



# A Century of Experience and 21<sup>st</sup> Century Banking Solutions





#### FORWARD-LOOKING STATEMENTS

Certain statements in this presentation may constitute "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements are statements that include projections, predictions, expectations or beliefs about future events or results or otherwise and are not statements of historical fact. Such statements are often characterized by the use of qualified words (and their derivatives) such as "expect," "believe," "estimate," "plan," "project," "anticipate" or other statements concerning opinions or judgments of American National and its management about future events. The forward-looking statements herein are based on certain assumptions and analyses by American National and are factors it believes are appropriate under the circumstances. Actual results could differ materially from those contained in or implied by such statements for a variety of reasons including, but not limited to: changes in interest rates; changes in accounting principles, policies or guidelines; significant changes in the economic scenario; significant changes in regulatory requirements; significant changes in securities markets; and changes regarding acquisitions and dispositions. Consequently, all forward-looking statements made herein are qualified by these cautionary statements. American National does not undertake to update forward-looking statements to reflect circumstances or events that occur after the date the forward-looking statements are made.



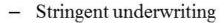
### We Are...



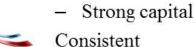
#### Conservative

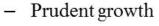


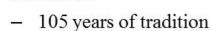
#### Shareholder focused



Exceptional dividend







- Good stewards of capital
- Deep management team
- NASDAQ Global Select
- Strong, experienced board of directors
- Russell 3000 Index

- Ability to execute

# Just the Bank You Would Imagine.



# **SEASONED MANAGEMENT**

EXECUTIVES				
NAME	POSITION	AGE	YEARS OF EXPERIENCE	YEARS W/AMNB
Charles H. Majors	Executive Chairman	68	21	21
Jeffrey V. Haley	President & CEO	54	17	17
William W. Traynham	Chief Financial Officer	59	25	5
Dabney T.P. Gilliam Jr.	Chief Administrative Officer	60	30	14
R. Helm Dobbins	Chief Credit Officer	63	39	11
S. Cabell Dudley Jr.	Market President-Central Region	69	46	8
Charles T. Canaday Jr.	Market President-Alamance Region	53	30	3
H. Gregg Strader	Chief Banking Officer	56	33	1
	AVERAGE:	60	30	10



# SIGNIFICANT RECENT ACCOMPLISHMENTS

- Announced the acquisition of MainStreet BankShares bringing the company to ~\$1.5 billion in assets
- Integrated our new North Carolina offices into our organization and culture
- Converted the entire bank to a new and robust management information system
- Dealt efficiently and effectively with all credit issues brought over from the MidCarolina merger
- Operated the combined organization successfully during these difficult economic times
- Trailing four quarters EPS \$1.79
- Completed transition to new Chief Executive Officer



## **Q2 2014 HIGHLIGHTS**

Diluted EPS: \$0.41

NPAs<sup>(1)</sup> to Total Assets: 0.60% vs. 0.88% in Q2 2013

Dividend: \$0.23 paid in Q2

- Paid \$0.92 full year for 2013

Source: SNL Financial and Company Filings (1) Excluding troubled debt restructurings



## **CAPITAL LEVELS**

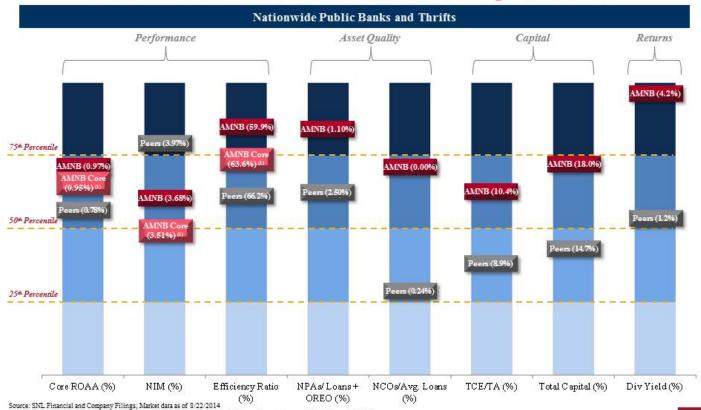
History of maintaining a strong capital position

We did not need to apply for TARP

	AMNB 10 Year Average <sup>(1)</sup>	Q2 2014
Tangible Common Equity / Tangible Assets	10.12%	10.37%
Leverage Ratio	12.03%	12.24%
Tier 1 Risk-Based Ratio	16.48%	16.79%
Total Risk-Based Ratio	17.73%	18.04%



# **Nationwide MRQ Comparison**



Note: Peers include major exchange traded banks headquartered in NC and VA with total assets between \$1.0 billion and \$5.0 billion

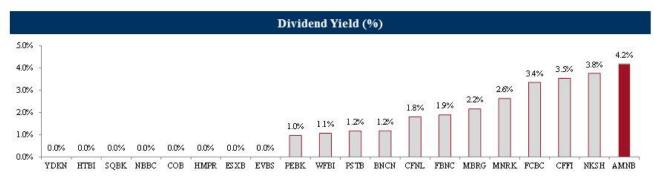
Note: Core ROAA excludes extraordinary items, nonrecurring items, and gains / losses on sales of securities

(1) AMNB core calculation excludes accretion of fair market value adjustments



## **Dividends**

#### History of strong dividends



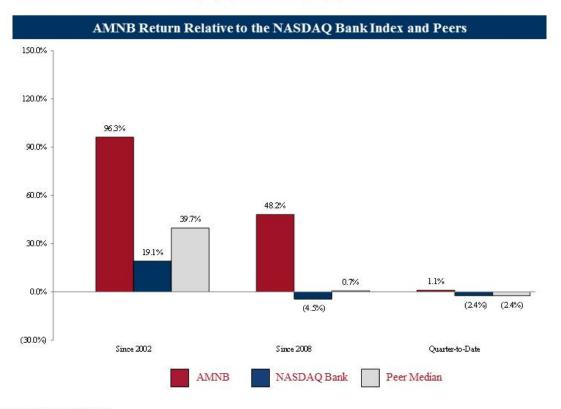


Source: SNL Financial and Company filings; Market data as of 8/22/2014

Note: Peers include major exchange traded banks headquartered in NC and VA with total assets between \$1.0 billion and \$5.0 billion \*Annualized number



# **Total Return**



Source: Factset Research Systems; Market data as of 8/22/2014
Note: AMNB total return assumes reinvestment of dividends
Note: Peers include major exchange traded banks headquartered in NC and VA with total assets between \$1.0 billion and \$5.0 billion

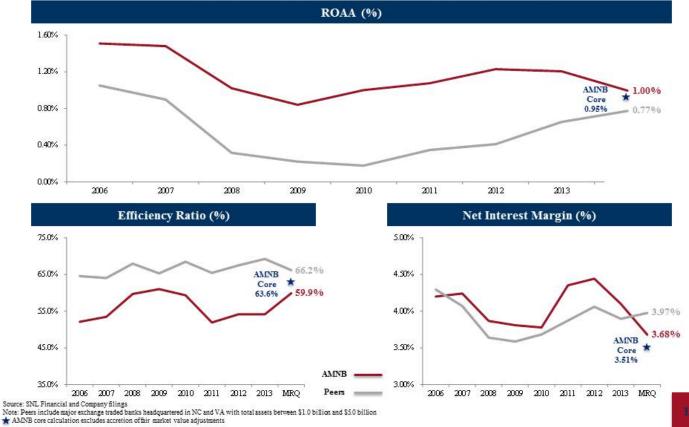


# Financial Performance





# **Historical Profitability**



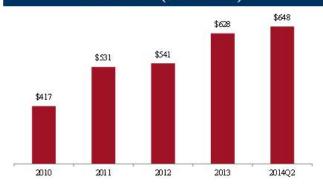


## **Diverse Revenue Stream**

#### Noninterest Income

- Trust & Investment Services
- Brokerage
- Secondary Mortgage
- Title Insurance
- Bankers Insurance

#### Trust Assets (\$ in millions)



#### **Trust and Investment Services**

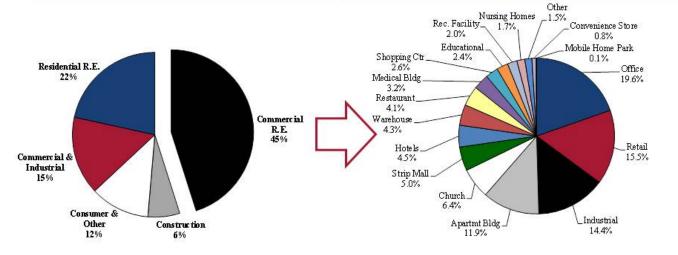
- Organized in 1927
- Offices in Danville, Martinsville, Lynchburg
- Assets: \$648 million
- Customers: individuals, businesses, foundations and non-profits
- Serve clients locally and abroad
- Priorities:
  - Trust administration
  - Investment management
  - Estate settlement
  - Retail brokerage
- Excellent equity performance



## **Loan Portfolio**



#### June 30, 2014-CRE



- Granular portfolio
- Highly diversified
- Top 10 relationships combine for \$85 million or 10.5% of total loans
  - Largest total relationship of \$14 million
- Average commercial credit size of \$444,161
- Average life: 2.5
- Modified duration: 2.3
- The sweet spot: \$500,000 \$1 million

Source: SNL Financial and Company filings Note: Average life and modified duration from AMNB internal IRR modeling for Q2 2014



## **UNDERWRITING PROCESS**

Culture

FORMER	CURRENT
Quality	Quality
Rate	Volume
Volume	Rate

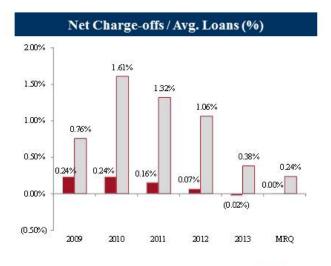
- Collaborative
- Offensive / Defensive
  - Relationship pricing
- Strong asset quality review process

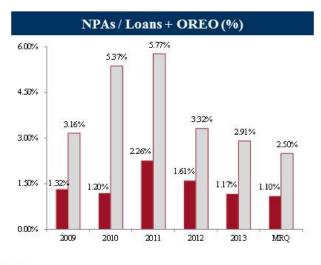


# **Superior Asset Quality**

Exceptional performance through cycle

Decreased NPA levels





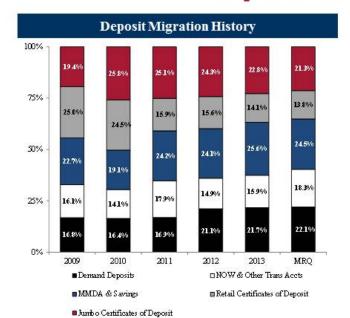
AMNB

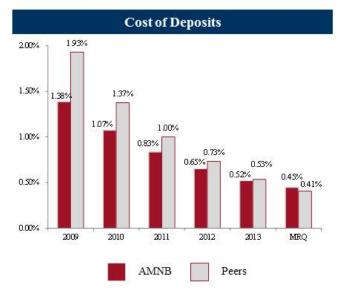


Source: SNL Financial and Company filings
Note: Peers include major exchange traded banks headquartered in NC and VA with total assets between \$1.0 billion and \$5.0 billion
Note: NPAs include nonaccrual loans, accruing TDRs and OREO



# **Deposit Portfolio**





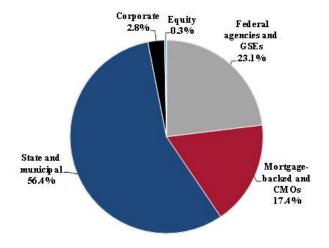
- micates of Deposit
  - Legacy markets provide a stable source of low-cost core deposits
  - Average life 5.1
  - Modified duration 4.4

Source: SNL Financial and Company filings
Note: Peers include major exchange traded banks headquartered in NC and VA with total assets between \$1.0 billion and \$5.0 billion
Note: Average life and modified duration from AMNB internal IRR modeling for Q2 2014



## **Securities Portfolio**

#### 6/30/2014 Securities Portfolio



#### Portfolio Highlights

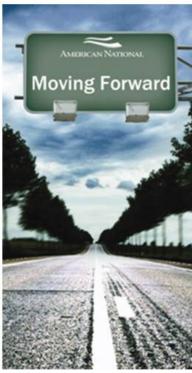
- Minimal credit risk; minimal duration risk
  - Average life 3.2
  - Modified duration 3.1
- High quality
  - \$349.7 million AFS securities portfolio
  - All above investment grade
  - Municipal portfolio with very high credit quality and wide geographic dispersion
  - No investments are classified

Strong source of liquidity

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# Opportunistic Acquisition Strategy



- Fair value accounting changed the game
- Capital is necessary to be a player
- Focused on growth markets in NC and VA
- Characteristics of targets:
  - \$250 million-\$1 billion size
     EPS accretion
  - Practical assimilation Maintenance of strong capital levels
  - Manageable credit issues Identifiable synergies for savings
  - Compatible cultures
- Our credit culture will be maintained



# **AMNB Acquisition Cycle**

Identify targeted markets with strong economic growth prospects Active calling in adjacent markets Phase I Prioritize and perform diligence on institutions that are financially attractive and culturally compatible Negotiate the transaction Phase II Announce and close Integrate the target Systems conversion Synergies Phase III Cultural assimilation Customer retention Focus on remediation of target portfolio Phase IV Transition from remediation to growth and new production Identify Acquire Integrate Clean-up Grow



## **OUR FOCUS**

- Fortress-like balance sheet
  - Exceptional asset quality
  - Low-risk investment portfolio
  - High liquidity
  - Capital strength

- Disciplined growth
  - Organic
  - External
- Strong earnings stream







# Acquisition of MainStreet BankShares





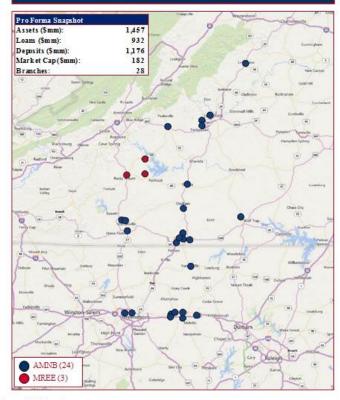
#### ACQUISITION OF MAINSTREET BANKSHARES, INC.

#### ACQUISITION HIGHLIGHTS Franchise fill-in opportunity - Expands franchise to edge of Roanoke MSA Strategic - Entry into Franklin County Merit - Top 3 deposit market share AMERICAN NATIONAL Creates more scale with \$1.5 billion in pro BANKSHARES INC. forma assets Low risk transaction given relative size and familiarity with market Low MainStreet has improving asset quality trends Risk with strong core capital Thorough due diligence review with a MAINSTREET conservative credit approach Accretive to EPS in year 1 BANKSHARES, INC. Financially Accretive to tangible book value in ~3.4 years Attractive Double digit IRR



## **Pro Forma Franchise Overview**

#### Pro Forma Branch Franchise



#### Source: SNL Financial Note: Deposit data as of 6.30/2013, Pro forms for pending and recently completed transactions

#### Deposit Market Share - Franklin County

Rank	Institution (ST)	Number of Branches	Deposits in Market (Smm)	Marke Share (%)
1	Carter Bank & Trust (VA)	4	257	29.2
2	BB&T Corp. (NC)	5	236	26.8
3	MainStreet BankShares Inc (VA)	3	155	17.5
4	Sun Trust Banks Inc. (GA)	2	142	16.1
5	Union Blahs Corp (VA)	1	37	4.2
6	Home Town Bankshares Corp. (VA)	1	25	2.8
7	Bank of America Corp. (NC)	0	13	1.5
8	Fidelity BancShares (N.C.) Inc (NC)	1	10	1.2
9	Bank of Botetourt (VA)	1	7	0.8
	Totals (1-9)	18	883	100.0



# **Transaction Summary**

Acquiror:	American National Bankshares Inc.
Target:	MainStreet BankShares, Inc.
Transaction Value <sup>(1)</sup> :	\$14.05 per share or \$24.2 million
Consideration:	75.0% stock / 25% cash
Per Share Consideration:	0.482 shares of AMNB common stock and \$3.46 in cash per share
Board Composition:	MREE Chairman, Joel Shepherd, to join AMNB holding company Board
Required Approval:	Customary regulatory and shareholder approvals
Expected Close:	Q4 2014 / Q1 2015

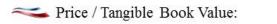
(1) Based on AMNB stock price of \$21.97 as of 8/22/2014



## **Transaction Multiples**

#### MULTIPLES

Implied Price per Share: \$14.05 AMNB / MREE vs. Comparable Transactions (2)



0.97x (1)



Core Deposit Premium:

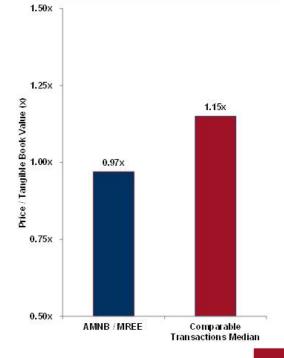
(0.6%)





Pro Forma Ownership:

AMNB - 90.4% MREE - 9.6%



<sup>(1)</sup> Based on MREE trangible book value of \$14.47 as of 6/30/2014
(2) Median price / trangible book value for bank and thrift transactions in the Mid Atlantic and Southeast announced after 1/1/2013 with target assets between \$100 - \$300 million and deal values greater than \$10 million



## **Transaction Assumptions**

#### ASSUMPTIONS

Credit Mark Credit mark equal to 6.0% of MainStreet's loan portfolio

- Current reserve / loans HFI of 1.8%

Cost Savings Cost savings of approximately 27%

~ 100% realized in 2015

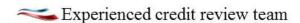
One-time Merger Expenses

One-time merger related expenses of approximately \$4.8 million (pre-tax)



## Comprehensive Due Diligence

#### **DUE DILIGENCE SUMMARY**



- Reviewed individual loan files for \$85.5 million or 67% of outstanding loans
- Reviewed underwriting policies and procedures
- Modeled a conservative credit mark of \$7.6 million or 6.0% of the loan portfolio

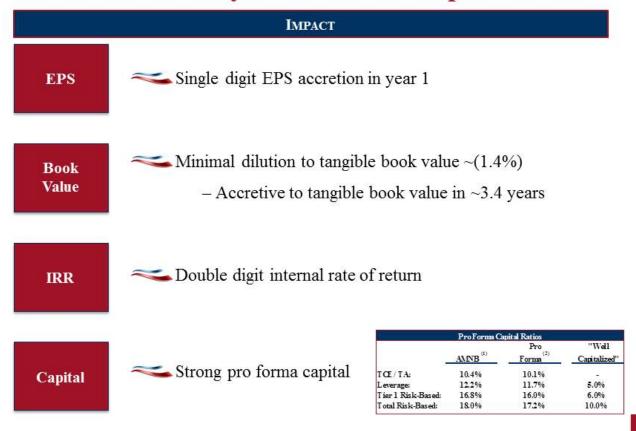
Cumulative Losses and Estimated Credit	Mark
Cumulative Losses Since 12/31/2007 <sup>(1)</sup> :	9.6mm
Estimated Credit Mark:	7.6mm
Total Estimated Losses Through the Cycle:	17.2mm
As a % of 12/31/2007 Gross Loans <sup>(2)</sup> :	9.9%

Source: SNL Financial

- (1) Represents cumulative net charge-offs and OREO expenses through 6/30/2014 (2) 12/31/2007 gross loans held for investment of \$173 million



## **Summary of Financial Impact**



#### ADDITIONAL INFORMATION

In connection with the proposed merger, American National will file with the Securities and Exchange Commission (the "SEC") a registration statement on Form S-4 to register the shares of American National common stock to be issued to the shareholders of MainStreet. The registration statement will include a proxy statement/prospectus, which will be sent to the shareholders of MainStreet seeking their approval of the merger. In addition, each of American National and MainStreet may file other relevant documents concerning the proposed merger with the SEC. We urge investors and security holders to read the registration statement on Form S-4 and the proxy statement/prospectus included within the registration statement and any other relevant documents to be filed with the SEC in connection with the proposed merger because they will contain important information about American National, MainStreet and the proposed transaction. Investors and security holders may obtain free copies of these documents, when they become available, through the website maintained by the SEC at www.sec.gov. Free copies of the proxy statement/prospectus, when they become available, also may be obtained by directing a request by telephone or mail to American National Bankshares Inc., 628 Main Street, Danville, Virginia 24541, Attention: Investor Relations (telephone: (434) 792-5111) or MainStreet Bankshares, Inc., 1075 Spruce Street, Martinsville, Virginia 24112, Attention: Investor Relations (telephone: (276) 632-8054) or by accessing American National's website at www.amnb.com under "Investments" or MainStreet's website at www.msbsinc.com under "SEC Filings." The information on American National's and MainStreet's websites is not, and shall not be deemed to be, a part of this presentation or incorporated into other filings either company makes with the SEC.