

***Access National Corporation***®

1800 Robert Fulton Drive  
Suite 310  
Reston, VA 20191

*gain new contacts*  
*build new relationships*



# ***Annual Shareholder Meeting***

May 20, 2008

# Annual Meeting Agenda

May 20, 2008

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- **Call To Order**
  - Introductions
  - Certification - Notice To Shareholders Of Record
  - Meeting Quorum
- **Proposals**
  - Election Of Directors
  - Any Other Business
- **Voting**
- **CEO Presentation**
  - 2006 Corporate Performance
  - Q&A
- **Results of Voting**
- **Other Business**
- **Adjourn**
- **Social Reception**

# Forward Looking Statements

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The discussions included in this presentation contain "forward-looking statements" within the meaning of the federal securities laws. These statements may be identified by use of words such as "may", "could", "expect", "believe", "anticipate", "intend", "plan" or variations thereof. These forward-looking statements may contain information related to matters such as Access National's intent, belief, or expectation with respect to matters such as financial performance. Such statements are necessarily based on assumptions and estimates and are inherently subject to a variety of risks and uncertainties concerning the company's operations and business environment, which are difficult to predict and beyond the control of the company. Such risks and uncertainties could cause Access National's actual results to differ materially from those matters expressed or implied in such forward-looking statements. For an explanation of certain risks and uncertainties associated with forward-looking statements, please refer to Access National's recently filed Form S-1, Annual Report on Form 10-K and other SEC filings.

# Presentation Outline

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- Strategy Review
- Financial Summary
- 2007 Milestones
- 2008 Initiatives
- Stock Price Performance
- Capital Management
- Why Invest in ANCX

# Strategic Plan

## Mission

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Our Mission is to provide progressive and superior financial solutions to the communities that we serve.

All of our endeavors will enrich the interests of our clients, shareholders and associates.

# Strategic Plan

## Vision

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Our business is to be “The CFO’s Best Friend” when it comes to providing a suite of financial services for businesses with revenue of \$50MM or less in our marketplace.

### **The CFO needs the following from his / her “Best Friend”**

- Capital – Debt and/or Equity
- A Trusted Advisor
- Personalized Service
- Private Banking (including mortgage banking)
- Cash Flow / Funds Management
- Risk Management
- Access to Financial Information
- Employee Benefits
- Community Involvement and Awareness

# Strategic Plan

## Target Market

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ANCX targets small to mid-size businesses (<\$50MM) and professionals in the Washington DC MSA who make their banking decisions based on access to credit and the best electronic banking capabilities.



# Sales Message



We help entrepreneurs  
and professionals  
create wealth.....

We do this by  
combining smart credit  
services with efficient  
cash management.

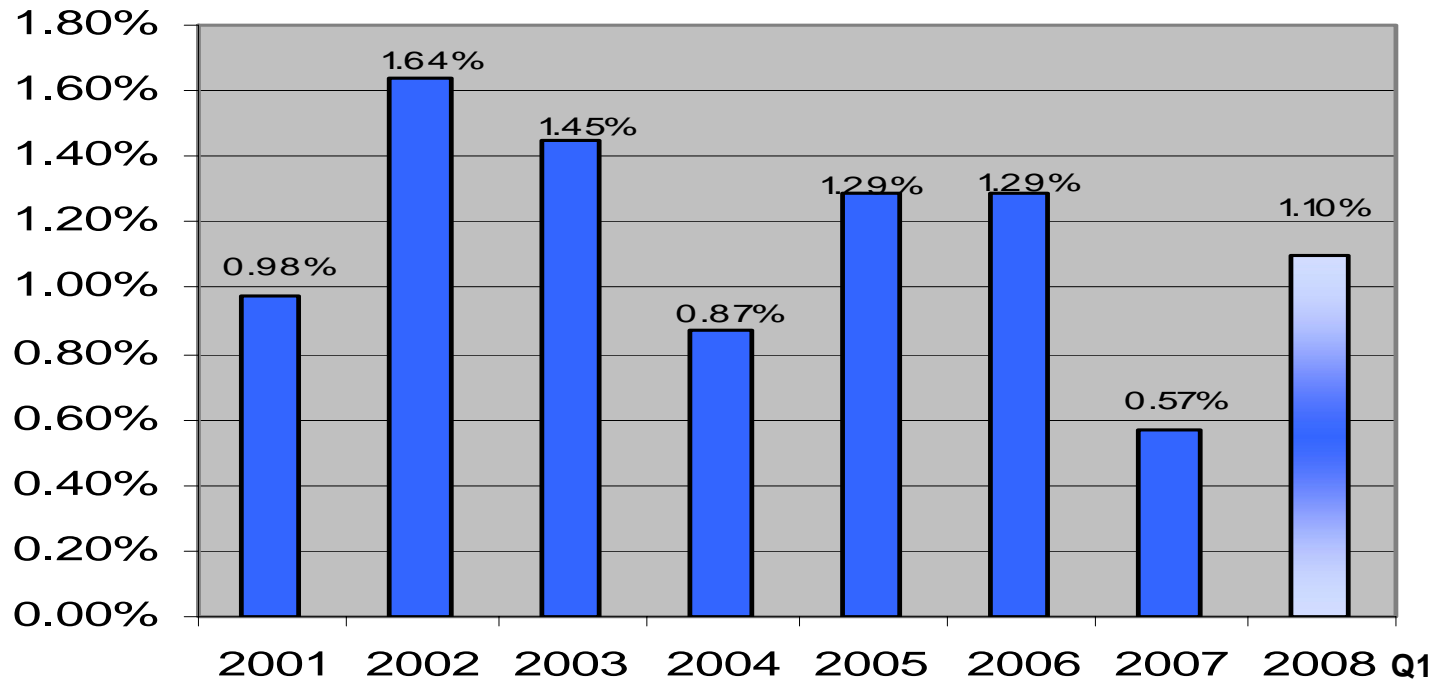


## Long Term Strategic Financial Targets

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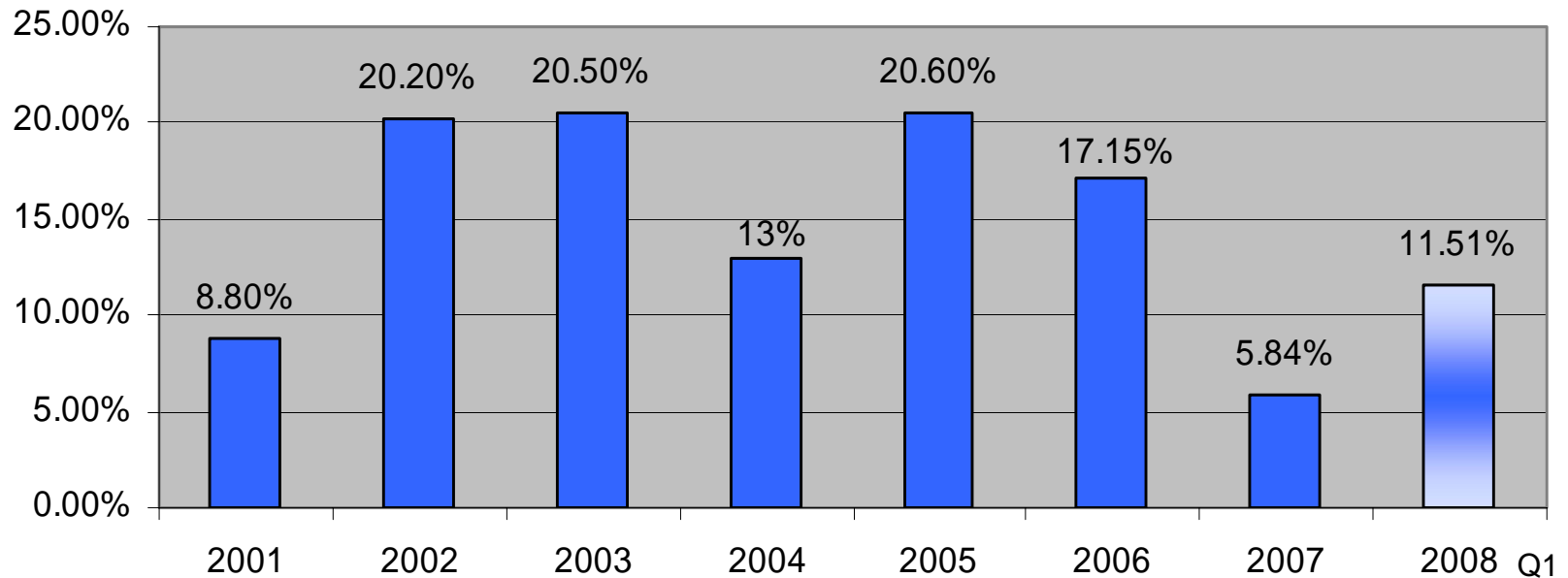
- 15% Basic Earnings Growth
- ROE 13%+
- ROA 1.10%+
- \$100MM / year Loan/Deposit Growth
- \$1B Total Assets 3 years +/-
- 80% Earnings from Core Bank
- Equity/Asset Ratio 7.0%+

# Return on Average Assets



5 Year FYE Average 1.09%

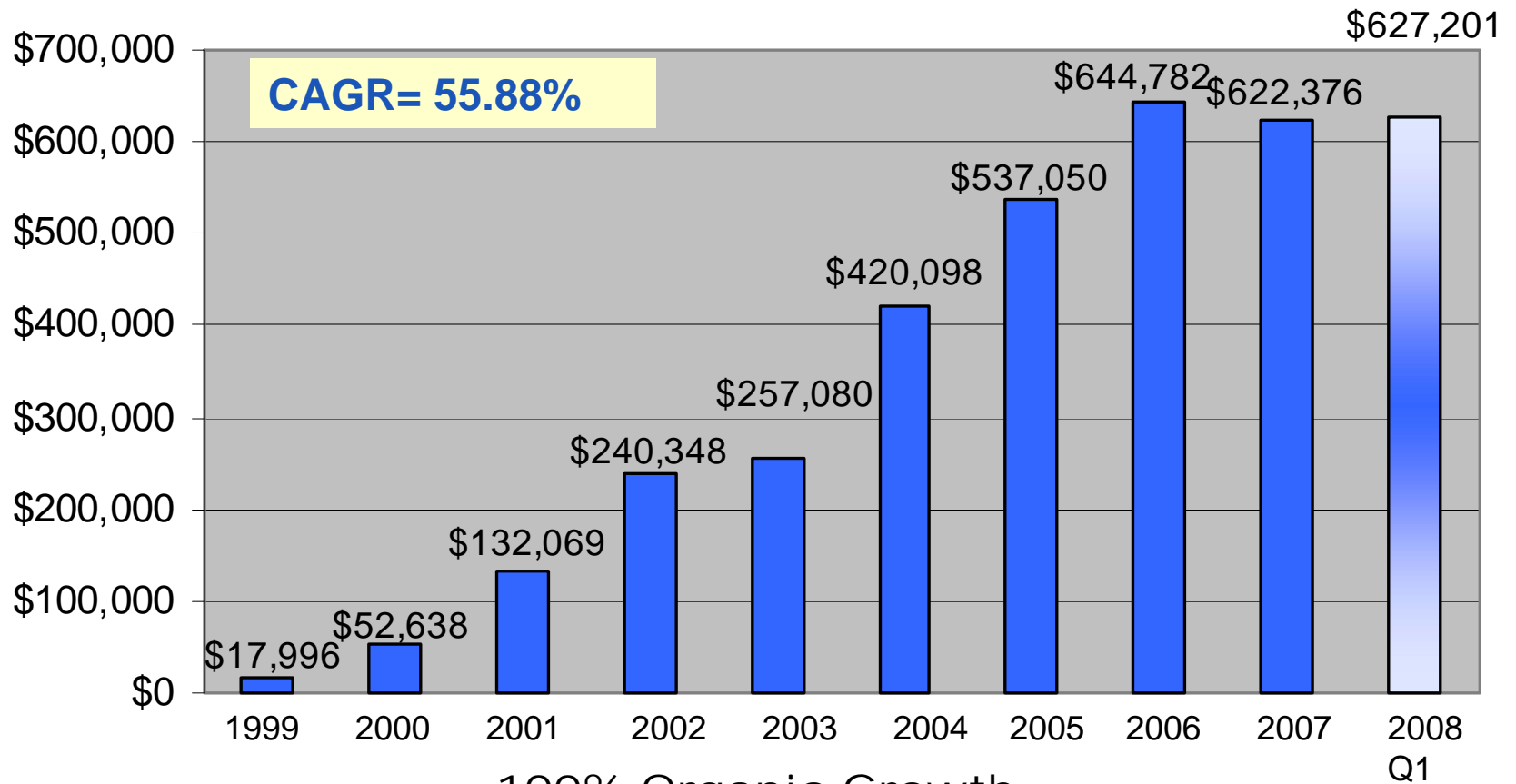
# Return on Average Equity



5 Year FYE Average 15.42%

\$20 MM Capital raised August, 2006

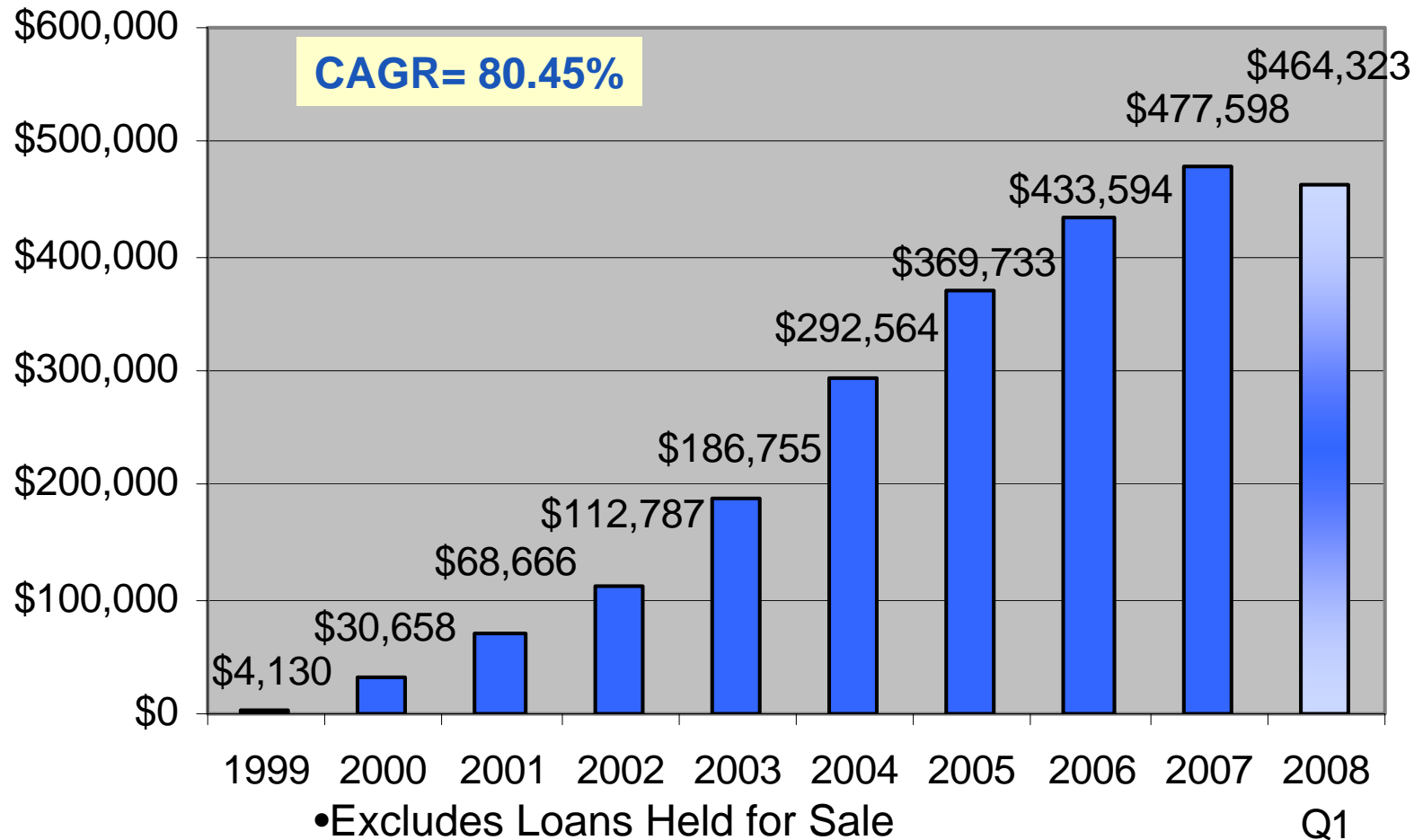
# Total Assets



•100% Organic Growth

\*Compound Annual Growth Rate (CAGR)

## Total Loans- HFI



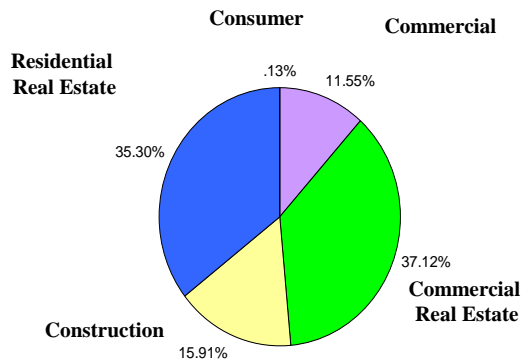
\*Compound Annual Growth Rate (CAGR)

# Loan Portfolio

**Access National Bank**  
*progressive business banking*

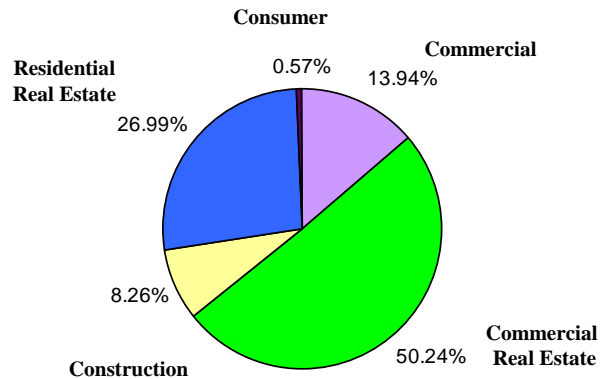
Charts reflect loans held for investment (HFI) only

**December 31, 2006**



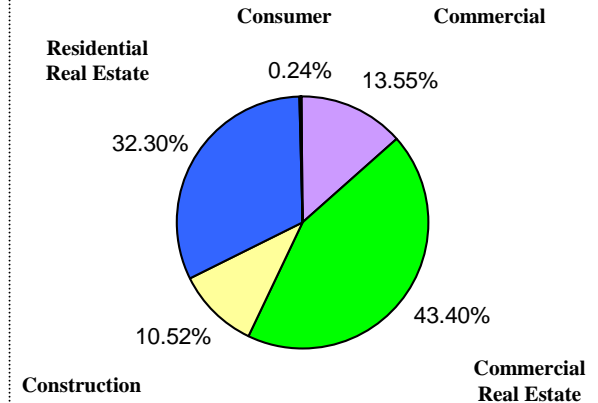
**Loans HFI: \$433 million**  
**Total Net Loans: \$493 million**

**December 31, 2007**



**Loans HFI: \$470 million**  
**Total Net Loans: \$509 million**

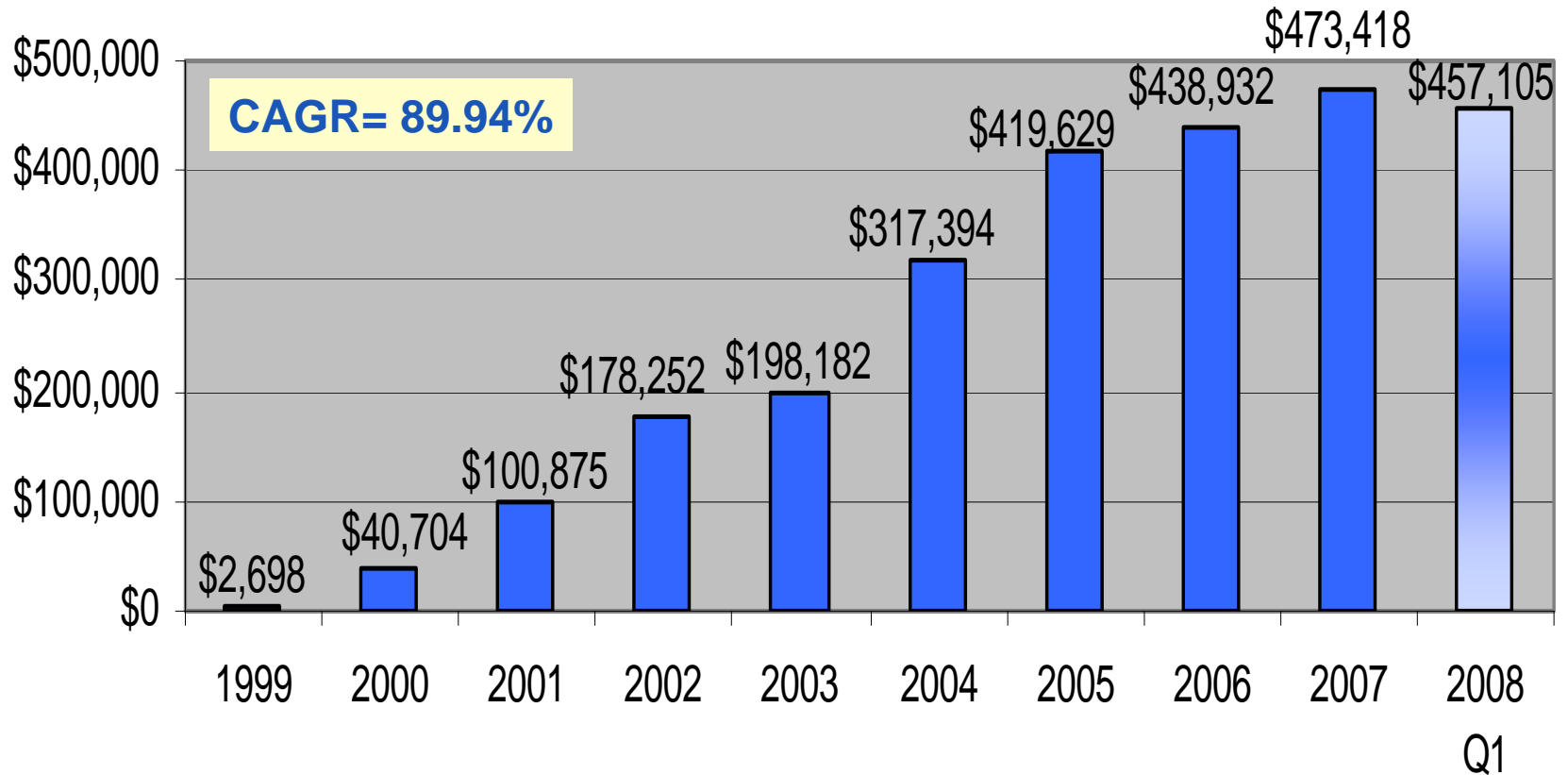
**March 31, 2008**



**Loans HFI: \$456 million**  
**Total Net Loans: \$514 million**

- **The loan portfolio reflects our commercial orientation**
- **Real estate development is less than 5%**

# Total Deposits



\*Compound Annual Growth Rate (CAGR)

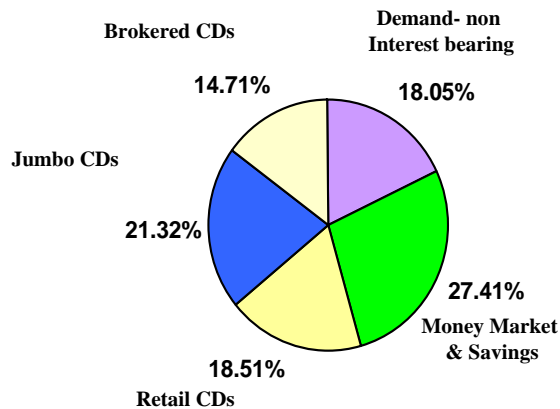
# Total Deposits

**Access National Bank**  
*progressive business banking*

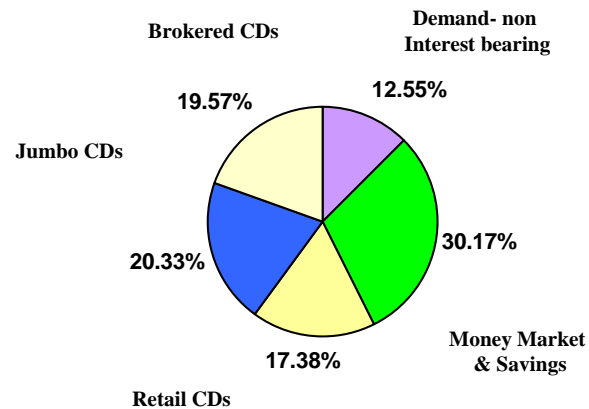
December 31, 2006

December 31, 2007

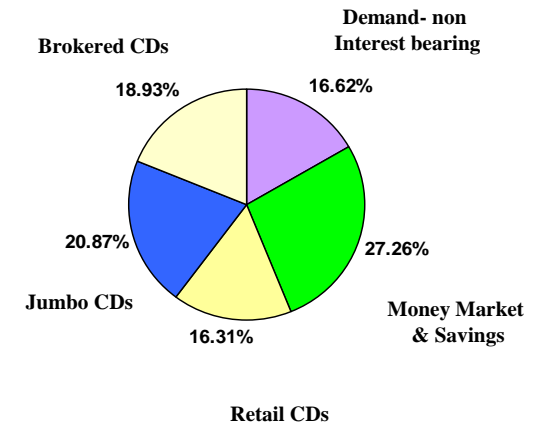
March 31, 2008



Total Deposits: \$439 million



Total Deposits: \$473 million

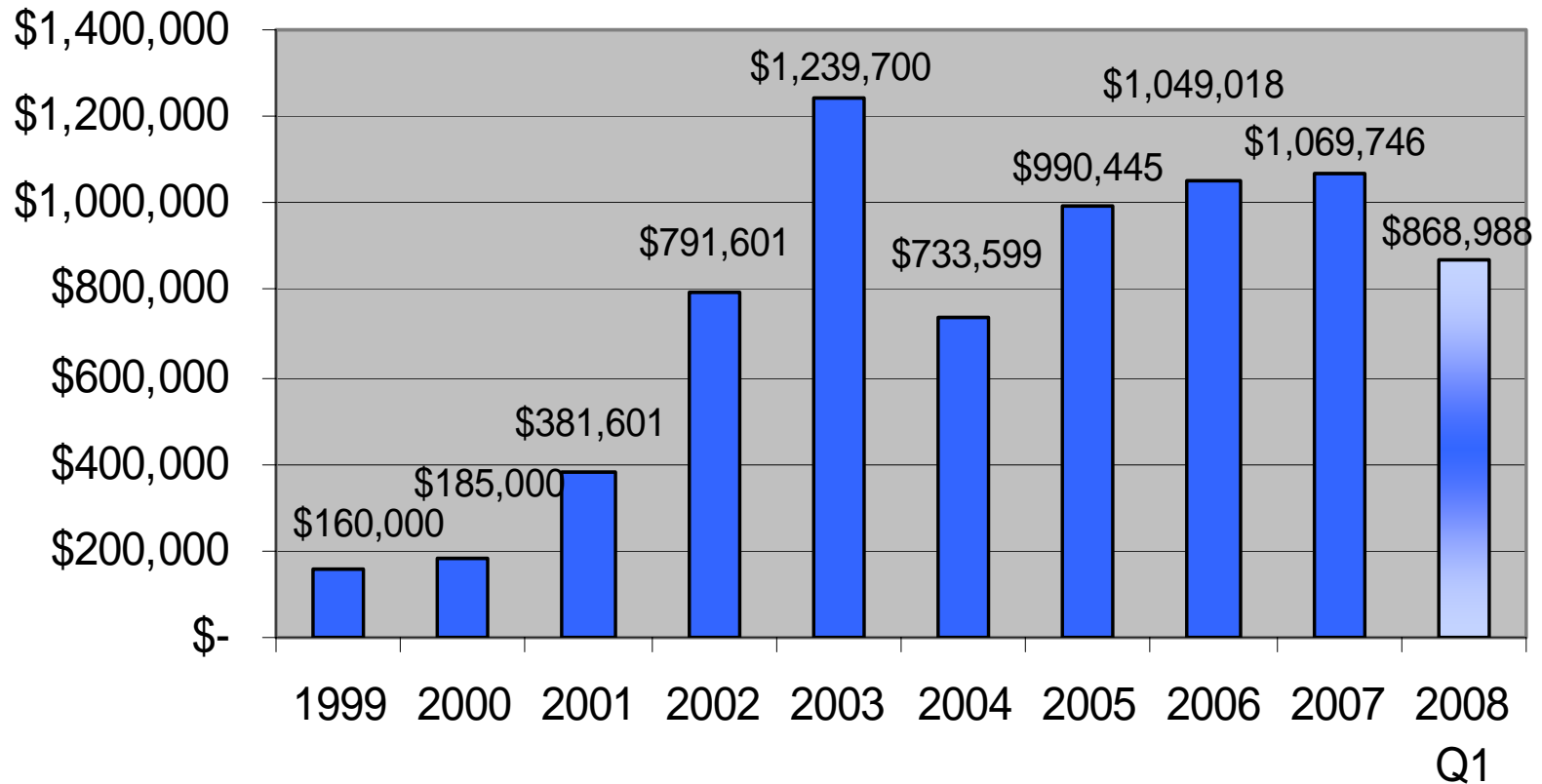


Total Deposits: \$457 million

- Demand- non interest bearing balances have rebounded



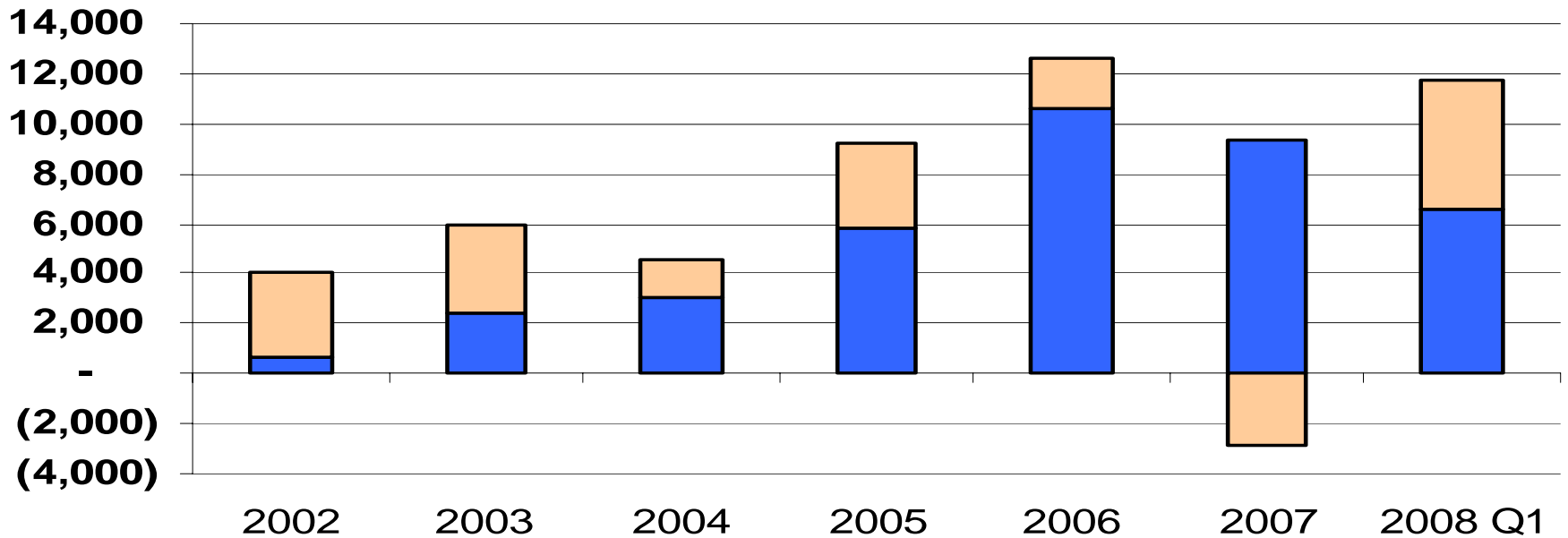
# Mortgage Originations



● Q1 is Annualized

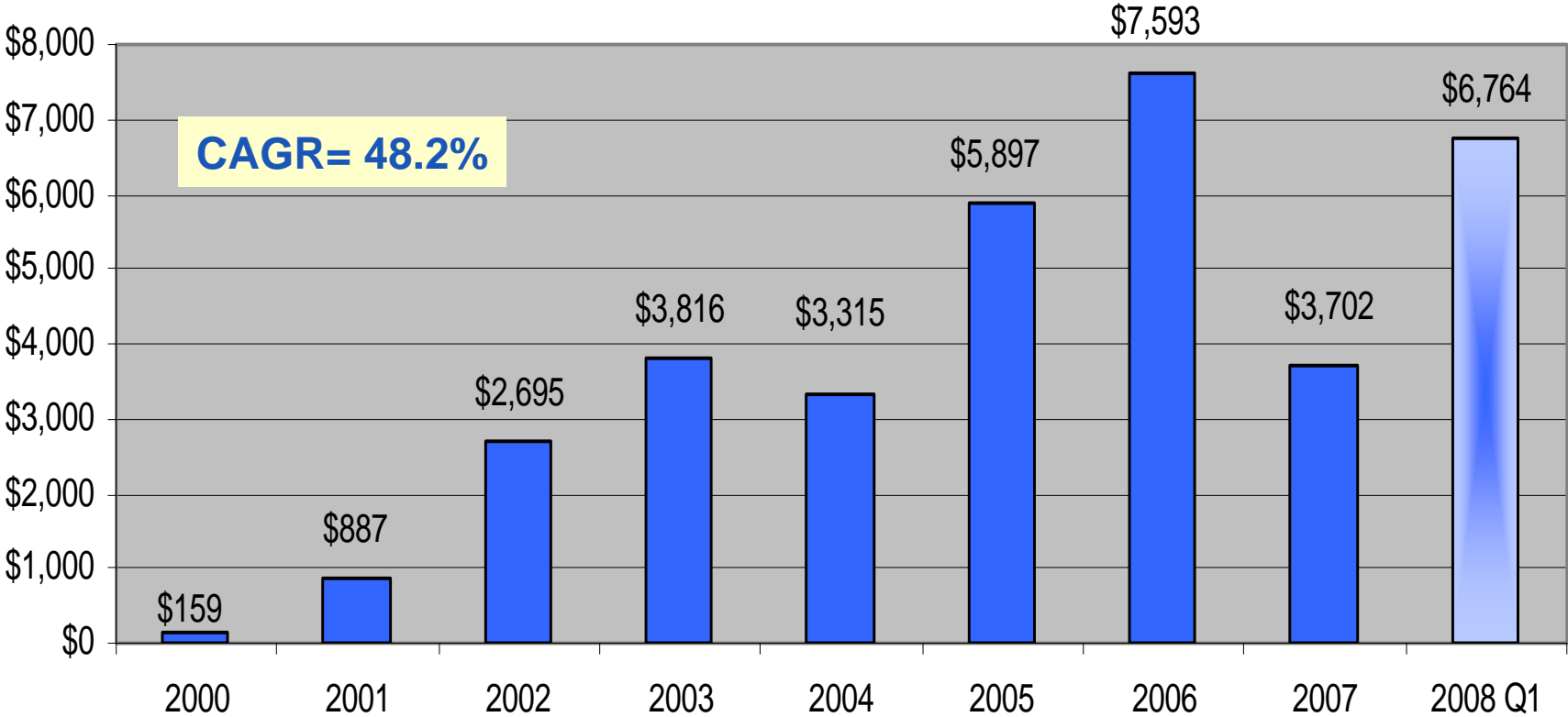
# Pre-Tax Earnings by Segment

■ Banking Operations ■ Mortgage Operations



● Q1 is Annualized

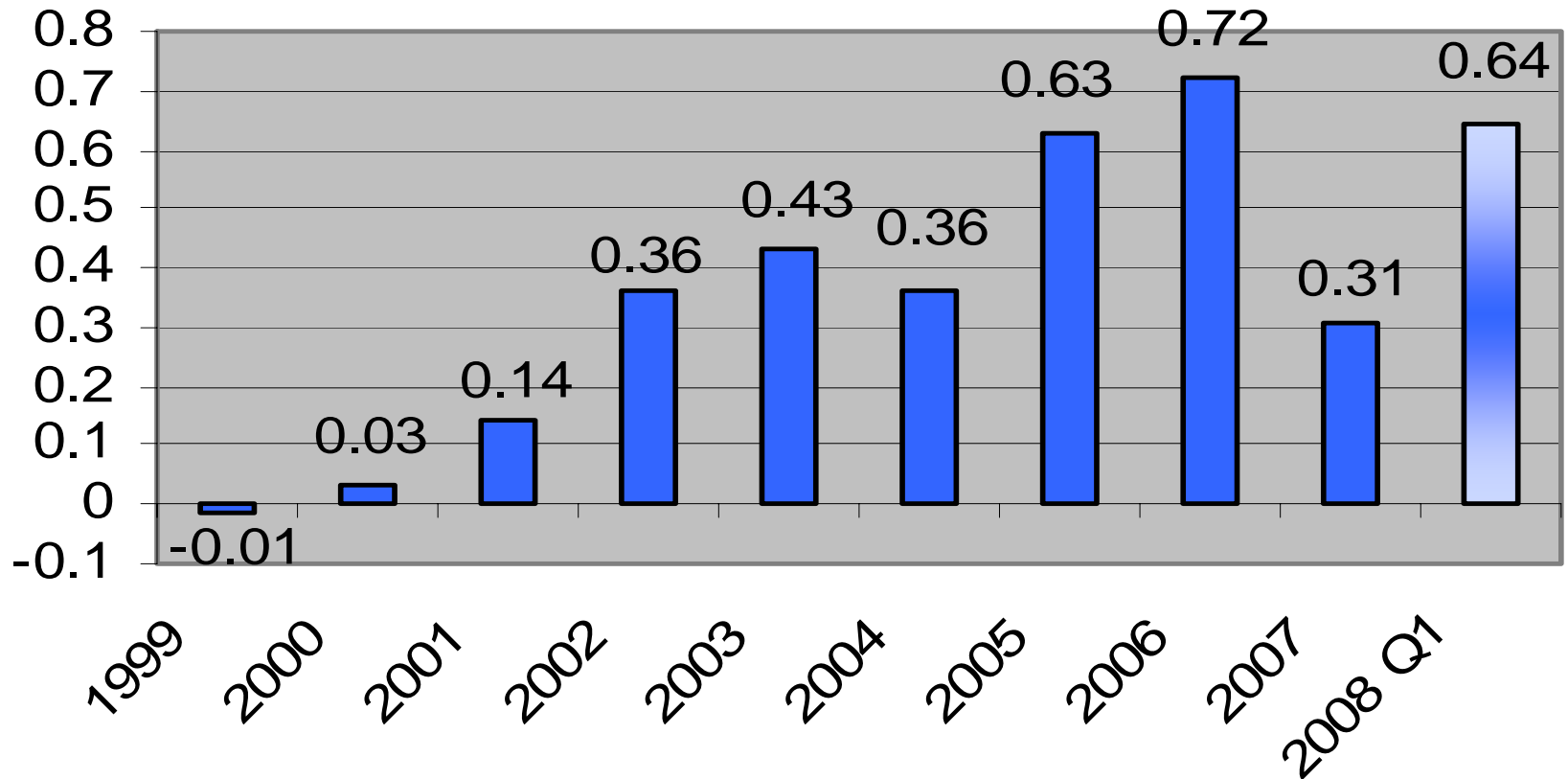
# Earnings Growth



● **Q1 is Annualized**

\*Compound Annual Growth Rate (CAGR)

# Earnings Per Share



**2 million shares issued in Q3 2006**

*\*Q1 is Annualized*

# Year-to-Date Financial Highlights

(\$ in thousands, except per share data)	3/31/08	3/31/07	Change
Total Assets	\$627,201	\$667,204	-6%
Total Loans Held for Investment	464,323	457,665	1%
Total Deposits	457,105	460,687	-1%
Mortgage Originations	217,247	309,792	-29.9%
Net income	1,691	1,326	28%
Provision for Loan Loss- Consolidated	408	291	40%
Provision for Loan Loss- Bank	620	291	113%
Efficiency Ratio – Bank Only	57.87%	42.27%	22.4%
Earnings Per Share – Diluted	0.16	0.11	45%
Book Value Per Share	5.41	5.36	1%
Net interest margin	3.19%	3.22%	-0.9%
Total Capital/Total Assets	8.91%	9.64%	-7.6%
Return on average assets	1.10%	.82%	33.7%

## 2007 Milestones

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- Leesburg Banking Center Q1
- Enhanced Internet Banking Security Q1
- Launch redesigned Web Site Q2
- Implemented CDARs to provide \$30 million of FDIC coverage Q3
- Manassas Banking Center Q4

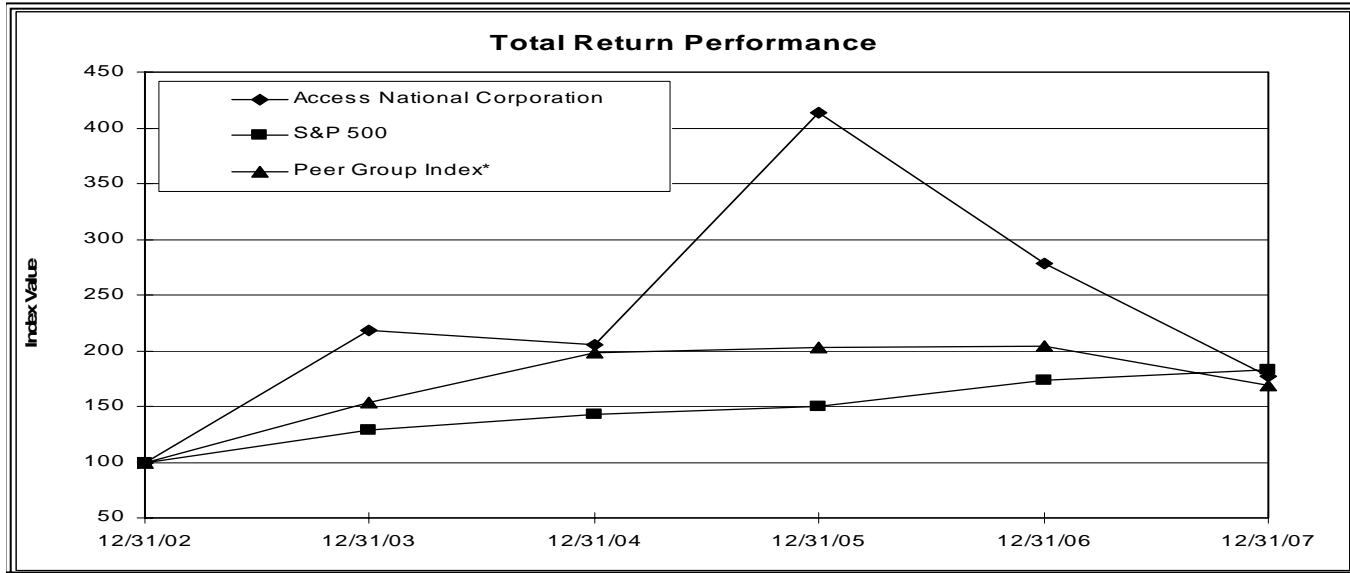
## 2008 Initiatives

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- E-Statements Q2
- Payroll processing service Q2
- SBIC Mezzanine Debt Fund Investment Q2
  - Salem Halifax Capital Partners
  - Complements our investment in Blackstreet Capital Partners (Leveraged Buyout Fund)
  - Differentiates and complements our brand
- Block, tackle and expand core client base Q1-4

# Stock Performance

## *Access National Corporation*



<i>Index</i>	<i>Period Ending</i>					
	<b>12/31/02</b>	<b>12/31/03</b>	<b>12/31/04</b>	<b>12/31/05</b>	<b>12/31/06</b>	<b>12/31/07</b>
Access National Corporation	100.00	218.72	205.22	413.64	278.05	176.59
S&P 500	100.00	128.68	142.69	149.70	173.34	182.86
Peer Group Index*	100.00	153.99	197.93	203.03	204.57	169.20

\* Access National Corporation's peer group consists of the following: Cardinal Financial Corporation (CFNL), Eagle Bancorp, Inc. (EGBN), Towne Bank (TOWN), Valley Financial Corporation (VYFC), and Virginia National Bank (VABK).



## Capital Management and our share price

### The Situation

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- 2.3MM shares issued Q3 2006 @ \$9.38 per share (\$20MM+ proceeds)
- Diluted shares outstanding by 38%
- Successful deployment assumed continuation of historical growth
- Adverse economic environment developed
- No growth since Q2 2007
- Banking sector and valuation metrics sank
- Share price dropped

# Capital Management and our share price

## What We Have Done About It

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- Contain credit and mortgage risk
- Operate at a profit (preserve and protect core capital)
- Double the rate of quarterly dividends in Q2 2007
- Launched share repurchase program Q2 2007
  - Over 1.8MM purchased to date @ \$7.23 per share
  - Highly accretive to incumbent shareholders
  - Continuing program provides market stability
- Paid off \$4MM Trust Preferred debt Q3 2007
- Dividend Reinvestment and Stock Purchase Program activity shifted to market from Treasury

# Capital Management and our share price

## What We Plan To Do About It

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- Favor capital preservation over ROE in the near term
  - Be prepared for continued economic adversity
  - Diligently manage and contain credit risk
  - Maintain prudent loss reserves
  - Long term objective remains ROE
- Maintain capital to fund future growth as economy rebounds
- Continue sales efforts for growth
- Don't over reach and force growth

## Capital Management and our share price

### What We Plan To Do About It

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- Run a good business
- Focus on fundamentals
- Realize the sector may be out of favor for sometime, but it will cycle
- A well managed business will always be valuable

# Stock Price Performance- YTD



\*Peer Group: ABVA, CFNL, MBRG

# Stock Price Performance- 1 Year



\*Peer Group: ABVA, CFNL, MBRG

# Stock Price Performance- 3 Year

## ANCX-US - Three Year Stock Price Performance



\*Peer Group: ABVA, CFNL, MBRG

## Stock Performance- Detail

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	YTD	1 YR	3 YR
ABVA	-24.08%	-62.47%	-60.85%
CFNL	-12.88%	-17.14%	-8.14%
MBRG	+13.74%	-25.38%	-20.48%
ANCX	+17.38%	-22.85%	+5.27%





Why invest  
in ANCX?

## Why invest in ANCX?

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- Best market in the country
- Well defined valuable niche
- Strong leadership and alignment
- Valuable business-centric deposit base
- Effective and proven credit management
- Exceptional financial performance record

## Best Market in the Country

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- **Fairfax County**
  - Most affluent in the nation
  - Deposit growth nearly 20% last 5 years
- **Loudoun County**
  - Fastest growing in the nation
- **Federal Procurement**
  - Most dollars spent in our market and growing
- According to Forbes magazine:  
***Virginia - best state for business in 2006 and 2007***

## Best Market in the Country

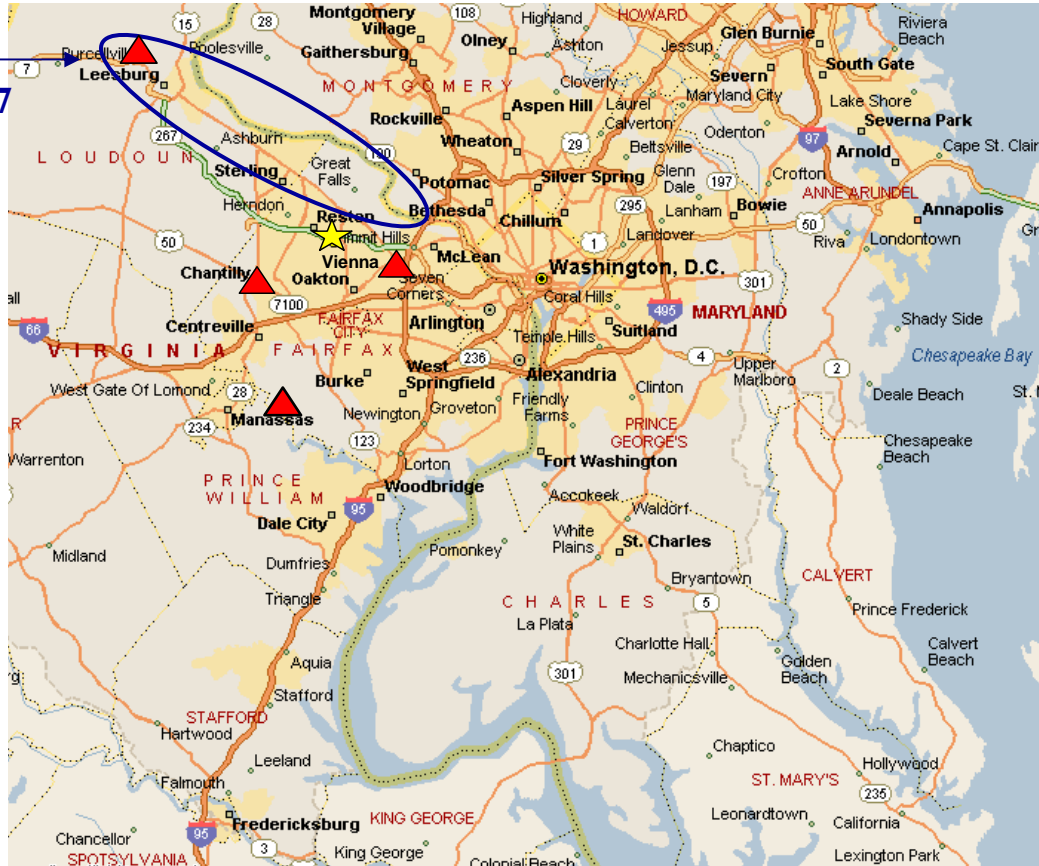
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- Washington D.C metro area leads the nation in:
  - Household income (\$74,600)
  - Population with college and higher degrees- 45.9%
  - Gross regional product per capita- \$5.9 million
  - IT/ professional services workforce

# Best Market in Country

We operate 5 offices in Northern Virginia: Reston, Vienna, Chantilly, Leesburg (opened February 2007), and Manassas (opened November 2007).

Route 267  
corridor



With a median household income in excess of \$100,000, Fairfax County is the most affluent county in America

The projected population growth (2005-2010) for the Washington-Arlington-Alexandria MSA is 10.8% versus 6.3% nationwide

The Washington area created more jobs from 1999 – 2005 than any other major metropolitan area

- ★ ANCX Headquarters
- ▲ ANCX Office

# Best Market in Country

**Access National Bank**  
*progressive business banking*

## Market Share Growth Opportunities

### Fairfax, VA

2007 Rank	2006 Rank	Institution (ST)	Type	2007 Number of Branches	2007 Total Deposits in Market (\$000)	2007 Total Market Share (%)	2006 Total Deposits in Market (\$000)	2006 Total Market Share (%)
1	2	Wachovia Corp. (NC)	Bank	41	6,143,640	27.28	6,101,846	21.34
2	3	Bank of America Corp. (NC)	Bank	33	3,519,851	15.63	3,566,228	12.47
3	4	BB&T Corp. (NC)	Bank	47	2,754,861	12.23	2,791,650	9.76
4	5	SunTrust Banks Inc. (GA)	Bank	34	2,130,456	9.46	2,123,022	7.43
5	6	B.F. Saul Company (MD)	Thrift	46	1,370,809	6.09	1,273,194	4.45
6	7	PNC Financial Services Group (PA)	Bank	20	781,754	3.47	859,593	3.01
7	9	Virginia Commerce Bancorp Inc. (VA)	Bank	10	706,816	3.14	532,667	1.86
8	8	United Bankshares Inc. (WV)	Bank	9	671,297	2.98	663,335	2.32
9	10	Cardinal Financial Corp. (VA)	Bank	10	575,849	2.56	485,745	1.70
10	1	Citigroup Inc. (NY)	Bank	5	572,764	2.54	6,863,943	24.01
11	11	Access National Corp. (VA)	Bank	3	472,630	2.10	453,395	1.59
12	13	Burke & Herbert Bank & Trust (VA)	Bank	8	386,666	1.72	370,399	1.30
13	17	Toronto-Dominion Bank	Bank	7	341,314	1.52	207,975	0.73
14	12	Alliance Bankshares Corp. (VA)	Bank	4	328,811	1.46	434,845	1.52
15	14	Provident Bankshares Corp. (MD)	Bank	14	318,664	1.41	340,843	1.19
<b>Total For Institutions In Market</b>				<b>340</b>	<b>22,523,090</b>		<b>28,589,046</b>	

Note: Non-Retail Branches not included

Why Invest

ANCX  
NASDAQ  
LISTED

## Well Defined Market Niche

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ANCX targets small to mid-businesses (<\$50MM) and their associated professionals in the Washington DC MSA who make their banking decisions based on access to credit and the best electronic banking capabilities.





# Strong Leadership and Alignment

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- Insider total common stock ownership 33% \*
- Insider deposits average \$1.2 million each\*
- Insider loans average \$905 thousand each\*
- All insiders participate in DRSP
- 80% of our bank employees are shareholders
- Employees invest in ANCX through 401K
- Management employment contracts contain ownership covenants
- Core Management team has been together (at previous bank) since 1990.
- Insider purchase activity remains strong



## Why Invest

# Valuable Business / Professional Deposit Base

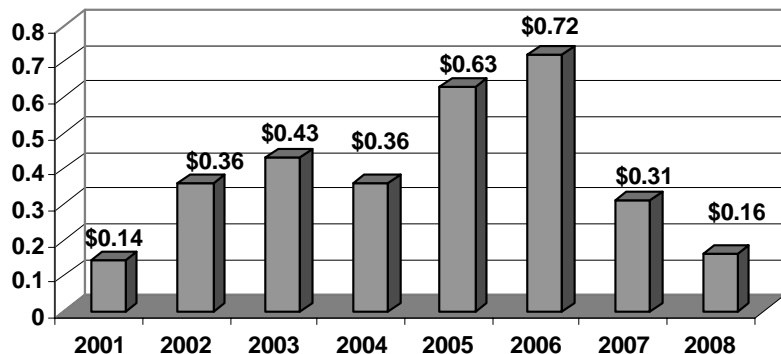
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- Significant Corporate Customer Base
  - DDAs / Total deposits: 16.6% (\$76MM)
  - Overnight Investments/DDAs: 29.27% (\$22MM)
- Average Money Market Acct: \$91,091
- Average NOW Account: \$17,376
- E-deposit Volume/Cash Letter: 43%
- Internet Banking Penetration of Core Depositors: 74%

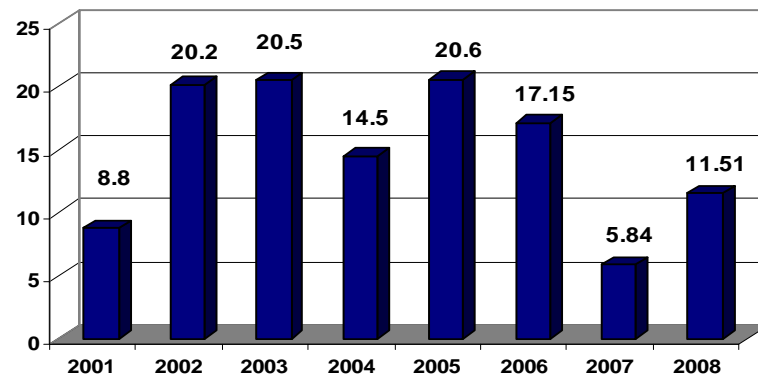
# Why Invest

## Exceptional Financial Performance Record

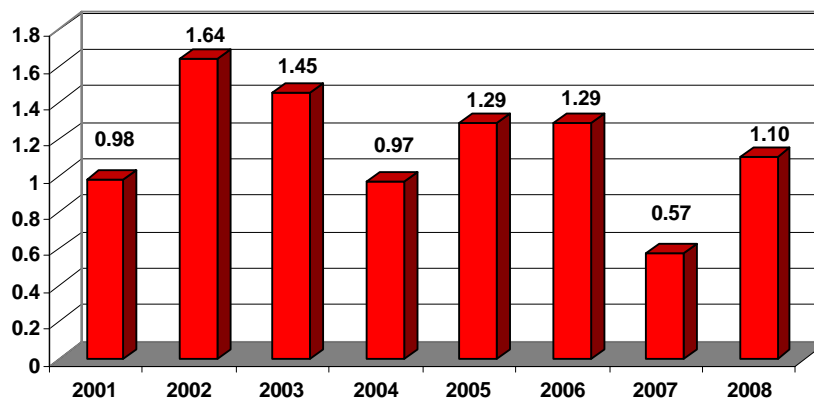
### Diluted EPS (\$)



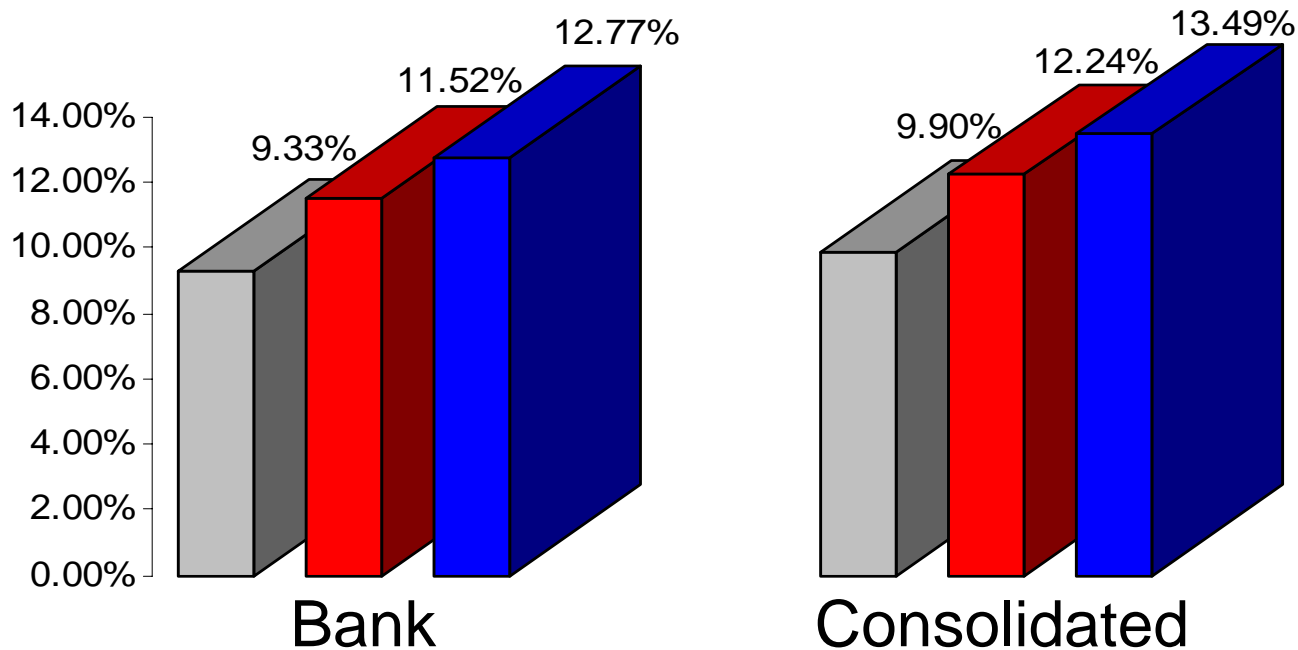
### Return on Average Equity (%)



### Return on Average Assets (%)



# Capital to Leverage



Tier 1 Leverage Ratio

Tier 1 Risk-Based Capital Ratio

Total Risk Based Capital Ratio

**5%**

**6%**

**10%**

**Percentages indicate Well Capitalized levels**



## Executive Contacts

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*gain new contacts*  
*build new relationships*



Questions or  
Comments?