## For Immediate Release

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## UNITED COMMUNITY BANKS, INC. REPORTS EARNINGS OF \$17.6 MILLION FOR THIRD QUARTER 2014, UP 38 PERCENT FROM A YEAR AGO

- Earnings are 29 cents per diluted share, up 7 percent from second quarter and 38 percent from a year ago
- Loans up $\$ 159$ million, or 14 percent annualized
- Net interest margin increases 11 basis points from second quarter
- Core transaction deposits up $\$ 90$ million, or 10 percent annualized

BLAIRSVILLE, GA - October 23, 2014 - United Community Banks, Inc. (NASDAQ: UCBI) ("United") today reported net income of $\$ 17.6$ million, or 29 cents per diluted share, for the third quarter of 2014. Earnings per share were up 7 percent from the second quarter, reflecting strong loan growth, a widening net interest margin, and growth in fee revenue. For the first nine months of 2014, United reported net income of $\$ 49.4$ million, or 81 cents per diluted share.
"By all measures, we had an exceptional third quarter," said Jimmy Tallent, president and chief executive officer. "Strong loan growth and an expanding net interest margin increased net interest revenue by $\$ 2$ million over the second quarter. Our return on assets rose to 95 basis points, seven basis points higher than the second quarter, and close to our goal of 1 percent. Also, our return on equity was 9.4 percent, up 200 basis points from a year ago.
"Third quarter net loan growth of $\$ 159$ million was driven by strong production across all of our markets," stated Tallent. "Our strongest area, specialized lending, increased \$132 million. This
category includes health care, corporate, SBA, asset-based and commercial real estate lending. We also saw solid growth in our Coastal Georgia and Tennessee markets."

Third quarter taxable equivalent net interest revenue totaled $\$ 57.0$ million, up $\$ 2.0$ million from the second quarter and up $\$ 2.7$ million from the third quarter of 2013. The taxable equivalent net interest margin was 3.32 percent, up 11 basis points from the second quarter and six basis points from a year ago.
"Preserving our net interest margin and growing net interest revenue, while minimizing exposure to changes in interest rates, have been top priorities for growing earnings per share," said Tallent. "Our third quarter results confirm that we are on the right path. We remain sharply focused on growing loans and core deposits to increase net interest revenue, while expanding products to grow fee revenue. Second quarter balance sheet management activities, which included restructuring the securities portfolio, interest rate hedges and wholesale borrowings, contributed to the widening net interest margin and growth in net interest revenue. We expect our margin to stabilize at the current level into the fourth quarter and 2015. We are seeing the results of these efforts positively impact our earnings growth."

The third quarter provision for credit losses was $\$ 2.0$ million, down $\$ 200,000$ from the second quarter and down $\$ 1.0$ million from the third quarter of 2013. Third quarter net charge-offs were \$3.16 million, compared with $\$ 4.18$ million in the second quarter and $\$ 4.47$ million a year ago. Nonperforming assets at quarter-end were $\$ 21.9$ million, down 8 percent from the second quarter and 28 percent from a year ago. Nonperforming assets at quarter-end represented .29 percent of total assets, compared to .32 percent last quarter and .42 percent a year ago.

Third quarter fee revenue totaled $\$ 14.4$ million, up $\$ 269,000$ from the second quarter and $\$ 187,000$ from the third quarter of 2013. Most of the increase from both prior periods resulted from our growing SBA lending business and related gains on the sales of SBA loans. In the third quarter of 2014, we generated gains on these sales of $\$ 945,000$ compared with $\$ 744,000$ in the second quarter. There were no gains from the sale of SBA loans in the third quarter of 2013.

Service charges and fees dipped slightly from both the second quarter and a year ago, mostly due to lower debit card interchange fees. Overdraft fees were also down from the third quarter of 2013. Mortgage fees were up $\$ 301,000$ from the second quarter, but down $\$ 376,000$ from a year ago, the decrease reflecting slower mortgage refinancing activity. Closed mortgage loans totaled $\$ 84.2$ million in the third quarter compared with $\$ 68.5$ million in the second quarter and $\$ 76.6$ million in the third quarter of 2013.

Operating expenses were $\$ 41.4$ million in the third quarter compared to $\$ 40.5$ million in the second quarter and $\$ 40.1$ million a year ago. The increase from both prior periods is mostly due to higher staff and incentive costs. Third quarter compensation expense reflects the full cost of additional personnel added through the acquisition of Business Carolina, Inc., which occurred late in the second quarter, as well as staff added for our new vertical SBA business. Occupancy expense was up from the second quarter and a year ago due to higher utilities and maintenance charges, including lease costs for new locations.

Offsetting these increases was a reduction in the deposit insurance assessment rate due to improvement in our credit measures. Additionally, advertising costs were down \$245,000 due to one-time branding costs in the second quarter, and other expenses decreased $\$ 537,000$ primarily due to $\$ 486,000$ in branch closure and loss share asset costs that were written off last quarter.
"Our operating efficiency ratio improved to 57.96 percent in the third quarter, compared to 58.65 percent in the second quarter," Tallent said. "We continue to focus on growing revenue while controlling costs."

On September 30, 2014, capital ratios were as follows: Tier 1 Risk-Based of 12.1 percent; Total Risk-Based of 13.3 percent; Tier 1 Common Risk-Based of 11.0 percent; and Tier 1 Leverage of 8.7 percent.
"We are beginning to see meaningful improvement in our financial results, reflecting the successes of our strategic growth initiatives," Tallent said. "Our focus on expanding the net interest margin and growing loans, deposits and fee revenue is driving earnings growth. In the
third quarter, we saw a return of strong loan growth and meaningful margin expansion despite the ongoing challenging economic environment. Strategic investments in people and new businesses are driving our growth. We will continue investing in our future by hiring top talent to grow our business. As our third quarter results demonstrate, we are on the right track."

## Conference Call

United will hold a conference call today, Thursday, October 23, 2014, at 11 a.m. ET to discuss the contents of this news release and to share business highlights for the quarter. To access the call, dial (877) 380-5665 and use the conference number 16941301. The conference call also will be webcast and can be accessed by selecting "Calendar of Events" within the Investor Relations section of United's website at www.ucbi.com.

## About United Community Banks, Inc.

United Community Banks, Inc. (UCBI) is a bank holding company based in Blairsville, Georgia, with $\$ 7.5$ billion in assets. The company's banking subsidiary, United Community Bank, is one of the Southeast's largest full-service banks, operating 103 offices in Georgia, North Carolina, South Carolina and Tennessee. The bank specializes in personalized community banking services for individuals, small businesses and corporations. A full range of consumer and commercial banking services includes mortgage, advisory, treasury management and other products. National survey organizations consistently recognize United Community Bank for outstanding customer service. Additional information about the company and the bank's full range of products and services can be found at www.ucbi.com.

## Safe Harbor

This news release contains forward-looking statements, as defined by federal securities laws, including statements about United's financial outlook and business environment. These statements are based on current expectations and are provided to assist in the understanding of future financial performance. Such performance involves risks and uncertainties that may cause actual results to differ materially from those expressed or implied in any such statements. For a discussion of some of the risks and other factors that may cause such forward-looking statements to differ materially from actual results, please refer to United's filings with the Securities and

Exchange Commission including its 2013 Annual Report on Form 10-K under the sections entitled "Forward-Looking Statements" and "Risk Factors." Forward-looking statements speak only as of the date they are made, and we undertake no obligation to update or revise forwardlooking statements.
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| (in thousands, except per share data; taxable equivalent) | 2014 |  |  |  |  |  |  |  |  | 2013 |  |  |  |  | Third <br> Quarter <br> 2014-2013 <br> Change |  | For the Nine Months Ended September 30, |  |  |  |  | $\begin{gathered} \text { YTD } \\ \text { 2014-2013 } \\ \text { Change } \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Third Quarter |  |  | Second <br> Quarter |  |  | First <br> Quarter |  |  | Fourth <br> Quarter |  |  | Third Quarter |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 2014 |  | 2013 |  |  |  |
| INCOME SUMMARY |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest revenue | \$ | 63,338 |  | \$ | 61,783 |  | \$ | 60,495 |  | \$ | 61,695 |  | \$ | 61,426 |  |  |  |  | \$ | 185,616 |  |  | 185,628 |  |  |
| Interest expense |  | 6,371 |  |  | 6,833 |  |  | 6,326 |  |  | 5,816 |  |  | 7,169 |  |  |  | 19,530 |  |  | 21,866 |  |  |
| Net interest revenue |  | 56,967 |  |  | 54,950 |  |  | 54,169 |  |  | 55,879 |  |  | 54,257 |  | $5 \%$ |  | 166,086 |  |  | 163,762 |  | $1 \%$ |
| Provision for credit losses |  | 2,000 |  |  | 2,200 |  |  | 2,500 |  |  | 3,000 |  |  | 3,000 |  |  |  | 6,700 |  |  | 62,500 |  |  |
| Fee revenue |  | 14,412 |  |  | 14,143 |  |  | 12,176 |  |  | 13,519 |  |  | 14,225 |  | 1 |  | 40,731 |  |  | 43,079 |  | (5) |
| Total revenue |  | 69,379 |  |  | 66,893 |  |  | 63,845 |  |  | 66,398 |  |  | 65,482 |  |  |  | 200,117 |  |  | 144,341 |  |  |
| Operating expenses |  | 41,364 |  |  | 40,532 |  |  | 39,050 |  |  | 41,614 |  |  | 40,097 |  | 3 |  | 120,946 |  |  | 132,690 |  | (9) |
| Income before income taxes |  | 28,015 |  |  | 26,361 |  |  | 24,795 |  |  | 24,784 |  |  | 25,385 |  | 10 |  | 79,171 |  |  | 11,651 |  |  |
| Income tax expense (benefit) |  | 10,399 |  |  | 10,004 |  |  | 9,395 |  |  | 8,873 |  |  | 9,885 |  |  |  | 29,798 |  |  | 245,578) |  |  |
| Net income |  | 17,616 |  |  | 16,357 |  |  | 15,400 |  |  | 15,911 |  |  | 15,500 |  | 14 |  | 49,373 |  |  | 257,229 |  |  |
| Preferred dividends and discount accretion |  | - |  |  | - |  |  | 439 |  |  | 2,912 |  |  | 3,059 |  |  |  | 439 |  |  | 9,166 |  |  |
| Net income available to common shareholders | \$ | 17,616 |  | \$ | 16,357 |  | \$ | 14,961 |  | \$ | 12,999 |  | \$ | 12,441 |  | 42 | \$ | 48,934 |  |  | 248,063 |  |  |
| PERFORMANCE MEASURES |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Per common share: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Diluted income | \$ | . 29 |  | \$ | . 27 |  | \$ | . 25 |  | \$ | . 22 |  | \$ | . 21 |  | 38 | \$ | . 81 |  | \$ | 4.24 |  |  |
| Book value |  | 12.15 |  |  | 11.94 |  |  | 11.66 |  |  | 11.30 |  |  | 10.99 |  | 11 |  | 12.15 |  |  | 10.99 |  | 11 |
| Tangible book value ${ }^{(2)}$ |  | 12.10 |  |  | 11.91 |  |  | 11.63 |  |  | 11.26 |  |  | 10.95 |  | 11 |  | 12.10 |  |  | 10.95 |  | 11 |
| Key performance ratios: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Return on common equity ${ }^{(1)(3)}$ |  | 9.41 | \% |  | 8.99 | \% |  | 8.64 | \% |  | 7.52 | \% |  | 7.38 | \% |  |  | 9.02 | \% |  | 64.29 | \% |  |
| Return on assets ${ }^{(3)}$ |  | . 95 |  |  | . 88 |  |  | . 85 |  |  | . 86 |  |  | . 86 |  |  |  | . 89 |  |  | 4.93 |  |  |
| Net interest margin ${ }^{(3)}$ |  | 3.32 |  |  | 3.21 |  |  | 3.21 |  |  | 3.26 |  |  | 3.26 |  |  |  | 3.25 |  |  | 3.32 |  |  |
| Efficiency ratio |  | 57.96 |  |  | 58.65 |  |  | 59.05 |  |  | 60.02 |  |  | 58.55 |  |  |  | 58.54 |  |  | 64.19 |  |  |
| Equity to assets |  | 9.85 |  |  | 9.61 |  |  | 9.52 |  |  | 11.62 |  |  | 11.80 |  |  |  | 9.66 |  |  | 9.91 |  |  |
| Tangible equity to assets ${ }^{(2)}$ |  | 9.83 |  |  | 9.58 |  |  | 9.50 |  |  | 11.59 |  |  | 11.76 |  |  |  | 9.64 |  |  | 9.85 |  |  |
| Tangible common equity to assets ${ }^{(2)}$ |  | 9.83 |  |  | 9.58 |  |  | 9.22 |  |  | 8.99 |  |  | 9.02 |  |  |  | 9.55 |  |  | 7.04 |  |  |
| Tangible common equity to riskweighted assets ${ }^{(2)}$ |  | 14.10 |  |  | 13.92 |  |  | 13.63 |  |  | 13.18 |  |  | 13.34 |  |  |  | 14.10 |  |  | 13.34 |  |  |
| ASSET QUALITY * |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Non-performing loans | \$ | 18,745 |  | \$ | 20,724 |  | \$ | 25,250 |  | \$ | 26,819 |  | \$ | 26,088 |  |  | \$ | 18,745 |  | \$ | 26,088 |  |  |
| Foreclosed properties |  | 3,146 |  |  | 2,969 |  |  | 5,594 |  |  | 4,221 |  |  | 4,467 |  |  |  | 3,146 |  |  | 4,467 |  |  |
| Total non-performing assets (NPAs) |  | 21,891 |  |  | 23,693 |  |  | 30,844 |  |  | 31,040 |  |  | 30,555 |  |  |  | 21,891 |  |  | 30,555 |  |  |
| Allowance for loan losses |  | 71,928 |  |  | 73,248 |  |  | 75,223 |  |  | 76,762 |  |  | 80,372 |  |  |  | 71,928 |  |  | 80,372 |  |  |
| Net charge-offs |  | 3,155 |  |  | 4,175 |  |  | 4,039 |  |  | 4,445 |  |  | 4,473 |  |  |  | 11,369 |  |  | 89,265 |  |  |
| Allowance for loan losses to loans |  | 1.57 | \% |  | 1.66 | \% |  | 1.73 | \% |  | 1.77 | \% |  | 1.88 | \% |  |  | 1.57 | \% |  | 1.88 | \% |  |
| Net charge-offs to average loans ${ }^{(3)}$ |  | . 28 |  |  | . 38 |  |  | . 38 |  |  | . 41 |  |  | . 42 |  |  |  | . 35 |  |  | 2.84 |  |  |
| NPAs to loans and foreclosed properties |  | . 48 |  |  | . 54 |  |  | . 71 |  |  | . 72 |  |  | . 72 |  |  |  | . 48 |  |  | . 72 |  |  |
| NPAs to total assets |  | . 29 |  |  | . 32 |  |  | . 42 |  |  | . 42 |  |  | . 42 |  |  |  | . 29 |  |  | . 42 |  |  |
| AVERAGE BALANCES (\$ in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans | \$ | 4,446 |  | \$ | 4,376 |  | \$ | 4,356 |  | \$ | 4,315 |  | \$ | 4,250 |  | 5 | \$ | 4,393 |  | \$ | 4,234 |  | 4 |
| Investment securities |  | 2,231 |  |  | 2,326 |  |  | 2,320 |  |  | 2,280 |  |  | 2,178 |  | 2 |  | 2,292 |  |  | 2,160 |  | 6 |
| Earning assets |  | 6,820 |  |  | 6,861 |  |  | 6,827 |  |  | 6,823 |  |  | 6,615 |  | 3 |  | 6,836 |  |  | 6,590 |  | 4 |
| Total assets |  | 7,374 |  |  | 7,418 |  |  | 7,384 |  |  | 7,370 |  |  | 7,170 |  | 3 |  | 7,392 |  |  | 6,974 |  | 6 |
| Deposits |  | 6,143 |  |  | 6,187 |  |  | 6,197 |  |  | 6,190 |  |  | 5,987 |  | 3 |  | 6,176 |  |  | 5,972 |  | 3 |
| Shareholders' equity |  | 726 |  |  | 713 |  |  | 703 |  |  | 856 |  |  | 846 |  | (14) |  | 714 |  |  | 691 |  | 3 |
| Common shares - basic (thousands) |  | 60,776 |  |  | 60,712 |  |  | 60,059 |  |  | 59,923 |  |  | 59,100 |  |  |  | 60,511 |  |  | 58,443 |  |  |
| Common shares - diluted (thousands) |  | 60,779 |  |  | 60,714 |  |  | 60,061 |  |  | 59,925 |  |  | 59,202 |  |  |  | 60,513 |  |  | 58,444 |  |  |
| AT PERIOD END (\$ in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans * | \$ | 4,569 |  | \$ | 4,410 |  | \$ | 4,356 |  | \$ | 4,329 |  | \$ | 4,267 |  | 7 | \$ | 4,569 |  | \$ | 4,267 |  | 7 |
| Investment securities |  | 2,222 |  |  | 2,190 |  |  | 2,302 |  |  | 2,312 |  |  | 2,169 |  | 2 |  | 2,222 |  |  | 2,169 |  | 2 |
| Total assets |  | 7,526 |  |  | 7,352 |  |  | 7,398 |  |  | 7,425 |  |  | 7,243 |  | 4 |  | 7,526 |  |  | 7,243 |  | 4 |
| Deposits |  | 6,241 |  |  | 6,164 |  |  | 6,248 |  |  | 6,202 |  |  | 6,113 |  | 2 |  | 6,241 |  |  | 6,113 |  | 2 |
| Shareholders' equity |  | 736 |  |  | 722 |  |  | 704 |  |  | 796 |  |  | 852 |  | (14) |  | 736 |  |  | 852 |  | (14) |
| Common shares outstanding (thousands) |  | 60,248 |  |  | 60,139 |  |  | 60,092 |  |  | 59,432 |  |  | 59,412 |  |  |  | 60,248 |  |  | 59,412 |  |  |

${ }^{(1)}$ Net income available to common shareholders, which is net of preferred stock dividends, divided by average realized common equity, which excludes accumulated other comprehensive income (loss). ${ }^{(2)}$ Excludes effect of acquisition related intangibles and associated amortization. ${ }^{(3)}$ Annualized.

* Excludes loans and foreclosed properties covered by loss sharing agreements with the FDIC.


## UNITED COMMUNITY BANKS, INC.

## Non-GAAP Performance Measures Reconciliation

## Selected Financial Information

| (in thousands, except per share data; taxable equivalent) | 2014 |  |  |  |  |  | 2013 |  |  |  |  |  |  | For the Nine Months Ended September 30, |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Third Quarter |  | Second Quarter |  | First Quarter |  |  | Fourth Quarter |  |  | Third Quarter |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  | 2014 |  |  | 2013 |  |  |
| Interest revenue reconciliation |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest revenue - taxable equivalent | \$ | 63,338 |  |  | \$ | 61,783 | \$ | 60,495 |  | \$ |  |  | 61,695 |  | \$ | 61,426 |  | \$ | 185,616 |  | \$ | 185,628 |  |
| Taxable equivalent adjustment |  | (405) |  | (377) |  | (357) |  |  | (380) |  |  | (370) |  |  | $(1,139)$ |  |  | $(1,103)$ |  |
| Interest revenue (GAAP) | \$ | 62,933 | \$ | 61,406 | \$ | 60,138 |  | \$ | 61,315 |  | \$ | 61,056 |  | \$ | 184,477 |  | \$ | 184,525 |  |
| Net interest revenue reconciliation |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest revenue - taxable equivalent | \$ | 56,967 | \$ | 54,950 | \$ | 54,169 |  | \$ | 55,879 |  | \$ | 54,257 |  | \$ | 166,086 |  | \$ | 163,762 |  |
| Taxable equivalent adjustment |  | (405) |  | (377) |  | (357) |  |  | (380) |  |  | (370) |  |  | $(1,139)$ |  |  | $(1,103)$ |  |
| Net interest revenue (GAAP) | \$ | 56,562 | \$ | 54,573 | \$ | 53,812 |  | \$ | 55,499 |  | \$ | 53,887 |  | \$ | 164,947 |  | \$ | 162,659 |  |
| Total revenue reconciliation |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total operating revenue | \$ | 69,379 | \$ | 66,893 | \$ | 63,845 |  | \$ | 66,398 |  | \$ | 65,482 |  | \$ | 200,117 |  | \$ | 144,341 |  |
| Taxable equivalent adjustment |  | (405) |  | (377) |  | (357) |  |  | (380) |  |  | (370) |  |  | $(1,139)$ |  |  | $(1,103)$ |  |
| Total revenue (GAAP) | \$ | 68,974 | \$ | 66,516 | \$ | 63,488 |  | \$ | 66,018 |  | \$ | 65,112 |  | \$ | 198,978 |  | \$ | 143,238 |  |
| Income before taxes reconciliation |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Income before taxes | \$ | 28,015 | \$ | 26,361 | \$ | 24,795 |  | \$ | 24,784 |  | \$ | 25,385 |  | \$ | 79,171 |  | \$ | 11,651 |  |
| Taxable equivalent adjustment |  | (405) |  | (377) |  | (357) |  |  | (380) |  |  | (370) |  |  | $(1,139)$ |  |  | $(1,103)$ |  |
| Income before taxes (GAAP) | \$ | 27,610 | \$ | 25,984 | \$ | 24,438 |  | \$ | 24,404 |  | \$ | 25,015 |  | \$ | 78,032 |  | \$ | 10,548 |  |
| Income tax expense (benefit) reconciliation |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Income tax expense (benefit) | \$ | 10,399 | \$ | 10,004 | \$ | 9,395 |  | \$ | 8,873 |  | \$ | 9,885 |  | \$ | 29,798 |  | \$ | $(245,578)$ |  |
| Taxable equivalent adjustment |  | (405) |  | (377) |  | (357) |  |  | (380) |  |  | (370) |  |  | $(1,139)$ |  |  | $(1,103)$ |  |
| Income tax expense (benefit) (GAAP) | \$ | 9,994 | \$ | 9,627 | \$ | $\underline{9,038}$ |  | \$ | 8,493 |  | \$ | 9,515 |  | \$ | 28,659 |  | \$ | (246,681) |  |
| Book value per common share reconciliation |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Tangible book value per common share | \$ | 12.10 | \$ | 11.91 | \$ | 11.63 |  | \$ | 11.26 |  | \$ | 10.95 |  | \$ | 12.10 |  | \$ | 10.95 |  |
| Effect of goodwill and other intangibles |  | . 05 |  | . 03 |  | . 03 |  |  | . 04 |  |  | . 04 |  |  | . 05 |  |  | . 04 |  |
| Book value per common share (GAAP) | \$ | 12.15 | \$ | 11.94 | \$ | 11.66 |  | \$ | 11.30 |  | \$ | 10.99 |  | \$ | 12.15 |  | \$ | 10.99 |  |
| Average equity to assets reconciliation |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Tangible common equity to assets |  | 9.83 |  | 9.58 |  | 9.22 | \% |  | 8.99 | \% |  | 9.02 | \% |  | 9.55 | \% |  | 7.04 | \% |
| Effect of preferred equity |  | - |  | - |  | . 28 |  |  | 2.60 |  |  | 2.74 |  |  | . 09 |  |  | 2.81 |  |
| Tangible equity to assets |  | 9.83 |  | 9.58 |  | 9.50 |  |  | 11.59 |  |  | 11.76 |  |  | 9.64 |  |  | 9.85 |  |
| Effect of goodwill and other intangibles |  | . 02 |  | . 03 |  | . 02 |  |  | . 03 |  |  | . 04 |  |  | . 02 |  |  | . 06 |  |
| Equity to assets (GAAP) |  | 9.85 |  | 9.61 |  | 9.52 | \% |  | 11.62 | \% |  | 11.80 | \% |  | 9.66 | \% |  | 9.91 | \% |
| Tangible common equity to risk-weighted assets reconciliation |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Tangible common equity to risk-weighted assets |  | 14.10 |  | 13.92 |  | 13.63 | \% |  | 13.18 | \% |  | 13.34 | \% |  | 14.10 | \% |  | 13.34 | \% |
| Effect of other comprehensive income |  | . 34 |  | . 53 |  | . 36 |  |  | . 39 |  |  | . 49 |  |  | . 34 |  |  | . 49 |  |
| Effect of deferred tax limitation |  | (3.39) |  | (3.74) |  | (3.92) |  |  | (4.26) |  |  | (4.72) |  |  | (3.39) |  |  | (4.72) |  |
| Effect of trust preferred |  | 1.02 |  | 1.04 |  | 1.03 |  |  | 1.04 |  |  | 1.09 |  |  | 1.02 |  |  | 1.09 |  |
| Effect of preferred equity |  | - |  | - |  | - |  |  | 2.39 |  |  | 4.01 |  |  | - |  |  | 4.01 |  |
| Tier I capital ratio (Regulatory) |  | 12.07 |  | 11.75 |  | 11.10 | \% |  | 12.74 | \% |  | 14.21 | \% |  | 12.07 | \% |  | 14.21 |  |

UNITED COMMUNITY BANKS, INC.
Financial Highlights
Loan Portfolio Composition at Period-End ${ }^{(1)}$

| (in millions) | 2014 |  |  |  |  |  | 2013 |  |  |  | Linked Quarter Change |  | Year over <br> Year <br> Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Third <br> Quarter |  | Second <br> Quarter |  | FirstQuarter |  | Fourth <br> Quarter |  | Third Quarter |  |  |  |  |  |
| LOANS BY CATEGORY |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Owner occupied commercial RE | \$ | 1,153 | \$ | 1,163 | \$ | 1,142 | \$ | 1,134 | \$ | 1,129 | \$ | (10) | \$ | 24 |
| Income producing commercial RE |  | 605 |  | 598 |  | 624 |  | 623 |  | 614 |  | 7 |  | (9) |
| Commercial \& industrial |  | 650 |  | 554 |  | 495 |  | 472 |  | 457 |  | 96 |  | 193 |
| Commercial construction |  | 181 |  | 160 |  | 148 |  | 149 |  | 137 |  | 21 |  | 44 |
| Total commercial |  | 2,589 |  | 2,475 |  | 2,409 |  | 2,378 |  | 2,337 |  | 114 |  | 252 |
| Residential mortgage |  | 866 |  | 861 |  | 866 |  | 875 |  | 888 |  | 5 |  | (22) |
| Home equity lines of credit |  | 459 |  | 451 |  | 447 |  | 441 |  | 421 |  | 8 |  | 38 |
| Residential construction |  | 307 |  | 302 |  | 318 |  | 328 |  | 318 |  | 5 |  | (11) |
| Consumer installment |  | 348 |  | 321 |  | 316 |  | 307 |  | 303 |  | 27 |  | 45 |
| Total loans | \$ | 4,569 | \$ | 4,410 | \$ | 4,356 | \$ | 4,329 | \$ | 4,267 |  | 159 |  | 302 |
| LOANS BY MARKET |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| North Georgia | \$ | 1,168 | \$ | 1,175 | \$ | 1,205 | \$ | 1,240 | \$ | 1,262 |  | (7) |  | (94) |
| Atlanta MSA |  | 1,289 |  | 1,305 |  | 1,290 |  | 1,275 |  | 1,246 |  | (16) |  | 43 |
| North Carolina |  | 553 |  | 555 |  | 563 |  | 572 |  | 575 |  | (2) |  | (22) |
| Coastal Georgia |  | 444 |  | 426 |  | 425 |  | 423 |  | 421 |  | 18 |  | 23 |
| Gainesville MSA |  | 254 |  | 257 |  | 262 |  | 255 |  | 253 |  | (3) |  | 1 |
| East Tennessee |  | 281 |  | 270 |  | 272 |  | 280 |  | 277 |  | 11 |  | 4 |
| South Carolina / Corporate |  | 337 |  | 206 |  | 131 |  | 88 |  | 47 |  | 131 |  | 290 |
| Other ${ }^{(2)}$ |  | 243 |  | 216 |  | 208 |  | 196 |  | 186 |  | 27 |  | 57 |
| Total loans | \$ | 4,569 | \$ | 4,410 | \$ | 4,356 | \$ | 4,329 | \$ | 4,267 |  | 159 |  | 302 |

RESIDENTIAL CONSTRUCTION

| Dirt loans |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Acquisition \& development | \$ | 36 | \$ | 34 | \$ | 37 | \$ | 39 | \$ | 40 | 2 |
| Land loans |  | 35 |  | 36 |  | 37 |  | 38 |  | 35 | (1) |
| Lot loans |  | 146 |  | 151 |  | 159 |  | 166 |  | 167 | (5) |
| Total |  | 217 |  | 221 |  | 233 |  | 243 |  | 242 | (4) |
| House loans |  |  |  |  |  |  |  |  |  |  |  |
| Spec |  | 18 |  | 19 |  | 19 |  | 23 |  | 30 | (1) |
| Sold |  | 72 |  | 62 |  | 66 |  | 62 |  | 46 | 10 |
| Total |  | 90 |  | 81 |  | 85 |  | 85 |  | 76 | 9 |
| Total residential construction | \$ | 307 | \$ | 302 | \$ | 318 | \$ | 328 | \$ | 318 | 5 |

${ }^{(1)}$ Excludes total loans of $\$ 2.8$ million, $\$ 3.1$ million, $\$ 19.3$ million, $\$ 20.3$ million and $\$ 23.3$ million as of September 30, 2014, June 30, 2014, March 31, 2014, December 31, 2013 and September 30, 2013, respectively, that are covered by the loss-sharing agreement with the FDIC, related to the acquisition of Southern Community Bank. ${ }^{(2)}$ Includes purchased indirect auto loans that are not assigned to a geographic region.

UNITED COMMUNITY BANKS, INC.
Financial Highlights
Credit Quality ${ }^{(1)}$

| (in thousands) | Third Quarter 2014 |  |  |  |  |  | Second Quarter 2014 |  |  |  |  |  | First Quarter 2014 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Non-performing Loans |  | Foreclosed Properties |  | $\begin{aligned} & \hline \text { Total } \\ & \text { NPAs } \\ & \hline \end{aligned}$ |  | Non-performing Loans |  | Foreclosed <br> Properties |  | Total NPAs |  | Non-performing Loans |  | Foreclosed Properties |  | $\begin{aligned} & \hline \text { Total } \\ & \text { NPAs } \\ & \hline \end{aligned}$ |  |
| NONPERFORMING ASSETS BY CATEGORY |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Owner occupied CRE | \$ | 2,156 | \$ | 1,024 | \$ | 3,180 | \$ | 2,975 | \$ | 653 | \$ | 3,628 | \$ | 3,868 | \$ | 1,167 | \$ | 5,035 |
| Income producing CRE |  | 1,742 |  | 42 |  | 1,784 |  | 1,032 |  | 242 |  | 1,274 |  | 1,278 |  | 1,645 |  | 2,923 |
| Commercial \& industrial |  | 1,593 |  | - |  | 1,593 |  | 1,102 |  | - |  | 1,102 |  | 822 |  | - |  | 822 |
| Commercial construction |  | 148 |  | - |  | 148 |  | 95 |  | - |  | 95 |  | 479 |  | - |  | 479 |
| Total commercial |  | 5,639 |  | 1,066 |  | 6,705 |  | 5,204 |  | 895 |  | 6,099 |  | 6,447 |  | 2,812 |  | 9,259 |
| Residential mortgage |  | 8,350 |  | 1,769 |  | 10,119 |  | 10,201 |  | 1,426 |  | 11,627 |  | 13,307 |  | 2,146 |  | 15,453 |
| Home equity lines of credit |  | 720 |  | 90 |  | 810 |  | 510 |  | 128 |  | 638 |  | 1,106 |  | 362 |  | 1,468 |
| Residential construction |  | 3,543 |  | 221 |  | 3,764 |  | 4,248 |  | 520 |  | 4,768 |  | 3,805 |  | 274 |  | 4,079 |
| Consumer installment |  | 493 |  | - |  | 493 |  | 561 |  | - |  | 561 |  | 585 |  | - |  | 585 |
| Total NPAs | \$ | 18,745 | \$ | 3,146 | \$ | 21,891 | \$ | 20,724 | \$ | 2,969 | \$ | 23,693 | \$ | 25,250 | \$ | 5,594 | \$ | 30,844 |
| Balance as a \% of Unpaid Principal |  | 68.6\% |  | 54.5\% |  | 66.1\% |  | 66.5\% |  | 50.4\% |  | 63.9\% |  | 65.8\% |  | 53.9\% |  | 63.2\% |
| NONPERFORMING ASSETS BY MARKET |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| North Georgia | \$ | 7,392 | \$ | 1,717 | \$ | 9,109 | \$ | 8,216 | \$ | 1,392 | \$ | 9,608 | \$ | 12,166 | \$ | 2,058 | \$ | 14,224 |
| Atlanta MSA |  | 1,724 |  | 364 |  | 2,088 |  | 3,883 |  | 510 |  | 4,393 |  | 2,916 |  | 904 |  | 3,820 |
| North Carolina |  | 4,919 |  | 398 |  | 5,317 |  | 5,314 |  | 615 |  | 5,929 |  | 6,501 |  | 866 |  | 7,367 |
| Coastal Georgia |  | 781 |  | 160 |  | 941 |  | 782 |  | 80 |  | 862 |  | 800 |  | 1,607 |  | 2,407 |
| Gainesville MSA |  | 1,403 |  | 85 |  | 1,488 |  | 921 |  | 49 |  | 970 |  | 1,145 |  | - |  | 1,145 |
| East Tennessee |  | 1,227 |  | 245 |  | 1,472 |  | 1,218 |  | 323 |  | 1,541 |  | 1,428 |  | 159 |  | 1,587 |
| South Carolina / Corporate |  | 945 |  | 177 |  | 1,122 |  | - |  | - |  | - |  | - |  | - |  | - |
| Other ${ }^{(3)}$ |  | 354 |  | - |  | 354 |  | 390 |  | - |  | 390 |  | 294 |  | - |  | 294 |
| Total NPAs | \$ | 18,745 | \$ | 3,146 | \$ | 21,891 | \$ | 20,724 | \$ | 2,969 | \$ | 23,693 | \$ | 25,250 | \$ | 5,594 | \$ | 30,844 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| NONPERFORMING ASSETS ACTIVITY |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Beginning Balance | \$ | 20,724 | \$ | 2,969 | \$ | 23,693 | \$ | 25,250 | \$ | 5,594 | \$ | 30,844 | \$ | 26,819 | \$ | 4,221 | \$ | 31,040 |
| Loans placed on non-accrual |  | 7,665 |  | - |  | 7,665 |  | 9,529 |  | - |  | 9,529 |  | 9,303 |  | - |  | 9,303 |
| Payments received |  | $(3,129)$ |  | - |  | $(3,129)$ |  | $(4,027)$ |  | - |  | $(4,027)$ |  | $(1,666)$ |  | - |  | $(1,666)$ |
| Loan charge-offs |  | $(4,353)$ |  | - |  | $(4,353)$ |  | $(8,341)$ |  | - |  | $(8,341)$ |  | $(4,839)$ |  | - |  | $(4,839)$ |
| Foreclosures |  | $(2,162)$ |  | 2,162 |  | - |  | $(1,687)$ |  | 1,687 |  | - |  | $(4,367)$ |  | 4,367 |  | - |
| Capitalized costs |  | - |  | 209 |  | 209 |  | - |  | - |  | - |  | - |  | - |  | - |
| Property sales |  | - |  | $(2,350)$ |  | $(2,350)$ |  | - |  | $(4,430)$ |  | $(4,430)$ |  | - |  | $(3,238)$ |  | $(3,238)$ |
| Write downs |  | - |  | (108) |  | (108) |  | - |  | (305) |  | (305) |  | - |  | (277) |  | (277) |
| Net gains (losses) on sales |  | - |  | 264 |  | 264 |  | - |  | 423 |  | 423 |  | - |  | 521 |  | 521 |
| Ending Balance | \$ | 18,745 | \$ | 3,146 | \$ | 21,891 | \$ | 20,724 | \$ | 2,969 | \$ | 23,693 | \$ | 25,250 | \$ | 5,594 | \$ | 30,844 |


| (in thousands) | Third Quarter 2014 |  |  |  | Second Quarter 2014 |  |  |  | First Quarter 2014 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Net } \\ \text { Charge-Offs } \\ \hline \end{gathered}$ |  | Net ChargeOffs to Average Loans ${ }^{(2)}$ |  | $\begin{gathered} \text { Net } \\ \text { Charge-Offs } \end{gathered}$ |  | Net ChargeOffs to Average Loans ${ }^{(2)}$ |  | $\begin{gathered} \text { Net } \\ \text { Charge-Offs } \\ \hline \end{gathered}$ |  | Net ChargeOffs to Average Loans ${ }^{(2)}$ |  |
| NET CHARGE-OFFS BY CATEGORY |  |  |  |  |  |  |  |  |  |  |  |  |
| Owner occupied CRE | \$ | 746 | . 26 | \% | \$ | $(1,836)$ | (.64) | \% | \$ | 278 | . 10 | \% |
| Income producing CRE |  | 104 | . 07 |  |  | 435 | . 29 |  |  | 205 | . 13 |  |
| Commercial \& industrial |  | (341) | (.23) |  |  | 662 | . 52 |  |  | 421 | . 35 |  |
| Commercial construction |  | 103 | . 24 |  |  | 131 | . 34 |  |  | - | - |  |
| Total commercial |  | 612 | . 10 |  |  | (608) | (.10) |  |  | 904 | . 15 |  |
| Residential mortgage |  | 1,116 | . 52 |  |  | 2,509 | 1.17 |  |  | 1,515 | . 71 |  |
| Home equity lines of credit |  | 356 | . 31 |  |  | 466 | . 42 |  |  | 993 | . 90 |  |
| Residential construction |  | 712 | . 94 |  |  | 1,671 | 2.13 |  |  | 212 | . 27 |  |
| Consumer installment |  | 359 | . 43 |  |  | 137 | . 18 |  |  | 415 | . 54 |  |
| Total | \$ | 3,155 | . 28 |  | \$ | 4,175 | . 38 |  | \$ | 4,039 | . 38 |  |


| NET CHARGE-OFFS BY MARKET |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| North Georgia | \$ | 1,861 | . 63 | \% | \$ | (741) | (.25) | \% | \$ | 1,272 | . 42 | \% |
| Atlanta MSA |  | (250) | (.08) |  |  | 1,481 | . 46 |  |  | 1,232 | . 39 |  |
| North Carolina |  | 656 | . 47 |  |  | 2,161 | 1.55 |  |  | 577 | . 41 |  |
| Coastal Georgia |  | 228 | . 21 |  |  | 116 | . 11 |  |  | 512 | . 49 |  |
| Gainesville MSA |  | 259 | . 40 |  |  | 797 | 1.23 |  |  | 141 | . 22 |  |
| East Tennessee |  | 230 | . 33 |  |  | 288 | . 42 |  |  | 239 | . 35 |  |
| South Carolina / Corporate |  | 5 | . 01 |  |  | - | - |  |  | - | - |  |
| Other ${ }^{(3)}$ |  | 166 | . 31 |  |  | 73 | . 14 |  |  | 66 | . 14 |  |
| Total | \$ | 3,155 | . 28 |  | \$ | 4,175 | . 38 |  | \$ | 4,039 | . 38 |  |

[^0]
## UNITED COMMUNITY BANKS, INC.

Consolidated Statement of Income (Unaudited)

| (in thousands, except per share data) | Three Months Ended September 30, |  |  |  | Nine Months Ended September 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2014 |  | 2013 |  | 2014 |  | 2013 |  |
| Interest revenue: |  |  |  |  |  |  |  |  |
| Loans, including fees | \$ | 49,653 | \$ | 50,162 | \$ | 145,602 | \$ | 151,827 |
| Investment securities, including tax exempt of \$177, \$202, \$558 and \$624 |  | 12,346 |  | 9,887 |  | 36,118 |  | 29,905 |
| Deposits in banks and short-term investments |  | 934 |  | 1,007 |  | 2,757 |  | 2,793 |
| Total interest revenue |  | 62,933 |  | 61,056 |  | 184,477 |  | 184,525 |
| Interest expense: |  |  |  |  |  |  |  |  |
| Deposits: |  |  |  |  |  |  |  |  |
| NOW |  | 365 |  | 413 |  | 1,216 |  | 1,286 |
| Money market |  | 872 |  | 545 |  | 2,192 |  | 1,641 |
| Savings |  | 20 |  | 37 |  | 61 |  | 109 |
| Time |  | 1,721 |  | 2,630 |  | 5,510 |  | 8,871 |
| Total deposit interest expense |  | 2,978 |  | 3,625 |  | 8,979 |  | 11,907 |
| Short-term borrowings |  | 316 |  | 525 |  | 2,064 |  | 1,563 |
| Federal Home Loan Bank advances |  | 435 |  | 16 |  | 573 |  | 65 |
| Long-term debt |  | 2,642 |  | 3,003 |  | 7,914 |  | 8,331 |
| Total interest expense |  | 6,371 |  | 7,169 |  | 19,530 |  | 21,866 |
| Net interest revenue |  | 56,562 |  | 53,887 |  | 164,947 |  | 162,659 |
| Provision for credit losses |  | 2,000 |  | 3,000 |  | 6,700 |  | 62,500 |
| Net interest revenue after provision for credit losses |  | 54,562 |  | 50,887 |  | 158,247 |  | 100,159 |
| Fee revenue: |  |  |  |  |  |  |  |  |
| Service charges and fees |  | 8,202 |  | 8,456 |  | 24,627 |  | 23,831 |
| Mortgage loan and other related fees |  | 2,178 |  | 2,554 |  | 5,409 |  | 8,212 |
| Brokerage fees |  | 1,209 |  | 1,274 |  | 3,631 |  | 3,104 |
| Securities gains, net |  | 11 |  | - |  | 4,663 |  | 116 |
| Loss from prepayment of debt |  | - |  | - |  | $(4,446)$ |  | - |
| Other |  | 2,812 |  | 1,941 |  | 6,847 |  | 7,816 |
| Total fee revenue |  | 14,412 |  | 14,225 |  | 40,731 |  | 43,079 |
| Total revenue |  | 68,974 |  | 65,112 |  | 198,978 |  | 143,238 |
| Operating expenses: |  |  |  |  |  |  |  |  |
| Salaries and employee benefits |  | 25,666 |  | 23,090 |  | 74,349 |  | 71,416 |
| Communications and equipment |  | 3,094 |  | 3,305 |  | 9,370 |  | 9,819 |
| Occupancy |  | 3,425 |  | 3,379 |  | 10,065 |  | 10,195 |
| Advertising and public relations |  | 894 |  | 962 |  | 2,659 |  | 2,937 |
| Postage, printing and supplies |  | 876 |  | 644 |  | 2,456 |  | 2,401 |
| Professional fees |  | 2,274 |  | 2,650 |  | 5,873 |  | 7,515 |
| Foreclosed property |  | 285 |  | 194 |  | 503 |  | 7,678 |
| FDIC assessments and other regulatory charges |  | 1,131 |  | 2,405 |  | 3,909 |  | 7,415 |
| Amortization of intangibles |  | 313 |  | 427 |  | 1,061 |  | 1,623 |
| Other |  | 3,406 |  | 3,041 |  | 10,701 |  | 11,691 |
| Total operating expenses |  | 41,364 |  | 40,097 |  | 120,946 |  | 132,690 |
| Net income before income taxes |  | 27,610 |  | 25,015 |  | 78,032 |  | 10,548 |
| Income tax expense (benefit) |  | 9,994 |  | 9,515 |  | 28,659 |  | $(246,681)$ |
| Net income |  | 17,616 |  | 15,500 |  | 49,373 |  | 257,229 |
| Preferred stock dividends and discount accretion |  | - |  | 3,059 |  | 439 |  | 9,166 |
| Net income available to common shareholders | \$ | 17,616 | \$ | 12,441 | \$ | 48,934 | \$ | 248,063 |
| Earnings per common share: |  |  |  |  |  |  |  |  |
| Basic | \$ | . 29 | \$ | . 21 | \$ | . 81 | \$ | 4.24 |
| Diluted |  | . 29 |  | . 21 |  | . 81 |  | 4.24 |
| Weighted average common shares outstanding: |  |  |  |  |  |  |  |  |
| Basic |  | 60,776 |  | 59,100 |  | 60,511 |  | 58,443 |
| Diluted |  | 60,779 |  | 59,202 |  | 60,513 |  | 58,444 |

## UNITED COMMUNITY BANKS, INC.

Consolidated Balance Sheet (Unaudited)

| (in thousands, except share and per share data) | $\begin{gathered} \hline \text { September 30, } \\ 2014 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { December 31, } \\ 2013 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { September 30, } \\ 2013 \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ASSETS |  |  |  |  |  |  |
| Cash and due from banks | \$ | 75,268 | \$ | 71,230 | \$ | 70,986 |
| Interest-bearing deposits in banks |  | 117,399 |  | 119,669 |  | 131,147 |
| Short-term investments |  | 23,397 |  | 37,999 |  | 62,000 |
| Cash and cash equivalents |  | 216,064 |  | 228,898 |  | 264,133 |
| Securities available for sale |  | 1,789,667 |  | 1,832,217 |  | 1,963,424 |
| Securities held to maturity (fair value \$440,311, \$485,585 and \$214,651) |  | 432,418 |  | 479,742 |  | 205,613 |
| Mortgage loans held for sale |  | 20,004 |  | 10,319 |  | 11,987 |
| Loans, net of unearned income |  | 4,568,886 |  | 4,329,266 |  | 4,267,067 |
| Less allowance for loan losses |  | $(71,928)$ |  | $(76,762)$ |  | (80,372) |
| Loans, net |  | 4,496,958 |  | 4,252,504 |  | 4,186,695 |
| Assets covered by loss sharing agreements with the FDIC |  | 3,253 |  | 22,882 |  | 31,207 |
| Premises and equipment, net |  | 160,454 |  | 163,589 |  | 165,993 |
| Bank owned life insurance |  | 81,101 |  | 80,670 |  | 80,537 |
| Accrued interest receivable |  | 19,908 |  | 19,598 |  | 18,199 |
| Goodwill and other intangible assets |  | 3,910 |  | 3,480 |  | 3,888 |
| Foreclosed property |  | 3,146 |  | 4,221 |  | 4,467 |
| Net deferred tax asset |  | 224,734 |  | 258,518 |  | 269,784 |
| Derivative financial instruments |  | 22,221 |  | 23,833 |  | 8,092 |
| Other assets |  | 52,051 |  | 44,948 |  | 29,274 |
| Total assets | \$ | 7,525,889 | \$ | 7,425,419 | \$ | 7,243,293 |
| LIABILITIES AND SHAREHOLDERS' EQUITY |  |  |  |  |  |  |
| Liabilities: |  |  |  |  |  |  |
| Deposits: |  |  |  |  |  |  |
| Demand | \$ | 1,561,020 | \$ | 1,388,512 | \$ | 1,418,782 |
| NOW |  | 1,399,449 |  | 1,427,939 |  | 1,279,134 |
| Money market |  | 1,281,526 |  | 1,227,575 |  | 1,197,495 |
| Savings |  | 287,797 |  | 251,125 |  | 249,044 |
| Time: |  |  |  |  |  |  |
| Less than \$100,000 |  | 774,201 |  | 892,961 |  | 925,089 |
| Greater than \$100,000 |  | 531,428 |  | 588,689 |  | 624,019 |
| Brokered |  | 405,308 |  | 424,704 |  | 419,344 |
| Total deposits |  | 6,240,729 |  | 6,201,505 |  | 6,112,907 |
| Short-term borrowings |  | 6,001 |  | 53,241 |  | 53,769 |
| Federal Home Loan Bank advances |  | 330,125 |  | 120,125 |  | 125 |
| Long-term debt |  | 129,865 |  | 129,865 |  | 129,865 |
| Derivative financial instruments |  | 36,171 |  | 46,232 |  | 37,269 |
| Unsettled securities purchases |  | - |  | 29,562 |  | 11,610 |
| Accrued expenses and other liabilities |  | 46,573 |  | 49,174 |  | 45,531 |
| Total liabilities |  | 6,789,464 |  | 6,629,704 |  | 6,391,076 |
| Shareholders' equity: |  |  |  |  |  |  |
| Preferred stock, \$1 par value; 10,000,000 shares authorized; |  |  |  |  |  |  |
| Series A; \$10 stated value; 0, 0 and 21,700 shares issued and outstanding |  | - |  | - |  | 217 |
| Series B; \$1,000 stated value; 0, 105,000 and 180,000 shares issued and outstanding |  | - |  | 105,000 |  | 179,714 |
| Series D; \$1,000 stated value; $0,16,613$ and 16,613 shares issued and outstanding |  | - |  | 16,613 |  | 16,613 |
| Common stock, $\$ 1$ par value; 100,000,000 shares authorized; $50,167,191,46,243,345$ and $45,222,839$ shares issued and outstanding |  | 50,167 |  | 46,243 |  | 45,223 |
| Common stock, non-voting, \$1 par value; 26,000,000 shares authorized; 10,080,787, 13,188,206 and 14,189,006 shares issued and outstanding |  | 10,081 |  | 13,188 |  | 14,189 |
| Common stock issuable; 354,961, 241,832 and 242,262 shares |  | 5,116 |  | 3,930 |  | 3,979 |
| Capital surplus |  | 1,091,555 |  | 1,078,676 |  | 1,077,536 |
| Accumulated deficit |  | $(402,773)$ |  | $(448,091)$ |  | $(461,090)$ |
| Accumulated other comprehensive loss |  | $(17,721)$ |  | $(19,844)$ |  | $(24,164)$ |
| Total shareholders' equity |  | 736,425 |  | 795,715 |  | 852,217 |
| Total liabilities and shareholders' equity | \$ | 7,525,889 | \$ | 7,425,419 | \$ | 7,243,293 |

## UNITED COMMUNITY BANKS, INC.

## Average Consolidated Balance Sheets and Net Interest Analysis

For the Three Months Ended September 30,

| (dollars in thousands, taxable equivalent) | 2014 |  |  |  |  |  | 2013 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average Balance |  | Interest |  | Avg. <br> Rate |  | Average Balance |  | Interest |  | Avg. <br> Rate |  |
| Assets: |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest-earning assets: |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans, net of unearned income ${ }^{(1)(2)}$ | \$ | 4,445,947 | \$ | 49,853 | 4.45 | \% | \$ | 4,249,892 | \$ | 50,265 | 4.69 | \% |
| Taxable securities ${ }^{(3)}$ |  | 2,212,116 |  | 12,169 | 2.20 |  |  | 2,157,448 |  | 9,685 | 1.80 |  |
| Tax-exempt securities ${ }^{(1)(3)}$ |  | 18,794 |  | 290 | 6.17 |  |  | 20,913 |  | 331 | 6.32 |  |
| Federal funds sold and other interest-earning assets |  | 143,169 |  | 1,026 | 2.87 |  |  | 186,544 |  | 1,145 | 2.46 |  |
| Total interest-earning assets |  | 6,820,026 |  | 63,338 | 3.69 |  |  | 6,614,797 |  | 61,426 | 3.69 |  |
| Non-interest-earning assets: |  |  |  |  |  |  |  |  |  |  |  |  |
| Allowance for loan losses |  | $(74,146)$ |  |  |  |  |  | $(83,408)$ |  |  |  |  |
| Cash and due from banks |  | 71,224 |  |  |  |  |  | 63,890 |  |  |  |  |
| Premises and equipment |  | 161,315 |  |  |  |  |  | 166,906 |  |  |  |  |
| Other assets ${ }^{(3)}$ |  | 395,184 |  |  |  |  |  | 407,912 |  |  |  |  |
| Total assets | \$ | 7,373,603 |  |  |  |  | \$ | 7,170,097 |  |  |  |  |
| Liabilities and Shareholders' Equity: |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest-bearing liabilities: |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest-bearing deposits: |  |  |  |  |  |  |  |  |  |  |  |  |
| NOW | \$ | 1,331,806 |  | 365 | . 11 |  | \$ | 1,222,334 |  | 413 | . 13 |  |
| Money market |  | 1,387,042 |  | 872 | . 25 |  |  | 1,328,661 |  | 545 | . 16 |  |
| Savings |  | 282,746 |  | 20 | . 03 |  |  | 248,937 |  | 37 | . 06 |  |
| Time less than \$100,000 |  | 791,289 |  | 876 | . 44 |  |  | 952,320 |  | 1,369 | . 57 |  |
| Time greater than \$100,000 |  | 542,216 |  | 827 | . 61 |  |  | 644,264 |  | 1,229 | . 76 |  |
| Brokered time deposits |  | 278,330 |  | 18 | . 03 |  |  | 233,842 |  | 32 | . 05 |  |
| Total interest-bearing deposits |  | 4,613,429 |  | 2,978 | . 26 |  |  | 4,630,358 |  | 3,625 | . 31 |  |
| Federal funds purchased and other borrowings |  | 53,713 |  | 316 | 2.33 |  |  | 67,292 |  | 525 | 3.10 |  |
| Federal Home Loan Bank advances |  | 227,190 |  | 435 | . 76 |  |  | 32,082 |  | 16 | . 20 |  |
| Long-term debt |  | 129,865 |  | 2,642 | 8.07 |  |  | 144,601 |  | 3,003 | 8.24 |  |
| Total borrowed funds |  | 410,768 |  | 3,393 | 3.28 |  |  | 243,975 |  | 3,544 | 5.76 |  |
| Total interest-bearing liabilities |  | 5,024,197 |  | 6,371 | . 50 |  |  | 4,874,333 |  | 7,169 | . 58 |  |
| Non-interest-bearing liabilities: |  |  |  |  |  |  |  |  |  |  |  |  |
| Non-interest-bearing deposits |  | 1,530,011 |  |  |  |  |  | 1,356,792 |  |  |  |  |
| Other liabilities |  | 92,986 |  |  |  |  |  | 93,247 |  |  |  |  |
| Total liabilities |  | 6,647,194 |  |  |  |  |  | 6,324,372 |  |  |  |  |
| Shareholders' equity |  | 726,409 |  |  |  |  |  | 845,725 |  |  |  |  |
| Total liabilities and shareholders' equity | \$ | 7,373,603 |  |  |  |  | \$ | 7,170,097 |  |  |  |  |
| Net interest revenue |  |  | \$ | 56,967 |  |  |  |  | \$ | 54,257 |  |  |
| Net interest-rate spread |  |  |  |  | 3.19 | \% |  |  |  |  | 3.11 | \% |
| Net interest margin ${ }^{(4)}$ |  |  |  |  | 3.32 | \% |  |  |  |  | 3.26 |  |

${ }^{(1)}$ Interest revenue on tax-exempt securities and loans has been increased to reflect comparable interest on taxable securities and loans. The rate used was $39 \%$, reflecting the statutory federal income tax rate and the federal tax adjusted state income tax rate.
${ }^{(2)}$ Included in the average balance of loans outstanding are loans where the accrual of interest has been discontinued and loans that are held for sale.
${ }^{(3)}$ Securities available for sale are shown at amortized cost. Pretax unrealized gains of $\$ 7.42$ million in 2014 and pretax unrealized losses of $\$ 10.6$ million in 2013 are included in other assets for purposes of this presentation.
${ }^{(4)}$ Net interest margin is taxable equivalent net-interest revenue divided by average interest-earning assets.

## UNITED COMMUNITY BANKS, INC.

## Average Consolidated Balance Sheets and Net Interest Analysis

For the Nine Months Ended September 30,

| (dollars in thousands, taxable equivalent) | 2014 |  |  |  |  | 2013 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average Balance |  | Interest | Avg. <br> Rate |  | Average Balance |  | Interest |  | Avg. <br> Rate |  |
| Assets: |  |  |  |  |  |  |  |  |  |  |  |
| Interest-earning assets: |  |  |  |  |  |  |  |  |  |  |  |
| Loans, net of unearned income ${ }^{(1)(2)}$ | \$ | 4,392,895 | \$ 146,156 | 4.45 | \% | \$ | 4,233,531 |  | 152,073 | 4.80 | \% |
| Taxable securities ${ }^{(3)}$ |  | 2,272,639 | 35,560 | 2.09 |  |  | 2,138,725 |  | 29,281 | 1.83 |  |
| Tax-exempt securities ${ }^{(1)(3)}$ |  | 19,515 | 914 | 6.24 |  |  | 21,411 |  | 1,022 | 6.36 |  |
| Federal funds sold and other interest-earning assets |  | 150,782 | 2,986 | 2.64 |  |  | 196,445 |  | 3,252 | 2.21 |  |
| Total interest-earning assets |  | 6,835,831 | 185,616 | 3.63 |  |  | 6,590,112 |  | 185,628 | 3.76 |  |
| Non-interest-earning assets: |  |  |  |  |  |  |  |  |  |  |  |
| Allowance for loan losses |  | $(76,148)$ |  |  |  |  | $(100,154)$ |  |  |  |  |
| Cash and due from banks |  | 65,744 |  |  |  |  | 63,879 |  |  |  |  |
| Premises and equipment |  | 161,843 |  |  |  |  | 168,144 |  |  |  |  |
| Other assets ${ }^{(3)}$ |  | 404,654 |  |  |  |  | 252,275 |  |  |  |  |
| Total assets | \$ | 7,391,924 |  |  |  | \$ | 6,974,256 |  |  |  |  |
| Liabilities and Shareholders' Equity: |  |  |  |  |  |  |  |  |  |  |  |
| Interest-bearing liabilities: |  |  |  |  |  |  |  |  |  |  |  |
| Interest-bearing deposits: |  |  |  |  |  |  |  |  |  |  |  |
| NOW | \$ | 1,367,713 | 1,216 | . 12 |  | \$ | 1,256,684 |  | 1,286 | . 14 |  |
| Money market |  | 1,375,064 | 2,192 | . 21 |  |  | 1,297,792 |  | 1,641 | . 17 |  |
| Savings |  | 272,696 | 61 | . 03 |  |  | 242,807 |  | 109 | . 06 |  |
| Time less than \$100,000 |  | 828,694 | 2,822 | . 46 |  |  | 997,193 |  | 4,686 | . 63 |  |
| Time greater than \$100,000 |  | 561,167 | 2,610 | . 62 |  |  | 670,821 |  | 4,086 | . 81 |  |
| Brokered time deposits |  | 300,374 | 78 | . 03 |  |  | 201,599 |  | 99 | . 07 |  |
| Total interest-bearing deposits |  | 4,705,708 | 8,979 | . 26 |  |  | 4,666,896 |  | 11,907 | . 34 |  |
| Federal funds purchased and other borrowings |  | 91,320 | 2,064 | 3.02 |  |  | 70,512 |  | 1,563 | 2.96 |  |
| Federal Home Loan Bank advances |  | 169,392 | 573 | . 45 |  |  | 41,352 |  | 65 | . 21 |  |
| Long-term debt |  | 129,865 | 7,914 | 8.15 |  |  | 131,491 |  | 8,331 | 8.47 |  |
| Total borrowed funds |  | 390,577 | 10,551 | 3.61 |  |  | 243,355 |  | 9,959 | 5.47 |  |
| Total interest-bearing liabilities |  | 5,096,285 | 19,530 | . 51 |  |  | 4,910,251 |  | 21,866 | . 60 |  |
| Non-interest-bearing liabilities: |  |  |  |  |  |  |  |  |  |  |  |
| Non-interest-bearing deposits |  | 1,469,967 |  |  |  |  | 1,305,133 |  |  |  |  |
| Other liabilities |  | 111,522 |  |  |  |  | 68,312 |  |  |  |  |
| Total liabilities |  | 6,677,774 |  |  |  |  | 6,283,696 |  |  |  |  |
| Shareholders' equity |  | 714,150 |  |  |  |  | 690,560 |  |  |  |  |
| Total liabilities and shareholders' equity | \$ | 7,391,924 |  |  |  | \$ | 6,974,256 |  |  |  |  |
| Net interest revenue |  |  | \$ 166,086 |  |  |  |  | \$ | 163,762 |  |  |
| Net interest-rate spread |  |  |  | 3.12 | \% |  |  |  |  | 3.16 | \% |
| Net interest margin ${ }^{(4)}$ |  |  |  | 3.25 | \% |  |  |  |  | 3.32 | \% |

${ }^{(1)}$ Interest revenue on tax-exempt securities and loans has been increased to reflect comparable interest on taxable securities and loans. The rate used was $39 \%$, reflecting the statutory federal income tax rate and the federal tax adjusted state income tax rate.
${ }^{(2)}$ Included in the average balance of loans outstanding are loans where the accrual of interest has been discontinued and loans that are held for sale.
${ }^{(3)}$ Securities available for sale are shown at amortized cost. Pretax unrealized gains of $\$ 1.59$ million in 2014 and pretax unrealized gains of $\$ 7.96$ million in 2013 are included in other assets for purposes of this presentation.
${ }^{(4)}$ Net interest margin is taxable equivalent net-interest revenue divided by average interest-earning assets.


[^0]:    ${ }^{(1)}$ Excludes non-performing loans and foreclosed properties covered by the loss-sharing agreement with the FDIC, related to the acquisition of Southern Community Bank.
    ${ }^{(2)}$ Annualized.
    ${ }^{(3)}$ Includes purchased indirect auto loans that are not assigned to a geographic region.

