

# Your Guide Financial Highlights President's Message Growing... Bigger, Better, Stronger 4 Lynchburg South Boston Greensboro 8 Trust 10 Consolidated Balance Sheets 11 Consolidated Statements of Income 12 Boards **IBC** Officers General Information Office Locations Burlington

# 2006 Summary Annual Report

American National Bankshares Inc. is the holding company of American National Bank and Trust Company, a community bank with eighteen full service offices serving the areas of Danville, Pittsylvania County, Martinsville, Henry County, South Boston, Halifax County, Lynchburg, Bedford, Bedford County, Campbell County, and portions of Nelson County in Virginia, along with portions of Caswell County in North Carolina. The Bank also operates a loan production office in Greensboro, North Carolina. 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-three ATMs, "AmeriLink" Internet banking, and 24-hour "Access American" phone banking. Additional information is available on the Bank's website at www.amnb.com.

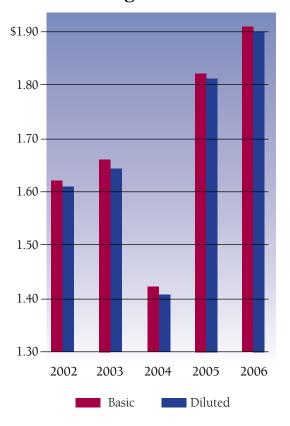
# Annual Shareholders' Meeting

The Annual Meeting of Shareholders of American National Bankshares Inc. will be held Tuesday, April 24, 11:30 a.m., at The Wednesday Club, 1002 Main Street, Danville, Virginia.

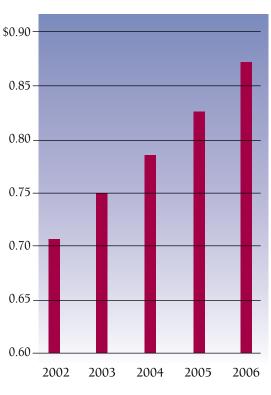
# **About The Report**

This 2006 Summary Annual Report is presented in a summary format to provide information regarding the performance of American National Bankshares Inc. in a manner which is meaningful and useful to the widest range of readers. The audited consolidated financial statements of American National Bankshares Inc. and subsidiaries and more detailed analytical information are contained in the American National Bankshares Inc. 2006 Annual Report on Form 10-K filed with the Securities and Exchange Commission.

# **Earnings Per Share**



# **Dividends Per Share**



Results of Operations:	2006	2005	2004	2003	2002
Interest income	\$ 45,070	\$ 32,479	\$ 30,120	\$ 32,178	\$ 35,135
Interest expense	16,661	8,740	7,479	9,391	12,310
Net interest income	28,409	23,739	22,641	22,787	22,825
Provision for loan losses	58	465	3,095	920	873
Noninterest income	8,458	7,896	6,510	6,671	5,712
Noninterest expense	20,264	17,079	15,011	15,111	14,285
Income before					
income tax provision	16,545	14,091	11,045	13,427	13,379
Income tax provision	5,119	4,097	3,032	3,914	3,918
Net income	\$ 11,426	\$ 9,994	\$ 8,013	\$ 9,513	\$ 9,461
Period-end Balances:					
Securities	\$162,621	\$165,629	\$ 188,163	\$207,479	\$ 163,824
Loans, net of	+ ,	,,	, 100,100	, _ , , , , ,	,,
unearned income	542,228	417,087	407,269	406,245	406,403
Deposits	608,528	491,651	485,272	501,688	473,562
Shareholders' equity	94,992	73,419	71,000	71,931	70,736
Shareholders' equity -					
tangible (a)	69,695	73,287	70,516	70,997	69,352
Assets	777,720	623,503	619,065	644,302	605,859
Per Share Information:					
Earnings - basic	\$ 1.91	\$ 1.83	\$ 1.43	\$ 1.67	\$ 1.63
Earnings - diluted	1.90	1.81	1.42	1.65	1.62
Dividends	0.87	0.83	0.79	0.75	0.71
Book value	15.42	13.49	12.86	12.71	12.24
Book value - tangible (a)	11.31	13.47	12.77	12.54	12.00
Ratios:					
Return on average assets	1.51%	1.61%	1.26%	1.52%	1.63%
Return on average					
shareholders' equity	12.72	13.95	11.15	13.52	13.97
Return on average					
tangible equity (b)	16.58	14.33	11.68	14.18	14.76
Net interest margin,			2.00	2 00	
taxable equivalent	4.20	4.17	3.90	3.98	4.28
Average shareholders'	11.07	11 ~~	11.24	11.27	11.64
equity/average assets	11.85	11.57	11.34	11.27	11.64
Net charge-offs to	2.12	0.76	2.12	2.22	0.15
average loans	0.10	0.56	0.10	0.30	0.15
Allowance for loan losses	1 2 4	1 46	1.00	1.20	1.20
to total loans	1.34	1.46	1.96	1.30	1.38
Nonperforming assets to total assets	0.45	0.72	1 25	0.56	0.00
to total assets	0.45	0.72	1.35	0.56	0.09

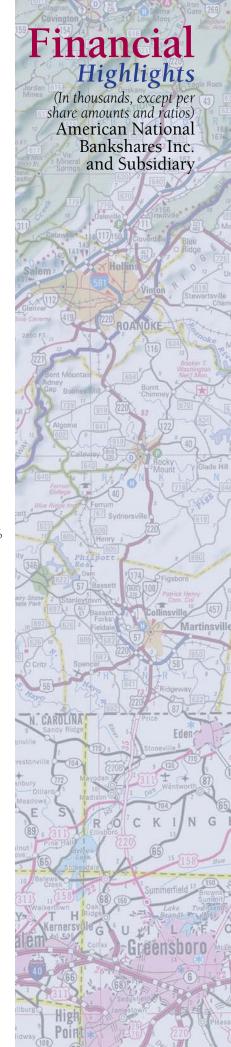
(a) - Excludes goodwill and other intangible assets. (b) - Excludes amortization expense, net of tax, of intangible assets.

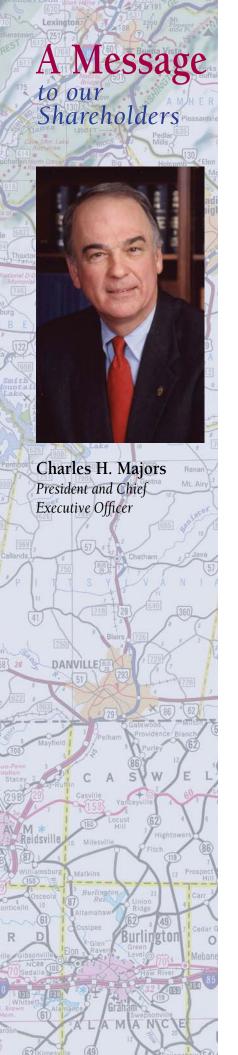
#### MARKET PRICE OF THE CORPORATION'S COMMON STOCK

**NASDAQ Closing Price** 

**NASDAQ Closing Price** 

2006	High	Low	Dividends Per Share	2005	High	Low	Dividends Per Share
4th quarter	\$23.87	\$22.81	\$0.22	4th quarter	\$23.80	\$21.29	\$0.21
3rd quarter	24.00	22.45	0.22	3rd quarter	23.71	22.25	0.21
2nd quarter	24.02	22.50	0.22	2nd quarter	25.04	22.28	0.21
1st quarter	24.07	22.30	0.21	1st quarter	24.84	23.85	0.20





March 19, 2007

To Our Shareholders:

Growing bigger, better and stronger. That was our focus in 2006 and it is my pleasure to report our success in achieving it.

On April 1, we closed our acquisition of Community First Financial Corporation and the merger of its subsidiary bank, Community First Bank, into American National Bank & Trust Company. We added four new offices in the Lynchburg region, new employees to staff these offices and new shareholders. This transaction was immediately successful, taking our assets to nearly \$800 million and being accretive to earnings from closing.

We reported record earnings for 2006. Net income was \$11.4 million, an increase of 14.3% over 2005. Although we added new shares (and shareholders) through the acquisition, basic earnings per share improved 4.4%, from \$1.83 in 2005 to \$1.91 in 2006, and diluted earnings per share increased 5%, from \$1.81 to \$1.90.

To increase our per share earnings over 2005, while successfully completing the Community First transaction and dealing with a difficult interest rate environment and competitive banking climate, is very positive. We had not anticipated this immediate accretion to earnings following the Community First closing; however, it confirms our ability to execute successfully on our growth and expansion strategy.

I am also pleased to report significant improvement in our credit quality, as indicated by a reduction in nonperforming loans from 1.02% of total loans at December 31, 2005 to 0.63% at December 31, 2006, as well as a significant reduction in our provision for loan losses for the year.

Total assets at year end were \$778 million, up from \$624 million at the end of 2005. Loans increased from \$417 to

\$542 million, while deposits (including repurchase agreements) increased from \$529 million to \$642 million. Our total shareholders' equity increased from \$73 million to \$95 million.

We continue to measure our Bank against our peers using several financial ratios. Our performance in 2006 was very strong in each of these areas. Our Return on Average Assets ("ROA") was 1.51%, which continues to put us above our peer bank average and in the category most consider "high performing." Our Return on Average Equity ("ROE") dropped slightly to 12.72%, still a solid performance considering our strong capital position. As a result of the Community First transition, goodwill increased and our tangible equity decreased. However, this balance sheet change increased our Return on Average Tangible Equity from 14.33% in 2005 to 16.58% in 2006.

In a year in which we experienced significant growth, we were still able to maintain our enviable, low efficiency ratio. While ours did increase, it was 54.85%. Each year, I remind you that the lower the number, the better and that most banks consider 55-60% to be commendable. We watch our expenses because we know that it adds to the bottom line for our shareholders.

The inverted shape of the yield curve and the highly competitive market for bank deposits have put pressure on margins at banks generally and we are no exception. Notwithstanding this, we were able to improve our net interest margin (on a fully taxable equivalent basis) to 4.20%. We believe these margin pressures will continue into 2007.

Our noninterest income increased by 7.1% for the year. The largest component of our noninterest income comes from our Trust & Investment Services Division. We now have trust offices in Danville, Lynchburg and Martinsville and we also have

experienced brokers to assist throughout our markets. Combining our trust and brokerage assets, we have over \$450 million under management. These assets are not shown on our balance sheet, but they provide a significant earnings stream of noninterest income.

We benefited greatly from the regional organizational structure we put in place in 2006 to ensure that we remain a community bank in all of the markets we serve. We implemented it to give us flexibility, responsiveness, market focus and the ability to continue to expand.

We again increased our dividends in the second quarter and the \$0.87 per share declared in 2006 represented a 4.8% increase over the \$0.83 paid in 2005. Based on the closing stock price on December 31, the current quarterly dividend of \$0.22 per share represents an annual yield of 3.77%.

Each year it becomes more apparent that our most important asset is our people. We have employees who have been with us many years and we have new employees who joined us during 2006. They are

dedicated, experienced and professional and they performed again at a high level to produce these strong results for you. I commend them for their work and their loyalty to this organization.

From the information I have shared with you in this message and the other information you will find throughout this summary annual report, I believe you will see that we are indeed becoming "bigger, better and stronger." Our goal is to continue in this endeavor to produce a relationship bank for our customers, an attractive workplace for our employees and enhanced share value for our shareholders.

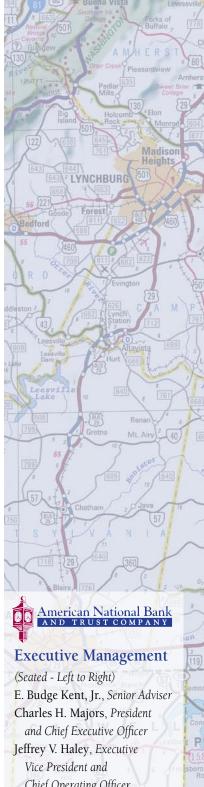
Thank you for your support. We appreciate it and we appreciate you. If you have any questions or if I can be of assistance to you, please contact me.

Very truly yours,

lunde 11 May Charles H. Majors

President and Chief Executive Officer

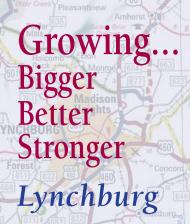




Chief Operating Officer

(Standing - Left to Right) R. Helm Dobbins, Executive Vice President and Chief Credit Officer Neal Petrovich, Executive Vice President and Chief Financial Officer

Chapel Hil





# Graves Mill Office

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In the spring of 2006, American National expanded its presence in the Lynchburg market by merging with Community First Bank. We acquired four offices in the merger which serve the city of Lynchburg, Virginia and the counties of Bedford,



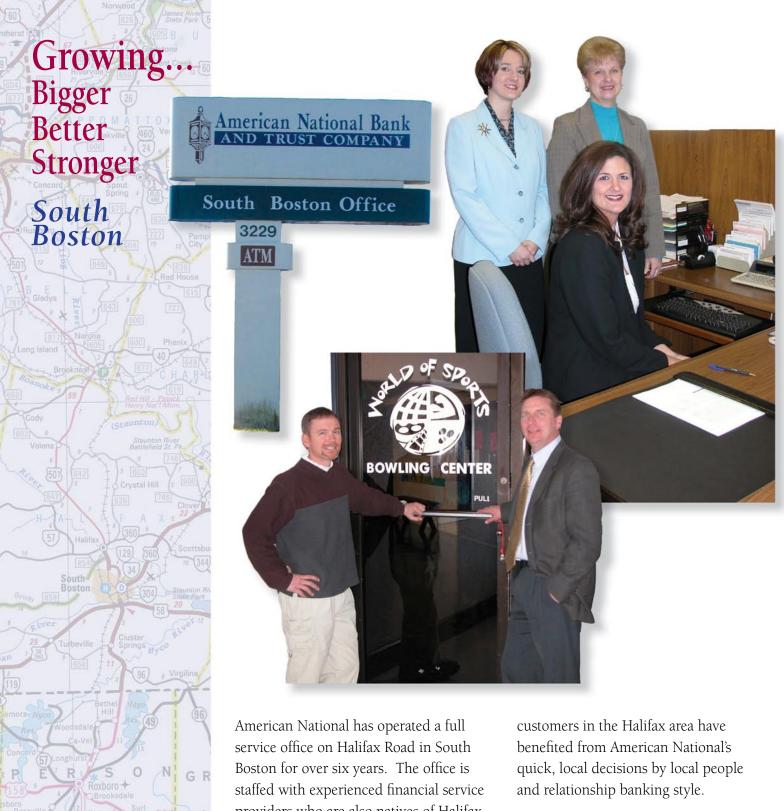
Campbell, and Nelson. We were also fortunate to obtain a group of talented and experienced employees who know the region.

Our employees worked very hard to complete the acquisition and related systems conversion with no major problems, making the transition as easy as possible for our valued customers and shareholders.

American National's expansion into Lynchburg is contributing to continued strong growth in its customer base. At the end of 2006, the region's loans comprised 27% of the Bank's total loan portfolio and deposits in the region were 15% of total deposits. Much of the growth in the Lynchburg region has been in commercial banking.

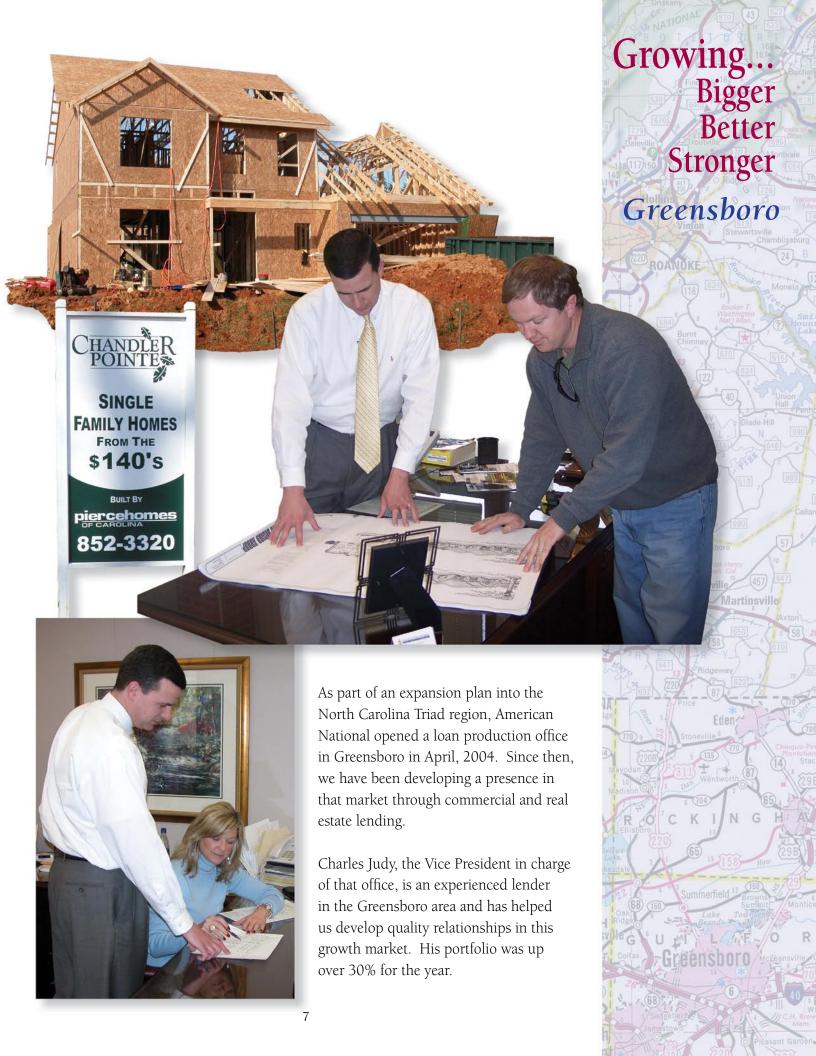
Commercial customers have benefited from American National's prompt service and flexibility because decisions are made locally. Our investment management, cash management, and e-banking solutions also provide significant savings and convenience for business customers.

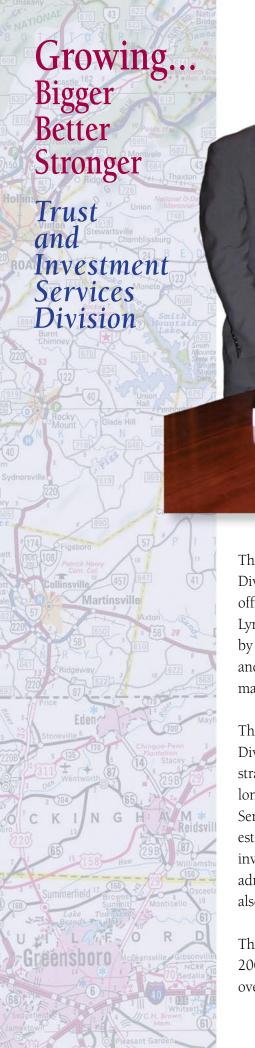
Through retail branch expansion and growing commercial business, American National's expansion in the Lynchburg region and beyond will continue to compliment the Bank's historic strength in Southside Virginia.



providers who are also natives of Halifax County.

Our South Boston Office had an exceptional year in 2006. It experienced 12% growth in both residential and commercial loans, as well as significant growth in its Certificates of Deposit portfolio. Small business and commercial Jay Burnett, owner and operator of Halifax County World of Sports, said, "Ronnie Moore (Vice President and Area Manager) and American National have been a valuable partner in assisting me with renovation and expansion projects to grow my business."





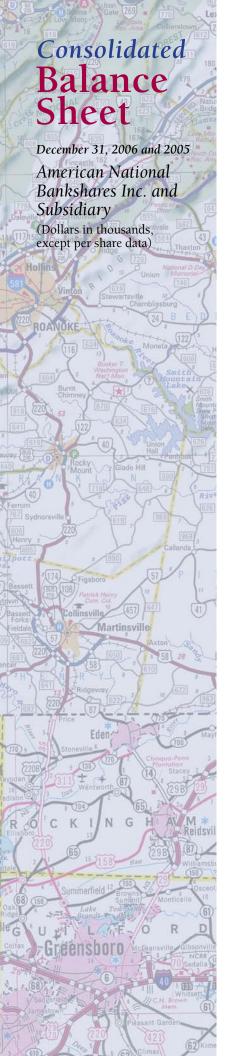
The Trust and Investment Services
Division of American National, with
offices in Danville, Martinsville, and
Lynchburg, was formed in 1927. Staffed
by personnel with many years of trust
and investment experience, this division
manages over \$450 million in assets.

The Trust and Investment Services
Division offers customized investment
strategies designed to meet the needs and
long-term objectives of our customers.
Services include estate planning,
estate settlement, trust administration,
investment management, and IRA
administration. Brokerage services are
also offered.

This division had a very successful 2006. Assets under management grew over 9% and income generated by the

division increased by 11%. Our Trust and Investment Services Division worked very hard to develop relationships in the Lynchburg market which resulted in more than doubling our assets under management in that area.

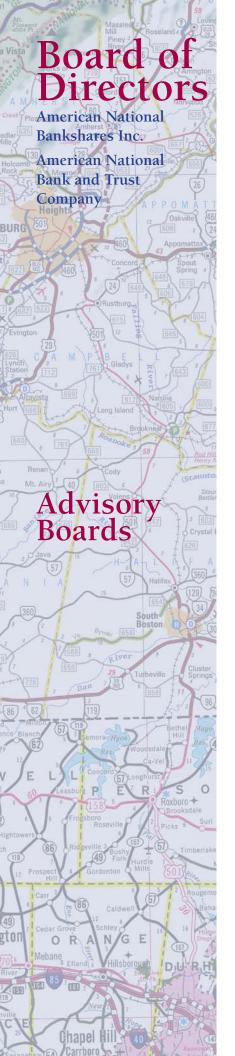




Assets	2006	2005
Cash and due from banks	\$ 24,375	\$ 18,300
Interest bearing deposits in other banks	1,749	9,054
Securities available for sale, at fair value	148,748	147,274
\$14,131 in 2006 and \$18,701 in 2005)	13,873	18,355
Total securities	162,621	165,629
Loans held for sale	1,662	714
Loans, net of unearned income	542,228	417,087
Less allowance for loan losses	(7,264)	(6,109)
Net loans	534,964	410,978
Bank premises and equipment, at cost, less accumulated depreciation of \$14,755 in 2006		
and \$13,194 in 2005	12,438	7,769
Goodwill	22,468 2,829	132
Accrued interest receivable and other assets	14,614	10,927
Total assets	\$777,720	\$ 623,503
Liabilities and Shareholders' Equiliabilities:  Demand deposits — noninterest bearing	\$ 106,885	\$ 85,965 00,630
Demand deposits — interest bearing	107,170	90,629
Money market deposits	50,948 60,517	42,425
Savings deposits Time deposits	69,517 274,008	80,315 192,317
Total deposits	608,528	491,651
Repurchase agreements	33,368	37,203
FHLB borrowings	15,087	17,238
Trust preferred capital notes	20,619	_
Accrued interest payable and other liabilities	5,126	3,992
Total liabilities	682,728	550,084
Shareholders' equity: Preferred stock, \$5 par, 200,000 shares authorized, none outstanding	_	_
6,161,865 shares outstanding at December 31, 2006		
5,441,758 shares outstanding at December 31, 2005	6,162	5,442
Capital in excess of par value	26,414	9,588
Retained earnings	64,584	59,109
Accumulated other comprehensive income (loss), net	<u>(2,168)</u> <u>94,992</u>	(720)
Total liabilities and shareholders' equity.	· · ·	73,419 \$ 623,503
Total liabilities and shareholders' equity	\$777,720	\$ 623,503

	2006	2005	2004
Interest Income: Interest and fees on loans Interest and dividends on securities:	\$ 37,361	\$ 25,825	\$ 22,791
Taxable	5,034	4,090	5,028
Tax-exempt	1,743	2,010	2,006
Dividends	312	215	163
Other interest income	620	339	132
Total interest income	45,070	32,479	30,120
Interest Expense:			
Interest on deposits	13,349	6,902	5,979
Interest on repurchase agreements	1,384	901	528
Trust preferred capital notes	1,007	_	_
Interest on other borrowings	921	937	972
Total interest expense	16,661	8,740	7,479
Net Interest Income	28,409	23,739	22,641
Provision for Loan Losses	58	465	3,095
Net Interest Income After Provision			
For Loan Losses	28,351	23,274	19,546
Noninterest Income:			
Trust fees	3,374	3,012	2,976
Service charges on deposit accounts	2,654	2,446	2,411
Other fees and commissions	1,163	1,078	888
Mortgage banking income	709	665	612
Securities gains, net	62	53	157
Impairment of securities	406	<u> </u>	(985)
Other	496	642	451
Total noninterest income	8,458	7,896	6,510
Noninterest Expense:			
Salaries	9,520	8,453	6,795
Employee benefits	2,506	1,975	1,699
Occupancy and equipment	2,977	2,476	2,457
Bank franchise tax	651	543	555
Core deposit intangible amortization	414	353	450
Other	4,196	3,279	3,055
Total noninterest expense	20,264	17,079	15,011
Income Before Income Tax Provision	16,545	14,091	11,045
Income Tax Provision	5,119	4,097	3,032
Net Income	\$ 11,426	\$ 9,994	\$ 8,013
Net Income Per Common Share:			
Basic	\$ 1.91	\$ 1.83	\$ 1.43
Diluted	\$ 1.90	\$ 1.81	\$ 1.42
Average Common Shares Outstanding:			
Basic	5,986,262	5,465,090	5,591,839
Diluted	6,020,071	5,506,998	5,642,056





#### Fred A. Blair

President, Blair Construction, Inc., Gretna, VA, general contractor. Director since 1992. Committee(s) 1, 3, 4

#### Frank C. Crist, Jr., DDS

President of Brady & Crist Dentists, Inc., Lynchburg, VA. Director since 2006. Committee(s) 2, 4

#### Ben J. Davenport, Jr.

Chairman, First Piedmont Corporation, Chatham, VA, waste management; Chairman, Davenport Energy Inc., Chatham, VA, fuel oil distributor. Director since 1992. Committee(s) 4, 5, 6

#### H. Dan Davis

Retired Executive Vice President of the Corporation and Senior Vice President of the Bank. Director since 1996. Committee(s) 3, 4, 6

#### Michael P. Haley

Adviser to Fenway Partners, Inc., New York, NY, private equity investments. Director since 2002. Committee(s) 1, 4

#### Lester A. Hudson, Jr., Ph.D.

Professor and Wayland H. Cato Chair of Leadership, McColl School of Business, Queens University of Charlotte, Charlotte, NC. Director since 1984. Committee(s) 4, 5, 6

#### E. Budge Kent, Jr.

Senior Adviser to the Bank. Director since 1979. Committee(s) 7

#### Fred B. Leggett, Jr.

Retired Chairman and Chief Executive Officer, Leggett Stores, Danville, VA, retail department stores. Director since 1994. Committee(s) 4, 7

#### Franklin W. Maddux, M.D.

Physician; Chairman and Chief Executive Officer, Gamewood, Inc., Danville, VA, information technology service; President and Chairman, Maddux Consulting, Inc., medical consulting. Director since 2002. Committee(s) 1, 2, 4

#### Charles H. Majors

President and Chief Executive Officer of the Corporation and the Bank. Director since 1981. Committee(s) 7

#### Claude B. Owen, Jr.

Retired Chairman and Chief Executive Officer, DIMON Incorporated, Danville, VA, leaf tobacco dealer. Director since 1984. Committee(s) 2, 4, 5, 7

#### Director Emeritus Bill Barker, Jr.

President, Barklea, Inc., Danville, VA, tobacco warehouse. Director since 1996.

Committees: 1. Audit & Compliance; 2. Corporate Governance & Nominating; 3. Emergency Preparedness; 4. Loan Review; 5. President's Advisory; 6. Human Resources & Compensation; 7. Trust

#### South Boston-Halifax County

William W. Bennett, Jr. *Attorney* 

Gerald C. Burnett, M.D. *Physician* 

**J. Brian Burton**, President J. E. Burton Construction Co., Inc.

**James Edmunds, II** *Member, Halifax County Board of Supervisors* 

W. Joseph Ferguson, M.D. *Physician* 

Wanda B. Jeffress

Vice President, Jeffress Funeral Home

Chris A. Lumsden

Chief Executive Officer Halifax Regional Health System

# Martinsville-Henry County

Joey R. Arrington

President, Arrington Manufacturing Inc.

David W. Bowles

Vice President, Stanley Bowles Corp.

James D. Coleman, Jr.

President, R.S.B. Enterprises, Inc.

Joseph C. Compton

Vice President

Compton Wood Products Inc.

Shirley A. Craven

President, Adkins Construction Corp.

Phillip G. Gardner

Attorney

William F. Lemons

President, W.F.L. Company, Inc.

James K. Muehleck, D.D.S. Dentist

G. Ronald Pigg

President

John Barnes Hardwood Dimensions

Joseph A. Roach

Chief Executive Officer, Memorial Hospital of Martinsville & Henry Co.

Stuart L. Thomas

President, Thomas Insurance Agencies

John E. Turner

Co-owner, Riverside Tire Company

### Lynchburg

Doyle B. Allen

President, Hurt & Proffitt, Inc.

Thomas H. Bruguiere

Owner, Dickie Brothers Orchard

Thomas C. Capps

President, Capps Shoe Company, Inc.

A. C. "Buzzy" Coleman Chairman, Coleman-Adams

Construction Company

S. Preston Craighill, III Chairman, C. L. Lewis & Co., Inc. Marie M. Godsey

President, Meriwether-Godsey, Inc.

Brian J. Kelleher

Vice President

Atlantic Precision Resource, Inc.

Thomas S. Mignogna

President, TSM Associates, Inc.



#### Charles H. Majors

President & Chief Executive Officer

#### Neal A. Petrovich

Senior Vice President, Chief Financial Officer, Secretary & Treasurer

#### R. Helm Dobbins

Senior Vice President

James R. Jefferson

Assistant Treasurer

# Jeffrey V. Haley

Senior Vice President

Carolyn H. Compton

Assistant Treasurer

#### **CONTACT INFORMATION**

American National Bankshares Inc. 628 Main Street • P. O. Box 191 Danville, VA 24543 • 434-792-5111

#### WEBSITE

Please visit www.amnb.com for information concerning our products and services, news releases, and financial information.

#### SHAREHOLDER INFORMATION

Shareholders needing information on stock transfer requirements, lost certificates, dividends, and other shareholder matters may contact Carolyn Compton, Assistant Secretary, at the address above, by calling 434-773-2220 or by e-mail at comptonc@amnb.com.

#### DIVIDEND REINVESTMENT PLAN

For information on purchasing additional shares of American National Bankshares Inc. stock through the dividend reinvestment plan, shareholders may contact Carolyn Compton, Assistant Secretary, at the address above, by calling 434-773-2220, or by e-mail at comptonc@amnb.com.

#### STOCK LISTING

The common stock of American National Bankshares Inc. is listed on the NASDAQ Global Select Market under the symbol "AMNB."

# INVESTOR RELATIONS & FINANCIAL STATEMENTS

A copy of Form 10-K and quarterly reports on Form 10-Q, as filed with the Securities and Exchange Commission, are available without charge to stockholders upon written request and are also available on our website, www.amnb.com. Requests for this or other financial information about American National Bankshares Inc. should be directed to Neal A. Petrovich, Senior Vice President and Chief Financial Officer, at the address above, by telephone at 434-773-2242, or by e-mail at petrovichn@amnb.com.

#### INDEPENDENT AUDITORS

Yount, Hyde & Barbour, P.C. 50 South Cameron Street Winchester, VA 22601

#### **EQUAL OPPORTUNITY EMPLOYER**

American National Bankshares Inc. is an equal opportunity employer. All matters regarding recruiting, hiring, training, compensation, benefits, promotions, transfers and all other personnel policies will remain free from discriminatory practices.



President & Chief Executive Officer Charles H. Majors

Executive Vice Presidents

Jeffrey V. Haley

Neal A. Petrovich

Senior Vice Presidents

Michael L. Dance Earnest C. Jordan

R. Helm Dobbins

S. Cabell Dudley, Jr. Karen P. Kinnier Dabney T.P. Gilliam Danny K. Wrenn

