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## Contact: Neal A. Petrovich, Senior Vice President and Chief Financial Officer 434-773-2242 petrovichn@amnb.com

Traded: NASDAQ Global Select Market Symbol: AMNB

## AMERICAN NATIONAL BANKSHARES INC. REPORTS FOURTH QUARTER AND FULL-YEAR 2008 EARNINGS

- Net income of $\$ 8.02$ million for the year; $\$ 1.68$ million for the fourth quarter
- Net interest margin $3.87 \%$ for the year; $3.85 \%$ for the fourth quarter
- Increased net charge-offs and provisions for loan losses
- Allowance for loan losses $1.37 \%$ of loans
- Shareholders' equity of $\$ 102.3$ million represents $13 \%$ of assets

Danville, VA -- American National Bankshares Inc. (NASDAQ: AMNB), parent company of American National Bank and Trust Company, today announced unaudited earnings of $\$ 8.02$ million for 2008. This net income produced returns on average assets and average equity of $1.02 \%$ and $7.79 \%$, respectively. Earnings per share were $\$ 1.32$ on a basic basis, and $\$ 1.31$ on a diluted basis. Net income for the fourth quarter of 2008 was $\$ 1.68$ million, which produced annualized returns on average assets and average equity of $0.86 \%$ and $6.53 \%$, respectively. Fourth quarter earnings per share were $\$ 0.28$ on both a basic and diluted basis.

## Challenging Economic Conditions

National economic conditions remain under significant stress, and the U.S. Government has taken numerous measures to provide liquidity and stability to the financial markets. These conditions have produced a banking environment of low interest rates, tight margins, slow growth, declining credit quality, and lower earnings.

## Strong Financial Performance

"American National continues to perform well under difficult economic conditions," stated Charles H. Majors, President and Chief Executive Officer. "While the standards of performance in our industry have changed significantly due to the dramatic events taking place in the economy, I am pleased that, during 2008, American National once again exceeded industry averages for earnings, capital, and credit quality. Through our strategic focus on soundness, efficiency, and profitability, we have avoided many of the issues encountered by other financial institutions. While maintaining our credit standards, we increased our net loans by approximately $\$ 20$ million in 2008."

## Capital Remains High

American National's capital ratios are among the highest in the country. At December 31, 2008, total shareholders' equity was $13.0 \%$ of assets, and the ratio of tangible equity to tangible assets was $10.2 \%$. As a result of its strong capital position, American National elected not to participate in the United States Treasury Department's voluntary Capital Purchase Program.

## Credit Quality Measurements Remain Below Industry Averages; Charge-Offs Increase

Nonperforming assets were below industry averages and represented $0.91 \%$ of total assets at December 31, 2008, compared to 0.92\% at September 30, 2008. Nonperforming assets at year-end consisted of $\$ 2.85$ million of nonaccrual loans and $\$ 4.31$ million of foreclosed real estate. Net charge-offs increased to $\$ 859,000$ during the fourth quarter of 2008, and were comprised of $\$ 1.01$ million of charge-offs and $\$ 153,000$ of recoveries. One development loan accounted for $\$ 575,000$ of the fourth quarter charge-offs; the same loan accounted for $\$ 3.26$ million of the year-end foreclosed real estate. Loans 30-89 days delinquent remain well below industry averages, at $0.28 \%$ of loans as of December 31, 2008. The allowance for loans losses was $\$ 7.82$ million, or $1.37 \%$ of loans, at year-end 2008.

## Lower Interest Rates Impact Net Interest Income

Net interest income declined from $\$ 6.86$ million in the third quarter of 2008 to $\$ 6.72$ million in the fourth quarter. For the full year 2008, net interest income was $\$ 27.03$ million, compared to $\$ 29.23$ million in 2007. Net interest income was adversely impacted by a series of rate reductions enacted by the Federal Reserve beginning in September 2007. The Federal Reserve lowered the federal funds rate most recently in December 2008. This rate reduction negatively impacted fourth quarter 2008 interest income, and will also negatively impact interest income in the first quarter of 2009.

## Economic Conditions Impact Noninterest Income

Noninterest income totaled $\$ 1.88$ million in the fourth quarter of 2008, compared with $\$ 2.06$ million in the previous quarter. Adverse changes in the financial markets negatively impacted the income derived from trust, retail brokerage, and mortgage banking services. Other fees and commissions increased during the fourth quarter due in large part to increased income related to check card services.

## Noninterest Expense Up Slightly in Fourth Quarter

Noninterest expense totaled $\$ 5.55$ million in the fourth quarter of 2008, compared to $\$ 5.49$ million in the previous quarter and $\$ 5.33$ million in the fourth quarter of 2007. Increases in noninterest expense over the prior year have been modest, due to expense control practices. During 2007 and through the first nine months of 2008, the Company, like many other financial institutions, incurred minimal FDIC insurance premium expense, due to a credit that was used to offset the expense. During the fourth quarter of 2008, American National exhausted the credit and began incurring FDIC insurance premium expense. The amount of the expense is determined based on the level of deposits and other factors. Additionally, the FDIC recently announced an increase in insurance premiums for 2009. As a result of these two occurrences, FDIC insurance expense is expected to increase in 2009, compared to 2008.

## New Branch Location Opened

On January 26, 2009, American National opened a full service office located in the Piedmont Drive section of Danville, Virginia. Two existing Danville branch offices are being consolidated into the new Piedmont Drive office, which offers expanded business hours, retail lending services, and additional space for administrative offices.

## About American National

American National Bankshares Inc. is a bank holding company with assets of $\$ 789$ million. Headquartered in Danville, Virginia, it is the holding company of American National Bank and Trust Company, a community bank serving Southern and Central Virginia and the northern portion of Central North Carolina with twenty banking offices and a loan production office. The Bank also manages an additional \$411 million of assets in its Trust and Investment Services Division.

American National Bank and Trust Company provides a full array of financial products and services, including commercial, mortgage, and consumer banking; trust and investment services; and insurance. Services are also provided through twenty-four ATMs, "AmeriLink" Internet banking, and 24-hour "Access American" telephone banking. Additional information is available on the Bank's website at www.amnb.com. The shares of American National Bankshares Inc. are traded on the NASDAQ Global Select Market under the symbol "AMNB."

## Forward-Looking Statements

This press release may contain "forward-looking statements," within the meaning of federal securities laws that involve significant risks and uncertainties. Statements herein are based on certain assumptions and analyses by the Corporation and are factors it believes are appropriate in 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; and significant changes in securities markets. Consequently, all forward-looking statements made herein are qualified by these cautionary statements and the cautionary language in the Corporation's most recent Form 10-K report and other documents filed with the Securities and Exchange Commission. American National Bankshares Inc. does not undertake to update forward-looking statements to reflect circumstances or events that occur after the date the forward-looking statements are made.

# American National Bankshares Inc. and Subsidiaries Consolidated Balance Sheets 

(Dollars in thousands, except share data) Unaudited

| ASSETS | December 31 |  |
| :---: | :---: | :---: |
|  | 2008 | 2007 |
| Cash and due from banks | \$ 15,909 | \$ 18,155 |
| Interest-bearing deposits in other banks | 8,189 | 149 |
| Securities available for sale, at fair value | 133,695 | 145,159 |
| Securities held to maturity | 7,121 | 11,990 |
| Total securities | 140,816 | 157,149 |
| Loans held for sale | 1,764 | 1,368 |
| Loans, net of unearned income | 571,110 | 551,391 |
| Less allowance for loan losses | $(7,824)$ | $(7,395)$ |
| Net Loans | 563,286 | 543,996 |
| Premises and equipment, net | 17,431 | 13,348 |
| Other real estate owned | 4,311 | 632 |
| Goodwill | 22,468 | 22,468 |
| Core deposit intangibles, net | 2,075 | 2,452 |
| Accrued interest receivable and other assets | 12,935 | 12,571 |
| Total assets | \$ 789,184 | \$ 772,288 |

## LIABILITIES AND SHAREHOLDERS' EQUITY

| Liabilities: |  |  |
| :---: | :---: | :---: |
| Demand deposits -- noninterest-bearing | \$ 95,703 | \$ 99,231 |
| Demand deposits -- interest-bearing | 116,132 | 104,751 |
| Money market deposits | 56,615 | 50,254 |
| Savings deposits | 59,624 | 62,400 |
| Time deposits | 261,064 | 264,585 |
| Total deposits | 589,138 | 581,221 |
| Short-term borrowings: |  |  |
| Customer repurchase agreements | 51,741 | 47,891 |
| Other short-term borrowings | 7,850 | 7,200 |
| Long-term borrowings | 13,787 | 8,937 |
| Trust preferred capital notes | 20,619 | 20,619 |
| Accrued interest payable and other liabilities | 3,749 | 4,909 |
| Total liabilities | 686,884 | 670,777 |
| Shareholders' equity: |  |  |
| Common stock, \$1 par, 10,000,000 shares authorized, 6,085,628 shares outstanding at December 31, 2008 and |  |  |
| 6,118,717 shares outstanding at December 31, 2007 | 6,086 | 6,119 |
| Capital in excess of par value | 26,491 | 26,425 |
| Retained earnings | 71,090 | 69,409 |
| Accumulated other comprehensive income (loss), net | $(1,367)$ | (442) |
| Total shareholders' equity | 102,300 | 101,511 |
| Total liabilities and shareholders' equity | \$ 789,184 | \$ 772,288 |

## American National Bankshares Inc. and Subsidiaries Consolidated Statements of Income

(Dollars in thousands, except share and per share data)
Unaudited

|  | Three Months Ended December 31 |  |  |  | Twelve Months Ended December 31 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2008 |  | 2007 |  | 2008 |  | 2007 |  |
| Interest and Dividend Income: |  |  |  |  |  |  |  |  |
| Interest and fees on loans | \$ | 8,594 | \$ | 10,506 | \$ | 35,941 | \$ | 41,499 |
| Interest and dividends on securities: |  |  |  |  |  |  |  |  |
| Taxable |  | 1,151 |  | 1,185 |  | 4,795 |  | 4,409 |
| Tax-exempt |  | 381 |  | 431 |  | 1,621 |  | 1,690 |
| Dividends |  | 23 |  | 74 |  | 214 |  | 320 |
| Other interest income |  | 76 |  | 104 |  | 301 |  | 679 |
| Total interest and dividend income |  | 10,225 |  | 12,300 |  | 42,872 |  | 48,597 |
| Interest Expense: |  |  |  |  |  |  |  |  |
| Interest on deposits |  | 2,737 |  | 3,888 |  | 12,280 |  | 15,535 |
| Interest on short-term borrowings |  | 289 |  | 492 |  | 1,629 |  | 1,860 |
| Interest on long-term borrowings |  | 134 |  | 119 |  | 557 |  | 602 |
| Interest on trust preferred capital notes |  | 343 |  | 343 |  | 1,373 |  | 1,373 |
| Total interest expense |  | 3,503 |  | 4,842 |  | 15,839 |  | 19,370 |
| Net Interest Income |  | 6,722 |  | 7,458 |  | 27,033 |  | 29,227 |
| Provision for loan losses |  | 600 |  | 100 |  | 1,620 |  | 403 |
| Net Interest Income After Provision for Loan Losses |  | 6,122 |  | 7,358 |  | 25,413 |  | 28,824 |
| Noninterest Income: |  |  |  |  |  |  |  |  |
| Trust fees |  | 770 |  | 914 |  | 3,467 |  | 3,578 |
| Service charges on deposit accounts |  | 555 |  | 653 |  | 2,324 |  | 2,531 |
| Other fees and commissions |  | 235 |  | 195 |  | 857 |  | 786 |
| Mortgage banking income |  | 155 |  | 195 |  | 788 |  | 954 |
| Brokerage fees |  | 61 |  | 111 |  | 431 |  | 550 |
| Securities gains (losses), net |  | - |  | 1 |  | (195) |  | 135 |
| Impairment of securities |  | - |  | (362) |  | (255) |  | (362) |
| Other |  | 99 |  | 196 |  | 496 |  | 650 |
| Total noninterest income |  | 1,875 |  | 1,903 |  | 7,913 |  | 8,822 |
| Noninterest Expense: |  |  |  |  |  |  |  |  |
| Salaries |  | 2,376 |  | 2,404 |  | 9,792 |  | 9,688 |
| Employee benefits |  | 789 |  | 585 |  | 3,001 |  | 2,749 |
| Occupancy and equipment |  | 909 |  | 967 |  | 3,701 |  | 3,527 |
| Bank franchise tax |  | 172 |  | 165 |  | 694 |  | 663 |
| Core deposit intangible amortization |  | 94 |  | 94 |  | 377 |  | 377 |
| Other |  | 1,207 |  | 1,114 |  | 4,559 |  | 4,322 |
| Total noninterest expense |  | 5,547 |  | 5,329 |  | 22,124 |  | 21,326 |
| Income Before Income Taxes |  | 2,450 |  | 3,932 |  | 11,202 |  | 16,320 |
| Income Taxes |  | 767 |  | 1,157 |  | 3,181 |  | 4,876 |
| Net Income | \$ | 1,683 | \$ | 2,775 | \$ | 8,021 | \$ | 11,444 |
| Net Income Per Common Share: |  |  |  |  |  |  |  |  |
| Basic | \$ | 0.28 | \$ | 0.45 | \$ | 1.32 | \$ | 1.86 |
| Diluted | \$ | 0.28 | \$ | 0.45 | \$ | 1.31 | \$ | 1.86 |
| Average Common Shares Outstanding: |  |  |  |  |  |  |  |  |
| Basic |  | 86,868 |  | 117,571 |  | 096,649 |  | 139,095 |
| Diluted |  | 90,844 |  | 133,807 |  | 105,154 |  | 161,825 |

Financial Highlights
American National Bankshares Inc. and Subsidiaries



Notes:
(a) - Excludes goodwill and other intangible assets
(b) - Excludes amortization expense, net of tax, of intangible assets
(c) - Market value

Net Interest Income Analysis
For the Three Months Ended December 31, 2008 and 2007

|  |  | Average |  | nce |  | $\begin{array}{r} \text { In } \\ \text { Incom } \end{array}$ | $\begin{aligned} & \text { est } \\ & \text { xpense } \\ & \hline \end{aligned}$ |  | Id/R |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2008 |  | 2007 |  | 2008 | 2007 | 2008 |  | 2007 |
| Loans: |  |  |  |  |  |  |  |  |  |  |
| Commercial | \$ | 93,548 | \$ | 88,330 |  | 1,296 | \$ 1,694 | 5.54 | \% | 7.67 |
| Real Estate |  | 470,968 |  | 456,583 |  | 7,132 | 8,596 | 6.06 |  | 7.53 |
| Consumer |  | 8,234 |  | 10,198 |  | 189 | 233 | 9.18 |  | 9.14 |
| Total loans |  | 572,750 |  | 555,111 |  | 8,617 | 10,523 | 6.02 |  | 7.58 |
| Securities: |  |  |  |  |  |  |  |  |  |  |
| Federal agencies |  | 43,373 |  | 58,408 |  | 533 | 695 | 4.92 |  | 4.76 |
| Mortgage backed |  | 46,237 |  | 36,499 |  | 581 | 463 | 5.03 |  | 5.07 |
| State and municipal |  | 43,180 |  | 47,272 |  | 595 | 644 | 5.51 |  | 5.45 |
| Other securities |  | 5,157 |  | 6,562 |  | 34 | 96 | 2.64 |  | 5.85 |
| Total securities |  | 137,947 |  | 148,741 |  | 1,743 | 1,898 | 5.05 |  | 5.10 |
| Deposits in other banks |  | 9,500 |  | 9,418 |  | 76 | 104 | 3.20 |  | 4.42 |
| Total interest-earning assets |  | 720,197 |  | 713,270 |  | 10,436 | 12,525 | 5.80 |  | 7.02 |
| Non-earning assets |  | 64,985 |  | 59,958 |  |  |  |  |  |  |
| Total assets | \$ | 785,182 |  | 773,228 |  |  |  |  |  |  |
| Deposits: |  |  |  |  |  |  |  |  |  |  |
| Demand | \$ | 112,556 |  | 102,991 |  | 203 | 305 | 0.72 |  | 1.18 |
| Money market |  | 57,514 |  | 52,740 |  | 232 | 345 | 1.61 |  | 2.62 |
| Savings |  | 60,169 |  | 63,236 |  | 55 | 160 | 0.37 |  | 1.01 |
| Time |  | 261,462 |  | 265,428 |  | 2,247 | 3,078 | 3.44 |  | 4.64 |
| Total deposits |  | 491,701 |  | 484,395 |  | 2,737 | 3,888 | 2.23 |  | 3.21 |
| Customer repurchase agreements |  | 49,868 |  | 51,562 |  | 274 | 488 | 2.20 |  | 3.79 |
| Other short-term borrowings |  | 6,788 |  | 340 |  | 15 | 4 | 0.88 |  | 4.71 |
| Total interest-bearing |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |
| Noninterest-bearing <br> demand deposits $98,495 \quad 102,150$ |  |  |  |  |  |  |  |  |  |  |
| Other liabilities |  | 768 |  | 4,714 |  |  |  |  |  |  |
| Shareholders' equity |  | 103,126 |  | 100,481 |  |  |  |  |  |  |
| Total liabilities and shareholders' equity | \$ | 785,182 |  | 773,228 |  |  |  |  |  |  |
| Interest rate spread Net interest margin |  |  |  |  |  |  |  | 3.40 | \% | 3.60 |
|  |  |  |  |  |  |  |  | 3.85 | \% | 4.31 |
| Net interest income (taxable equivalent basis)Less: Taxable equivalent adjustment |  |  |  |  |  | 6,933 | 7,683 |  |  |  |
|  |  |  |  |  |  | 211 | 225 |  |  |  |
| Net interest income |  |  |  |  |  | 6,722 | \$ 7,458 |  |  |  |

Table 1 - Net Interest Income Analysis For the Years Ended December 31, 2008 and 2007
(in thousands, except yields and rates)


