markets. We use our expansion strategy only when the right staffing is available in the right markets, which means we locate and hire top quality banking talent and then locate our building. While contrary to traditional retail

banking practices, we feel we can reduce our break even period and produce better overall growth with this model. We constantly have different markets under study, and will only enter them with the right talent. In 2007 we entered two new markets, both of which are doing extremely well.

We hired excellent bankers to startup our Monarch Bank Kempsville office and our newest bank, OBX Bank. Both expansions positively contributed to our growth over the past year. We're very fortunate to have Wanda Garrett join our team and manage the Kempsville office. She has extensive banking experience in Virginia Beach



and brings a vast knowledge of financial services and operations to her position. While OBX Bank is efficiently structured as a division of Monarch, it is run with local pricing and local decision making; two things we think are the fundamental genetics of a community bank. With our leadership of OBX Bank board chairman W. Ray White, OBX

Bank President David McGlaughon, Penny Bentley and Phyllis Neal, we are excited about our initial entry into that market and look forward to growing that franchise.

Our banking operations are organized along three distinct but integrated lines of business. Our business bankers are focused on serving the financial needs of our small to moderate size business clients, as well as professional practice groups. Our Private Bankers are focused on delivering our financial services to consumers, business owners, and professionals. Our Real Estate Bankers are a special team serving the needs of the top local builders and developers of residential and commercial properties. All three groups are supported by loan and banking operation teams focused on client service and risk management.

## MORTGAGE BANKING:

Our strategic initiatives for the past several years have focused on locating opportunities to grow our non-interest sources of revenue from complementary financial services products. While we have been in the secondary mortgage origination business for several years, our past operations could not reach the scale or scope to become a significant contributor to our

bottom line. We are pleased to report that we now have one of the best mortgage operations in our markets, run by an extremely talented mortgage team. Led by Ted Yoder and Will Morrison and mortgage veterans, Jack Lane, Barbara Auer and Tim Miller, this team

of professionals is building a profitable operation while staying focused on risk management. While the startup

costs hurt bottom line profitability during the second half of 2007, we feel this will be a great investment for many years to come

and is already proving itself in 2008 with two straight months of significant profit contribution.

The mortgage market and related credit

marketplace was hardhit by the subprime mortgage crisis beginning in 2007. There are two ways

to look at our startup during this time of great flux in the mortgage world. The best time to grow a mortgage company is usually not when the market is strong. Talented leadership is usually too happy to move and the loan officers that generate the volume have large numbers of loans in their "pipelines" that are hard to leave behind. Valuations on mortgage companies to acquire are also quite great when times are good. Contrarian logic would state you start a great company

> when those around you are panicking, and this is what we experienced in 2007. While we had no idea the market would fall so hard, it has been much easier to hire top talent that are looking for a stable home

amid all the mortgage office closings and shutdowns. With several profitable months behind us now, and our operation running smoothly and efficiently, we feel

Monarch Mortgage will be recognized in a short-period of time as a perfect compliment to our banking operation.

> Late in 2007, primarily to complement our growing mortgage operation, we formed our own Title Insurance Agency,

Real Estate Security Agency, LLC. Profitable in its first month of operation we are excited about controlling service levels related to mortgage loan

closings as well as contributing to our bottom line.

INVESTMENTS AND INSURANCE: Another major initiative was growing our

investment and insurance operations through Virginia Asset Group. In 2007, our first full year of operation, we were the top performer of the banker-owned BI Investments broker-dealer, a major accomplishment.

> The President of Virginia Asset Group, Darin Ely, also serves on Monarch's Senior Management Team, to ensure we operate as an

integrated company. With revenues up over 400% from 2006 we are excited about the growth opportunities with this great group.



irginia Asset Group

A MONARCH COMPANY

FINANCIAL PERFORMANCE: While this was the first year net income declined from the previous year, we remain pleased with our 2007

financial performance in light of our growth initiatives. We continue to feel the long-term value of our Company will increase if we can grow our banking

franchise and build strong companies

This was also the first year our stock price has

declined year over year, which as a shareholder

you, our valuable shareholder. If you invested in

Monarch in the beginning you have realized an

driven company caused us great concern for

that generate non-interest income.



FUTURE OF MONARCH: It is looking like 2008 will be a challenging year for most community banks and Monarch will also face

> the margin pressures, competitive funding, and credit issues facing our industry. With declining margins we cannot rely on the Bank alone to provide

our earnings growth, and our other companies are expected to become larger contributors to our overall performance. Monarch Mortgage has already contributed over 40% of our net income in just the first two months of the year, acting as a natural hedge to the drop in interest rates. Virginia Asset Group, our investment and insurance business, and Monarch Capital, our

> commercial brokerage operation, are also making significant contributions to earnings. We have impeccable asset quality (sound loans), and

as I write this letter we have no non-accrual loans. Our charge-offs (bad loans) have averaged less than \$32,000 per year since our inception in 1999.

The future looks bright for Monarch. Through our careful strategic planning, established culture, vision, and having the best employees in the market, we are prepared to meet any challenge. We welcome change and innovation and will continue to meet the financial needs of our clients and serve them with exceptional personal service.

Very truly yours,

William F. Rountree, Jr. President and CEO

approximate 14% annual return on your initial investment. We feel our stock price has been "beaten up" due to us being in the financial services

business and not due to our performance or future prospects. As we look around at banking companies large and small we see similar declines in value, even though Monarch has not been involved in the large-scale sub-prime mortgage and mortgage backed securities business meltdown.

BOARD LEADERSHIP: We now have five Boards of Directors comprising our Corporate Board, and our city boards in Chesapeake, Virginia Beach, Norfolk, and of course our new OBX Bank Board. This talented group of business and community leaders assists us in generating business activity and keeping us close to our clients by being our extended eyes and ears on the streets. It is only through their commitment to serve that we have prospered and we are grateful for all they do.

# LEADERSHIP

AT MONARCH BANK, WE'D LIKE TO THANK the members of our Corporate Board of Directors, City Boards of Chesapeake, Norfolk and Virginia Beach and our OBX Bank Board. These business and community leaders have always believed in Monarch and our focus on serving our own community. We are grateful for our talented management team and our great employees, all dedicated to living our mission: "Building lasting relationships through exceptional service." Without everyone's dedication we wouldn't be on the exceptional flight we are on today. We're thankful for last year's financial successes, but we're especially appreciative of the people who help the Monarch really fly.



BOARD OF DIRECTORS

**Pictured from left to right:** Dwight Schaubach, Cassell Basnight, Taylor Grissom, Brad Schwartz, Neal Crawford, Bob Oman, Jeff Benson, Beth Patterson, William "Tree" Rountree, Lawton Baker and Joe Covington. **Not Pictured:** Larry Sutton



## Chesapeake Board from L to R:

Virginia Beach Board from L to R:

Kevin Hubbard, Dennis Jones, Mark Christian, Stacy Cummings, Vernon "Richard" Divers, Jr., Jeffery Wermers, Brian Clements, James "Jimmy" E. Reece II and Barry Mathias. **Not Pictured:** Jane Gaffney and Barbara Smith, CPA, CVA.

Jim Karides, Al Midgett, Eric Bucklew, Mike Inman, Wayne Sawyer, Dennis Deans, Jon Wheeler, Virginia (Ginny) Sancilio Cross, Brian Scott Burgess, Randy Bregman, Dan Cronin, John Hook and Marc Sauter. **Not Pictured:** Dennis Elmer, Chris Ettel, Bob Eveleigh, Gene Loving,



OBX Bank is dedicated to the residents and businesses on the Outer Banks of NC. One of the bank's initial projects was the financing of Dare's County's first affordable housing development.



# Home

Security

Estate

Real

Solutions

Mortgage





## Norfolk Board from L to R:

Erik Cooper, Ken Trinder II, Jon Ahern, Robert Gatewood Dashiell III, Barclay Winn, Lauren Wolcott, Harrison Perrine, D. Scott Pritchett, Neal Crawford and Ed Amorosso. **Not Pictured:** David Benjack, John Domanski, Lorna Donatone, Frank (Buddy) Gadams, Marc Glickman, David Host, Mike McCabe, William (Shep) S. Miller III, John (Randy) Randolph Stokes and Ed Whitmore.

# **OBX Bank Board** from L to R:

Charles Hardy, W. Ray White, David McGlaughon, Robert Outten, Robert Harrell and Tim Beacham.

Not Pictured: Robert Oakes, Jr., James Perry and James Ward.



Monarch Financial Holdings earned a prestigious award bestowed on top 4% of bank's nationwide for performance in eight financial variables. Monarch was one of 24 institutions chosen from a pool of 610 publicly traded banks and thrifts.



Our 6th Annual Monarch Bank Charitable Golf Tournament raised \$150,000, our biggest and best effort yet to benefit over 20 children's charities in South Hampton Roads and the Outer Banks.

# MANAGEMENT & OFFICERS

## **Executive Management**

William F. Rountree, Jr. President & CEO

Mary J. Anderson First Vice President, Human Resources

E. Neal Crawford Norfolk President

Daniel T. Cronin Virginia Beach President

Darin M. Ely Virginia Asset Group President

James R. Ferber Executive Vice President, Real Estate & Construction

Barbara N. Lane Executive Vice President & Senior Operations Officer

Andrew N. Lock Executive Vice President & Chief Credit Officer

Barry A. Mathias Chesapeake President

David W. McGlaughon OBX Bank President

William T. Morrison Monarch Mortgage Executive Vice President & Chief Operating Officer

Nancy B. Porter Senior Vice President, Marketing & Sales

Brad E. Schwartz Executive Vice President & Chief Operating & Financial Officer

Edward O. "Ted" Yoder Monarch Mortgage President Monarch Bank Officers Senior Vice President Debbie Morgan

Katherine Nowell Jeremy Starkey

# First Vice President

Lynette Harris Cathy Lockwood Craig Reilly Kim Savage Amber Styron

## Vice President Kaylyn Conner

Wanda Garrett Dan Gonzalez Jamie Hill Juliet Jaljulio Becky Lovelace Chris Lyle Debbie Mast Debbie Millard Yvonne Sawyer Cristal Schwerzler Terri White

## **Assistant Vice President**

Melanie Bolick Cindy Byrd Karen Gawne Amma Guerrier Kelly Winn-Johnson Kayrn Mercier Dale Schuurman

## **Bank Officer**

Michael Glover Erin Harnage Jo Ann Lambert James Spencer Chris Trueblood Casey Walker Sabrena Williams Nelson Wroten

## **Monarch Capital**

Jeremy Starkey Managing Director

#### **Monarch Mortgage**

Edward O. "Ted" Yoder President

William T. Morrison Executive Vice President & Chief Operating Officer

Jack Lane Executive Vice President & Production Manager

Barbara Auer Senior Vice President & Operations Manager

Tim Miller Senior Vice President & Secondary Market Manager

Debbie Lane, Vice President

Julie Reynolds, Vice President Kathy Walker, Vice President

Connie West, Vice President

## **OBX Bank Officers**

David W. McGlaughon, President Penny Bentley, Vice President Phyllis Neal, Assistant Vice President

Virginia Asset Group Darin M. Ely, President

# LOCATIONS

#### **Corporate Office**

1101 Executive Boulevard Chesapeake, VA 23320 (757) 389-5112

## Monarch Bank

## Chesapeake

Great Bridge 1034 Battlefield Boulevard South Chesapeake, VA 23322 (757) 482-2727

Greenbrier 750 Volvo Parkway Chesapeake, VA 23320 (757) 222-2100

## Norfolk

Boush Street 150 Boush Street, Suite 100 Norfolk, VA 23510 (757) 228-7576

Ghent 318 W. 21st Street Norfolk, VA 23517 (757) 623-0055

## Virginia Beach

Kempsville 5225 Providence Road Virginia Beach, VA 23464 (757) 769-7500

Lynnhaven 100 Lynnhaven Parkway Virginia Beach, VA 23452 (757) 463-4100

Oceanfront 3701 Pacific Avenue Virginia Beach, VA 23451 (757) 491-2000

Town Center 4216 Virginia Beach Blvd Virginia Beach, VA 23452 (757) 416-7300

#### Monarch Mortgage

#### Virginia

Virginia Beach 2809 S. Lynnhaven Road, Suite 200 Virginia Beach, VA 23452 (757) 390-2200

Chesapeake 750 Volvo Parkway Chesapeake, VA 23320 (757) 222-2149

Norfolk 320 W. 21st Street Norfolk, VA 23517 (757) 961-0658

#### Maryland

College Park 6321 Greenbelt Road Suite 102 Greenbelt, MD 20740 (240) 387-5035

Crofton 2142 Priest Bridge Court, Suite 4 Crofton, MD 21114 (410) 721-8222

Rockville 600 Jefferson Plaza Suite 360 Rockville, MD 20852 (301) 309-0881

Rockville 600 Jefferson Plaza, Suite 205 Rockville, MD 20852 (301) 251-0080

Waldorf Fitzgerald Financial 4 Industrial Park Drive, Suite E Waldorf, MD 20602 (301) 885-2700

## Delaware

Rehoboth Beach 19606 Coastal Highway Rehoboth Beach, DE 19971 (302) 227-0530 OBX Bank 3708 Croatan Highway Kitty Hawk, NC 27949 (252)261-9494

Monarch Capital 150 Boush Street, Suite 201 Norfolk, VA 23510 (757) 961-0643

Virginia Asset Group 621 Lynnhaven Parkway, Suite 201 Virginia Beach, VA 23342 (757) 747-2556

Home Mortgage Solutions 5943 Harbour Park Drive, Suite B Midlothian, VA 23112 (804) 639-7755

Coastal Home Mortgage 2101 Parks Avenue, Suite 101 Virginia Beach, VA 23451 (757) 321-8074

## **Shareholder Relations**

Corporate Office 1101 Executive Boulevard Chesapeake, VA 23320 (757) 389-5112 E-mail: acheatham@monarchbank.com

## **Stock Transfer Agent**

Registrar and Transfer Company Attn: Transfer Department 10 Commerce Drive Cranford, New Jersey 07016 (800) 368-5948



www.monarchbank.com

## **Investor Relations & Financial Statements**

Monarch Financial Holdings, Inc. files an annual report on Form 10-K and quarterly reports on Form 10-Q with the Securities and Exchange Commission. A copy of the reports may be obtained on our Web site at www.monarchbank.com

## **Stock Listing**

Current market quotations for the common stock of Monarch Financial Holdings, Inc. are available on the NASDAQ Capital Market under the symbol MNRK.

