



***Access Community***

***Access Capital***

***Access Safety***



# ***Access National Corporation***

***NASDAQ / ANCX***

## ***Celebrating 10 years of Success!***

**May 2010**

# 10 years of Success!

## May 18, 2010 Agenda

1. Call To Order
  - Introductions
  - Certification - Notice To Shareholders Of Record
  - Meeting Quorum
2. Proposals
  - Election Of Directors
  - Ratify Independent Public Accountant
  - Any Other Business
3. Voting
4. Presentation of Corporate Performance
5. Results of Voting
6. Other Business
7. Adjourn
8. 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.

# 10 Years of Success Corporate Up-date

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- Strategy Review
- Financial Summary
- 2010 Outlook
- Stock Price Performance
- Why Invest in ANCX
- Throwback economics

# 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 \$100MM 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

## Long Term Strategic Financial Targets

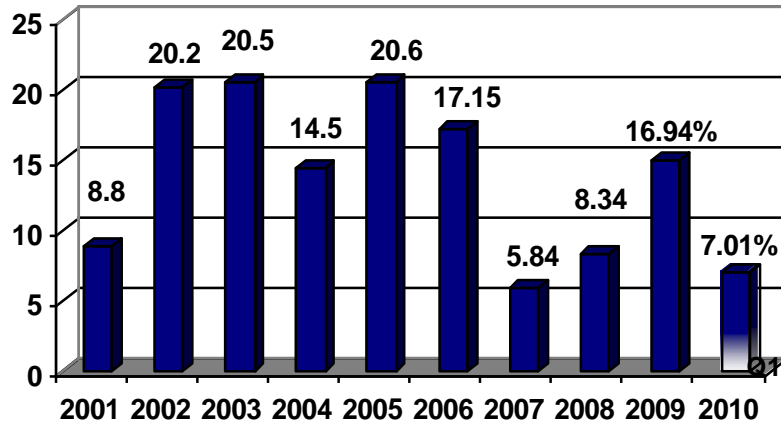
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- 15% Basic Earnings Growth
- ROE 12%+
- ROA 1.20%+
- \$100MM/year Loan/Deposit Growth
- \$1B Total Assets 3 years +/-
- 80% Earnings from Core Bank
- Equity/Asset Ratio 7.0%+

# 10 years of Success

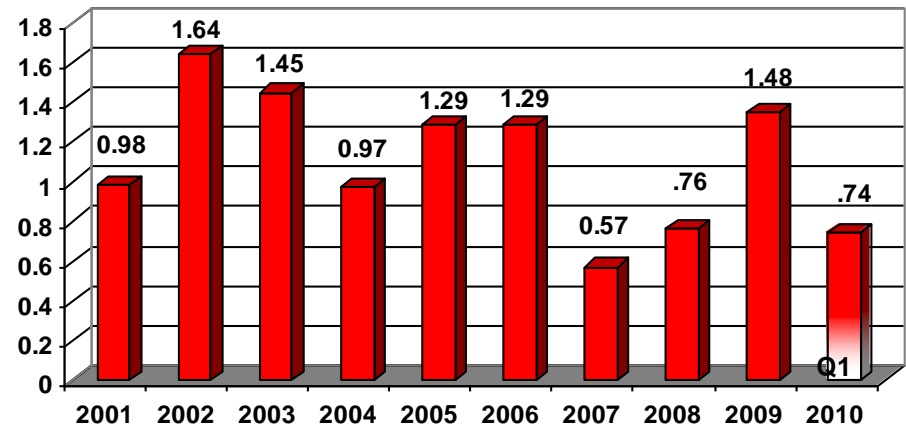
## Return on Equity & Assets

Return on Average Equity (%)



ROE Target = 12.0% / avg = 13.60%

Return on Average Assets (%)



ROA Target = 1.20% / avg = 1.09%

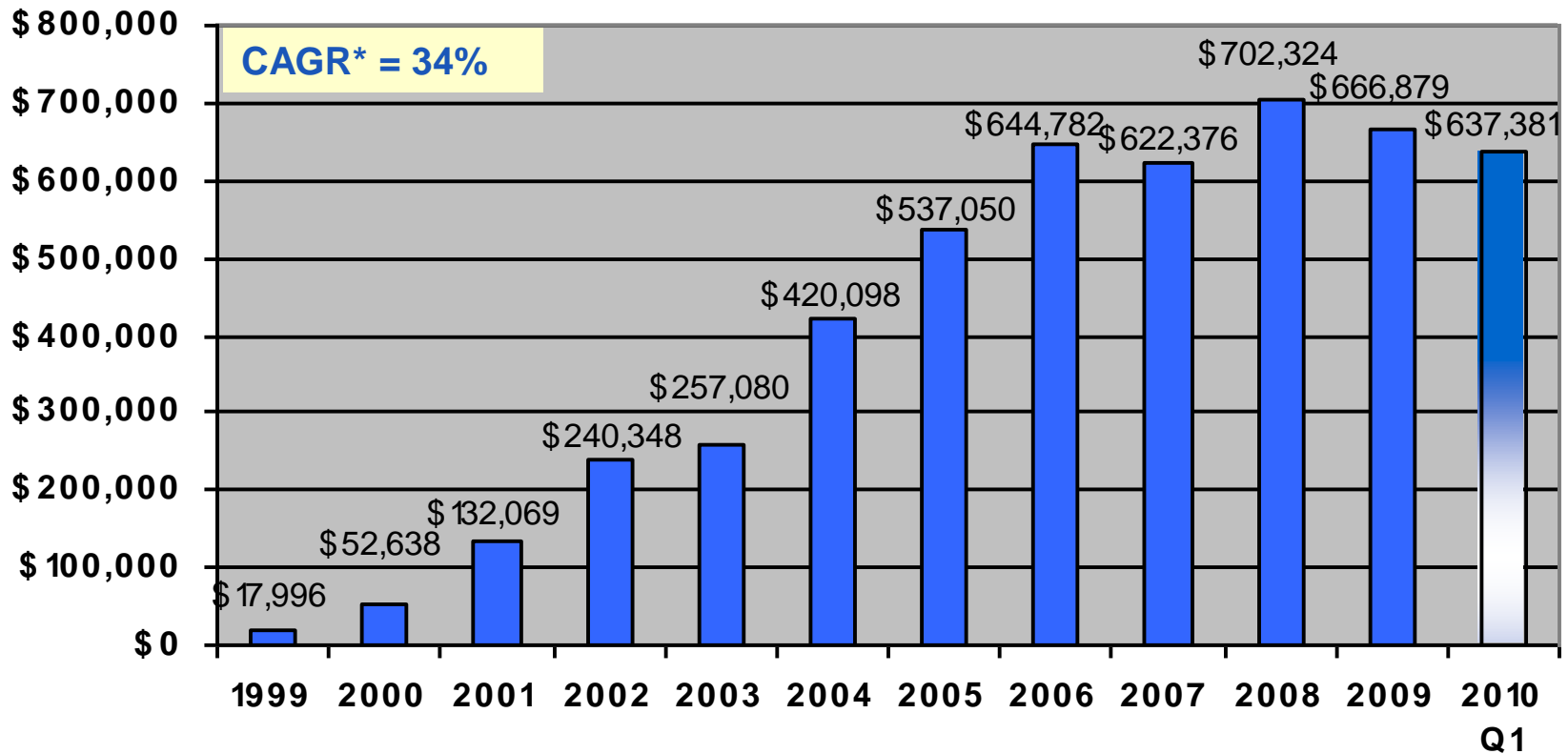
**39 consecutive profitable Quarters out of 41 Quarters in business!**

***Management you can trust to deliver responsible results.***



# 10 years of Success

## Asset Growth, all organic



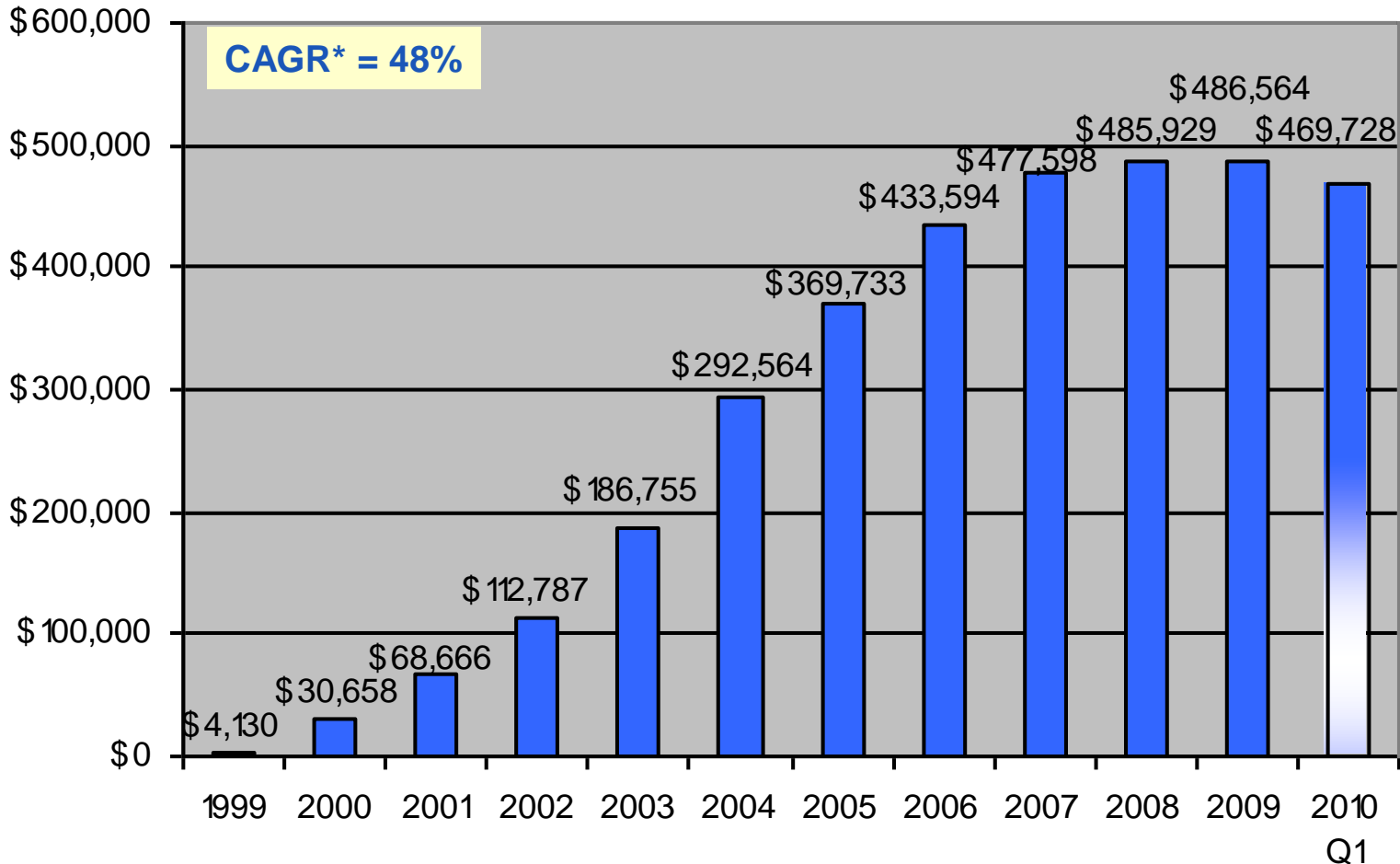
Loans Held for Sale creates asset volatility

\*Compound Annual Growth Rate

# Track Record

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

## Total Loans Held For Investment

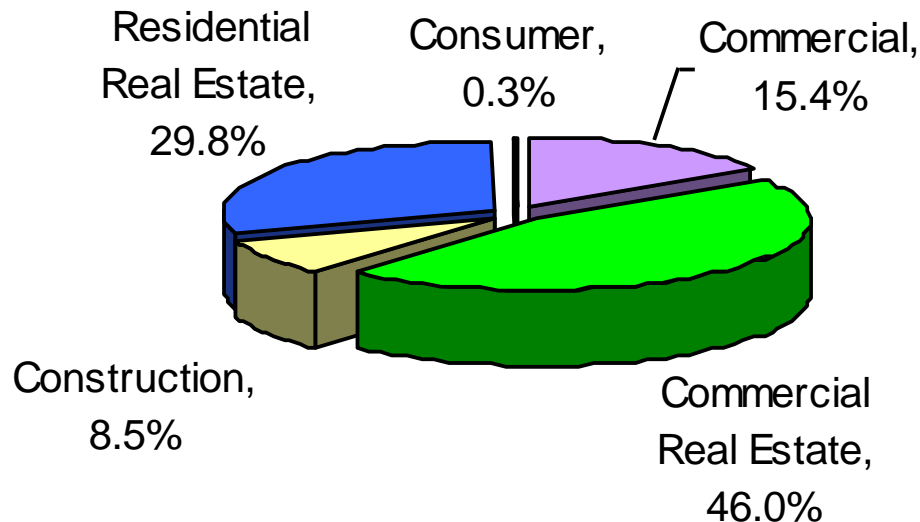


\*Compound Annual Growth Rate

(Excludes Loans Held for Sale)

# Q1 2010 Loan Profile

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



**The portfolio reflects our emphasis on operating businesses & related professionals. Majority of our loans are to business borrowers.**

**Exposure to real estate development is -0-.**

\*Chart reflects Loans Held for Investment only.

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

## Credit Metrics – *this cycle*

<i>\$ in thousands</i>	YE 2008	YE 2009	Q1 2010
<b>Loans Past Due 30-89 Days</b>	\$6,459	\$1,267	\$845
<b>Non- Accrual (NPLs*)</b>	\$2,875	\$7,032	\$9,447
<b>Real Estate Owned</b>	\$4,455	\$5,111	\$4,073
<b>Total NPAs*</b>	\$7,330	\$12,143	\$13,520
<b>Net Charge Offs</b>	\$5,423	\$4,403	\$392
<b>Loss Reserve</b>	\$7,462	\$9,127	\$9,256
<b>Provision Expense</b>	\$5,423	\$6,064	\$198
<b>Reserve/NPLs</b>	260%	130%	98%
<b>Reserve/Loans HFI</b>	1.53%	1.88%	1.97%
<b>NPAs/Total Assets</b>	1.04%	1.82%	2.12%

\* NPA = Non-performing assets (loans and REO); NPL = Non-performing loans.

# Non-Performing Asset Summary

**Access National Bank**  
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*as of March 31, 2010*

## Non-Performing Loans

*(\$ in thousands)*

• Commercial Real Estate – Owner Occupied, Chantilly VA Warehouse	\$ 3,157
• Commercial Real Estate – 4 Office Condos in No.VA., Church in MD	\$ 2,941
• Commercial Real Estate – Industrial Land in Washington D.C.	\$ 379
• Commercial Real Estate – Office condo, <u>contract pending</u> Ashburn VA	\$ 286
• Residential Construction – <u>Contract pending</u> , Leesburg VA	\$ 1,488
• Residential SFR – 1 NoVa, 1 MD, \$50 NC.	\$ 1,078
• C&I – 3 operating businesses in Northern VA	\$ 118
Total Non-Performing Loans	\$ 9,447

## Real Estate Owned

• Commercial Real Estate – Office, Baltimore MD	\$ 2,273
• Commercial Real Estate – Office, <u>contract pending</u> Manassas VA	\$ 1,440
• Residential SFR MD	\$ 360
Total Real Estate Owned	\$ 4,073

Total Non-Performing Assets \$13,520

*Underline indicates \$3,214 of pending resolution developments since period close*

# Commercial RE Exposure Summary

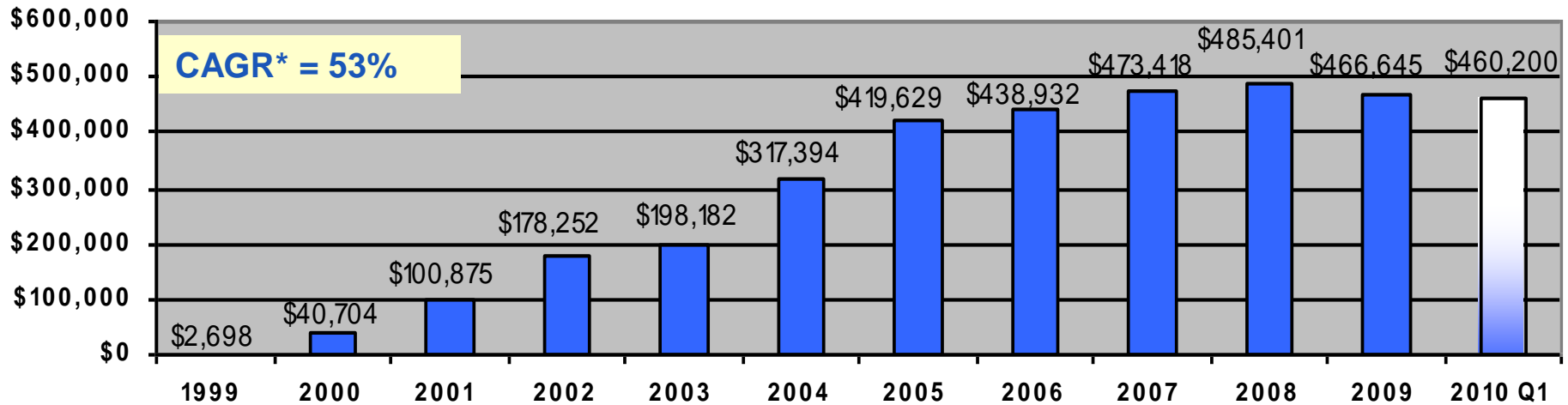
**Access National Bank**  
*progressive business banking*

- CRE concentration well below regulatory threshold.
  - Construction Exposure = 59% of capital vs. 100% threshold. What interest reserves?
  - All CRE Exposure = 190% of capital vs. 300% threshold
    - Poised for growth compared to aggregate exposure of 345% for ALL \$100M - \$1B banks
  - Most construction is commercial rolling into ‘Owner Occupied CRE’
  - Most income producing CRE was owner occupied  
(i.e. not owned by professional real estate developers)
  - -0- or negligible exposure to:
    - Land acquisition and development
    - Production builders
    - REITs
    - Strip Shopping Centers
- Owner occupied CRE is largest asset class at 182% of capital.
  - Repayment is based upon cash flow of operating business, not market factors
  - Most are small office or industrial
  - Higher risk categories of note:
    - NO country clubs or golf courses
    - Hotel / Motel = 19% of capital
    - Churches = 12% of capital
- Supervisory LTV Exceptions (Reg H) negligible at 0.16% of capital.
- Low exposure in problem segments = future quality & yield opportunities.

# Track Record

## Total Deposits

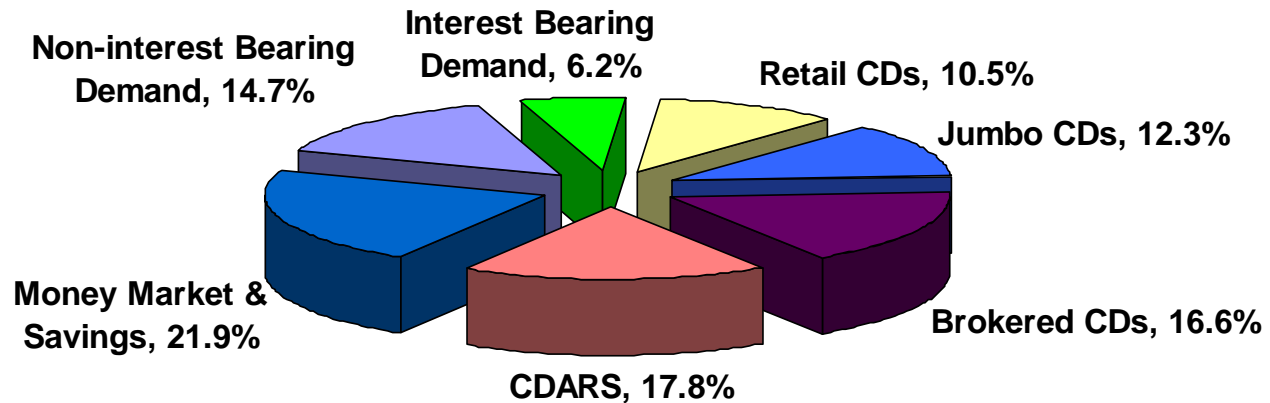
**Access National Bank**  
*progressive business banking*



***People and technology drive our deposit growth, 5 offices support the effort.***

# Q1 2010 Deposit Profile

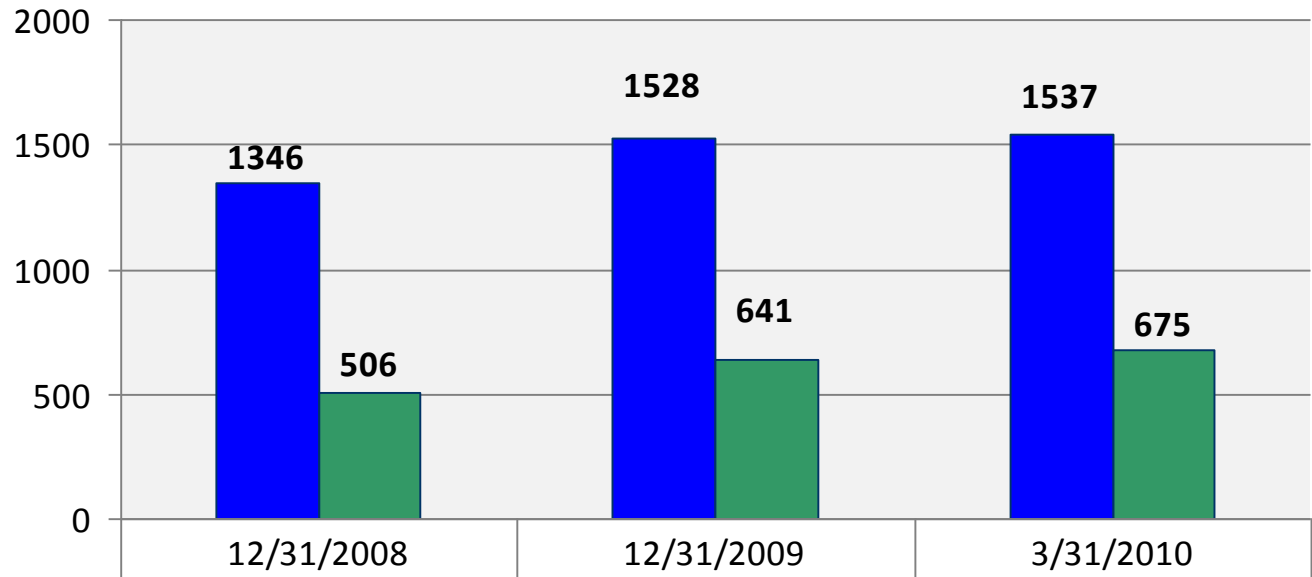
**Access National Bank**  
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**DDAs are 25.1% of core deposits (excluding brokered CDs).  
Brokered CDs largely used to carry Loans Held For Sale.**



# Number of Transaction Accounts



■ Non-int. bearing Checking	1346	1528	1537
■ Interest Checking	506	641	675

**Account acquisition has accelerated during the recession.  
 17% growth in FY 2009, 12.5% annualized growth YTD in Q1 2010.**

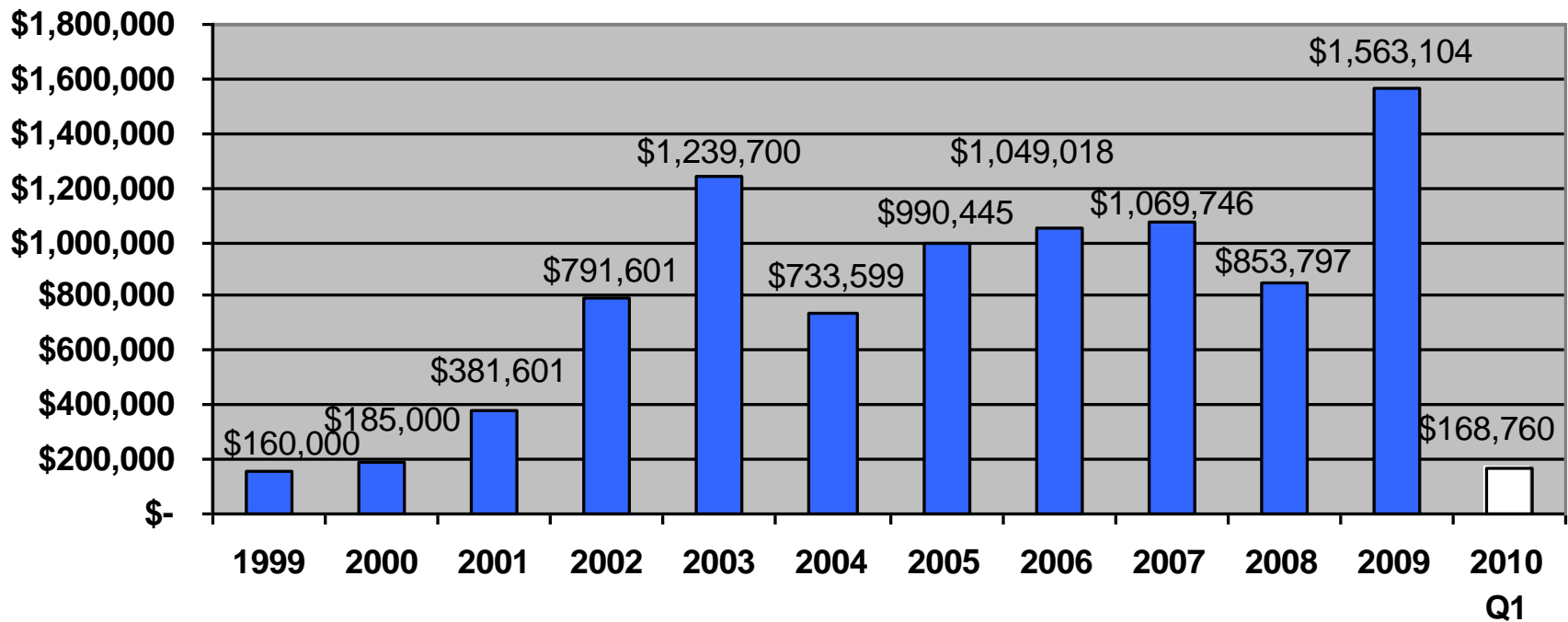
# Valuable Depositor Base

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- Significant Corporate Customer Base
  - DDAs / Total deposits: 21% (\$96MM)
  - DDA + Sweep Balances / Total Deposit + Sweep Balances = 28% (\$139MM)
- Average Money Market Acct: \$126,983
- Average Personal NOW Account: \$40,950
- E-deposit Volume/Cash Letter: 63%
- Internet Banking Penetration of Core Depositors: 77%

# 10 years of Success

## Mortgage Volume



Focus is on quality loans with liquid and reliable markets.  
Q1 2010 volume equates to annual volume of \$675 million

# Mortgage Risk



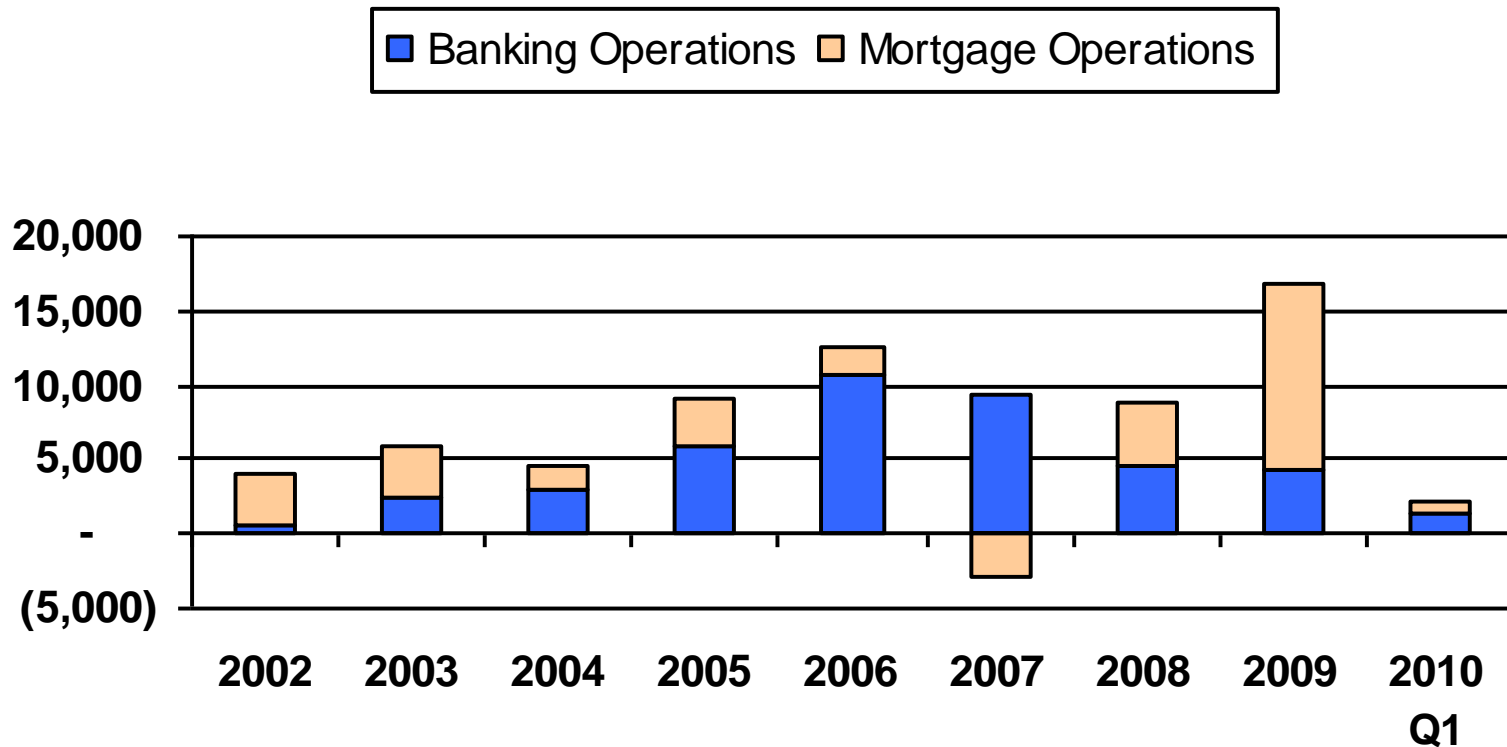
## **Adept at Execution**

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- Focus is on quality loans and liquidity; 99% FNMA/FHLMC or Government.
- All mortgages sold servicing released without recourse.
- Only offer products with a proven liquid market / multiple reliable buyers.
- We use a third party to hedge our interest rate exposure.
- Overhead is controllable and adjusts with volume – time tested for 20 yrs.
- Impact of mortgage melt down:
  - \$2MM losses in 2007 on \$14MM loans repurchased, most stemming from fraud and speculation (during which time we originated \$3B).
  - Revised contracts to reduce repurchase liability, set ongoing reserve methodology for repurchase exposure. Reserve at 03/31/10 = \$3,768M while NPAs = 0.
- Purchase percent approximates 19% of volume.
- ***Mortgage unit has reported operating profits in every quarter for 10 years, including 2008 and 2009!***

# Segment Earnings

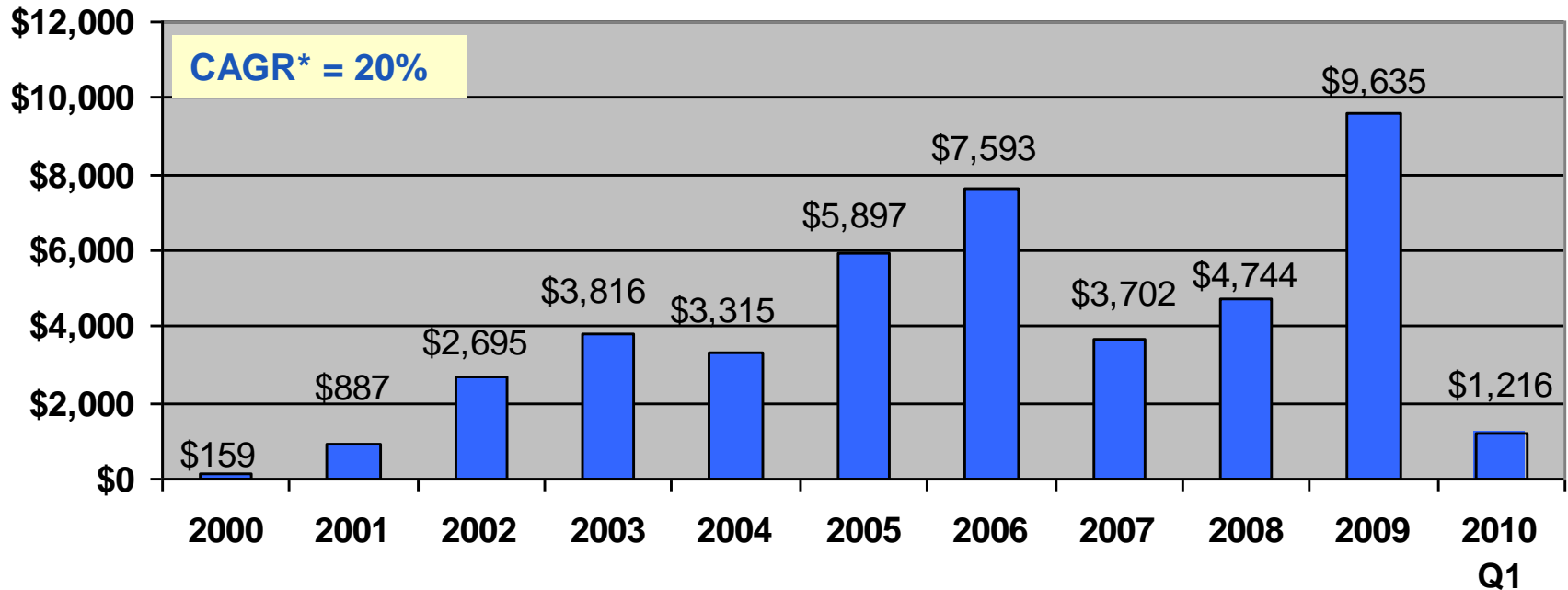
## Pre-Tax Contribution



**The blended earnings performance highlights the strength of our business strategy and ability to execute.**

# Successful Earnings History

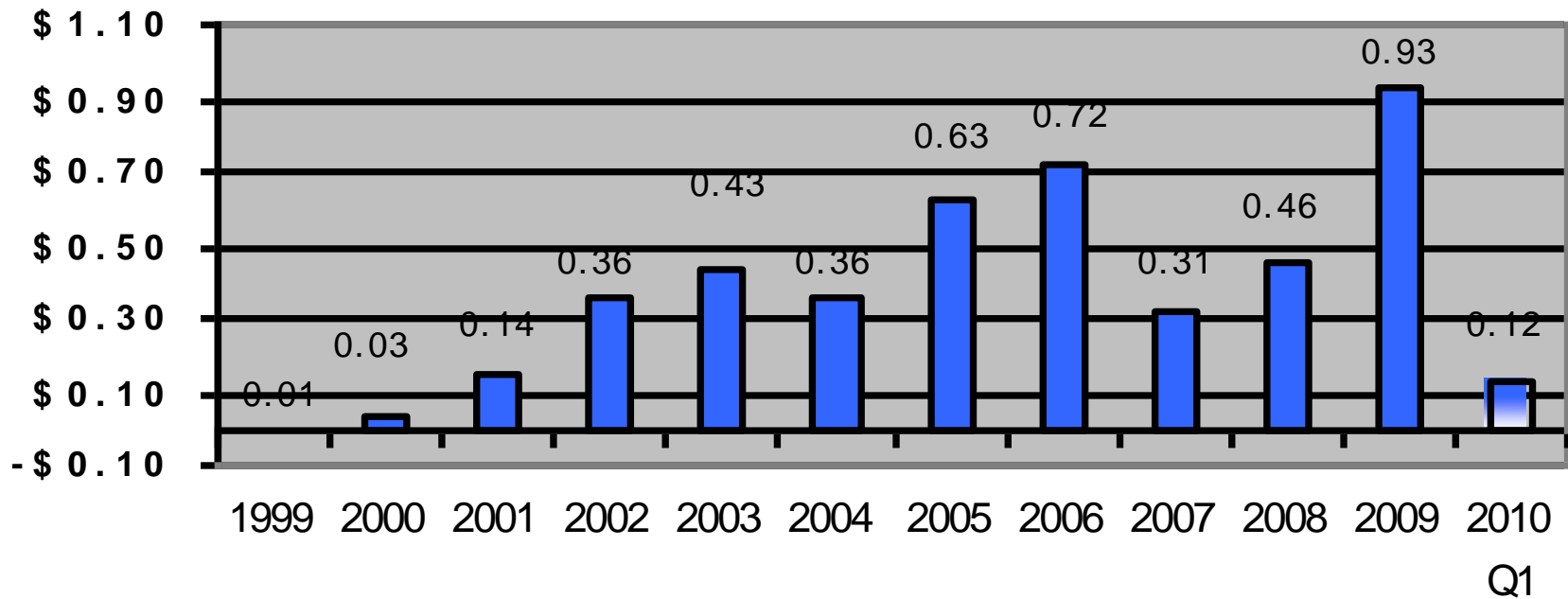
**Access National Bank**  
*progressive business banking*



**39 consecutive quarterly profits over our 41 quarter history.**

**Q1 2010 earnings equate to annualized rate of \$4.86 million**

# 10 years of Success Earnings Per Share



**39 consecutive quarterly profits over our 41 quarter history**  
 Q1 2010 earnings equate to annualized rate of \$0.48 per share

## Q1 2010 Year Over Year

(\$ in thousands, except per share data)	3/31/10	3/31/09	Change
<b>Total Assets</b>	<b>\$637,381</b>	<b>\$755,235</b>	<b>- 15.6%</b>
<b>Total Loans Held for Investment</b>	<b>469,728</b>	<b>485,623</b>	<b>- 3.3%</b>
<b>Total Deposits</b>	<b>460,200</b>	<b>546,638</b>	<b>- 12.2%</b>
<b>Mortgage Originations</b>	<b>168,760</b>	<b>447,542</b>	<b>- 62.3%</b>
<b>Net Income</b>	<b>1,216</b>	<b>2,664</b>	<b>- 54.4%</b>
<b>Provision for Loan Loss- Consolidated</b>	<b>198</b>	<b>1,386</b>	<b>- 85.7%</b>
<b>Loan Loss Reserve / Loans HFI – Consolidated</b>	<b>1.97%</b>	<b>1.57%</b>	<b>25.5%</b>
<b>Efficiency Ratio – Bank Only</b>	<b>71.71%</b>	<b>58.62%</b>	<b>22.3%</b>
<b>Earnings Per Share – Diluted</b>	<b>0.11</b>	<b>0.26</b>	<b>- 57.7%</b>
<b>Book Value Per Share</b>	<b>6.52</b>	<b>5.92</b>	<b>10.1%</b>
<b>Net Interest Margin</b>	<b>3.58%</b>	<b>3.24%</b>	<b>10.4%</b>
<b>Tangible Capital / Total Assets</b>	<b>10.9%</b>	<b>8.07%</b>	<b>35.1%</b>
<b>Return on Average Assets</b>	<b>0.74%</b>	<b>1.45%</b>	<b>- 48.8%</b>



# 2010 Outlook

## Adversity and Opportunity

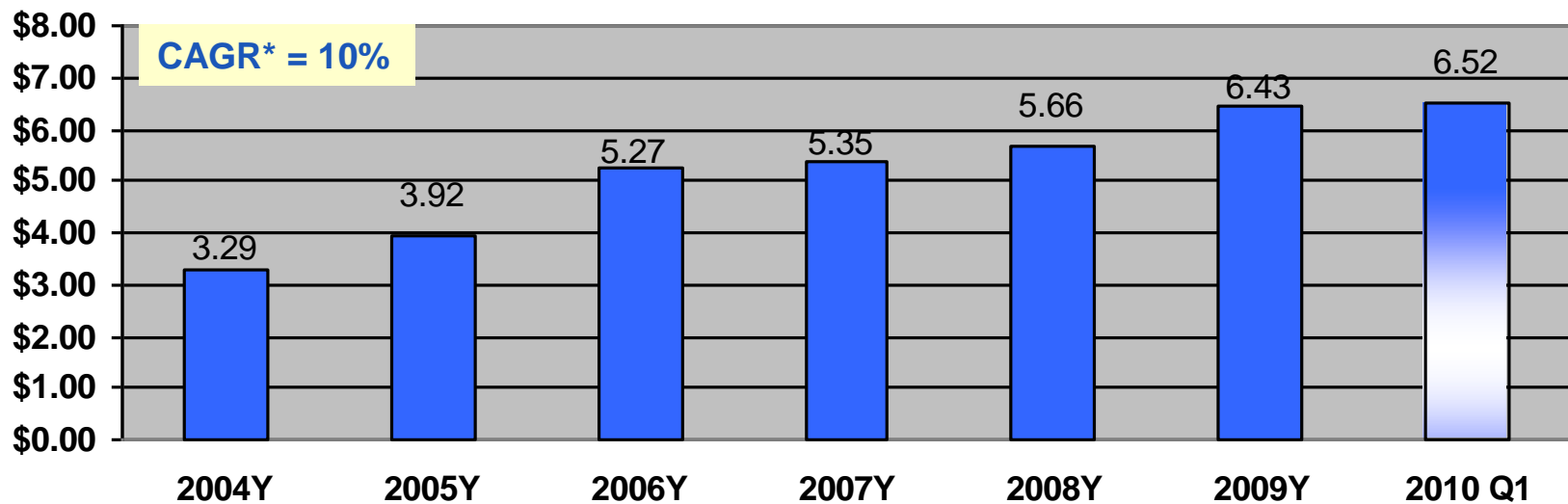
- **Adversity = “Opportunity” ANB is The Leader in SBA lending!**
  - Embarked on SBA strategy in Q1 2008
  - “Preferred SBA Lender” license - highest delegated authority
  - Highest volume of DC MSA Banks in FY 2009 (\$10.1 Million)
  - Department Manager Ted Lauer named SBA Lender of the Year 2010!
  - Our management ran the largest SBA Lender in DC MSA in the mid-1990s recession
- **Diligently manage, contain and up-grade credit.**
  - Favor quality relationships over “deal flow”
  - Maintain prudent reserves and asset valuations
  - Be patient, system remains over-leveraged
  - “Double dip” recession risk remains
- **Core focus remains organic growth.**
  - Our financial condition and size “sells well”
  - Shotgun consolidations have alienated large bank customers
  - Competitor concentrations are putting quality clients on the street
- **Favor C&I relationships in outreach efforts.**
  - Middle market companies are more willing to leave large banks
  - Growth in DDA accounts continue and will drive future balances
- **Monitor and act on compelling strategic growth or liquidity opportunities.**
  - Community banks not performing well under pressure to exit
  - The community bank market in DC MSA needs consolidation

# One Year Stock Performance



Earnings and TBV growth drives upside and protects downside risk.

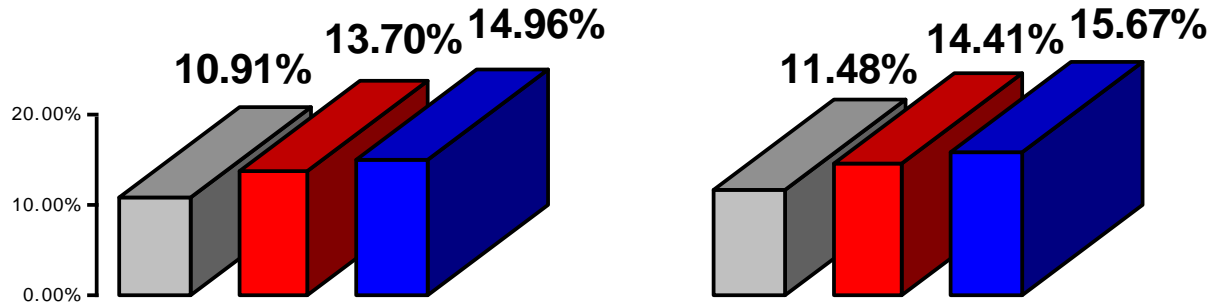
# Careful Execution Drives Tangible Book Value per Share (TBV)



**TBV growth of 13.6% in 2009 and 5.5% annualized in Q1 2010**

**60% of book value at Q1 2010 is from retained earnings**

# Capital Adequacy Regulatory Ratios



Bank  
 Consolidated

HC Consolidated

**Regulatory Ratios considered as Well Capitalized.**

Tier 1 Leverage Ratio

**Tier 1 Risk-Based Capital**

**Total Risk Based Capital**

**5%**

**6%**

**10%**

# Capital Management Strategy

- **Tangible capital to asset ratio is 10.8% vs. stated objective of 7.0%**
  - Financial reform will likely cause us to revisit and increase the target
  - Regulators want to see excess capital until unquestioned recovery
  - Excess capital is valuable while the economy remains weak
  - While not expected, provides a valuable cushion against unforeseen losses
  - Well positioned to support organic growth
  - Available for strategic growth (i.e. acquisitions of banks / branch deposits)
  - Will only raise new capital to support specifically identified growth initiatives
- **Share repurchase program remains in effect**
  - Shares are repurchased to help manage dilutive effects of options
  - Helps support trading volume
  - Current market price is highly accretive at prices below book value
- **Dividend Outlook**
  - Current rate is modest at \$0.01 per share per quarter
  - Bias is to increase and develop an attractive dividend yield (will attract investors)
  - As credit concerns fade in recovery, increases should be expected.



# Why invest in ANCX?

## Why invest in ANCX?

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1. Best GROWTH market in the country
2. Well defined valuable niche
3. Leadership, Alignment & Commitment
4. Valuable business-centric core deposits
5. Exceptional financial performance record
6. Capital ready for growth & opportunity
7. Responsible stewards of your capital

# Questions?



***Celebrating  
10 years of  
Success!***

**A N C X**  
**NASDAQ**  
LISTED



# Throwback Economics.....

## Lessons of the financial crisis

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- Invest in what you know and understand
- Have partners you know and can trust
- Keep money where you know its safe
- Rely on a banker you know and can trust
- *Real banks help local people & business*
- Extraordinary returns come at a cost

### ***Access National Bank***

***progressive business banking***

- Make a statement about what's right:
- Banking local stimulates *our economy* !

# Why Invest? Bank Here!

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

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## Shareholder NOW (all shareholders eligible)

- Variable Rate, High Yield Interest checking
- 1.10% APY for \$10,000 and greater (rate subject to change)
- Unlimited transactions
- Free Internet Banking
- Free Bill Payment
- Free ATM / Debit Card – MasterCard – Worldwide
- ATM Fees are on us! (up to \$20 per month)

Great deal + help your investment!

Make a statement about what's right:

Banking local stimulates our economy !

# *10 years of Success!*

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  - Any Other Business
- Voting
- **Remember the spirit of George Bailey ☺**
- **Results of Voting**
- **Other Business**
- **Adjourn / Social Reception**

**A N C X**  
**NASDAQ**  
LISTED



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