## For Immediate Release

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## UNITED COMMUNITY BANKS, INC. REPORTS EARNINGS OF \$15.5 MILLION FOR THIRD QUARTER 2013

- Net income of $\$ 15.5$ million, or 21 cents per share
- Operating efficiency ratio improves to 58.6 percent reflecting lower expenses
- Loans up $\$ 78$ million, or 7 percent annualized
- Core transaction deposits up $\$ 94$ million, or 11 percent annualized
- All capital ratios strengthened

BLAIRSVILLE, GA - October 24, 2013 - United Community Banks, Inc. (NASDAQ: UCBI) today reported it continued to achieve substantial momentum in positioning itself to build the long-term value of its franchise. For the third quarter and nine months ended September 30, 2013 net income was $\$ 15.5$ million, or 21 cents per share, and $\$ 257.2$ million, or $\$ 4.24$ per share, respectively. The year-to-date results include the impact of two significant events during the second quarter - the reversal of the valuation allowance on United's net deferred tax asset and the higher provision for loan losses and foreclosed property costs from the accelerated sales of classified assets.
"I am very pleased with the important progress we are making in growing our business and improving operating efficiency," said Jimmy Tallent, president and chief executive officer. "We achieved good loan and deposit growth while at the same time lowering operating expenses. This
is particularly demonstrated by the improvement in our efficiency ratio to 58.6 percent, the lowest level since 2007. This is a tribute to the great effort of our dedicated team of bankers."

The third quarter provision for loan losses was $\$ 3.0$ million compared with $\$ 48.5$ million in the second quarter and $\$ 15.5$ million in the third quarter of 2012. The second quarter provision was elevated by higher charge-offs associated with the accelerated classified loan sales. The resulting reduction in classified loans led to lower net charge-offs in the third quarter and a lower provision. Third quarter net charge-offs were $\$ 4.47$ million compared with $\$ 72.4$ million in the second quarter and $\$ 20.6$ million a year ago.

Nonperforming assets at quarter-end were $\$ 30.6$ million, representing .42 percent of total assets, down from $\$ 31.8$ million or .44 percent of assets at June 30, 2013, and from $\$ 142$ million or 2.12 percent of assets a year ago. The classified asset ratio, which is the ratio of classified assets to Tier 1 regulatory capital plus the allowance for loan losses, declined to 26 percent from 27 percent at the end of second quarter and 55 percent a year ago.

Third quarter taxable equivalent net interest revenue totaled $\$ 54.3$ million, down $\$ 224,000$ from the second quarter and down $\$ 3.03$ million from the third quarter of 2012. "The decrease generally reflects the ongoing lower yields on our loan and investment securities portfolios," said Tallent. "The lower loan portfolio yield reflects competitive pricing pressure on new and renewed commercial loans and on new retail loan offerings with low introductory rates. Introductory rates on $\$ 45$ million of these retail loans rolled over to a market rate of prime-plus in the third quarter with another $\$ 40$ million due to reset to market rates in the fourth quarter. The lower investment securities yield compared to a year ago is due to reinvestment of cash flows at record low rates. We continue to look for reinvestment opportunities to alleviate market and duration risk. Our focus has been on floating-rate securities, which at quarter-end accounted for 39 percent of the total investment securities portfolio, up one percent from last quarter."

The third quarter taxable equivalent net interest margin was 3.26 percent, down five basis points from the second quarter and 34 basis points from a year ago. "Our margin continues to reflect the unprecedented low interest rate environment," stated Tallent. "We could see further
compression in the near term, though we believe at a slower pace. To offset the impact of a lower margin on net interest revenue, we are concentrating on growing the loan portfolio in the mid-single digit range by focusing on retail loans and continuing to add commercial lenders in key markets."
"Third quarter fee revenue of $\$ 14.1$ million was down slightly compared to second quarter and up approximately $\$ 1.0$ million from a year ago when certain non-core items are excluded," commented Tallent. Second quarter fee revenue of $\$ 16.3$ million was elevated due to non-core items, which included a $\$ 1.37$ million recovery on a bank-owned life insurance policy, a $\$ 468,000$ gain from the sale of low-income housing tax credits, and $\$ 369,000$ in hedge ineffectiveness gains. Similarly, year ago fee revenue of $\$ 13.8$ million included hedge ineffectiveness gains of $\$ 608,000$.

Service charges and fees on deposit accounts were up \$484,000 from the second quarter and up $\$ 760,000$ from a year ago reflecting strong growth in debit card interchange fees. Brokerage fees were up $\$ 211,000$ from the second quarter and up $\$ 565,000$ from a year ago, which shows a renewed focus on this line of business. Mortgage fees were down $\$ 449,000$ from the second quarter and down $\$ 246,000$ from a year ago reflecting slower mortgage refinancing activity resulting from rising long-term interest rates. Closed mortgage loans totaled $\$ 76.6$ million in the third quarter compared with $\$ 95.2$ million in the second quarter and $\$ 107.9$ million in the third quarter of 2012.

Operating expenses, excluding foreclosed property costs, were $\$ 39.9$ million for the third quarter compared to $\$ 43.7$ million in the second quarter of 2013 and $\$ 41.1$ million a year ago. The decrease from both periods reflects a reduction in loan workouts and collections costs as well as lower severance costs. Third quarter severance costs were $\$ 405,000$ compared with $\$ 1.56$ million and $\$ 401,000$ for the second quarter of 2013 and the third quarter of 2012, respectively.

Foreclosed property costs were $\$ 194,000$ in the third quarter compared to $\$ 5.15$ million in the second quarter and $\$ 3.71$ million a year ago. The higher second quarter costs reflect $\$ 4.31$ million in net losses and write-downs related to the accelerated foreclosed property sales and
$\$ 837,000$ for maintenance. The third quarter 2012 foreclosed property costs included $\$ 2.74$ million in net losses and write-downs and \$962,000 for maintenance.
"The effective tax rate for the third quarter was elevated from 35 percent to 38 percent by a $\$ .6$ million net charge to tax expense," stated Tallent. "The net charge reflects a state income tax rate reduction in North Carolina that lowered the rate at which a portion of our net deferred tax asset will be recovered. The resulting charge was partially offset by the release of tax reserves for tax returns that had expired."

As of September 30, 2013, capital ratios were as follows: Tier 1 Risk-Based of 14.2 percent; Total Risk-Based of 15.5 percent; Tier 1 Common Risk-Based of 9.1 percent; and Tangible Equity-to-Assets of 9.0 percent. The Tier 1 Leverage ratio was 10.0 percent.

Tallent concluded, "Going forward, we are focused strategically on loan and fee-based service growth in existing and newer markets to provide United with further momentum in building its value to our shareholders. We are looking ahead with confidence driven by our progress, our business opportunities and the best customer satisfaction in our industry."

## Conference Call

United will hold a conference call today, Thursday, October 24, 2013, 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 76304427. 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.

Headquartered in Blairsville, United Community Banks, Inc. is the third-largest bank holding company in Georgia. United has assets of $\$ 7.2$ billion and operates 103 banking offices throughout north Georgia, the Atlanta region, coastal Georgia, western North Carolina, east Tennessee and western South Carolina. United specializes in providing personalized community banking services to individuals and small to mid-size businesses and also offers the convenience
of 24-hour access through a network of ATMs, telephone and on-line banking. United's common stock is listed on the Nasdaq Global Select Market under the symbol UCBI. Additional information may be found at United's website 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 2012 Annual Report on Form 10-K and Quarterly Report on Form 10-Q for the second quarter of 2013 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 forward-looking statements.

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## UNITED COMMUNITY BANKS, INC.

## Financial Highlights

Selected Financial Information


[^0]* 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) | 2013 |  |  |  |  |  | 2012 |  |  |  |  |  |  | For the Nine Months Ended September 30, |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Third Quarter |  | Second Quarter |  | First Quarter |  |  | Fourth <br> Quarter |  |  | Third Quarter |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  | 2013 |  |  | 2012 |  |  |  |  |  |  |  |
| Interest revenue reconciliation |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest revenue - taxable equivalent | \$ | 61,363 |  |  | \$ | 61,693 | \$ |  |  |  | 62,134 |  | \$ | 64,450 |  | \$ | 65,978 |  | \$ | 185,190 |  | \$ | 202,979 |  |
| Taxable equivalent adjustment |  | (370) |  | (368) |  | (365) |  |  | (381) |  |  |  |  | (419) |  |  | $(1,103)$ |  |  | $(1,309)$ |  |
| Interest revenue (GAAP) | \$ | 60,993 | \$ | 61,325 | \$ | 61,769 |  | \$ | 64,069 |  | \$ | 65,559 |  | \$ | 184,087 |  | \$ | 201,670 |  |
| Net interest revenue reconciliation |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest revenue - taxable equivalent | \$ | 54,338 | \$ | 54,562 | \$ | 54,659 |  | \$ | 56,028 |  | \$ | 57,371 |  | \$ | 163,559 |  | \$ | 173,071 |  |
| Taxable equivalent adjustment |  | (370) |  | (368) |  | (365) |  |  | (381) |  |  | (419) |  |  | $(1,103)$ |  |  | $(1,309)$ |  |
| Net interest revenue (GAAP) | \$ | 53,968 | \$ | 54,194 | \$ | 54,294 |  | \$ | 55,647 |  | \$ | 56,952 |  | \$ | 162,456 |  | \$ | 171,762 |  |
| Total revenue reconciliation |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total operating revenue | \$ | 65,482 | \$ | 22,374 | \$ | 56,485 |  | \$ | 56,789 |  | \$ | 55,635 |  | \$ | 144,341 |  | \$ | 166,581 |  |
| Taxable equivalent adjustment |  | (370) |  | (368) |  | (365) |  |  | (381) |  |  | (419) |  |  | $(1,103)$ |  |  | $(1,309)$ |  |
| Total revenue (GAAP) | \$ | 65,112 | \$ | 22,006 | \$ | 56,120 |  | \$ | 56,408 |  | \$ | 55,216 |  | \$ | 143,238 |  | \$ | 165,272 |  |
| Income (loss) before taxes reconciliation |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Income (loss) before taxes | \$ | 25,385 | \$ | $(26,449)$ | \$ | 12,715 |  | \$ | 6,063 |  | \$ | 10,852 |  | \$ | 11,651 |  | \$ | 30,533 |  |
| Taxable equivalent adjustment |  | (370) |  | (368) |  | (365) |  |  | (381) |  |  | (419) |  |  | $(1,103)$ |  |  | $(1,309)$ |  |
| Income (loss) before taxes (GAAP) | \$ | 25,015 | \$ | $(26,817)$ | \$ | 12,350 |  | \$ | 5,682 |  | \$ | 10,433 |  | \$ | 10,548 |  | \$ | 29,224 |  |
| Income tax expense (benefit) reconciliation |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Income tax expense (benefit) | \$ | 9,885 | \$ | $(256,413)$ | \$ | 950 |  | \$ | 802 |  | \$ | 284 |  | \$ | $(245,578)$ |  | \$ | 1,938 |  |
| Taxable equivalent adjustment |  | (370) |  | (368) |  | (365) |  |  | (381) |  |  | (419) |  |  | $(1,103)$ |  |  | $(1,309)$ |  |
| Income tax expense (benefit) (GAAP) | \$ | 9,515 | \$ | $\underline{(256,781)}$ | \$ | 585 |  | \$ | 421 |  | \$ | $\underline{(135)}$ |  | \$ | $\underline{(246,681)}$ |  | \$ | 629 |  |
| Book value per common share reconciliation |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Tangible book value per common share | \$ | 10.95 | \$ | 10.82 | \$ | 6.76 |  | \$ | 6.57 |  | \$ | 6.64 |  | \$ | 10.95 |  | \$ | 6.64 |  |
| Effect of goodwill and other intangibles |  | . 04 |  | . 08 |  | . 09 |  |  | . 10 |  |  | . 11 |  |  | . 04 |  |  | . 11 |  |
| Book value per common share (GAAP) | \$ | 10.99 | \$ | 10.90 | \$ | 6.85 |  | \$ | 6.67 |  | \$ | 6.75 |  | \$ | 10.99 |  | \$ | 6.75 |  |
| Average equity to assets reconciliation |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Tangible common equity to assets |  | 9.02 |  | 8.79 |  | 5.66 | \% |  | 5.67 | \% |  | 5.73 | \% |  | 7.04 | \% |  | 5.50 | \% |
| Effect of preferred equity |  | 2.74 |  | 2.74 |  | 2.87 |  |  | 2.88 |  |  | 2.93 |  |  | 2.81 |  |  | 2.82 |  |
| Tangible equity to assets |  | 11.76 |  | 11.53 |  | 8.53 |  |  | 8.55 |  |  | 8.66 |  |  | 9.85 |  |  | 8.32 |  |
| Effect of goodwill and other intangibles |  | . 04 |  | . 04 |  | . 07 |  |  | . 08 |  |  | . 09 |  |  | . 06 |  |  | . 10 |  |
| Equity to assets (GAAP) |  | 11.80 |  | 11.57 |  | 8.60 | \% |  | 8.63 | \% |  | 8.75 | \% |  | 9.91 | \% |  | 8.42 | \% |
| Tangible common equity to risk-weighted assets reconciliation |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Tangible common equity to risk-weighted assets |  | 13.34 |  | 13.16 |  | 8.45 | \% |  | 8.26 | \% |  | 8.44 | \% |  | 13.34 | \% |  | 8.44 | \% |
| Effect of other comprehensive income |  | . 49 |  | . 29 |  | . 49 |  |  | . 51 |  |  | . 36 |  |  | . 49 |  |  | . 36 |  |
| Effect of deferred tax limitation |  | (4.72) |  | (4.99) |  | - |  |  | - |  |  | - |  |  | (4.72) |  |  | - |  |
| Effect of trust preferred |  | 1.09 |  | 1.11 |  | 1.15 |  |  | 1.15 |  |  | 1.17 |  |  | 1.09 |  |  | 1.17 |  |
| Effect of preferred equity |  | 4.01 |  | 4.11 |  | 4.22 |  |  | 4.24 |  |  | 4.29 |  |  | 4.01 |  |  | 4.29 |  |
| Tier I capital ratio (Regulatory) |  | 14.21 |  | 13.68 |  | 14.31 | \% |  | 14.16 | \% |  | 14.26 | \% |  | 14.21 | \% |  | 14.26 | \% |

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

| (in millions) | 2013 |  |  |  |  |  | 2012 |  |  |  | Linked <br> Quarter Change |  | Year over Year Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Third <br> Quarter |  | Second <br> Quarter |  | First Quarter |  | Fourth <br> Quarter |  | Third Quarter |  |  |  |  |  |
| LOANS BY CATEGORY |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Owner occupied commercial RE | \$ | 1,129 | \$ | 1,119 | \$ | 1,130 | \$ | 1,131 | \$ | 1,126 | \$ | 10 | \$ | 3 |
| Income producing commercial RE |  | 614 |  | 629 |  | 674 |  | 682 |  | 693 |  | (15) |  | (79) |
| Commercial \& industrial |  | 457 |  | 437 |  | 454 |  | 458 |  | 460 |  | 20 |  | (3) |
| Commercial construction |  | 137 |  | 133 |  | 152 |  | 155 |  | 161 |  | 4 |  | (24) |
| Total commercial |  | 2,337 |  | 2,318 |  | 2,410 |  | 2,426 |  | 2,440 |  | 19 |  | (103) |
| Residential mortgage |  | 888 |  | 876 |  | 850 |  | 829 |  | 833 |  | 12 |  | 55 |
| Home equity lines of credit |  | 421 |  | 402 |  | 396 |  | 385 |  | 341 |  | 19 |  | 80 |
| Residential construction |  | 318 |  | 332 |  | 372 |  | 382 |  | 389 |  | (14) |  | (71) |
| Consumer installment |  | 303 |  | 261 |  | 166 |  | 153 |  | 135 |  | 42 |  | 168 |
| Total loans | \$ | 4,267 | \$ | 4,189 | \$ | 4,194 | \$ | 4,175 | \$ | 4,138 |  | 78 |  | 129 |
| LOANS BY MARKET |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| North Georgia | \$ | 1,262 | \$ | 1,265 | \$ | 1,363 | \$ | 1,364 | \$ | 1,383 |  | (3) |  | (121) |
| Atlanta MSA |  | 1,246 |  | 1,227 |  | 1,262 |  | 1,250 |  | 1,238 |  | 19 |  | 8 |
| North Carolina |  | 575 |  | 576 |  | 575 |  | 579 |  | 579 |  | (1) |  | (4) |
| Coastal Georgia |  | 421 |  | 397 |  | 398 |  | 400 |  | 380 |  | 24 |  | 41 |
| Gainesville MSA |  | 253 |  | 256 |  | 259 |  | 261 |  | 256 |  | (3) |  | (3) |
| East Tennessee |  | 277 |  | 282 |  | 282 |  | 283 |  | 283 |  | (5) |  | (6) |
| South Carolina |  | 47 |  | 34 |  | - |  | - |  | - |  | 13 |  | 47 |
| Other ${ }^{(2)}$ |  | 186 |  | 152 |  | 55 |  | 38 |  | 19 |  | 34 |  | 167 |
| Total loans | \$ | 4,267 | \$ | 4,189 | \$ | 4,194 | \$ | 4,175 | \$ | 4,138 |  | 78 |  | 129 |

RESIDENTIAL CONSTRUCTION

| Dirt loans |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Acquisition \& development | \$ | 40 | \$ | 42 | \$ | 57 | \$ | 62 | \$ | 71 |
| Land loans |  | 35 |  | 36 |  | 42 |  | 46 |  | 41 |
| Lot loans |  | 167 |  | 173 |  | 188 |  | 193 |  | 196 |
| Total |  | 242 |  | 251 |  | 287 |  | 301 |  | 308 |
| House loans |  |  |  |  |  |  |  |  |  |  |
| Spec |  | 30 |  | 34 |  | 40 |  | 41 |  | 44 |
| Sold |  | 46 |  | 47 |  | 45 |  | 40 |  | 37 |
| Total |  | 76 |  | 81 |  | 85 |  | 81 |  | 81 |
| Total residential construction | \$ | 318 | \$ | 332 | \$ | 372 | \$ | 382 | \$ | 389 |

${ }^{(1)}$ Excludes total loans of $\$ 23.3$ million, $\$ 25.7$ million, $\$ 28.3$ million, $\$ 33.4$ million and $\$ 37.0$ million as of September 30, 2013, June 30, 2013, March 31, 2013, December 31, 2012 and September 30, 2012, 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 2013 |  |  |  |  |  | Second Quarter 2013 |  |  |  |  |  | First Quarter 2013 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Non-performing Loans |  | Foreclosed <br> Properties |  | Total NPAs |  | Non-performing Loans |  | Foreclosed <br> Properties |  | $\begin{aligned} & \hline \text { Total } \\ & \text { NPAs } \\ & \hline \end{aligned}$ |  | Non-performing Loans |  | Foreclosed Properties |  | $\begin{aligned} & \hline \text { Total } \\ & \text { NPAs } \\ & \hline \end{aligned}$ |  |
| NONPERFORMING ASSETS BY CATEGORY |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Owner occupied CRE | \$ | 6,358 | \$ | 591 | \$ | 6,949 | \$ | 5,283 | \$ | 547 | \$ | 5,830 | \$ | 8,142 | \$ | 4,750 | \$ | 12,892 |
| Income producing CRE |  | 1,657 |  | 139 |  | 1,796 |  | 1,954 |  | - |  | 1,954 |  | 9,162 |  | 834 |  | 9,996 |
| Commercial \& industrial |  | 609 |  | - |  | 609 |  | 548 |  | - |  | 548 |  | 29,545 |  | - |  | 29,545 |
| Commercial construction |  | 343 |  | 376 |  | 719 |  | 504 |  | 376 |  | 880 |  | 22,359 |  | 3,027 |  | 25,386 |
| Total commercial |  | 8,967 |  | 1,106 |  | 10,073 |  | 8,289 |  | 923 |  | 9,212 |  | 69,208 |  | 8,611 |  | 77,819 |
| Residential mortgage |  | 11,335 |  | 1,679 |  | 13,014 |  | 12,847 |  | 1,303 |  | 14,150 |  | 10,901 |  | 3,463 |  | 14,364 |
| Home equity lines of credit |  | 1,169 |  | 475 |  | 1,644 |  | 1,491 |  | 140 |  | 1,631 |  | 916 |  | - |  | 916 |
| Residential construction |  | 4,097 |  | 1,207 |  | 5,304 |  | 4,838 |  | 1,570 |  | 6,408 |  | 14,592 |  | 4,660 |  | 19,252 |
| Consumer installment |  | 520 |  | - |  | 520 |  | 399 |  | - |  | 399 |  | 389 |  | - |  | 389 |
| Total NPAs | \$ | 26,088 | \$ | 4,467 | \$ | 30,555 | , | 27,864 | \$ | 3,936 | \$ | 31,800 | \$ | 96,006 | \$ | 16,734 | \$ | 112,740 |
| Balance as a \% of Unpaid Principal |  | 61.6\% |  | 41.5\% |  | 57.6\% |  | 62.6\% |  | 31.6\% |  | 55.8\% |  | 66.3\% |  | 45.0\% |  | 62.0\% |
| NONPERFORMING ASSETS BY MARKET |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| North Georgia | \$ | 13,652 | \$ | 1,726 | \$ | 15,378 | \$ | 12,830 | \$ | 1,617 | \$ | 14,447 | \$ | 63,210 | \$ | 6,616 | \$ | 69,826 |
| Atlanta MSA |  | 3,096 |  | 1,026 |  | 4,122 |  | 3,803 |  | 1,197 |  | 5,000 |  | 17,380 |  | 3,524 |  | 20,904 |
| North Carolina |  | 5,680 |  | 762 |  | 6,442 |  | 6,512 |  | 295 |  | 6,807 |  | 8,519 |  | 2,533 |  | 11,052 |
| Coastal Georgia |  | 995 |  | 928 |  | 1,923 |  | 2,588 |  | 627 |  | 3,215 |  | 3,523 |  | 1,449 |  | 4,972 |
| Gainesville MSA |  | 1,036 |  | - |  | 1,036 |  | 1,008 |  | - |  | 1,008 |  | 911 |  | 370 |  | 1,281 |
| East Tennessee |  | 1,629 |  | 25 |  | 1,654 |  | 1,123 |  | 200 |  | 1,323 |  | 2,463 |  | 2,242 |  | 4,705 |
| South Carolina |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |
| Other ${ }^{(3)}$ |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |
| Total NPAs | \$ | 26,088 | \$ | 4,467 | \$ | 30,555 | , | 27,864 | \$ | 3,936 | \$ | 31,800 | \$ | 96,006 | \$ | 16,734 | \$ | 112,740 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| NONPERFORMING ASSETS ACTIVITY |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Beginning Balance | \$ | 27,864 | \$ | 3,936 | \$ | 31,800 | \$ | 96,006 | \$ | 16,734 | \$ | 112,740 | \$ | 109,894 | \$ | 18,264 | \$ | 128,158 |
| Loans placed on non-accrual |  | 9,959 |  | - |  | 9,959 |  | 13,200 |  | - |  | 13,200 |  | 9,665 |  | - |  | 9,665 |
| Payments received |  | $(3,601)$ |  | - |  | $(3,601)$ |  | $(47,937)$ |  | - |  | $(47,937)$ |  | $(6,809)$ |  | - |  | $(6,809)$ |
| Loan charge-offs |  | $(5,395)$ |  | - |  | $(5,395)$ |  | $(23,972)$ |  | - |  | $(23,972)$ |  | $(10,456)$ |  | - |  | $(10,456)$ |
| Foreclosures |  | $(2,739)$ |  | 2,739 |  | - |  | $(9,433)$ |  | 9,433 |  | - |  | $(6,288)$ |  | 6,288 |  | - |
| Capitalized costs |  | - |  | 7 |  | 7 |  | - |  | 55 |  | 55 |  | - |  | 54 |  | 54 |
| Property sales |  | - |  | $(2,534)$ |  | $(2,534)$ |  | - |  | $(17,972)$ |  | $(17,972)$ |  | - |  | $(6,726)$ |  | $(6,726)$ |
| Write downs |  | - |  | (329) |  | (329) |  | - |  | $(1,369)$ |  | $(1,369)$ |  | - |  | $(1,041)$ |  | $(1,041)$ |
| Net gains (losses) on sales |  | - |  | 648 |  | 648 |  | - |  | $(2,945)$ |  | $(2,945)$ |  | - |  | (105) |  | (105) |
| Ending Balance | \$ | 26,088 | \$ | 4,467 | \$ | 30,555 | \$ | 27,864 | \$ | 3,936 | \$ | 31,800 | \$ | 96,006 | \$ | 16,734 | \$ | 112,740 |


| (in thousands) | Third Quarter 2013 |  |  |  | Second Quarter 2013 |  |  |  | First Quarter 2013 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Net } \\ \text { Charge-Offs } \\ \hline \end{gathered}$ |  | Net Charge Offs 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 | \$ | 1,641 | . 58 | \% | \$ | 16,545 | 5.85 | \% | \$ | 1,922 | . 69 | \% |
| Income producing CRE |  | 216 | 14 |  |  | 8,921 | 5.45 |  |  | 3,321 | 1.99 |  |
| Commercial \& industrial |  | 136 | . 12 |  |  | 15,576 | 13.91 |  |  | 1,501 | 1.34 |  |
| Commercial construction |  | 133 | . 39 |  |  | 6,295 | 17.53 |  |  | (4) | (.01) |  |
| Total commercial |  | 2,126 | . 36 |  |  | 47,337 | 7.96 |  |  | 6,740 | 1.14 |  |
| Residential mortgage |  | 693 | . 31 |  |  | 5,469 | 2.52 |  |  | 1,635 | . 79 |  |
| Home equity lines of credit |  | 382 | . 37 |  |  | 1,040 | 1.04 |  |  | 512 | . 53 |  |
| Residential construction |  | 1,072 | 1.31 |  |  | 18,506 | 20.91 |  |  | 2,973 | 3.22 |  |
| Consumer installment |  | 200 | . 28 |  |  | 56 | . 10 |  |  | 524 | 1.35 |  |
| Total | \$ | 4,473 | . 42 |  | \$ | 72,408 | 6.87 |  | \$ | 12,384 | 1.21 |  |


| NET CHARGE-OFFS BY MARKET |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| North Georgia | \$ | 2,090 | . 66 | \% | \$ | 59,102 | 17.20 | \% | \$ | 4,868 | 1.45 | \% |
| Atlanta MSA |  | 1,013 | . 33 |  |  | 9,986 | 3.21 |  |  | 3,295 | 1.07 |  |
| North Carolina |  | 704 | . 49 |  |  | 1,952 | 1.36 |  |  | 2,249 | 1.59 |  |
| Coastal Georgia |  | 139 | . 14 |  |  | 480 | . 49 |  |  | 821 | . 85 |  |
| Gainesville MSA |  | 97 | . 15 |  |  | 123 | . 19 |  |  | 430 | . 67 |  |
| East Tennessee |  | 359 | . 51 |  |  | 711 | 1.01 |  |  | 679 | . 98 |  |
| South Carolina |  | - | - |  |  | - | - |  |  | - | - |  |
| Other ${ }^{(3)}$ |  | 71 | . 17 |  |  | 54 | . 24 |  |  | 42 | . 39 |  |
| Total | \$ | 4,473 | . 42 |  | \$ | 72,408 | 6.87 |  | \$ | 12,384 | 1.21 |  |

[^1]| (in thousands, except per share data) | Three Months Ended September 30, |  |  |  | Nine Months Ended September 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2013 |  | 2012 |  | 2013 |  | 2012 |
| Interest revenue: |  |  |  |  |  |  |  |  |
| Loans, including fees | \$ | 50,114 | \$ | 53,868 | \$ | 151,776 | \$ | 163,805 |
| Investment securities, including tax exempt of \$202, \$225, \$624 and \$737 |  | 9,872 |  | 10,706 |  | 29,518 |  | 34,772 |
| Deposits in banks and short-term investments |  | 1,007 |  | 985 |  | 2,793 |  | 3,093 |
| Total interest revenue |  | 60,993 |  | 65,559 |  | 184,087 |  | 201,670 |
| Interest expense: |  |  |  |  |  |  |  |  |
| Deposits: |  |  |  |  |  |  |  |  |
| NOW |  | 413 |  | 447 |  | 1,286 |  | 1,587 |
| Money market |  | 545 |  | 599 |  | 1,641 |  | 1,901 |
| Savings |  | 37 |  | 37 |  | 109 |  | 112 |
| Time |  | 2,486 |  | 4,612 |  | 8,636 |  | 15,844 |
| Total deposit interest expense |  | 3,481 |  | 5,695 |  | 11,672 |  | 19,444 |
| Short-term borrowings |  | 525 |  | 514 |  | 1,563 |  | 2,463 |
| Federal Home Loan Bank advances |  | 16 |  | 26 |  | 65 |  | 882 |
| Long-term debt |  | 3,003 |  | 2,372 |  | 8,331 |  | 7,119 |
| Total interest expense |  | 7,025 |  | 8,607 |  | 21,631 |  | 29,908 |
| Net interest revenue |  | 53,968 |  | 56,952 |  | 162,456 |  | 171,762 |
| Provision for loan losses |  | 3,000 |  | 15,500 |  | 62,500 |  | 48,500 |
| Net interest revenue after provision for loan losses |  | 50,968 |  | 41,452 |  | 99,956 |  | 123,262 |
| Fee revenue: |  |  |  |  |  |  |  |  |
| Service charges and fees |  | 8,456 |  | 7,696 |  | 23,831 |  | 23,295 |
| Mortgage loan and other related fees |  | 2,554 |  | 2,800 |  | 8,212 |  | 7,221 |
| Brokerage fees |  | 1,274 |  | 709 |  | 3,104 |  | 2,331 |
| Securities gains, net |  | - |  | - |  | 116 |  | 7,047 |
| Loss from prepayment of debt |  | - |  | - |  | - |  | $(6,681)$ |
| Other |  | 1,860 |  | 2,559 |  | 8,019 |  | 8,797 |
| Total fee revenue |  | 14,144 |  | 13,764 |  | 43,282 |  | 42,010 |
| Total revenue |  | 65,112 |  | 55,216 |  | 143,238 |  | 165,272 |
| Operating expenses: |  |  |  |  |  |  |  |  |
| Salaries and employee benefits |  | 23,090 |  | 22,918 |  | 71,416 |  | 72,440 |
| Communications and equipment |  | 3,305 |  | 3,254 |  | 9,819 |  | 9,620 |
| Occupancy |  | 3,379 |  | 3,539 |  | 10,195 |  | 10,849 |
| Advertising and public relations |  | 962 |  | 934 |  | 2,937 |  | 2,868 |
| Postage, printing and supplies |  | 644 |  | 954 |  | 2,401 |  | 2,849 |
| Professional fees |  | 2,650 |  | 2,180 |  | 7,515 |  | 6,107 |
| Foreclosed property |  | 194 |  | 3,706 |  | 7,678 |  | 9,382 |
| FDIC assessments and other regulatory charges |  | 2,405 |  | 2,537 |  | 7,415 |  | 7,592 |
| Amortization of intangibles |  | 427 |  | 728 |  | 1,623 |  | 2,190 |
| Other |  | 3,041 |  | 4,033 |  | 11,691 |  | 12,151 |
| Total operating expenses |  | 40,097 |  | 44,783 |  | 132,690 |  | 136,048 |
| Net income before income taxes |  | 25,015 |  | 10,433 |  | 10,548 |  | 29,224 |
| Income tax expense (benefit) |  | 9,515 |  | (135) |  | $(246,681)$ |  | 629 |
| Net income |  | 15,500 |  | 10,568 |  | 257,229 |  | 28,595 |
| Preferred stock dividends and discount accretion |  | 3,059 |  | 3,041 |  | 9,166 |  | 9,103 |
| Net income available to common shareholders | \$ | 12,441 | \$ | 7,527 | \$ | 248,063 | \$ | 19,492 |
| Earnings per common share |  |  |  |  |  |  |  |  |
| Basic | \$ | . 21 | \$ | . 13 | \$ | 4.24 | \$ | . 34 |
| Diluted |  | . 21 |  | . 13 |  | 4.24 |  | . 34 |
| Weighted average common shares outstanding |  |  |  |  |  |  |  |  |
| Basic |  | 59,100 |  | 57,880 |  | 58,443 |  | 57,826 |
| Diluted |  | 59,202 |  | 57,880 |  | 58,444 |  | 57,826 |

## UNITED COMMUNITY BANKS, INC.

Consolidated Balance Sheet

| (in thousands, except share and per share data) | $\begin{gathered} \hline \text { September 30, } \\ 2013 \end{gathered}$ |  | $\begin{gathered} \hline \text { December 31, } \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { September 30, } \\ 2012 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | naudited) |  | (audited) |  | (adited) |
| ASSETS |  |  |  |  |  |  |
| Cash and due from banks | \$ | 70,986 | \$ | 66,536 | \$ | 57,270 |
| Interest-bearing deposits in banks |  | 131,147 |  | 124,613 |  | 119,355 |
| Short-term investments |  | 62,000 |  | 60,000 |  | 45,000 |
| Cash and cash equivalents |  | 264,133 |  | 251,149 |  | 221,625 |
| Securities available for sale |  | 1,963,424 |  | 1,834,593 |  | 1,761,994 |
| Securities held to maturity (fair value \$214,651, \$261,131 and \$281,336) |  | 205,613 |  | 244,184 |  | 262,648 |
| Mortgage loans held for sale |  | 11,987 |  | 28,821 |  | 30,571 |
| Loans, net of unearned income |  | 4,267,067 |  | 4,175,008 |  | 4,137,845 |
| Less allowance for loan losses |  | $(80,372)$ |  | $(107,137)$ |  | $(107,642)$ |
| Loans, net |  | 4,186,695 |  | 4,067,871 |  | 4,030,203 |
| Assets covered by loss sharing agreements with the FDIC |  | 31,207 |  | 47,467 |  | 53,070 |
| Premises and equipment, net |  | 165,993 |  | 168,920 |  | 170,532 |
| Bank owned life insurance |  | 80,537 |  | 81,867 |  | 81,574 |
| Accrued interest receivable |  | 18,199 |  | 18,659 |  | 19,133 |
| Goodwill and other intangible assets |  | 3,888 |  | 5,510 |  | 6,237 |
| Foreclosed property |  | 4,467 |  | 18,264 |  | 26,958 |
| Net deferred tax asset |  | 269,784 |  | - |  | - |
| Other assets |  | 37,366 |  | 34,954 |  | 34,690 |
| Total assets | \$ | 7,243,293 | \$ | 6,802,259 | \$ | 6,699,235 |
| LIABILITIES AND SHAREHOLDERS' EQUITY |  |  |  |  |  |  |
| Liabilities: |  |  |  |  |  |  |
| Deposits: |  |  |  |  |  |  |
| Demand | \$ | 1,418,782 | \$ | 1,252,605 | \$ | 1,210,703 |
| NOW |  | 1,279,134 |  | 1,316,453 |  | 1,184,341 |
| Money market |  | 1,197,495 |  | 1,149,912 |  | 1,126,312 |
| Savings |  | 249,044 |  | 227,308 |  | 222,431 |
| Time: |  |  |  |  |  |  |
| Less than \$100,000 |  | 925,089 |  | 1,055,271 |  | 1,123,672 |
| Greater than \$100,000 |  | 624,019 |  | 705,558 |  | 731,766 |
| Brokered |  | 419,344 |  | 245,033 |  | 223,474 |
| Total deposits |  | 6,112,907 |  | 5,952,140 |  | 5,822,699 |
| Short-term borrowings |  | 53,769 |  | 52,574 |  | 53,243 |
| Federal Home Loan Bank advances |  | 125 |  | 40,125 |  | 50,125 |
| Long-term debt |  | 129,865 |  | 124,805 |  | 120,285 |
| Unsettled securities purchases |  | 11,610 |  | - |  | 24,319 |
| Accrued expenses and other liabilities |  | 82,800 |  | 51,210 |  | 43,309 |
| Total liabilities |  | 6,391,076 |  | 6,220,854 |  | 6,113,980 |
| Shareholders' equity: |  |  |  |  |  |  |
| Preferred stock, \$1 par value; 10,000,000 shares authorized; |  |  |  |  |  |  |
| Series A; \$10 stated value; 21,700 shares issued and outstanding |  | 217 |  | 217 |  | 217 |
| Series B; \$1,000 stated value; 180,000 shares issued and outstanding |  | 179,714 |  | 178,557 |  | 178,183 |
| Series D; \$1,000 stated value; 16,613 shares issued and outstanding |  | 16,613 |  | 16,613 |  | 16,613 |
| Common stock, \$1 par value; 100,000,000 shares authorized; |  |  |  |  |  |  |
| 45,222,839, 42,423,870 and 42,393,319 shares issued and outstanding |  | 45,223 |  | 42,424 |  | 42,393 |
| Common stock, non-voting, \$1 par value; 30,000,000 shares authorized; |  |  |  |  |  |  |
| Common stock issuable; 242,262, 133,238 and 129,270 shares |  | 3,979 |  | 3,119 |  | 3,247 |
| Capital surplus |  | 1,077,536 |  | 1,057,951 |  | 1,056,998 |
| Accumulated deficit |  | $(461,090)$ |  | $(709,153)$ |  | $(711,369)$ |
| Accumulated other comprehensive loss |  | $(24,164)$ |  | $(23,640)$ |  | $(16,344)$ |
| Total shareholders' equity |  | 852,217 |  | 581,405 |  | 585,255 |
| Total liabilities and shareholders' equity | \$ | 7,243,293 | \$ | 6,802,259 | \$ | 6,699,235 |

## UNITED COMMUNITY BANKS, INC.

## Average Consolidated Balance Sheets and Net Interest Analysis

For the Three Months Ended September 30,

| (dollars in thousands, taxable equivalent) | 2013 |  |  |  | 2012 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average Balance | Interest | Avg. <br> Rate |  | Average Balance | Interest | Avg. <br> Rate |
| Assets: |  |  |  |  |  |  |  |
| Interest-earning assets: |  |  |  |  |  |  |  |
| Loans, net of unearned income ${ }^{(1)(2)}$ | \$ 4,249,892 | \$ 50,217 | 4.69 | \% | \$ 4,147, 220 | \$ 53,963 | 5.18 \% |
| Taxable securities ${ }^{(3)}$ | 2,157,448 | 9,670 | 1.79 |  | 1,947,780 | 10,481 | 2.15 |
| Tax-exempt securities ${ }^{(1)(3)}$ | 20,913 | 331 | 6.32 |  | 22,895 | 368 | 6.43 |
| Federal funds sold and other interest-earning assets | 186,544 | 1,145 | 2.46 |  | 227,950 | 1,166 | 2.05 |
| Total interest-earning assets | 6,614,797 | 61,363 | 3.69 |  | 6,345,845 | 65,978 | 4.14 |
| Non-interest-earning assets: |  |  |  |  |  |  |  |
| Allowance for loan losses | $(83,408)$ |  |  |  | $(112,034)$ |  |  |
| Cash and due from banks | 63,890 |  |  |  | 51,705 |  |  |
| Premises and equipment | 166,906 |  |  |  | 171,608 |  |  |
| Other assets ${ }^{(3)}$ | 407,912 |  |  |  | 190,439 |  |  |
| Total assets | \$ 7,170,097 |  |  |  | \$ 6,647,563 |  |  |

## Liabilities and Shareholders' Equity:

Interest-bearing liabilities:
Interest-bearing deposits

| NOW | \$ 1,222,334 | 413 | . 13 | \$ 1,176,087 | 447 | . 15 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Money market | 1,328,661 | 545 | . 16 | 1,157,655 | 599 | . 21 |
| Savings | 248,937 | 37 | . 06 | 221,186 | 37 | . 07 |
| Time less than \$ 100,000 | 952,320 | 1,369 | . 57 | 1,144,103 | 2,260 | . 79 |
| Time greater than \$100,000 | 644,264 | 1,229 | . 76 | 750,828 | 1,876 | . 99 |
| Brokered time deposits | 233,842 | (112) | (.19) | 176,114 | 476 | 1.08 |
| Total interest-bearing deposits | 4,630,358 | 3,481 | . 30 | 4,625,973 | 5,695 | . 49 |
| Federal funds purchased and other borrowings | 67,292 | 525 | 3.10 | 55,994 | 514 | 3.65 |
| Federal Home Loan Bank advances | 32,082 | 16 | . 20 | 44,473 | 26 | . 23 |
| Long-term debt | 144,601 | 3,003 | 8.24 | 120,276 | 2,372 | 7.85 |
| Total borrowed funds | 243,975 | 3,544 | 5.76 | 220,743 | 2,912 | 5.25 |
| Total interest-bearing liabilities | 4,874,333 | 7,025 | . 57 | 4,846,716 | 8,607 | . 71 |
| Non-interest-bearing liabilities: |  |  |  |  |  |  |
| Non-interest-bearing deposits | 1,356,792 |  |  | 1,163,471 |  |  |
| Other liabilities | 93,247 |  |  | 55,607 |  |  |
| Total liabilities | 6,324,372 |  |  | 6,065,794 |  |  |
| Shareholders' equity | 845,725 |  |  | 581,769 |  |  |
| Total liabilities and shareholders' equity | \$ 7,170,097 |  |  | \$ 6,647,563 |  |  |
| Net interest revenue | \$ 54,338 |  |  |  | \$ 57,371 | 3.43 |
| Net interest-rate spread |  |  | 3.12 |  |  |  |
| Net interest margin ${ }^{(4)}$ |  |  | 3.26 |  |  | 3.60 |

[^2]
## UNITED COMMUNITY BANKS, INC.

## Average Consolidated Balance Sheets and Net Interest Analysis

For the Nine Months Ended September 30,

| (dollars in thousands, taxable equivalent) | 2013 |  |  |  | 2012 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average Balance | Interest | Avg. Rate |  | Average Balance | Interest | Avg. Rate |
| Assets: |  |  |  |  |  |  |  |
| Interest-earning assets: |  |  |  |  |  |  |  |
| Loans, net of unearned income ${ }^{(1)(2)}$ | \$ 4,233,531 | \$152,022 | 4.80 | \% | \$ 4,157,057 | \$164,101 | 5.27 \% |
| Taxable securities ${ }^{(3)}$ | 2,138,725 | 28,894 | 1.80 |  | 2,065,112 | 34,035 | 2.20 |
| Tax-exempt securities ${ }^{(1)(3)}$ | 21,411 | 1,022 | 6.36 |  | 24,187 | 1,207 | 6.65 |
| Federal funds sold and other interest-earning assets | 196,445 | 3,252 | 2.21 |  | 322,998 | 3,636 | 1.50 |
| Total interest-earning assets | 6,590,112 | 185,190 | 3.76 |  | 6,569,354 | 202,979 | 4.13 |
| Non-interest-earning assets: |  |  |  |  |  |  |  |
| Allowance for loan losses | $(100,154)$ |  |  |  | $(115,252)$ |  |  |
| Cash and due from banks | 63,879 |  |  |  | 52,755 |  |  |
| Premises and equipment | 168,144 |  |  |  | 173,410 |  |  |
| Other assets ${ }^{(3)}$ | 252,275 |  |  |  | 214,068 |  |  |
| Total assets | \$6,974,256 |  |  |  | \$ 6,894,335 |  |  |

## Liabilities and Shareholders' Equity:

Interest-bearing liabilities:
Interest-bearing deposits


[^3]
[^0]:    ${ }^{(1)}$ 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. ${ }^{(4)}$ Calculated as of period-end.

[^1]:    ${ }^{(1)}$ 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.

[^2]:    ${ }^{(1)}$ 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 losses of $\$ 10.6$ million in 2013 and pretax unrealized gains of $\$ 22.9$ million in 2012 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.

[^3]:    ${ }^{(1)}$ 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 $\$ 7.96$ million in 2013 and pretax unrealized gains of $\$ 24.1$ million in 2012 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.

