



## Virginia is for ~~Lovers~~ EagleBank!

Great slogan! It's been around since David Martin and George Waltz, two advertising executives in Richmond, VA, came up with it in 1969. We do "love" the slogan—in fact, so much, we're borrowing it here with our slight edit.

Our love for Virginia started a while back with our Tysons Corner office on Westwood Center Drive, (currently hidden by Route 7 Metro construction). Over the last year or so, we've opened Rosslyn, Ballston and Reston. And, just a few weeks back, we opened our doors at the beautiful new Mosaic District in Merrifield. We are also delighted that we'll be opening a branch in Old Town Alexandria next.

Why the fixation on Virginia? As a local, 15-year-old, Metro-DC based, community bank, we must naturally follow the growth of our customers and their businesses. They not only cross back and forth over the "District/MD line," but they cross bridges too. And to grow our bank and expand on what we enjoy doing the most—building relationships and providing superior financial products and services—to Virginia we must keep going.

But it's not just about opening new branches—it's about finding the right NOVA-experienced bankers and lenders. While we all belong to this "community" of Metro DC, Northern Virginia has its own power and priorities, similarities and dissimilarities, politics and personalities, methods and motives, infrastructures and intelligence, resources and recreation...well, we could go on and on. Perhaps because of our past success, reputation and growth, we have been fortunate enough to attract experienced Virginia bankers and lenders. They are quickly winning attention and recognition for EagleBank...and Virginia business owners are deciding that EagleBank is the bank they want to grow with in Northern Virginia. This has given us the opportunity to open a new Commercial Lending Center in Reston Town Center and a separate Residential Mortgage/VA Division.

As our local, Virginia-based "EagleBankers" increase and build valuable financial relationships with communications, technology, government contracting, health, Internet, software, private military contracting, real estate, transportation, education and other business disciplines in Northern Virginia...it becomes even more obvious that **Virginia truly is for EagleBank!**

Sincerely,

Thomas D. Murphy  
President of Community Banking

## Eagle Bancorp, Inc. Announces Record Earnings with Third Quarter 2012 Net Income Up 49%

(Excerpts from the October 22, 2012 Press Release)

BETHESDA, MD. Eagle Bancorp, Inc. (the "Company") (NASDAQ:EGBN), the parent company of EagleBank, today announced record quarterly net income of \$9.7 million for the quarter ended September 30, 2012, a 49% increase over the \$6.5 million net income for the quarter ended September 30, 2011. Net income available to common shareholders increased 51% to \$9.5 million (\$0.45 per basic common share and \$0.44 per diluted common share), as compared to \$6.3 million (\$0.32 per basic common share and \$0.31 per diluted common share) for the same three month period in 2011. These quarterly earnings represent the fifteenth consecutive quarter of increasing net income.

For the nine months ended September 30, 2012, the Company's net income was \$25.1 million, a 44% increase over the \$17.4 million for the nine months ended September 30, 2011. Net income available to common shareholders increased 54% to \$24.7 million (\$1.20 per basic common share and \$1.17

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## Financial Release (Continued)

per diluted common share), as compared to \$16.0 million (\$0.81 per basic common share and \$0.79 per diluted common share) for the same nine month period in 2011.

"We are very pleased to report another quarter of record earnings, highlighted by strong and consistent financial performance, substantially higher total revenue from both net interest income and noninterest income, stable and favorable asset quality trends and substantial capital growth" noted Ronald D. Paul, Chairman and Chief Executive Officer of Eagle Bancorp, Inc. Mr. Paul added "for the third quarter of 2012, the Company continued its trend of producing balanced growth in its average loans and deposits, expanding an already strong net interest margin, and produced enhanced levels of noninterest revenue from higher levels of residential mortgage refinancing activity. The Company also continued its trend of improving performance for the Efficiency Ratio, Return on Average Assets and Return on Average Equity. For the third quarter of 2012, average loan balances grew 4% as compared to the second quarter of 2012, while average deposit balances were 5% higher. The net interest margin expanded to 4.44% for the third quarter of 2012, up 5 basis points from the second quarter of 2012, due primarily to lower funding costs. Total revenue was \$38.2 million for the quarter, 8% higher than the second quarter of 2012 and 32% higher than the same quarter one year ago."

*To read the complete press release, visit the Investor Relations section of [www.eaglebankcorp.com](http://www.eaglebankcorp.com).*

## EagleBank Helps Students Promote Cross-Cultural Understanding

When Operation Understanding DC came to EagleBank for its banking needs and to obtain a line-of-credit to fund its award-winning program to promote respect, understanding and cooperation among a cohort of African American and Jewish students, **Kai Hills** and other EagleBank financial experts went to work for them. A new client relationship was born. With the right financial solutions in place, the organization was able to send the students, who do not pay for participation in this year-long program, on their Summer Journey without a hitch. Thanks to Kai's help, the students spent three life-changing weeks in July on the road. From New York City to the Deep South, they enjoyed culturally diverse discoveries, experiential learning and honest dialogue. A wonderful letter of gratitude was received by the bank, thanking Kai for his concern and above-and-beyond responsiveness. Learn more about Operation Understanding DC and its mission to empower students who will bring together people of all different ethnicities, races, religions, socio-economic backgrounds and sexual orientations. Thanks to Kai and EagleBank, OUDC will continue to teach its extraordinary young leaders how to change the world, one person at a time. Visit [www.oudc.org](http://www.oudc.org) to learn more...or call EagleBank, Kai Hills or any of our experienced bankers or lenders...to start a great new banking relationship for your organization (240.497.1661 or 301.986.1800).

## Another VA Location!

In October, EagleBank opened its 5th Northern Virginia location and its 17th banking office in the Metro DC area. EagleBank is proud to be part of the beautiful new "Mosaic District" of fine stores and dining establishments, and can be found at 2905 District Avenue, Suite 190, Fairfax, VA. A branch in Old Town Alexandria is next and slated to open in 2013.



## Financial Education for High Schoolers

EagleBank has partnered with DC-based EverFi on an initiative to bring financial literacy education to three DC-area schools: Anacostia Senior High School, Perry Street Prep Public Charter School and the Capitol Hill Campus of Cesar Chavez Public Charter School for Public Policy. EverFi's Financial Literacy learning platform provides web-based learning to help students understand credit scores, insurance, credit cards, student loans, mortgages, taxes, stocks, savings, 401k's and more.



Sr. VP/Commercial Lending **John Richardson** was spotted with Rapper **MC Hammer** at the November gala, **Fight for Children FIGHT NIGHT** fundraiser at the Washington Hilton on November 1st. The black tie event of 1,800 (mostly men) helped raise \$2.2 million for children's charities.

## EagleBankers in the Community

EagleBank's employee group, "**Eagle Helping Hands**," went to work recently for the Manna Food Center in Gaithersburg, MD. They sorted and filled boxes with donated food items, bagged fresh produce from Farmers Markets and loaded cars for delivery. **Youssef Diallo** chairs the group; pictured below (L to R) are: **Anil Pereira, Louise Johnson, Myron Ballard, Fahed Arekat, Phil Klein** and **Andrew Peters**.



EagleBank's team of energetic walkers, *The Soaring Eagles*, participated in the Whitman-Walker Health AIDS Walk 5K run and fundraiser in Washington, DC on Saturday, October 27th. Walkers included **Joe Clarke, Mercedes Alvarez, Youssef Diallo, Scott Miller, Shawn Matthews, Patrice Harrison, Rochelle Nichols, Calathia Johnson** and **Melissa Shepard**. The team not only had fun and enjoyed the exercise, but proudly raised \$1,417.



Pictured L to R are SVP/Marketing Director of EagleBank **Mercedes Alvarez**; **Donald Blanchon**, Chair of the 2012 AIDS Walk, CEO of Whitman-Walker Health and Member of EagleBank's DC Advisory Board; and **Joe Clarke**, SVP/Branch Administration Manager.

## EagleBankers in the News

**Ron Paul** and **Bob Pincus** were awarded the Joseph E. Robert Community Impact Award by the Greater Washington Sports Alliance on September 11, 2012. This award was presented at the 9th Annual SneakerBall, Washington's only black tie and sneaker gala. Winners are selected for their leadership and their contributions of time, talent and money, as well as for the extraordinary positive impacts they have made in giving back to the DC community. Proceeds support the Greater Washington Sports Alliance Collaborative.

**Ron Paul** was honored by the Boys and Girls Clubs of Greater Washington, DC at the 8th Annual Youth in Real Estate Awards luncheon on October 17, 2012, at the Capital Hilton.

**Kai Hills**, Sr. VP and Business Development Officer has been elected to the Board of Directors for the Bethesda-Chevy Chase Chamber of Commerce.

**Tim Foster**, Branch Relationship Manager at our K Street Office was elected "Businessperson of the Week" by the WCBA (Washington Circle Business Association). Tim also serves on their board and was elected Treasurer of the Association in 2012.

Chairman and CEO **Ron Paul** spoke at the Keefe, Bruyette & Woods 2012 Community Bank Investor Conference on August 1, 2012, at the Marriott Marquis Hotel in NYC. He provided information on EagleBank and its success at this important banking industry conference.

**Ron Paul** served on the panel for Bisnow's Washington Economic Outlook Event on October 16, 2012 at the Fairview Park Marriott in Falls Church, VA.

## EagleBank Foundation Continues the Fight

The EagleBank Foundation's Eighth Annual Fight Against Breast Cancer Golf Tournament concluded another successful tournament on October 8, 2012 at the Trump National Golf Club in Potomac Falls, VA, and raised over \$330,000. Total amount raised since the tournament began: \$1.5 million. This year's proceeds went to Shady Grove Adventist Hospital and Suburban Hospital in Montgomery County, MD, and Providence Hospital and Washington Hospital Center in Washington, DC. Other beneficiaries were The Children's Inn at The National Institutes of Health, Men Against Breast Cancer, the Primary Care Coalition of Montgomery County and the Wellness Community. *We sincerely thank all of our sponsors, donors, players, volunteers, employees, board members, vendors and other friends and associates who so willingly join us in this important event every year.*

## Congratulations to Kristina Bouweiri, EagleBank Advisory Board Member

Kristina was named "**Business Leader of the Year**" by the DC Chamber of Commerce at their annual 2012 Chamber's Choice Awards Gala that was held on October 27th at the Marriott Wardman Park. Recognition is for exceptional leadership, extraordinary standards of professional excellence and commitment to the community. Proud of you, Kristina!

## Good News

...EagleBank was the only local bank in the Top 10...for the FDIC's DC-area deposit rankings as of June 30, 2012...as reported in the October 5-11, 2012 issue of the Washington Business Journal.

...EagleBank ranked 3rd in loan volume (\$12.85 million) in the SBA Lenders Rankings for fiscal 2012 for the DC Metro Area, as published in the Washington Business Journal in their October 19-25, 2012 issue.

We believe that the combination of great customers and dedicated, proficient bankers and lenders—who both value trusted, loyal relationships—is how we all grow and succeed. It seems to be working.

## Small Business Success

EagleBank has captured the #1 position for the highest number of SBA loans and dollar amount in the Small Business Administration's latest local rankings. EagleBank also ranked #6, and was the only community bank, in the top 10 among all banks (community, regional and national) for loan and dollar volume...as well as #3 in the top 10 (among all banks/all types) for total dollar amount in the Metro DC area. Rankings were based on loans made from October 1, 2011 through September 30, 2012. If you're looking for a small business loan, we're eager to help! Please contact **Eileen Ascher**, 240.497.1787—[eascher@eaglebankcorp.com](mailto: eascher@eaglebankcorp.com) or **Mike DeVito**, 410.296.9344—[mdevito@eaglebankcorp.com](mailto: mdevito@eaglebankcorp.com).



EagleBank's Rosslyn Branch Relationship Manager **Scott Miller** poses with his 2nd Place Winning Team at the Arlington Chamber Golf Tournament; L to R: Scott, Mary Fletcher of Promise Land Title, Hassan Sultan of Reckenen Accountants and Consultants and Chris Wargo of infoLock Technologies.



Pictured at an October 16th reception for the "Educating Maryland Kids" and "Maryland Dream Act" at the Parva Restaurant in Bethesda, MD are (L to R): EagleBank Bethesda Branch Relationship Manager **Yulissa Guerra**; Natalia Luis, EB client and co-owner of M. Luis Construction Co., Inc.; Actor **Tony Plana** from "Ugly Betty" TV show; Cidalia Luis-Akbar, co-owner of M. Luis Construction Co., Inc. and EagleBank Director of Treasury Management Services, **Alexis Santin**.

## Branches

Bethesda, 7815 Woodmont Ave. 240.497.2044	<b>MD</b>
Chevy Chase, 15 Wisconsin Cir. 301.280.6800	
Park Potomac, 12505 Park Potomac Ave. 301.444.4520	
Rollins Ave./Rockville, 130 Rollins Ave. 301.287.8500	
Rockville, 110 N. Washington St. 301.738.9600	
Shady Grove/Rockville, 9600 Blackwell Rd. 301.762.3076	
Silver Spring, 8665-B Georgia Ave. 301.588.6700	
McPherson Square, 1425 K St., NW 202.408.8411	<b>DC</b>
Dupont Circle, 1228 Connecticut Ave. 202.466.3161	
Gallery Place, 700 7th St., NW 202.628.7300	
Georgetown, 1044 Wisconsin Ave. 202.481.7025	
2001 K Street, 202.296.6886	
Ballston, 4420 N. Fairfax Dr. 571.319.4800	<b>VA</b>
Rosslyn, 1919 N. Lynn St. 571.319.4855	
Reston, 12011 Sunset Hills Rd. 571.319.4848	
Tysons Corner, 8601 Westwood Center Dr., 703.485.8011	
Merrifield, 2905 District Ave. 571.319.4900	
Eagle Commercial Ventures Larry Bensignor, 240.497.1788	
Eagle Insurance Services Ken Van Valkenburgh, 240.497.2061	
Investment Advisory Services Larry Bensignor, 240.497.1788	
Lending Center, Bethesda, 240.497.2049	
Operations Center, Tech Rd., Silver Spring 301.986.1800	
Residential Mortgage Lending 301.738.7200	

## Hot Numbers

Email us at [info@eaglebankcorp.com](mailto: info@eaglebankcorp.com)

Ron Paul Chairman & CEO	301.986.1800
Bob Pincus Vice Chairman	240.497.4077
Susan Riel Sr. EVP & Chief Operating Officer	240.497.1667
Tom Murphy President of Community Banking	240.497.2042
Tony Marquez EVP, Chief Real Estate Lending Officer	240.497.1799
Ginny Heine EVP, Chief C&I Lending Officer	240.497.2951
Jane Cornett Corporate Secretary	240.497.2041
Andy Bridge SVP & Business Dev. Sales Mgr.	240.497.2090
Brian Blonder VP, Residential Mortgage Manager, Anne Arundel County Office	240.406.1146
Vince Curcio VP, Residential Mortgage Manager/VA	571.319.4837
Mark Deitz VP, Residential Mortgage Manager/MD	240.406.1152
Alexis Santin VP, Treasury Management Director	202.292.1610
Susan Schumacher SVP & Commercial Deposit Services Manager	202.292.1631
Branches/Switchboard	301.986.1800
Online Banking	301.628.4708

## Eagle Bancorp, Inc. Stock

Eagle Bancorp stock is available for purchase through NASDAQ. Symbol: EGBN

### Area Market Makers

Koonce Securities Inc.; Sandler O'Neill;  
Janey Montgomery Scott

