# UNITED STATES <br> SECURITIES AND EXCHANGE COMMISSION <br> Washington, D.C. 20549 

## FORM 8-K

## CURRENT REPORT

## Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): July 23, 2010

# United Community Banks, Inc. 

(Exact name of registrant as specified in its charter)


Registrant's telephone number, including area code: (706) 781-2265

## Not applicable

(Former name or former address if changed since last report.)
Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:
o Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
o Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
o Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
o Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

## Item 2.02

## Results of Operation and Financial Condition

On July 23, 2010, United Community Banks, Inc. (the "Registrant") issued a news release announcing its financial results for the quarter ended June 30, 2010 (the "News Release"). The News Release, including financial schedules, is attached as Exhibit 99.1 to this report. In connection with issuing the News Release, on July 23, 2010 at 11:00 a.m. EST, the Registrant intends to hold a conference call/webcast to discuss the News Release. In addition to the News Release, during the conference call the Registrant intends to discuss certain financial information contained in the June 30, 2010 Investor Presentation (the "Investor Presentation") which will be posted to the Registrant's website. The Investor Presentation is attached as Exhibit 99.2 to this report.

The presentation of the Registrant's financial results included operating performance measures and core earnings measures, which are measures of performance determined by methods other than in accordance with generally accepted accounting principles, or GAAP. Management included non-GAAP operating performance and core earnings measures because it believes they are useful for evaluating the Registrant's operations and performance over periods of time, and uses operating performance and core earnings measures in managing and evaluating the Registrant's business and intends to refer to them in discussions about the Registrant's operations and performance. Operating performance measures for 2009 exclude the effects of $\$ 25$ million and $\$ 70$ million, non-cash goodwill impairment charges in the third and first quarters, respectively, (bringing the total goodwill impairment charge for the year 2009 to $\$ 95$ million), $\$ 2.9$ million in non-recurring severance charges related to a reduction in workforce recorded in the first quarter and an $\$ 11.4$ million gain in the second quarter from the acquisition of Southern Community Bank that resulted from a bargain purchase. These items have been excluded from operating performance measures because management believes that the items are non-recurring in nature and do not reflect overall trends in the Registrant's earnings. Additionally, core earnings measures exclude credit related costs such as the provision for loan losses, the loss from sale of nonperforming assets to Fletcher International in the second quarter of 2010 and foreclosed property expense, securities gains and losses, income taxes and other items of a non-recurring nature. Core earnings are useful in evaluating the underlying earnings performance trends of the Registrant. Management believes these non-GAAP performance measures may provide users of the Registrant's financial information with a meaningful measure for assessing the Registrant's financial results and comparing those financial results to prior periods.

Operating performance and core earnings measures should be viewed in addition to, and not as an alternative or substitute for, the Registrant's performance measures determined in accordance with GAAP, and is not necessarily comparable to non-GAAP performance measures that may be presented by other companies.

Financial Statements and Exhibits
(a) Financial statements: None
(b) Pro forma financial information: None
(c) Exhibits: 99.1 Press Release, dated July 23, 2010 99.2 Investor Presentation, Second Quarter 2010

## SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

/s/ Rex S. Schuette<br>Rex S. Schuette<br>Executive Vice President and<br>Chief Financial Officer

July 23, 2010

## For Immediate Release

For more information:
Rex S. Schuette
Chief Financial Officer
(706) 781-2266

Rex Schuette@ucbi.com

## UNITED COMMUNITY BANKS, INC. REPORTS NET OPERATING LOSS FOR SECOND QUARTER 2010

- Completed sale of $\$ 103$ million of nonperforming assets that resulted in a non-cash charge of $\$ 45.3$ million
- Nonperforming assets decline 17 percent from last quarter
- Provision for loan losses was $\$ 61.5$ million, down $\$ 13.5$ million from last quarter
- Allowance-to-loans ratio increases to 3.57 percent
- Margin improves 11 basis points to 3.60 percent

BLAIRSVILLE, GA - July 23, 2010 - United Community Banks, Inc. (NASDAQ: UCBI) today reported a net operating loss from continuing operations of $\$ 59.5$ million, or 66 cents per diluted share, for the second quarter of 2010. The second quarter operating loss included a non-cash charge of $\$ 45.3$ million, or $\$ 30.0$ million after-tax, resulting from the transaction with Fletcher International ("Fletcher") to dispose of nonperforming assets. The charge increased the net loss for the quarter by 32 cents per diluted share

United's net operating losses from continuing operations for the first six months of 2010 and 2009 were $\$ 94.0$ million, or $\$ 1.05$ per diluted share, and $\$ 55.3$ million, or $\$ 1.24$ per diluted share, respectively. In the attached schedules, the results of operations for all periods presented have been restated to show earnings from continuing operations, which excludes Brintech's fee revenue and operating expenses during the periods it was owned by United and the gain from the sale. The net income or loss from Brintech's discontinued operations is reported as a separate line in the consolidated statement of
income. Also, the net operating loss from continuing operations for the first six months of 2009 excludes a $\$ 70$ million non-cash charge for impairment of goodwill and $\$ 1.8$ million in severance costs, net of taxes, relating to a reduction in work force, both of which were incurred during the first quarter and the $\$ 7.1$ million gain, net of taxes, on the acquisition of Southern Community Bank in the second quarter. These charges and gains were considered non-recurring items and therefore were excluded from operating earnings. Including these non-recurring items, United's net loss for the first six months of 2010 and 2009 was $\$ 92.8$ million, or $\$ 1.04$ per diluted share, and $\$ 119.8$ million, or $\$ 2.57$ per diluted share, respectively.
"We made steady progress during the second quarter," stated Jimmy Tallent, president and chief executive officer. "We completed the sale of $\$ 103$ million of our most illiquid non-performing loans and foreclosed properties with the granting of a warrant and an option to purchase capital. This transaction was a giant step forward in clearing our books of the more difficult problem assets while at the same time preserving capital. We still see credit challenges ahead of us and elevated levels of chargeoffs through the balance of 2010. We are pursuing every opportunity to resolve them in the best interests of our shareholders and return to profitability in early 2011."

Total loans were $\$ 4.9$ billion at quarter-end, down $\$ 119$ million from the end of the first quarter and $\$ 640$ million from a year earlier. As of quarter-end, residential construction loans were $\$ 820$ million, or 17 percent of total loans, down $\$ 140$ million from the prior quarter-end and down $\$ 495$ million from a year ago. This decline was net of new lending during the quarter that totaled $\$ 101$ million, primarily commercial and small business loans in metropolitan Atlanta and north Georgia.

Taxable equivalent net interest revenue of $\$ 61.6$ million was $\$ 745,000$ higher than the second quarter of 2009. The net interest margin was 3.60 percent for the second quarter 2010, up 32 basis points from a year ago and up 11 basis points from the first quarter. "By staying focused on deposit and loan pricing, we've been able to steadily increase our net interest margin and hold net interest revenue above $\$ 60$ million despite continuing attrition in the loan portfolio," Tallent said.
"We had our sixth consecutive quarter of core transaction deposit growth, with an increase of \$94 million from the first quarter, or 16 percent, on an annualized basis," Tallent continued. "That compares to core deposit growth of $\$ 53$ million for the first quarter of 2010 and $\$ 224$ million from a year ago. We believe this growth is related to disruption in the banking industry and the favorable perception of United as a strong bank with strong service. We are emphasizing these positive attributes, which are always valuable and especially so during difficult times in our industry. We believe this message is being heard and responded to with our successful core deposit program."

The second quarter 2010 provision for loan losses decreased to $\$ 61.5$ million from $\$ 75$ million in the first quarter. Net chargeoffs were up $\$ 4.7$ million from first quarter 2010 and $\$ 3.0$ million from the second quarter of 2009. Non-performing assets decreased to \$348 million at quarter-end from \$417 million at March 31, 2010, the lowest level since the first quarter of 2009. The ratios of non-performing assets to total assets at the end of the second and first quarters of 2010 were 4.55 percent and 5.32 percent, respectively. The decrease in non-performing assets and improvement in the ratio of non-performing assets to total assets reflected the sale of $\$ 103$ million of nonperforming assets early in the second quarter.

The transaction with Fletcher resulted in an after-tax charge of $\$ 30.0$ million, or $\$ 45.3$ million pre-tax, primarily due to the recognition of the value of warrant and the option to purchase convertible preferred stock that were granted as part of the sale of the non-performing assets. United recorded the equity instruments at a fair value of $\$ 39.8$ million that resulted in an increase to capital surplus within shareholders' equity, which more than offset the $\$ 30$ million after-tax charge to expenses.
"Even though this transaction resulted in a higher net loss for the quarter, the importance of the strategic objective achieved was very significant," stated Tallent. "We likely would have carried these illiquid nonperforming assets for many quarters and incurred considerable foreclosure and carrying costs."

Operating fee revenue was $\$ 11.6$ million for the second quarter of 2010 , compared to $\$ 11.3$ million a year ago. Service charges and fees of $\$ 8.0$ million were up $\$ 436,000$, due primarily to new accounts and an increase in ATM and debit card transactions. Mortgage loan fees of $\$ 1.6$ million were down $\$ 1.2$ million due to lower refinancing activities. Other fee revenue increased $\$ 262,000$ to $\$ 1.4$ million, due primarily to the gain recognized on ineffectiveness of terminated cash flow hedges on a certain portion of United's prime-based loans.

Second quarter operating expenses of $\$ 58.3$ million, excluding the $\$ 45.3$ million charge for the sale the non-performing assets, increased $\$ 4.6$ million compared to last year. Foreclosed property costs more than doubled to $\$ 14.5$ million compared to $\$ 5.7$ million in the second quarter of 2009. Foreclosed property costs in the second quarter of 2010 included $\$ 3.3$ million for maintenance, property taxes and other related costs, compared to $\$ 2.5$ million last year. In addition, write-downs relating to the sale of properties totaled $\$ 5.1$ million and write-downs of other foreclosed properties totaled $\$ 6.1$ million, both to help expedite sales of foreclosed properties. Salary and benefit costs totaled $\$ 23.6$ million, a decrease of $\$ 2.7$ million from last year due primarily to the 10 percent reduction in workforce in 2009.
"We continued to focus on reducing expenses, and most controllable costs were flat or down compared to a year ago," commented Tallent. "Last year included the FDIC industry-wide assessment that cost us $\$ 3.8$ million and a recovery in other expenses of $\$ 2.0$ million for the reversal of bank owned life insurance surrender charges."

Excluding the tax effect of the charge from the transaction with Fletcher and a $\$ 1.3$ million increase in the valuation allowance for deferred tax assets, the effective tax rate for the second quarter of 2010 was 40 percent, which was consistent with the prior quarter. The effective tax rate for the remainder of 2010 is expected to be 40 percent, slightly higher than the effective tax rate for the full year 2009.

As of June 30, 2010, United's capital ratios were as follows: Tier I Risk Based Capital of 11.1 percent; Leverage of 7.7 percent; and, Total Risk Based Capital of 13.8 percent. The quarterly average tangible equity-to-assets ratio was 9.3 percent and the tangible common equity-to-assets ratio was 6.9 percent.
"We are not where we want to be yet and the economy continues to be stubborn, but we are making important progress," Tallent said. "Aside from the non-cash loss on the sale of nonperforming assets this quarter, our net operating loss from continuing operations has declined for three consecutive quarters. Residential construction loans, where most of the problems have been, have decreased from a high of 35 percent to 17 percent of total loans at quarter end. We have widened our net interest margin by growing core deposits for six consecutive quarters and obtaining more favorable loan and time deposit pricing. All the while, our customer satisfaction scores lead the industry."

## Conference Call

United Community Banks will hold a conference call today, Friday, July 23, 2010, 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 password ' 85745611 .' The conference call also will be webcast and can be accessed by selecting 'Calendar of Events' within the Investor Relations section of the company's website at www.ucbi.com.

## About United Community Banks, Inc.

Headquartered in Blairsville, United Community Banks is the third-largest bank holding company in Georgia. United Community Banks has assets of $\$ 7.7$ billion and operates 27 community banks with 106 banking offices throughout north Georgia, the Atlanta region, coastal Georgia, western North Carolina and east Tennessee. The company specializes in providing personalized community banking services to individuals and small to mid-size businesses. United Community Banks also offers the convenience of 24 -hour access through a network of ATMs, telephone and on-line banking. United Community Banks common stock is listed on the Nasdaq Global Select Market under the symbol UCBI. Additional information may be found at the company's web site at www.ucbi.com.

This news release contains forward-looking statements, as defined by Federal Securities Laws, including statements about financial outlook and business environment. These statements are provided to assist in the understanding of future financial performance and such performance involves risks and uncertainties that may cause actual results to differ materially from those in such statements. Any such statements are based on current expectations and involve a number of risks and uncertainties. For a discussion of some factors that may cause such forward-looking statements to differ materially from actual results, please refer to the section entitled "Forward-Looking Statements" on page 3 of United Community Banks, Inc.'s annual report filed on Form $10-\mathrm{K}$ with the Securities and Exchange Commission.

UNITED COMMUNITY BANKS, INC.
Financial Highlights
Selected Financial Information

| (in thousands, except per share data; taxable equivalent) | 2010 |  | 2009 |  |  | Second <br> Quarter 2010-2009 Change | For the Six Months Ended |  | $\begin{aligned} & \text { YTD } \\ & \text { 2010-2009 } \\ & \text { Change } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | SecondQuarter | $\begin{gathered} \text { First } \\ \text { Quarter } \end{gathered}$ | Fourth Quarter | Third Quarter | SecondQuarter |  |  |  |  |
|  |  |  |  |  |  |  | 2010 | 2009 |  |
| INCOME SUMMARY |  |  |  |  |  |  |  |  |  |
| Interest revenue | \$ 87,699 | \$ 89,849 | \$ 97,481 | \$101,181 | \$102,737 |  | \$ 177,548 | \$ 206,299 |  |
| Interest expense | 26,072 | 28,570 | 33,552 | 38,177 | 41,855 |  | 54,642 | 88,005 |  |
| Net interest revenue | 61,627 | 61,279 | 63,929 | 63,004 | 60,882 | 1\% | 122,906 | 118,294 | 4\% |
| Provision for loan losses | 61,500 | 75,000 | 90,000 | 95,000 | 60,000 |  | 136,500 | 125,000 |  |
| Operating fee revenue (1) | 11,579 | 11,666 | 14,447 | 13,389 | 11,305 | 2 | 23,245 | 23,128 | 1 |
| Total operating revenue (1) | 11,706 | $(2,055)$ | $(11,624)$ | $(18,607)$ | 12,187 | (4) | 9,651 | 16,422 | (41) |
| Operating expenses (2) | 58,308 | 54,820 | 60,126 | 51,426 | 53,710 | 9 | 113,128 | 105,498 | 7 |
| Loss on sale of nonperforming assets | 45,349 | - | - | - | - |  | 45,349 | - |  |
| Operating loss from continuing operations before taxes | $(91,951)$ | $(56,875)$ | $(71,750)$ | $(70,033)$ | $(41,523)$ | (121) | $(148,826)$ | $(89,076)$ | (67) |
| Operating income tax benefit | $(32,419)$ | $(22,417)$ | $(31,687)$ | $(26,252)$ | $(18,394)$ |  | $(54,836)$ | $(33,815)$ |  |
| Net operating loss from continuing operations (1)(2) | $(59,532)$ | $(34,458)$ | $(40,063)$ | $(43,781)$ | $(23,129)$ | (157) | $(93,990)$ | $(55,261)$ | (70) |
| Gain from acquisition, net of tax expense | - | - | - | - | 7,062 |  | - | 7,062 |  |
| Noncash goodwill impairment charges | - | - | - | $(25,000)$ | - |  | - | $(70,000)$ |  |
| Severance costs, net of tax benefit | - | - | - | - | - |  | - | $(1,797)$ |  |
| (Loss) income from discontinued operations | - | (101) | 228 | 63 | 66 |  | (101) | 222 |  |
| Gain from sale of subsidiary, net of income taxes and selling costs | - | 1,266 | - | - | - |  | 1,266 |  |  |
| Net loss | $(59,532)$ | $(33,293)$ | $(39,835)$ | $(68,718)$ | $(16,001)$ | (272) | $(92,825)$ | $(119,774)$ | 22 |
| Preferred dividends and discount accretion | 2,577 | 2,572 | 2,567 | 2,562 | 2,559 |  | 5,149 | 5,113 |  |
| Net loss available to common shareholders | \$ (62,109) | \$(35,865) | \$ (42,402) | \$ (71,280) | $\underline{\text { \$ }(18,560)}$ |  | $\underline{\text { \$ (97,974) }}$ | $\underline{\text { \$(124,887) }}$ |  |
| PERFORMANCE MEASURES |  |  |  |  |  |  |  |  |  |
| Per common share: |  |  |  |  |  |  |  |  |  |
| Diluted operating loss from continuing operations (1)(2) | \$ (.66) | \$ (.39) | \$ (.45) | \$ (.93) | \$ (.53) | (25) | \$ (1.05) | \$ (1.24) | 15 |
| Diluted loss from continuing operations | (.66) | (.39) | (.45) | (1.43) | (.38) | (74) | (1.05) | (2.58) | 59 |
| Diluted loss | (.66) | (.38) | (.45) | (1.43) | (.38) | (74) | (1.04) | (2.57) | 60 |
| Stock dividends declared (6) | - | - | - | 1 for 130 | 1 for 130 |  |  | 2 for 130 |  |
| Book value | 7.71 | 7.95 | 8.36 | 8.85 | 13.87 | (44) | 7.71 | 13.87 | (44) |
| Tangible book value (4) | 5.39 | 5.62 | 6.02 | 6.50 | 8.85 | (39) | 5.39 | 8.85 | (39) |
| Key performance ratios: |  |  |  |  |  |  |  |  |  |
| Return on equity (3)(5) | (35.89)\% | (20.10)\% | (22.08)\% | (45.52)\% | (11.42)\% |  | (27.87)\% | (36.20)\% |  |
| Return on assets (5) | (3.10) | (1.70) | (1.91) | (3.32) | (.78) |  | (2.39) | (2.93) |  |
| Net interest margin (5) | 3.60 | 3.49 | 3.40 | 3.39 | 3.28 |  | 3.55 | 3.18 |  |
| Operating efficiency ratio from continuing operations (1)(2) | 141.60 | 75.22 | 78.74 | 68.35 | 73.68 |  | 108.48 | 74.38 |  |
| Equity to assets | 11.84 | 11.90 | 11.94 | 10.27 | 10.71 |  | 11.87 | 11.20 |  |
| Tangible equity to assets (4) | 9.26 | 9.39 | 9.53 | 7.55 | 7.96 |  | 9.32 | 8.10 |  |
| Tangible common equity to assets (4) | 6.91 | 7.13 | 7.37 | 5.36 | 5.77 |  | 7.02 | 5.93 |  |
| Tangible common equity to riskweighted assets (4) | 9.97 | 10.03 | 10.39 | 10.67 | 7.49 |  | 9.97 | 7.49 |  |
| ASSET QUALITY * |  |  |  |  |  |  |  |  |  |
| Non-performing loans | \$224,335 | \$280,802 | \$264,092 | \$304,381 | \$287,848 |  | \$ 224,335 | \$ 287,848 |  |
| Foreclosed properties | 123,910 | 136,275 | 120,770 | 110,610 | 104,754 |  | 123,910 | 104,754 |  |
| Total non-performing assets (NPAs) | 348,245 | 417,077 | 384,862 | 414,991 | 392,602 |  | 348,245 | 392,602 |  |
| Allowance for loan losses | 174,111 | 173,934 | 155,602 | 150,187 | 145,678 |  | 174,111 | 145,678 |  |
| Net charge-offs | 61,323 | 56,668 | 84,585 | 90,491 | 58,312 |  | 117,991 | 101,593 |  |
| Allowance for loan losses to loans | 3.57\% | 3.48\% | 3.02\% | 2.80\% | 2.64\% |  | 3.57\% | 2.64\% |  |
| Net charge-offs to average loans (5) | 4.98 | 4.51 | 6.37 | 6.57 | 4.18 |  | 4.75 | 3.64 |  |
| NPAs to loans and foreclosed properties | 6.97 | 8.13 | 7.30 | 7.58 | 6.99 |  | 6.97 | 6.99 |  |
| NPAs to total assets | 4.55 | 5.32 | 4.81 | 4.91 | 4.63 |  | 4.55 | 4.63 |  |

AVERAGE BALANCES (\$

| Loans | \$ | 5,011 | \$ | 5,173 | \$ | 5,357 | \$ | 5,565 | \$ | 5,597 | (10) | \$ | 5,091 | \$ | 5,636 | (10) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Investment securities |  | 1,532 |  | 1,518 |  | 1,529 |  | 1,615 |  | 1,771 | (13) |  | 1,525 |  | 1,742 | (12) |
| Earning assets |  | 6,854 |  | 7,085 |  | 7,487 |  | 7,401 |  | 7,442 | (8) |  | 6,969 |  | 7,486 | (7) |
| Total assets |  | 7,704 |  | 7,946 |  | 8,287 |  | 8,208 |  | 8,212 | (6) |  | 7,825 |  | 8,291 | (6) |
| Deposits |  | 6,375 |  | 6,570 |  | 6,835 |  | 6,690 |  | 6,545 | (3) |  | 6,472 |  | 6,662 | (3) |
| Shareholders' equity |  | 912 |  | 945 |  | 989 |  | 843 |  | 879 | 4 |  | 929 |  | 923 | 1 |
| Common shares - basic <br> (thousands) |  | 94,524 |  | 94,390 |  | 94,219 |  | 49,771 |  | 48,794 | 94 |  | 94,453 |  | 48,560 | 95 |
| Common shares - diluted |  | 94,524 |  | 94,390 |  | 94,219 |  | 49,771 |  | 48,794 | 94 |  | 94,453 |  | 48,560 | 95 |

## AT PERIOD END (\$ in

| millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Loans * | \$ | 4,873 | \$ | 4,992 | \$ | 5,151 | \$ | 5,363 | \$ | 5,513 | (12) | \$ | 4,873 | \$ | 5,513 | (12) |
| Investment securities |  | 1,488 |  | 1,527 |  | 1,530 |  | 1,533 |  | 1,817 | (18) |  | 1,488 |  | 1,817 | (18) |
| Total assets |  | 7,652 |  | 7,837 |  | 8,000 |  | 8,444 |  | 8,477 | (10) |  | 7,652 |  | 8,477 | (10) |
| Deposits |  | 6,330 |  | 6,488 |  | 6,628 |  | 6,821 |  | 6,849 | (8) |  | 6,330 |  | 6,849 | (8) |
| Shareholders' equity |  | 904 |  | 926 |  | 962 |  | 1,007 |  | 855 | 6 |  | 904 |  | 855 | 6 |
| Common shares outstanding (thousands) |  | 94,281 |  | 94,176 |  | 94,046 |  | 93,901 |  | 48,933 | 93 |  | 94,281 |  | 48,933 | 93 |

(1) Excludes the gain from acquisition of $\$ 11.4$ million, (income tax expense of $\$ 4.3$ million) in the second quarter of 2009 and revenue generated by discontinued operations in all periods presented.
(2) Excludes goodwill impairment charges of $\$ 25$ million and $\$ 70$ million in the third and first quarters of 2009, respectively, severance costs of $\$ 2.9$ million, (income tax benefit of $\$ 1.1$ million) in the first quarter of 2009 and expenses relating to discontinued operations for all periods presented.
(3) Net loss available to common shareholders, which is net of preferred stock dividends, divided by average realized common equity, which excludes accumulated other comprehensive income (loss).
(4) Excludes effect of acquisition related intangibles and associated amortization.
(5) Annualized.
(6) Number of new shares issued for shares currently held.

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

UNITED COMMUNITY BANKS, INC.
Operating Earnings to GAAP Earnings Reconciliation

## Selected Financial Information

| (in thousands, except per share data; taxable equivalent) | 2010 |  |  |  | 2009 |  |  |  |  |  | For the Six Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \hline \begin{array}{l} \text { Second } \\ \text { Quarter } \end{array} \\ & \hline \end{aligned}$ |  | $\begin{gathered} \text { First } \\ \text { Quarter } \\ \hline \end{gathered}$ |  | $\begin{aligned} & \text { Fourth } \\ & \text { Quarter } \\ & \hline \end{aligned}$ |  | Third Quarter |  | $\begin{gathered} \text { Second } \\ \text { Quarter } \\ \hline \end{gathered}$ |  |  |  |  |  |
|  |  |  | 2010 | 2009 |  |  |  |  |  |  |  |  |  |
| Interest revenue reconciliation |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest revenue - taxable equivalent <br> Taxable equivalent adjustment | \$ | $\begin{array}{r} 87,699 \\ (500) \end{array}$ |  |  | \$ | $\begin{array}{r} 89,849 \\ (493) \end{array}$ | \$ | $\begin{array}{r} 97,481 \\ (601) \end{array}$ | \$ | $\begin{array}{r} 101,181 \\ (580) \end{array}$ | \$ | $\begin{array}{r} 102,737 \\ (463) \\ \hline \end{array}$ | \$ | $\begin{array}{r} 177,548 \\ (993) \end{array}$ |  | $\begin{array}{r} 206,299 \\ (951) \\ \hline \end{array}$ |
| Interest revenue (GAAP) | \$ | 87,199 | \$ | 89,356 |  |  | \$ | 96,880 | \$ | 100,601 |  | 102,274 | \$ | 176,555 |  | 205,348 |
| Net interest revenue reconciliation |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest revenue - taxable equivalent <br> Taxable equivalent adjustment | \$ | $\begin{gathered} 61,627 \\ (500) \end{gathered}$ | \$ | $\begin{array}{r} 61,279 \\ (493) \end{array}$ | \$ | $\begin{array}{r} 63,929 \\ (601) \end{array}$ | \$ | $\begin{gathered} 63,004 \\ (580) \end{gathered}$ | \$ | $\begin{gathered} 60,882 \\ (463) \end{gathered}$ | \$ | $\begin{array}{r} 122,906 \\ (993) \end{array}$ |  | $\begin{array}{r} 118,294 \\ (951) \end{array}$ |
| Net interest revenue (GAAP) | \$ | 61,127 | + | 60,786 |  | 63,328 | \$ | 62,424 |  | 60,419 | \$ | 121,913 |  | 117,343 |
| Fee revenue reconciliation |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Operating fee revenue | \$ | 11,579 | \$ | 11,666 | \$ | 14,447 | \$ | 13,389 | \$ | 11,305 | \$ | 23,245 |  | 23,128 |
| Gain from acquisition |  | - |  | - |  | - |  | - |  | 11,390 |  | - |  | 11,390 |
| Fee revenue (GAAP) |  | 11,579 | \$ | 11,666 | \$ | 14,447 | \$ | 13,389 |  | 22,695 |  | 23,245 |  | 34,518 |
| Total revenue reconciliation |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total operating revenue | \$ | 11,706 | \$ | $(2,055)$ | \$ | $(11,624)$ | \$ | $(18,607)$ | \$ | 12,187 | \$ | 9,651 |  | 16,422 |
| Taxable equivalent adjustment |  | (500) |  | (493) |  | (601) |  | (580) |  | (463) |  | (993) |  | (951) |
| Gain from acquisition |  | - |  | - |  | - |  | - |  | 11,390 |  | - |  | 11,390 |
| Total revenue (GAAP) |  | 11,206 | \$ | $(2,548)$ |  | $(12,225)$ | \$ | $(19,187)$ | \$ | 23,114 |  | $\xrightarrow{8,658}$ |  | 26,861 |
| Expense reconciliation |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Operating expense | \$ | 103,657 | \$ | 54,820 | \$ | 60,126 | \$ | 51,426 | \$ | 53,710 | \$ | 158,477 |  | 105,498 |
| Noncash goodwill impairment charge |  | - |  | - |  | - |  | 25,000 |  | - |  | - |  | 70,000 |
| Severance costs |  | - |  | - |  | - |  | - |  | - |  | - |  | 2,898 |
| Operating expense (GAAP) |  | 103,657 | \$ | 54,820 | \$ | $\underline{60,126}$ | \$ | $\underline{76,426}$ |  | 53,710 |  | $\underline{ } 158,477$ |  | 178,396 |
| Loss from continuing operations before taxes reconciliation |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Operating loss from continuing operations before taxes | \$ | $(91,951)$ | \$ | $(56,875)$ | \$ | $(71,750)$ | \$ | $(70,033)$ | \$ | $(41,523)$ |  | $(148,826)$ |  | $(89,076)$ |
| Taxable equivalent adjustment |  | (500) |  | (493) |  | (601) |  | (580) |  | (463) |  | (993) |  | (951) |
| Gain from acquisition |  | - |  | - |  | - |  | - |  | 11,390 |  | - |  | 11,390 |
| Noncash goodwill impairment charge |  | - |  | - |  | - |  | $(25,000)$ |  | - |  | - |  | $(70,000)$ |
| Severance costs |  | - |  | - |  | - |  | - |  | - |  | - |  | $(2,898)$ |
| Loss from continuing operations before taxes (GAAP) |  | $(92,451)$ | \$ | $(57,368)$ |  | $(72,351)$ | \$ | $(95,613)$ |  | $(30,596)$ |  | $\xrightarrow{(149,819)}$ |  | $(151,535)$ |
| Income tax benefit reconciliation |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Operating income tax benefit |  | $(32,419)$ | \$ | $(22,417)$ | \$ | $(31,687)$ | \$ | $(26,252)$ |  | $(18,394)$ |  | $(54,836)$ |  | $(33,815)$ |
| Taxable equivalent adjustment |  | (500) |  | (493) |  | (601) |  | (580) |  | (463) |  | (993) |  | (951) |
| Gain from acquisition, tax expense |  | - |  | - |  | - |  | - |  | 4,328 |  | - |  | 4,328 |
| Severance costs, tax benefit |  | - |  | - |  | 二 |  | - |  | - |  | - |  | $(1,101)$ |
| Income tax benefit (GAAP) |  | (32,919) | \$ | (22,910) |  | $(32,288)$ | \$ | $(26,832)$ |  | $(14,529)$ |  | $(55,829)$ |  | (31,539) |

Diluted loss from continuing operations per common share reconciliation

| Diluted operating loss from continuing operations per common share | \$ | (.66) | \$ | (.39) | \$ | (.45) | \$ | (.93) | \$ | (.53) | \$ | (1.05) | \$ | (1.24) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Gain from acquisition |  | - |  | - |  | - |  | - |  | . 15 |  | - |  | . 15 |
| Noncash goodwill impairment charge |  | - |  | - |  | - |  | (.50) |  | - |  | - |  | (1.45) |
| Severance costs |  | - |  | - |  | - |  | - |  | - |  | - |  | (.04) |
| Diluted loss from continuing operations per common share (GAAP) | \$ | (.66) | \$ | (.39) | \$ | (.45) | \$ | (1.43) | \$ | (.38) | \$ | (1.05) | \$ | (2.58) |

Book value per common share
reconciliation
Tangible book value per common

| Tangible book value per common <br> share | $\$$ | 5.39 | $\$$ | 5.62 | $\$$ | 6.02 | $\$$ | 6.50 | $\$$ | 8.85 | $\$$ | 5.39 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |


| Efficiency ratio from continuing operations reconciliation |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Operating efficiency ratio from continuing operations | 141.60\% | 75.22\% | 78.74\% | 68.35\% | 73.68\% | 108.48\% | 74.38\% |
| Gain from acquisition | - | - | - | - | (9.96) | - | (5.53) |
| Noncash goodwill impairment charge | - | - | - | 33.22 | - | - | 45.69 |
| Severance costs | - | - | - | - | - | - | 1.89 |
| Efficiency ratio from continuing operations (GAAP) | 141.60\% | 75.22\% | 78.74\% | 101.57\% | 63.72\% | 108.48\% | 116.43\% |

## Average equity to assets

| Tangible common equity to assets | 6.91\% | 7.13\% | 7.37\% | 5.36\% | 5.77\% | 7.02\% | 5.93\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Effect of preferred equity | 2.35 | 2.26 | 2.16 | 2.19 | 2.19 | 2.30 | 2.17 |
| Tangible equity to assets | 9.26 | 9.39 | 9.53 | 7.55 | 7.96 | 9.32 | 8.10 |
| Effect of goodwill and other intangibles | 2.58 | 2.51 | 2.41 | 2.72 | 2.75 | 2.55 | 3.10 |

Actual tangible common equity to risk-weighted assets risk-weighted
reconciliation
reconciliation
Tangible common equity to riskweighted assets

| 9.97\% | 10.03\% | 10.39\% | 10.67\% | 7.49\% | 9.97\% | 7.49\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (.87) | (.85) | (.87) | (.90) | (.72) | (.87) | (.72) |
| (2.47) | (1.75) | (1.27) | (.58) | (.22) | (2.47) | (.22) |
| 1.03 | 1.00 | . 97 | . 92 | . 90 | 1.03 | . 90 |
| 3.41 | 3.29 | 3.19 | 3.04 | 2.99 | 3.41 | 2.99 |
| 11.07\% | 11.72\% | 12.41\% | 13.15\% | 10.44 $\%$ | 11.07\% | 10.44\% |

UNITED COMMUNITY BANKS, INC.

## Financial Highlights

Loan Portfolio Composition at Period-End

| (in millions) | 2010 |  |  |  | 2009 |  |  |  |  |  | Linked Quarter Change |  | $\begin{gathered} \text { Year over } \\ \text { Year } \\ \text { Change } \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Second Quarter(1) |  | $\begin{gathered} \text { First } \\ \text { Quarter }(1) \end{gathered}$ |  | Fourth Quarter(1) |  | Third Quarter(1) |  | Second Quarter(1) |  |  |  |  |  |
| LOANS BY CATEGORY |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial (sec. by RE) | \$ | 1,780 | \$ | 1,765 | \$ | 1,779 | \$ | 1,787 | \$ | 1,797 | \$ | 15 | \$ | (17) |
| Commercial construction |  | 342 |  | 357 |  | 363 |  | 380 |  | 379 |  | (15) |  | (37) |
| Commercial \& industrial |  | 441 |  | 381 |  | 390 |  | 403 |  | 399 |  | 60 |  | 42 |
| Total commercial |  | 2,563 |  | 2,503 |  | 2,532 |  | 2,570 |  | 2,575 |  | 60 |  | (12) |
| Residential construction |  | 820 |  | 960 |  | 1,050 |  | 1,185 |  | 1,315 |  | (140) |  | (495) |
| Residential mortgage |  | 1,356 |  | 1,390 |  | 1,427 |  | 1,461 |  | 1,470 |  | (34) |  | (114) |
| Consumer / installment |  | 134 |  | 139 |  | 142 |  | 147 |  | 153 |  | (5) |  | (19) |
| Total loans | \$ | 4,873 | \$ | 4,992 | \$ | 5,151 | \$ | 5,363 | \$ | 5,513 |  | (119) |  | (640) |
| LOANS BY MARKET |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Atlanta MSA | \$ | 1,373 | \$ | 1,404 | \$ | 1,435 | \$ | 1,526 | \$ | 1,605 |  | (31) |  | (232) |
| Gainesville MSA |  | 343 |  | 372 |  | 390 |  | 402 |  | 413 |  | (29) |  | (70) |
| North Georgia |  | 1,808 |  | 1,814 |  | 1,884 |  | 1,942 |  | 1,978 |  | (6) |  | (170) |
| Western North Carolina |  | 738 |  | 756 |  | 772 |  | 786 |  | 794 |  | (18) |  | (56) |
| Coastal Georgia |  | 356 |  | 388 |  | 405 |  | 440 |  | 455 |  | (32) |  | (99) |
| East Tennessee |  | 255 |  | 258 |  | 265 |  | 267 |  | 268 |  | (3) |  | (13) |
| Total loans | \$ | 4,873 | \$ | 4,992 | \$ | 5,151 | \$ | 5,363 | \$ | 5,513 |  | (119) |  | (640) |
| RESIDENTIALCONSTRUCTION |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Dirt loans |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Acquisition \& development | \$ | 214 | \$ | 290 | \$ | 332 | \$ | 380 | \$ | 413 |  | (76) |  | (199) |
| Land loans |  | 110 |  | 124 |  | 127 |  | 159 |  | 159 |  | (14) |  | (49) |
| Lot loans |  | 311 |  | 321 |  | 336 |  | 336 |  | 369 |  | (10) |  | (58) |
| Total |  | 635 |  | 735 |  | 795 |  | 875 |  | 941 |  | (100) |  | (306) |
| House loans |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Spec |  | 125 |  | 153 |  | 178 |  | 218 |  | 268 |  | (28) |  | (143) |
| Sold |  | 60 |  | 72 |  | 77 |  | 92 |  | 106 |  | (12) |  | (46) |
| Total |  | 185 |  | 225 |  | 255 |  | 310 |  | 374 |  | (40) |  | (189) |
| Total residential construction | \$ | 820 | \$ | 960 | \$ | 1,050 | \$ | 1,185 | \$ | 1,315 |  | (140) |  | (495) |
| RESIDENTIAL CONSTRUCTION ATLANTA MSA |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Dirt loans |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Acquisition \& development | \$ | 52 | \$ | 66 | \$ | 76 | \$ | 100 | \$ | 124 |  | (14) |  | (72) |
| Land loans |  | 32 |  | 43 |  | 43 |  | 61 |  | 63 |  | (11) |  | (31) |
| Lot loans |  | 39 |  | 47 |  | 52 |  | 54 |  | 81 |  | (8) |  | (42) |
| Total |  | 123 |  | 156 |  | 171 |  | 215 |  | 268 |  | (33) |  | (145) |
| House loans |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Spec |  | 50 |  | 58 |  | 68 |  | 91 |  | 127 |  | (8) |  | (77) |
| Sold |  | 10 |  | 14 |  | 16 |  | 22 |  | 29 |  | (4) |  | (19) |
| Total |  | 60 |  | 72 |  | 84 |  | 113 |  | 156 |  | (12) |  | (96) |
| Total residential construction | \$ | 183 | \$ | 228 | \$ | 255 | \$ | 328 | \$ | 424 |  | (45) |  | (241) |

(1) Excludes total loans of $\$ 80.8$ million, $\$ 79.5$ million, $\$ 85.1$ million, $\$ 104.0$ million and $\$ 109.9$ million as of June 30 , 2010, March 31, 2010, December 31, 2009, September 30, 2009 and June 30, 2009, respectively, that are covered by the losssharing agreement with the FDIC, related to the acquisition of Southern Community Bank.

UNITED COMMUNITY BANKS, INC.
Financial Highlights
Credit Quality (1)


## NPA ACTIVITY

| Beginning Balance | \$ | 280,802 | \$ | 136,275 | \$ 417,077 | \$ | 264,092 | \$ | 120,770 | \$384,862 | \$ | 304,381 | \$ | 110,610 | \$ 414,991 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Loans placed on non-accrual |  | 155,007 |  | - | 155,007 |  | 139,030 |  | - | 139,030 |  | 174,898 |  | - | 174,898 |
| Payments received |  | $(12,189)$ |  | - | $(12,189)$ |  | $(5,733)$ |  | - | $(5,733)$ |  | $(26,935)$ |  | - | $(26,935)$ |
| Loan charge-offs |  | $(62,693)$ |  | - | $(62,693)$ |  | $(58,897)$ |  | - | $(58,897)$ |  | $(88,427)$ |  | - | $(88,427)$ |
| Foreclosures |  | $(66,994)$ |  | 66,994 | - |  | $(49,233)$ |  | 49,233 | - |  | $(79,983)$ |  | 79,983 | - |
| Capitalized costs |  | - |  | 305 | 305 |  | - |  | 320 | 320 |  | - |  | 981 | 981 |
| Note / property sales |  | $(69,598)$ |  | $(68,472)$ | $(138,070)$ |  | $(8,457)$ |  | $(25,951)$ | $(34,408)$ |  | $(19,842)$ |  | $(61,228)$ | $(81,070)$ |
| Write downs |  | - |  | $(6,094)$ | $(6,094)$ |  | - |  | $(4,579)$ | $(4,579)$ |  | - |  | $(2,209)$ | $(2,209)$ |
| Net losses on sales |  | - |  | $(5,098)$ | $(5,098)$ |  | - |  | $(3,518)$ | $(3,518)$ |  | - |  | $(7,367)$ | $(7,367)$ |
| Ending Balance | \$ | 224,335 | \$ | 123,910 | \$ 348,245 | \$ | 280,802 | \$ | 136,275 | \$417,077 | \$ | 264,092 | \$ | 120,770 | \$384,862 |


| (in thousands) | Second Quarter 2010 |  |  | First Quarter 2010 |  |  | Fourth Quarter 2009 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | NetCharge-Offs |  | Net ChargeOffs to Average Loans (2) | Net Charge-Offs |  | Net ChargeOffs to Average Loans (2) | Net <br> Charge-Offs |  | Net ChargeOffs to Average Loans (2) |
| NET CHARGE-OFFS BY CATEGORY |  |  |  |  |  |  |  |  |  |
| Commercial (sec. by RE) | \$ | 9,757 | 2.21\% | \$ | 1,964 | .45\% | \$ | 3,896 | .86\% |
| Commercial construction |  | 1,460 | 1.67 |  | 2,206 | 2.48 |  | 4,717 | 5.03 |
| Commercial \& industrial |  | 867 | . 85 |  | 4,110 | 4.31 |  | 153 | . 15 |
| Total commercial |  | 12,084 | 1.91 |  | 8,280 | 1.33 |  | 8,766 | 1.36 |
| Residential construction |  | 41,515 | 18.71 |  | 43,100 | 17.32 |  | 67,393 | 23.87 |
| Residential mortgage |  | 6,517 | 1.90 |  | 4,551 | 1.31 |  | 7,026 | 1.93 |
| Consumer / installment |  | 1,207 | 3.53 |  | 737 | 2.12 |  | 1,400 | 3.83 |
| Total | \$ | 61,323 | 4.98 | \$ | 56,668 | 4.51 | \$ | 84,585 | 6.37 |

## NET CHARGE-OFFS BY MARKET

| Atlanta MSA | \$ | 16,926 | 4.85\% | \$ | 15,545 | 4.32\% | \$ | 43,595 | 12.07\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Gainesville MSA |  | 2,547 | 3.01 |  | 1,675 | 1.92 |  | 2,273 | 2.49 |
| North Georgia |  | 28,100 | 6.19 |  | 29,747 | 6.51 |  | 18,057 | 3.57 |
| Western North Carolina |  | 7,194 | 3.86 |  | 3,695 | 1.96 |  | 10,091 | 5.11 |
| Coastal Georgia |  | 5,581 | 6.07 |  | 5,649 | 5.74 |  | 8,109 | 7.72 |
| East Tennessee |  | 975 | 1.53 |  | 357 | . 55 |  | 2,460 | 3.67 |
| Total | \$ | 61,323 | 4.98 | \$ | 56,668 | 4.51 | \$ | 84,585 | 6.37 |

(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.

UNITED COMMUNITY BANKS, INC.
Consolidated Statement of Income (Unaudited)

| (in thousands, except per share data) | Three Months Ended June 30, |  |  |  | Six Months Ended June 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2010 |  | 2009 |  | 2010 |  | 2009 |  |
| Interest revenue: |  |  |  |  |  |  |  |  |
| Loans, including fees | \$ | 70,611 | \$ | 81,691 | \$ | 142,826 | \$ | 163,571 |
| Investment securities, including tax exempt of $\$ 295$, \$309, \$606 and \$628 |  | 15,829 |  | 20,485 |  | 32,032 |  | 41,237 |
| Federal funds sold, commercial paper and deposits in banks |  | 759 |  | 98 |  | 1,697 |  | 540 |
| Total interest revenue |  | 87,199 |  | 102,274 |  | 176,555 |  | 205,348 |

## Interest expense:

| Deposits: |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| NOW | 1,745 | 2,843 | 3,599 | 6,180 |
| Money market | 1,829 | 2,269 | 3,586 | 4,506 |
| Savings | 83 | 121 | 167 | 248 |
| Time | 17,718 | 32,064 | 37,916 | 68,117 |
| Total deposit interest expense | 21,375 | 37,297 | 45,268 | 79,051 |
| Federal funds purchased, repurchase agreements and other short-term borrowings | 1,056 | 595 | 2,094 | 1,148 |
| Federal Home Loan Bank advances | 974 | 1,203 | 1,951 | 2,277 |
| Long-term debt | 2,667 | 2,760 | 5,329 | 5,529 |
| Total interest expense | 26,072 | 41,855 | 54,642 | 88,005 |
| Net interest revenue | 61,127 | 60,419 | 121,913 | 117,343 |
| Provision for loan losses | 61,500 | 60,000 | 136,500 | 125,000 |
| Net interest revenue after provision for loan losses | (373) | 419 | $(14,587)$ | $(7,657)$ |

## Fee revenue:

| Service charges and fees | 7,993 | 7,557 | 15,440 | 14,591 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Mortgage loan and other related fees | 1,601 | 2,825 | 3,080 | 5,476 |
| Brokerage fees | 586 | 497 | 1,153 | 1,186 |
| Securities losses, net | - | $(711)$ | 61 | $(408)$ |
| Gain from acquisition | - | 11,390 | - | 11,390 |
| Other | 1,399 | 1,137 | 3,511 | 2,283 |
| Total fee revenue | 11,579 | 22,695 | 23,245 | 34,518 |
| Total revenue | $\boxed{11,206}$ | 23,114 | 8,658 | 26,861 |


| Operating expenses: |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Salaries and employee benefits |  | 23,590 |  | 26,305 |  | 47,950 |  | 53,618 |
| Communications and equipment |  | 3,511 |  | 3,571 |  | 6,784 |  | 7,217 |
| Occupancy |  | 3,836 |  | 3,818 |  | 7,650 |  | 7,587 |
| Advertising and public relations |  | 1,352 |  | 1,125 |  | 2,395 |  | 2,169 |
| Postage, printing and supplies |  | 765 |  | 1,288 |  | 1,990 |  | 2,463 |
| Professional fees |  | 2,178 |  | 3,195 |  | 4,121 |  | 6,476 |
| Foreclosed preoperty |  | 14,540 |  | 5,737 |  | 25,353 |  | 10,056 |
| FDIC assessments and other regulatory charges |  | 3,566 |  | 6,810 |  | 7,192 |  | 9,492 |
| Amortization of intangibles |  | 794 |  | 739 |  | 1,596 |  | 1,478 |
| Other |  | 4,176 |  | 1,122 |  | 8,097 |  | 4,942 |
| Loss on sale of nonperforming assets |  | 45,349 |  | - |  | 45,349 |  | - |
| Goodwill impairment |  | - |  | - |  | - |  | 70,000 |
| Severance costs |  | - |  | - |  | - |  | 2,898 |
| Total operating expenses |  | 103,657 |  | 53,710 |  | 158,477 |  | 178,396 |
| Loss from continuing operations before income taxes |  | $(92,451)$ |  | $(30,596)$ |  | $(149,819)$ |  | $(151,535)$ |
| Income tax benefit |  | $(32,919)$ |  | $(14,529)$ |  | $(55,829)$ |  | $(31,539)$ |
| Net loss from continuing operations |  | $(59,532)$ |  | $(16,067)$ |  | $(93,990)$ |  | $(119,996)$ |
| (Loss) income from discontinued operations, net of income taxes |  | - |  | 66 |  | (101) |  | 222 |
| Gain from sale of subsidiary, net of income taxes and selling costs |  | - |  | - |  | 1,266 |  |  |
| Net loss |  | $(59,532)$ |  | $(16,001)$ |  | $(92,825)$ |  | $(119,774)$ |
| Preferred stock dividends and discount accretion |  | 2,577 |  | 2,559 |  | 5,149 |  | 5,113 |
| Net loss available to common shareholders | \$ | $(62,109)$ | \$ | $(18,560)$ | \$ | $(97,974)$ | \$ | $\stackrel{(124,887)}{ }$ |

Loss from continuing operations per common share -

| \$ | (.66) | \$ | (.38) | \$ | (1.05) | \$ | (2.58) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | (.66) |  | (.38) |  | (1.04) |  | (2.57) |
|  | 4,524 |  | 48,794 |  | 94,453 |  | 48,560 |

UNITED COMMUNITY BANKS, INC.

## Consolidated Balance Sheet



LIABILITIES AND SHAREHOLDERS' EQUITY

| Liabilities: |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Deposits: |  |  |  |  |  |  |
| Demand | \$ | 779,934 | \$ | 707,826 | \$ | 714,630 |
| NOW |  | 1,326,861 |  | 1,335,790 |  | 1,273,368 |
| Money market |  | 756,370 |  | 713,901 |  | 573,463 |
| Savings |  | 185,176 |  | 177,427 |  | 180,368 |
| Time: |  |  |  |  |  |  |
| Less than \$100,000 |  | 1,575,211 |  | 1,746,511 |  | 1,992,056 |
| Greater than \$100,000 |  | 1,093,975 |  | 1,187,499 |  | 1,351,527 |
| Brokered |  | 611,985 |  | 758,880 |  | 763,348 |
| Total deposits |  | 6,329,512 |  | 6,627,834 |  | 6,848,760 |
| Federal funds purchased, repurchase agreements, and other short-term borrowings <br> 104,127 <br> 101,389 <br> 252,493 |  |  |  |  |  |  |
| Federal Home Loan Bank advances |  | 104,138 |  | 114,501 |  | 283,292 |
| Long-term debt |  | 150,106 |  | 150,066 |  | 150,026 |
| Accrued expenses and other liabilities |  | 60,184 |  | 43,803 |  | 87,512 |
| Total liabilities |  | 6,748,067 |  | 7,037,593 |  | 7,622,083 |
| 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 |  | 175,050 |  | 174,408 |  | 173,785 |
| Common stock, \$1 par value; 200,000,000 shares authorized; |  |  |  |  |  |  |
| $94,280,925,94,045,603$ and $48,933,383$ shares issued and outstanding <br> 94,281 <br> 94,046 <br> 48,933 |  |  |  |  |  |  |
| Common stock issuable; 284,771, 221,906 and 182,041 shares |  | 3,898 |  | 3,597 |  | 3,383 |
| Capital surplus |  | 663,836 |  | 622,034 |  | 450,514 |
| (Accumulated deficit) retained earnings |  | $(77,590)$ |  | 20,384 |  | 136,624 |
| Accumulated other comprehensive income |  | 44,725 |  | 47,635 |  | 41,816 |
| Total shareholders' equity |  | 904,417 |  | 962,321 |  | 855,272 |
| Total liabilities and shareholders' equity | \$ | 7,652,484 | \$ | 7,999,914 | \$ | 8,477,355 |

## UNITED COMMUNITY BANKS, INC.

## Average Consolidated Balance Sheets and Net Interest Analysis

For the Three Months Ended June 30,

| (dollars in thousands, taxable equivalent) | 2010 |  |  | 2009 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average Balance | Interest | Avg. Rate | Average Balance | Interest | Avg. Rate |
| Assets: |  |  |  |  |  |  |
| Interest-earning assets: |  |  |  |  |  |  |
| Loans, net of unearned income (1)(2) | \$5,010,937 | \$ 70,640 | 5.65\% | \$5,597,259 | \$ 81,567 | 5.85\% |
| Taxable securities (3) | 1,503,162 | 15,534 | 4.13 | 1,742,620 | 20,176 | 4.63 |
| Tax-exempt securities (1)(3) | 28,920 | 482 | 6.67 | 28,862 | 506 | 7.01 |
| Federal funds sold and other interestearning assets | 311,475 | 1,043 | 1.34 | 73,437 | 488 | 2.66 |
| Total interest-earning assets | 6,854,494 | 87,699 | 5.13 | 7,442,178 | 102,737 | 5.53 |
| Non-interest-earning assets: |  |  |  |  |  |  |
| Allowance for loan losses | $(193,998)$ |  |  | $(147,691)$ |  |  |
| Cash and due from banks | 100,931 |  |  | 101,830 |  |  |
| Premises and equipment | 181,064 |  |  | 179,446 |  |  |
| Other assets (3) | 761,803 |  |  | 636,377 |  |  |
| Total assets | \$7,704,294 |  |  | \$8,212,140 |  |  |

Liabilities and Shareholders' Equity:
Interest-bearing liabilities:

| Interest-bearing deposits: |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| NOW | \$1,325,099 | \$ | 1,745 | . 53 | \$1,258,134 | \$ | 2,843 | . 91 |
| Money market | 746,039 |  | 1,829 | . 98 | 521,989 |  | 2,269 | 1.74 |
| Savings | 186,628 |  | 83 | . 18 | 178,435 |  | 121 | . 27 |
| Time less than \$100,000 | 1,605,308 |  | 7,887 | 1.97 | 1,894,071 |  | 15,342 | 3.25 |
| Time greater than \$100,000 | 1,110,010 |  | 6,102 | 2.20 | 1,325,757 |  | 11,513 | 3.48 |
| Brokered | 642,954 |  | 3,729 | 2.33 | 686,070 |  | 5,209 | 3.05 |
| Total interest-bearing deposits | 5,616,038 |  | 21,375 | 1.53 | 5,864,456 |  | 37,297 | 2.55 |


| Federal funds purchased and other |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| borrowings | 104,637 | 1,056 | 4.05 | 220,376 | 595 | 1.08 |
| Federal Home Loan Bank advances | 107,948 | 974 | 3.62 | 309,962 | 1,203 | 1.56 |
| Long-term debt | $\underline{150,097}$ | 2,667 | 7.13 | 151,019 | 2,760 | 7.33 |
| Total borrowed funds | $\underline{362,682}$ | $\underline{4,697}$ | 5.19 | $\underline{681,357}$ | $\underline{4,558}$ | 2.68 |


| Total interest-bearing liabilities | 5,978,720 | 26,072 | 1.75 | 6,545,813 | 41,855 | 2.56 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Non-interest-bearing liabilities: |  |  |  |  |  |  |
| Non-interest-bearing deposits | 758,558 |  |  | 680,081 |  |  |
| Other liabilities | 54,931 |  |  | 107,036 |  |  |
| Total liabilities | 6,792,209 |  |  | 7,332,930 |  |  |
| Shareholders' equity | 912,085 |  |  | 879,210 |  |  |
| Total liabilities and shareholders' equity | \$7,704,294 |  |  | \$8,212,140 |  |  |


| Net interest revenue | 61,627 |  | \$ 60,882 |  |
| :---: | :---: | :---: | :---: | :---: |
| Net interest-rate spread |  | 3.38\% |  | 2.97\% |
| Net interest margin (4) |  | 3.60\% |  | 3.28\% |

(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.
(3) Securities available for sale are shown at amortized cost. Pretax unrealized gains of $\$ 43.6$ million in 2010 and $\$ 14.7$ million in 2009 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 Six Months Ended June 30,

| (dollars in thousands, taxable equivalent) | 2010 |  |  | 2009 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average Balance | Interest | Avg. Rate | Average Balance | Interest | Avg. Rate |
| Assets: |  |  |  |  |  |  |
| Interest-earning assets: |  |  |  |  |  |  |
| Loans, net of unearned income (1)(2) | \$5,091,445 | \$ 142,859 | 5.66\% | \$5,635,942 | \$ 163,316 | 5.84\% |
| Taxable securities (3) | 1,495,447 | 31,426 | 4.20 | 1,712,778 | 40,609 | 4.74 |
| Tax-exempt securities (1)(3) | 29,482 | 991 | 6.72 | 29,453 | 1,028 | 6.98 |
| Federal funds sold and other interestearning assets | 352,683 | 2,272 | 1.29 | 107,788 | 1,346 | 2.50 |
| Total interest-earning assets | 6,969,057 | 177,548 | 5.13 | 7,485,961 | 206,299 | 5.55 |
| Non-interest-earning assets: |  |  |  |  |  |  |
| Allowance for loan losses | $(190,662)$ |  |  | $(138,297)$ |  |  |
| Cash and due from banks | 102,728 |  |  | 103,113 |  |  |
| Premises and equipment | 181,493 |  |  | 179,470 |  |  |
| Other assets (3) | 762,014 |  |  | 661,520 |  |  |
| Total assets | $\underline{\underline{\text { 77,824,630 }}}$ |  |  | $\underline{\underline{\$ 8,291,767}}$ |  |  |

Liabilities and Shareholders' Equity:
Interest-bearing liabilities:

| Interest-bearing deposits: |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| NOW | \$1,343,297 | \$ | 3,599 | . 54 | \$1,307,865 | \$ | 6,180 | . 95 |
| Money market | 734,817 |  | 3,586 | . 98 | 499,780 |  | 4,506 | 1.82 |
| Savings | 183,555 |  | 167 | . 18 | 175,587 |  | 248 | . 28 |
| Time less than \$100,000 | 1,648,739 |  | 16,778 | 2.05 | 1,918,349 |  | 32,559 | 3.42 |
| Time greater than \$100,000 | 1,132,767 |  | 12,872 | 2.29 | 1,359,286 |  | 24,338 | 3.61 |
| Brokered | 689,717 |  | 8,266 | 2.42 | 735,844 |  | 11,220 | 3.07 |
| Total interest-bearing deposits | 5,732,892 |  | 45,268 | 1.59 | 5,996,711 |  | 79,051 | 2.66 |
| Federal funds purchased and other |  |  |  |  |  |  |  |  |
| Federal Home Loan Bank advances | 111,150 |  | 1,951 | 3.54 | 257,742 |  | 2,277 | 1.78 |
| Long-term debt | 150,088 |  | 5,329 | 7.16 | 151,009 |  | 5,529 | 7.38 |
| Total borrowed funds | 364,593 |  | 9,374 | 5.18 | 594,390 |  | 8,954 | 3.04 |


| Total interest-bearing liabilities | 6,097,485 | 54,642 | 1.81 | 6,591,101 | 88,005 | 2.69 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Non-interest-bearing liabilities: |  |  |  |  |  |  |
| Non-interest-bearing deposits | 738,876 |  |  | 665,170 |  |  |
| Other liabilities | 59,605 |  |  | 112,382 |  |  |
| Total liabilities | 6,895,966 |  |  | 7,368,653 |  |  |
| Shareholders' equity | 928,664 |  |  | 923,114 |  |  |
| Total liabilities and shareholders' equity | $\underline{\text { \$7,824,630 }}$ |  |  | $\underline{\text { \$8,291,767 }}$ |  |  |
| Net interest revenue |  | \$ 122,906 |  |  | \$ 118,294 |  |
| Net interest-rate spread |  |  | 3.32\% |  |  | 2.86\% |
| Net interest margin (4) |  |  | 3.55\% |  |  | 3.18\% |

(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.
(3) Securities available for sale are shown at amortized cost. Pretax unrealized gains of $\$ 43.4$ million in 2010 and $\$ 12.7$ million in 2009 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.

Investor Presentation
Second Quarter 2010


EVP \& CFO
rex_schuette@ucbi.com
(706) 781-2266

David P. Shearrow
EVP \& CRO

This presentation contains forward-looking statements, as defined by Federal Securities Laws, including statements about financial outlook and business environment. These statements 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 in such statements. Any such statements are based on current expectations and involve a number of risks and uncertainties. For a discussion of factors that may cause such forward-looking statements to differ materially from actual results, please refer to United Community Banks, Inc.'s Annual Report filed on Form 10-K with the Securities and Exchange Commission.

This presentation also contains non-GAAP financial measures determined by methods other than in accordance with generally accepted accounting principles ("GAAP"). Such non-GAAP financial measures include the following: net interest margin - pre credit, core fee revenue, core operating expense, core earnings, net operating (loss) income and net operating (loss) earnings per share, tangible common equity to tangible assets, tangible equity to tangible assets and tangible common equity to risk-weighted assets. The most comparable GAAP measures to these measures are: net interest margin, fee revenue, operating expense, net (loss) income, diluted (loss) earnings per share and equity to assets.

Management uses these non-GAAP financial measures because we believe it is useful for evaluating our operations and performance over periods of time, as well as in managing and evaluating our business and in discussions about our operations and performance. Management believes these non-GAAP financial measures provide users of our financial information with a meaningful measure for assessing our financial results and credit trends, as well as comparison to financial results for prior periods. These non-GAAP financial measures should not be considered as a substitute for financial measures determined in accordance with GAAP and may not be comparable to other similarly titled financial measures used by other companies. For a reconciliation of the differences between our non-GAAP financial measures and the most comparable GAAP measures, please refer to the 'Non-GAAP Reconcilement Tables' at the end of the Appendix of this presentation. We have not reconciled tangible common equity to tangible assets and core earnings to the extent such numbers are presented on a forward-looking basis based on management's internal stress test or SCAP methodology. Estimates that would be required for such reconciliations cannot reliably be produced without unreasonable effort.

Highlights Second Quarter

© Credit

@ Loan and Deposit Growth

凹Core Earnings


## Proactively Addressing Credit Environment

（⿴囗玉 Structure
－Centralized underwriting and approval process
－Segregated work－out teams
－Highly skilled ORE disposition group
－Seasoned regional credit professionals
（⿴囗 Process
－Continuous external loan review
－Intensive executive management involvement：
－Weekly past due meetings
－Weekly NPA／ORE meetings
－Quarterly criticized watch loan review meetings
－Quarterly pass commercial and CRE portfolio review meetings
－Internal loan review of new credit relationships
－Ongoing stress testing．．．commenced in 2007

－Ongoing enhancements to credit policy
－Periodic updates to portfolio limits

## Loan Portfolio (total $\$ 4.9$ billion)

## Geographic Diversity

\$ in millions


#  



Atlanta MSA
29\% \$1,374
North Georgia


# Commercial Loans (total \$2.6 billion) 

U United
Community Banks.

## Geographic Diversity




32\% \$807

9\% \$989

Average Loan Size
mere:
■ C\&I:
国Comm. Constr.
\$83k
\$710k

## Commercial Real Estate (by loan type)

| (in millions) | June 30, 2010 |  |
| :--- | :---: | :---: |
|  |  | $\%$ of |
| Loan Type | Amount | Total |
| Office Buildings | 402 | $23 \%$ |
| Small Businesses | 397 | 22 |
| Single-Unit Retail/Strip Centers | 221 | 12 |
| Small Warehouses/Storage | 177 | 10 |
| Churches | 133 | 7 |
| Hotels/Motels | 105 | 6 |
| Convenience Stores | 82 | 5 |
| Franchise / Restaurants | 76 | 4 |
| Multi-Residential Properties | 65 | 4 |
| Farmland | 46 | 3 |
| Multi-Unit Retail | 38 | 2 |
| Miscellaneous | 38 | 2 |
| Total Commercial Real Estate | $\$ 1,780$ |  |

## Portfolio Characteristics

@ 54\% owner-occupied
@ Typical owner-occupied: small business, doctors, dentists, attorneys, CPAs

- $\$ 12$ million project limit
(1)61\% LTV ${ }^{(1)}$
- \$450k average loan size
(1) Loan balance as of Jun 30, 2010 / most recent appraisal


## Commercial Construction (by loan type)

| (in millions) | Jun 30, 2010 |  |  |
| :---: | :---: | :---: | :---: |
|  | Amount |  | \% of |
| Loan Type |  |  | Total |
| Land Development - Vacant (Improved) | \$ | 129 | 38\% |
| Raw Land - Vacant (Unimproved) |  | 66 | 19 |
| Commercial Land Development |  | 56 | 16 |
| Office Buildings |  | 29 | 8 |
| Retail Buildings |  | 12 | 4 |
| Churches |  | 3 | 1 |
| Miscellaneous |  | 47 | 14 |
| Total Commercial Construction | \$ | 342 |  |

## Portfolio Characteristics

@ $\$$ 710k Average loan size
@ Average LTVs ${ }^{(1)}$

- Land Dev-Improved: 63\%
- Raw Land-Unimpr: 48\%
- Comm Land Dev: 61\%
- Total: 61\%
(1) Loan balance as of Jun 30, 2010 / most recent appraisal


## Residential Mortgage (total $\$ 1.4$ billion)

## Geographic Diversity

\$ in millions



## Residential Construction (total $\$ .8$ billion) U United

## Geographic Diversity

\$ in millions



## Atlanta MSA (residential construction)

(in millions)

|  | 2Q10 |  | 1Q10 |  | 2Q09 |  | Variance |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1Q10 | 2Q09 |  |
| Acquisition \& Development |  |  |  |  |  |  |  |  |  |  |
| Developing Land | \$ | 52 |  |  | \$ | 66 | \$ | 124 | \$ | (14) | \$ | (72) |
| Raw Land |  | 32 |  | 43 |  |  |  | 63 |  | (11) |  | (31) |
| Lot Loans |  | 39 |  | 47 |  | 81 |  | (8) |  | (42) |
| Total |  | 123 |  | 156 |  | 268 |  | (33) |  | (145) |
| Construction Loans |  |  |  |  |  |  |  |  |  |  |
| Spec |  | 50 |  | 58 |  | 127 |  | (8) |  | (77) |
| Sold |  | 10 |  | 14 |  | 29 |  | (4) |  | (19) |
| Total |  | 60 |  | 72 |  | 156 |  | (12) |  | (96) |
| Total Res Construction | \$ | 183 | \$ | 228 | \$ | 424 | \$ | (45) | \$ | (241) |

North Georgia MSA (residential construction)
(in millions)

|  | 2Q10 |  | 1Q10 |  | 2Q09 |  | Variance |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1Q10 | 2Q09 |  |
| Acquisition \& Development |  |  |  |  |  |  |  |  |  |  |
| Developing Land | \$ | 113 |  |  | \$ | 148 | \$ | 180 | \$ | (35) | \$ | (67) |
| Raw Land |  | 45 |  | 43 |  |  |  | 54 |  | 2 |  | (9) |
| Lot Loans |  | 181 |  | 189 |  | 204 |  | (8) |  | (23) |
| Total |  | 339 |  | 380 |  | 438 |  | (41) |  | (99) |
| Construction Loans |  |  |  |  |  |  |  |  |  |  |
| Spec |  | 44 |  | 54 |  | 81 |  | (10) |  | (37) |
| Sold |  | 24 |  | 26 |  | 36 |  | (2) |  | (12) |
| Total |  | 68 |  | 80 |  | 117 |  | (12) |  | (49) |
| Total Res Construction | \$ | 407 | \$ | 460 | \$ | 555 | \$ | (53) | \$ | (148) |


|  | 2Q10 |  | 1Q10 |  | 4Q 09 |  | 3Q 09 |  | 2Q 09 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Charge-offs | \$ | 61.3 | \$ | 56.7 | \$ | 84.6 | \$ | 90.5 | \$ | 58.3 |
| as \% of Average Loans |  | 4.98\% |  | 4.51\% |  | 6.37\% |  | 6.57\% |  | 4.18\% |
| Allowance for Loan Losses | \$ | 174.1 | \$ | 173.9 | \$ | 155.6 | \$ | 150.2 | \$ | 145.7 |
| as \% of Total Loans |  | 3.57\% |  | 3.48\% |  | 3.02\% |  | 2.80\% |  | 2.64\% |
| as \% of NPLs |  | 78 |  | 62 |  | 59 |  | 49 |  | 51 |
| as \% of NPLs - Adjusted ${ }^{(1)}$ |  | 234 |  | 142 |  | 190 |  | 149 |  | 82 |
| Past Due Loans (30-89 Days) |  | 1.69\% |  | 2.17\% |  | 1.44\% |  | 2.02\% |  | 1.61\% |
| Non-Performing Loans |  | 224.3 | \$ | 280.8 | \$ | 264.1 | \$ | 304.4 | \$ | 287.8 |
| OREO |  | 123.9 |  | 136.3 |  | 120.8 |  | 110.6 |  | 104.8 |
| Total NPAs | \$ | 348.2 | \$ | 417.1 | \$ | 384.9 | \$ | 415.0 | \$ | 392.6 |
| as \% of Total Assets |  | 4.55\% |  | 5.32\% |  | 4.81\% |  | 4.91\% |  | 4.63\% |
| as \% of Loans \& OREO |  | 6.97 |  | 8.13 |  | 7.30 |  | 7.58 |  | 6.99 |

(1) Excluding loans with no allocated reserve
(2) Excluding loans with no allocated reserve and loans sold to Fletcher

Net Charge-offs by Loan Category

|  | 2Q10 |  |  | \% of Average Loans |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | NCOs |  | \% of Avg <br> Loans | 1Q10 |  | 4Q09 |  | 3Q09 |  |  | LTM ${ }^{(1)}$ |  |
| Commercial (sec. by RE) | \$ | 9,757 | 2.21 | \% | . 45 | \% | . 86 | \% | 2.33 | \% | 1.46 | \% |
| Commercial Construction |  | 1,460 | 1.67 |  | 2.48 |  | 5.03 |  | 4.55 |  | 3.43 |  |
| Commercial \& Industrial |  | 867 | . 85 |  | 4.31 |  | . 15 |  | 1.76 |  | 1.77 |  |
| Total Commercial | \$ | 12,084 | 1.91 |  | 1.33 |  | 1.36 |  | 2.57 |  | 1.79 |  |
| Residential Construction |  | 41,515 | 18.71 |  | 17.32 |  | 23.87 |  | 21.31 |  | 20.30 |  |
| Residential Mortgage |  | 6,517 | 1.90 |  | 1.31 |  | 1.93 |  | 1.36 |  | 1.63 |  |
| Consumer/ Installment |  | 1,207 | 3.53 |  | 2.12 |  | 3.83 |  | 3.13 |  | 3.15 |  |
| Total Net Charge-offs | \$ | 61,323 | 4.98 |  | 4.51 |  | 6.37 |  | 6.57 |  | 5.61 |  |

(1) Based on simple average of the four quarters
(in thousands)

|  | 2Q10 |  |  | \% of Average Loans |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | NCOs |  | \% of Avg <br> Loans | 1Q10 | 4Q09 |  | 3Q09 |  |  | LTM ${ }^{(1)}$ |  |
| MARKETS |  |  |  |  |  |  |  |  |  |  |  |
| Atlanta MSA | \$ | 16,926 | 4.85 \% | 4.32 | \% | 12.07 | \% | 12.61 | \% | 8.46 | \% |
| Gainesville MSA |  | 2,547 | 3.01 | 1.92 |  | 2.49 |  | 1.60 |  | 2.26 |  |
| North Georgia |  | 28,100 | 6.19 | 6.51 |  | 3.57 |  | 4.74 |  | 5.25 |  |
| Westem North Carolina |  | 7,194 | 3.86 | 1.96 |  | 5.11 |  | 1.98 |  | 3.23 |  |
| Coastal Georgia |  | 5,581 | 6.07 | 5.74 |  | 7.72 |  | 8.78 |  | 7.08 |  |
| East Tennessee |  | 975 | 1.53 | 0.55 |  | 3.67 |  | 1.30 |  | 1.76 |  |
| Total | 5 | 61,323 | 4.98 | 4.51 |  | 6.37 |  | 6.57 |  | 5.61 |  |

Note: Dollars in thousands
(1) Based on simple average of the four quarters

NPAs by Loan Category and Market
(in thousands)

|  | 2Q10 |  |  |  |  |  |  | 2Q10 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | NPLs |  | OREO |  | Total NPAs |  | MARKETS | NPLs |  | OREO |  | Total NPAs |  |
| LOAN CATEGORY |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial (sec. by RE) | \$ | 56,013 | \$ | 13,297 | \$ | 69,310 | Atlanta MSA | \$ | 74,031 | \$ | 30,605 | \$ | 104,636 |
| Commercial Construction |  | 17,872 |  | 11,339 |  | 29,211 | Gaines ville MSA |  | 10,730 |  | 2,750 |  | 13,480 |
| Commercial \& Industrial |  | 7,245 |  | - |  | 7,245 | North Georgia |  | 102,198 |  | 60,597 |  | 162,795 |
| Total Commercial |  | 81,130 |  | 24,636 |  | 105,766 | Western N. Carolina |  | 22,776 |  | 11,473 |  | 34,249 |
|  |  |  |  |  |  |  | Coastal Georgia |  | 8,341 |  | 16,548 |  | 24,889 |
| Residential Construction |  | 88,375 |  | 74,444 |  | 162,819 | East Tennessee |  | 6,259 |  | 1,937 |  | 8,196 |
| Residential Mortgage |  | 53,175 |  | 24,830 |  | 78,005 | Total | \$ | 224,335 | \$ | 123,910 | \$ | 348,245 |
| Consumer/ Installment |  | 1,655 |  | - |  | 1,655 |  |  |  |  |  |  |  |
| Total | \$ | 224,335 | \$ | 123,910 |  | 348,245 |  |  |  |  |  |  |  |



Core Earnings
In millions


## NPA Sale in 20

## Sold $\$ 103$ Million NPA's - With a $\$ 65$ Million Capital Option and Warrant

- Completed sale on April 30, 2010
- Accelerates disposition of the more illiquid assets

| CATEGORY (in millions) |  |  |  | MARKETS (in millions) |  |
| :--- | :--- | :--- | :--- | :--- | ---: |
| Commercial | $\$$ | 29.4 |  | Atlanta | $\$$ |
| Commercial Construction |  | 11.3 |  | Gainesville |  |
| Residential Construction |  | 62.4 |  | 13.5 |  |
| Total | N. Georgia | 50.0 |  |  |  |
|  |  |  | Coastal Georgia | 7.6 |  |
|  |  |  | North Carolina | 21.3 |  |
|  |  |  | $\$ 103.1$ |  |  |

Fair Value Accounting - Warrant / Option to Purchase Equity

- Increase to Capital Surplus - $\$ 39.8$ million
- Pre-tax expense charge - $\$ 45.3$ million; after-tax cost - $\$ 30.0$ million
- GAAP Capital + $\$ 9.8$ million - Slight Negative to "Reg. Capital" (DTA)

| (in millions) |  |  |  |
| :---: | :---: | :---: | :---: |
|  | Income Statement |  | Capital <br> Surplus |
| Fair Value of Warrants / Option | \$ | (39.8) | 39.8 |
| Loan Discount (3.5\% to 5.8\%) |  | (4.5) |  |
| Closing Costs |  | (1.0) |  |
| Total Charge to Expense |  | (45.3) |  |
| Tax Benefit |  | 15.3 |  |
| Impact on Net Loss |  | (30.0) | 39.8 |
| Impact on GAAP Equity |  |  |  |



| Net Interest Margin | $3.60 \%$ | $.11 \%$ | $.32 \%$ |
| :--- | :--- | :--- | :--- | :--- |


(1) Excluding impact of nonaccrual loans, OREO and interest reversals

## Deposit Mix (total \$6.3 billion)



## Net Operating Loss - From Continuing OperationsU United



| Net Operating Loss per Share | (.66) | (.39) | $(.53)$ |
| :--- | :--- | :--- | :--- |

Second Quarter 2010

| (In Thousands) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q10 | 1Q10 |  | 2Q09 |  |
| Net Operating Loss | \$ $(59,532)$ | \$ | $(34,458)$ | \$ | $(23,129)$ |
| Earnings /(Loss) from Discounted Operations | - |  | (101) |  | 66 |
| Gain from Sale of Subsidiary, Net | - |  | 1,266 |  | - |
| Gain on SCB (pre-tax \$11.4m) | - |  | - |  | 7,062 |
| Net Loss | $(59,532)$ |  | $(33,293)$ |  | $(16,001)$ |
| Preferred Stock Dividend (TARP) | $(2,577)$ |  | $(2,572)$ |  | $(2,559)$ |
| Net Loss per Share | (.66) |  | (.38) |  | (.38) |
| Book Value | \$ 7.71 | \$ | 7.95 | \$ | 13.87 |
| Tangible Book Value | 5.39 |  | 5.62 |  | 8.85 |


|  | Well- <br> Capitalized | JUN '10 | MAR '10 | JUN '09 |
| :---: | :---: | :---: | :---: | :---: |
| Tier 1 RBC | 6\% | 11.1 \% | 11.7 \% | 10.4 \% |
| Total RBC | 10\% | 13.8 | 14.4 | 13.1 |
| Leverage | 5\% | 7.7 | 8.1 | 7.7 |
| Tangible Equity to Assets |  | 9.3 | 9.4 | 8.0 |
| Tangible Common to Assets |  | 6.9 | 7.1 | 5.8 |




## Experienced Proven Leadership

|  |  | Joined <br> UCBI | Years in <br> Banking |
| :--- | :--- | :---: | :---: |
| Jimmy Tallent | President \& CEO | 1984 | 37 |
| Guy Freeman | Chief Operating Officer | 1994 | 50 |
| Rex Schuette | Chief Financial Officer | 2001 | 33 |
| David Shearrow | Chief Risk Officer | 2007 | 29 |
| Glenn White | President, Atlanta Region | 2007 | 36 |
| Craig Metz | Marketing | 2002 | 18 |
| Bill Gilbert | Retail Banking | 2000 | 34 |

## Business and operating model

## "Community bank service, large bank resources"

@ Twenty-seven "community banks"

- Local CEOs with deep roots in their communities
- Resources of $\$ 7.7$ billion bank
@ Service is point of differentiation
- Golden rule of banking $\checkmark$ "The Bank That SERVICE Built"
- Ongoing customer surveys
$\checkmark$ 95+\% satisfaction rate
@ Strategic footprint with substantial banking opportunities
- Operates in a number of the more demographically attractive markets in the U.S.
@ Disciplined growth strategy
- Organic supported by de novos and selective acquisitions

Robust Demographics (fast growing markets)
U United
Community Banks.

|  |  | Population Growth (\%) |  |
| :--- | :---: | :---: | :---: |
|  | Population <br> (in thousands) | Actual <br> $\mathbf{2 0 0 0} \mathbf{- 2 0 0 9}$ | Projected <br> $\mathbf{2 0 0 9} \mathbf{- 2 0 1 4}$ |
| Markets ${ }^{\mathbf{1}}$ | 396 | 24 | 10 |
| North Georgia | 5,544 | 31 | 13 |
| Atlanta MSA | 187 | 34 | 15 |
| Gainesville MSA | 370 | 10 | 5 |
| Coastal Georgia | 425 | 11 | 5 |
| Western North Carolina | 850 | 13 | 6 |
| East Tennessee |  |  |  |
|  |  | 21 | 9 |
| Total Markets | 9,933 | 16 | 8 |
| Georgia | 9,370 | 11 | 5 |
| North Carolina | 6,297 | 10 | 5 |
| Tennessee | 309,732 |  |  |

${ }^{1}$ Population data is for 2009 and includes those markets where United takes deposits.
Source: SNL

$\square$ Interest Reversals
$\square$ Carry Cost of NPAs
$\square$ Lost Interest on C/Os

## Credit Costs Impacting Margin

© Historically 8 to 12 bps
(0) Credit cycle - significant drag on margin and earnings

回 Lost interest (avg. yield) on loans charged off
(0) Carry costs high with level of NPAs
(18) Cost 2Q10 vs. Historical-52 bps
(annual earnings impact of $\$ 36$ million)
(excellent growth prospects)

| Markets | Market Deposits (in billions) ${ }^{(1)}$ |  | United <br> Deposits |  | Banks | Offices | Deposit Share ${ }^{(1)}$ | Rank ${ }^{(1)}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| North Georgia | \$ | 8.5 | \$ | 2.4 | 11 | 23 | 31 \% | 1 |
| Atlanta MSA |  | 55.2 |  | 1.9 | 10 | 38 | 4 | 7 |
| Gainesville MSA |  | 2.6 |  | . 3 | 1 | 6 | 13 | 4 |
| Coastal Georgia |  | 7.5 |  | . 4 | 2 | 9 | 5 | 8 |
| Westem North Carolina |  | 7.3 |  | 1.0 | 1 | 20 | 14 | 3 |
| East Tennessee |  | 14.4 |  | . 3 | 2 | 10 | 3 | 7 |
| Total Markets | \$ | 95.5 | \$ | 6.3 | 27 | 106 |  |  |

${ }^{1}$ FDIC deposit market share and rank as of $6 / 09$ for markets where United takes deposits. Source: SNL and FDIC

## Leading Demographics

| Rank | Ticker | Company ${ }^{(1)}$ | State | Total Assets (\$ B) | 2009-2014 <br> Population Growth ${ }^{(2)}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 1 | WAL | Western Alliance Bancorporation | NV | \$ 6.1 | 11.25 \% |
| 2 | WTNY | Whitney Holding Corporation | LA | 11.6 | 9.75 |
| 3 | UCBI | United Community Banks, Inc. | GA | 7.7 | 9.65 |
| 4 | CFR | Cullen/Frost Bankers, Inc. | TX | 16.8 | 9.20 |
| 5 | PNFP | Pinnacle Financial Partners, Inc. | TN | 5.0 | 8.80 |
| 6 | SBIB | Sterling Bancshares, Inc. | TX | 5.0 | 8.70 |
| 7 | IBOC | International Bancshares Corporation | TX | 10.8 | 8.05 |
| 8 | PRSP | Prosperity Bancshares, Inc. | TX | 9.2 | 7.70 |
| 9 | FCNCA | First Citizens BancShares, Inc. | NC | 21.2 | 7.20 |
| 10 | GBCI | Glacier Bancorp, Inc. | MT | 6.2 | 6.60 |
| 11 | CVBF | CVB Financial Corp. | CA | 6.8 | 6.50 |
| 12 | CBC | Capitol Bancorp Ltd. | MI | 5.1 | 6.45 |
| 13 | TCBI | Texas Capital Bancshares, Inc. | TX | 5.5 | 6.35 |
| 14 | SNV | Synows Financial Corp. | GA | 32.4 | 5.85 |
| 15 | BOKF | BOK Financial Corporation | OK | 23.5 | 5.80 |
| Note: Fi (1) Inclu (2) Popu Data So | inancial in udes publ ulation gr ource: SNL | formation as of March 31,2010 licly traded companies with assets between owth weighted by county (cumulative) L Financial | billion a | of March 31, 2 |  |

## Small Business Market Growth

## Number of Businesses with 1 - 49 Employees

|  |  | Small <br> Business <br> Growth | Population <br> Growth |
| :--- | :---: | :---: | :---: | :---: |
| Markets ${ }^{\mathbf{1}}$ |  |  | $\mathbf{2 0 0 0 - \mathbf { 2 0 0 9 }}$ |

The Atlanta MSA is seeing small business growth at nearly double its already significantly increasing population growth.

## Performing Classified Loans

| (in millions) | 2Q10 |  | 1Q10 |  | 4Q09 |  | 3Q09 |  | 2Q09 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| LOANS BY CATEGORY |  |  |  |  |  |  |  |  |  |  |
| Commercial (Sec. by RE) | \$ | 141 | \$ | 152 | \$ | 124 | \$ | 93 | \$ | 70 |
| Commercial Construction |  | 78 |  | 75 |  | 51 |  | 51 |  | 36 |
| Commercial \& Industrial |  | 22 |  | 35 |  | 34 |  | 35 |  | 12 |
| TOTAL COMMERCIAL | \$ | 241 | \$ | 262 | \$ | 209 | \$ | 179 | \$ | 118 |
| Consumer / Installment |  | 4 |  | 4 |  | 4 |  | 3 |  | 3 |
| Residential Construction |  | 149 |  | 154 |  | 197 |  | 208 |  | 148 |
| Residential Mortgage |  | 80 |  | 81 |  | 79 |  | 83 |  | 72 |
| LOANS | \$ | 474 | \$ | 501 | \$ | 489 | \$ | 473 | \$ | 341 |

## Business Mix Loans (at quarter-end)

| (in millions) | 2Q10 |  | 1Q10 |  | 4Q09 |  | 3Q09 |  | 2Q09 |  | 2Q10 <br> Year Over Year |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| LOANS BY CATEGORY |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial (sec. by R/E) | \$ | 1,780 | \$ | 1,765 | \$ | 1,779 | \$ | 1,787 | \$ | 1,797 | \$ | (17) |
| Commercial Construction |  | 342 |  | 357 |  | 363 |  | 380 |  | 379 |  | (37) |
| Commercial \& Industrial |  | 441 |  | 381 |  | 390 |  | 403 |  | 399 |  | 42 |
| Total Commercial |  | 2,563 |  | 2,503 |  | 2,532 |  | 2,570 |  | 2,575 |  | (12) |
| Residential Construction |  | 820 |  | 960 |  | 1,050 |  | 1,185 |  | 1,315 |  | (495) |
| Residential Mortgage |  | 1,356 |  | 1,390 |  | 1,427 |  | 1,461 |  | 1,470 |  | (114) |
| Consumer / Installment |  | 134 |  | 139 |  | 142 |  | 147 |  | 153 |  | (19) |
| TOTAL LOANS | \$ | 4,873 | \$ | 4,992 | \$ | 5,151 | \$ | 5,363 | \$ | 5,513 | \$ | (640) |

## Business Mix Loans (at year-end)

| (in millions) | 2009 |  | 2008 |  | 2007 |  | 2006 |  | 2005 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| LOANS BY CATEGORY |  |  |  |  |  |  |  |  |  |  |
| Commercial (sec. by R/E) | \$ | 1,779 | \$ | 1,627 | \$ | 1,476 | \$ | 1,230 | \$ | 1,055 |
| Commercial Construction |  | 363 |  | 500 |  | 527 |  | 469 |  | 359 |
| Commercial \& Industrial |  | 390 |  | 410 |  | 418 |  | 296 |  | 237 |
| Total Commercial |  | 2,532 |  | 2,537 |  | 2,421 |  | 1,995 |  | 1,651 |
| Residential Construction |  | 1,050 |  | 1,479 |  | 1,829 |  | 1,864 |  | 1,380 |
| Residential Mortgage |  | 1,427 |  | 1,526 |  | 1,502 |  | 1,338 |  | 1,206 |
| Consumer / Installment |  | 142 |  | 163 |  | 177 |  | 180 |  | 161 |
| TOTAL LOANS | \$ | 5,151 | \$ | 5,705 | \$ | 5,929 | \$ | 5,377 | \$ | 4,398 |


| Residential Construction - Total Company |  |  |  |  |  |  | U United |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (in millions) | 2Q10 |  | 1Q10 |  | 4Q09 |  | 3Q09 |  | 2Q09 |  |
| Land Loans |  |  |  |  |  |  |  |  |  |  |
| Developing Land | \$ | 214 | \$ | 290 | \$ | 332 | \$ | 380 | \$ | 413 |
| Raw Land |  | 110 |  | 124 |  | 127 |  | 159 |  | 159 |
| Lot Loans |  | 311 |  | 321 |  | 336 |  | 336 |  | 369 |
| Total |  | 635 |  | 735 |  | 795 |  | 875 |  | 941 |
| Construction Loans |  |  |  |  |  |  |  |  |  |  |
| Spec |  | 125 |  | 153 |  | 178 |  | 218 |  | 268 |
| Sold |  | 60 |  | 72 |  | 77 |  | 92 |  | 106 |
| Total |  | 185 |  | 225 |  | 255 |  | 310 |  | 374 |
| Total Res Construction | \$ | 820 | \$ | 960 | \$ | 1,050 | \$ | 1,185 | \$ | 1,315 |
| By Region |  |  |  |  |  |  |  |  |  |  |
| Atlanta | \$ | 183 | \$ | 228 |  | 255 |  | 328 |  | 424 |
| Gainesville MSA |  | 25 |  | 42 |  | 51 |  | 56 |  | 61 |
| North Georgia |  | 408 |  | 460 |  | 503 |  | 534 |  | 557 |
| North Carolina |  | 148 |  | 151 |  | 156 |  | 161 |  | 160 |
| Coastal Georgia |  | 37 |  | 55 |  | 60 |  | 77 |  | 80 |
| Tennessee |  | 19 |  | 24 |  | 25 |  | 29 |  | 33 |
|  | \$ | 820 | \$ | 960 | \$ | 1,050 | \$ | 1,185 | \$ | 1,315 |
| Strong Bank. Strong Service. Strong Future. 41 |  |  |  |  |  |  |  |  |  |  |

Residential Construction - Atlanta MSA

| (in millions) | 2Q10 |  | 1Q10 |  | 4Q09 |  | 3Q09 |  | 2Q09 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Land Loans |  |  |  |  |  |  |  |  |  |  |
| Developing Land | \$ | 52 | \$ | 66 | \$ | 76 | \$ | 100 | \$ | 124 |
| Raw Land |  | 32 |  | 43 |  | 43 |  | 61 |  | 63 |
| Lot Loans |  | 39 |  | 47 |  | 52 |  | 54 |  | 81 |
| Total |  | 123 |  | 156 |  | 171 |  | 215 |  | 268 |
| Construction Loans |  |  |  |  |  |  |  |  |  |  |
| Spec |  | 50 |  | 58 |  | 68 |  | 91 |  | 127 |
| Sold |  | 10 |  | 14 |  | 16 |  | 22 |  | 29 |
| Total |  | 60 |  | 72 |  | 84 |  | 113 |  | 156 |
| Total Res Construction | \$ | 183 | \$ | 228 | \$ | 255 | \$ | 328 | \$ | 424 |

Residential Construction - North Georgia

| (in millions) | 2Q10 |  | 1Q10 |  | 4Q09 |  | 3Q09 |  | 2Q09 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Land Loans |  |  |  |  |  |  |  |  |  |  |
| Developing Land | \$ | 113 | \$ | 148 | \$ | 172 | \$ | 179 | \$ | 180 |
| Raw Land |  | 45 |  | 43 |  | 45 |  | 56 |  | 54 |
| Lot Loans |  | 181 |  | 189 |  | 197 |  | 198 |  | 204 |
| Total |  | 339 |  | 380 |  | 414 |  | 433 |  | 438 |

Construction Loans

| Spec |  | 44 |  | 54 |  | 61 |  | 71 |  | 81 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sold |  | 24 |  | 26 |  | 27 |  | 30 |  | 36 |
| Total |  | 68 |  | 80 |  | 88 |  | 101 |  | 117 |
| Total Res Construction | \$ | 407 | \$ | 460 | \$ | 502 | \$ | 534 | \$ | 555 |


| (in millions) | 2Q10 |  | 1Q10 |  | 4Q09 |  | 3Q09 |  | 2Q09 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| LOANS BY MARKET |  |  |  |  |  |  |  |  |  |  |
| Atlanta MSA | \$ | 1,373 | \$ | 1,404 | \$ | 1,435 | \$ | 1,526 | \$ | 1,605 |
| Gainesville MSA |  | 343 |  | 372 |  | 390 |  | 402 |  | 413 |
| North Georgia |  | 1,808 |  | 1,814 |  | 1,884 |  | 1,942 |  | 1,978 |
| Western North Carolina |  | 738 |  | 756 |  | 772 |  | 786 |  | 794 |
| Coastal Georgia |  | 356 |  | 388 |  | 405 |  | 440 |  | 455 |
| East Tennessee |  | 255 |  | 258 |  | 265 |  | 267 |  | 268 |
| Total | \$ | 4,873 | \$ | 4,992 | \$ | 5,151 | \$ | 5,363 | \$ | 5,513 |

## Loans - Markets Served (at year-end)

| (in millions) | 2009 |  | 2008 |  | 2007 |  | 2006 |  | 2005 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| LOANS BY MARKET |  |  |  |  |  |  |  |  |  |  |
| Atlanta MSA | \$ | 1,435 | \$ | 1,706 | \$ | 2,002 | \$ | 1,651 | \$ | 1,207 |
| Gainesville MSA |  | 390 |  | 420 |  | 400 |  | 354 |  | 249 |
| North Georgia |  | 1,884 |  | 2,040 |  | 2,060 |  | 2,034 |  | 1,790 |
| Western North Carolina |  | 772 |  | 810 |  | 806 |  | 773 |  | 668 |
| Coastal Georgia |  | 405 |  | 464 |  | 415 |  | 358 |  | 306 |
| East Tennessee |  | 265 |  | 265 |  | 246 |  | 207 |  | 178 |
| Total | \$ | 5,151 | \$ | 5,705 | \$ | 5,929 | \$ | 5,377 | \$ | 4,398 |

@ Legal lending limit ..... \$196
@ House lending limit ..... 20
@ Top 25 relationships ..... 425- 8.7\% of total loans
@ Regional credit review- Standard Underwriting

## NPAs by Loan Category, Market, and Activity U United

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


Net Charge-offs by Category and Market

| (in thousands) | Second Quarter 2010 |  |  |  | First Quarter 2010 |  |  |  | Fourth Quarter 2009 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Net } \\ \text { Charge-Offs } \end{gathered}$ |  | Net ChargeOffs to Average Loans ${ }^{(2)}$ |  | $\begin{gathered} \text { Net } \\ \text { Charge-Offs } \end{gathered}$ |  | Net ChargeOffs to Average Loans ${ }^{(2)}$ |  | $\begin{gathered} \text { Net } \\ \text { Charge-Offs } \end{gathered}$ |  | Net ChargeOffs to Average Loans ${ }^{(2)}$ |  |
| NET CHARGE-OFFS BY CATEGORY |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial (sec, by RE) | \$ | 9,757 | 2.21 | \% | \$ | 1,964 | . 45 | \% | \$ | 3,896 | 86 | \% |
| Commercial construction |  | 1,460 | 1.67 |  |  | 2,206 | 2.48 |  |  | 4,717 | 5.03 |  |
| Commercial \& industrial |  | 867 | . 85 |  |  | 4,110 | 4.31 |  |  | 153 | . 15 |  |
| Total commercial |  | 12,084 | 1.91 |  |  | 8,280 | 1.33 |  |  | 8,766 | 1.36 |  |
| Residential construction |  | 41,515 | 18.71 |  |  | 43,100 | 17.32 |  |  | 67,393 | 23.87 |  |
| Residential mortgage |  | 6,517 | 1.90 |  |  | 4,551 | 1.31 |  |  | 7,026 | 1.93 |  |
| Consumer / installment |  | 1,207 | 3.53 |  |  | 737 | 2.12 |  |  | 1,400 | 3.83 |  |
| Total | § | 61,323 | 4.98 |  | S | 56,668 | 4.51 |  | \$ | 84,585 | 6.37 |  |
| NET CHARGE-OFFS BY MARKET |  |  |  |  |  |  |  |  |  |  |  |  |
| Atlanta MSA | \$ | 16,926 | 4.85 | \% | S | 15,545 | 4.32 | \% | \$ | 43,595 | 12.07 | \% |
| Gainesville MSA |  | 2,547 | 3.01 |  |  | 1,675 | 1.92 |  |  | 2,273 | 2.49 |  |
| North Georgia |  | 28,100 | 6.19 |  |  | 29,747 | 6.51 |  |  | 18,057 | 3.57 |  |
| Western North Carolina |  | 7,194 | 3.86 |  |  | 3,695 | 1.96 |  |  | 10,091 | 5.11 |  |
| Coastal Georgia |  | 5,581 | 6.07 |  |  | 5,649 | 5.74 |  |  | 8,109 | 7.72 |  |
| East Tennessee |  | 975 | 1.53 |  |  | 357 | . 55 |  |  | 2,460 | 3.67 |  |
| Total | § | 61,323 | 4.98 |  | \$ | 56,668 | 4.51 |  | \$ | 84,585 | 6.37 |  |

(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.

## Liquidity - Loans / Deposits

| (in millions) | 2Q 10 |  | 1Q 09 |  | 2Q 09 |  | Variance |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | vs 1Q 10 | vs 2Q 09 |  |
| Loans | \$ | 4,873 |  |  | \$ | 4,992 | \$ | 5,513 | \$ | (119) | \$ | (640) |
| Core (DDA, MMDA, Savings) |  | 2,491 |  | 2,397 |  |  |  | 2,267 |  | 94 |  | 224 |
| Public Funds |  | 630 |  | 685 |  | 541 |  | (55) |  | 89 |
| CD's |  | 2,597 |  | 2,695 |  | 3278 |  | (98) |  | (681) |
| Total Deposits (excl Brokered) | \$ | 5,718 | \$ | 5,777 | \$ | 6,086 | \$ | (59) | \$ | (368) |
| Loan to Deposit Ratio |  | 85\% |  | 86\% |  | 91\% |  |  |  |  |
| Investment Securities |  | 1,488 |  | 1,527 |  | 1,817 | \$ | (39) | \$ | (329) |
| Percent of Assets |  | 19\% |  | 19\% |  | 21\% |  |  |  |  |
| Commercial \& Short-Term Paper | \$ | 148 | \$ | 183 | \$ | - | \$ | (35) | \$ | 148 |
| Other Interest Bearing Deposits |  | 105 |  | 100 |  | 70 |  | 5 |  | 35 |
| Excess Fed Reserve |  | 43 |  | 40 |  | 28 |  | 3 |  | 15 |
| Total Excess Liquidity | \$ | 296 | \$ | 323 | \$ | 98 | \$ | (27) | \$ | 198 |

## Liquidity - Wholesale Borrowings

| (in millions) | Unused Capacity |  | 2Q10 |  | 1Q10 |  | 2Q09 |  | Variance |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | vs 1Q 10 | vs 2Q 09 |  |  |  |
| Brokered Deposits | \$ | 1,301 |  |  | \$ | 612 | \$ | 711 |  | 763 | \$ | (99) | \$ | (151) |
| FHLB |  | 867 |  | 104 |  |  |  | 114 |  | 283 |  | (10) |  | (179) |
| Fed Funds |  | 100 |  | - |  | - |  | - |  | - |  | - |
| Other Wholesale |  | 290 |  | 104 |  | 102 |  | 252 |  | 2 |  | (148) |
| Total | \$ | 2,558 | \$ | 820 | \$ | 927 |  | 1,298 | \$ | (107) | \$ | (478) |
| Sub-Debt |  |  | \$ | 96 | \$ | 96 |  | 96 | \$ | - | \$ | - |
| Trust Preferred Securities |  |  |  | 55 |  | 54 |  | 54 |  | 1 |  | 1 |
| Total Long-Term Debt |  |  | \$ | 151 | \$ | 150 |  | 150 | \$ | 1 | \$ | 1 |

## Business Mix - Deposits (at quarter-end)

(in millions)

| DEPOSITS BY CATEGORY | 2Q10 |  | 1Q10 |  | 4Q09 |  | 3Q09 |  | 2Q09 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Demand \& Now | \$ | 1,561 | \$ | 1,489 | \$ | 1,465 | \$ | 1,481 | \$ | 1,523 |
| MMDA \& Savings |  | 930 |  | 908 |  | 879 |  | 858 |  | 744 |
| Core Transaction Deposits |  | 2,491 |  | 2,397 |  | 2,344 |  | 2,339 |  | 2,267 |
| Time $<$ \$100,000 |  | 1,569 |  | 1,636 |  | 1,740 |  | 1,848 |  | 1,985 |
| Public Deposits |  | 564 |  | 611 |  | 597 |  | 557 |  | 482 |
| Total Core Deposits |  | 4,624 |  | 4,644 |  | 4,681 |  | 4,744 |  | 4,734 |
| Time > \$100,000 |  | 1,028 |  | 1,059 |  | 1,138 |  | 1,187 |  | 1,293 |
| Public Deposits |  | 66 |  | 73 |  | 49 |  | 50 |  | 59 |
| Total Customer Deposits |  | 5,718 |  | 5,776 |  | 5,869 |  | 5,981 |  | 6,086 |
| Brokered Deposits |  | 612 |  | 711 |  | 759 |  | 840 |  | 763 |
| Total Deposits | \$ | 6,330 | \$ | 6,487 | \$ | 6,628 | \$ | 6,821 | \$ | 6,849 |

Core Transaction Deposits

## Geographic Diversity

| -20 | Core Transactions / Total Deposits (\%) |  |  |
| :---: | :---: | :---: | :---: |
| $\square 2 \mathrm{C} 09 \square 2 \mathrm{C} 10$ |  | 2Q10 | 2Q09 |
| \$ in millions | Atlanta MSA | 48.0 \% | 38.5 \% |
| Eastern Tennessee |  |  |  |
| \$118 | North Georgia | 28.3 | 24.7 |
| \$124 |  |  |  |
| Coastal Georgia | Western NC | 46.2 | 40.9 |
| \$130 |  |  |  |
| \$144 | Gainesville MSA | 49.0 | 39.8 |
| $\begin{gathered} \text { Gainesville MSA } \\ \$ 131 \end{gathered}$ | Coastal GA | 38.7 | 36.2 |
| \$167 |  |  |  |
| Western North Carolina | Eastern TN | 38.2 | 29.6 |
| $\frac{\$ 427}{\$ 461}$ | Total | 39.4 \% | 33.1 \% |
| North Georaia |  |  |  |
| \$637 |  |  |  |
|  |  |  |  |

Atlanta MSA

| $\$ 0$ | $\$ 100$ | $\$ 200$ | $\$ 300$ | $\$ 400$ | $\$ 500$ | $\$ 600$ | $\$ 700$ | $\$ 800$ | $\$ 900$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |

[^0]
## Analyst Coverage

FBR Capital
(Market Perform - Apr 22, 2010)

## U FIG Partners

(Outperform - Apr 26, 2010)
Guggenheim Securities, LLC
(Neutral - Jun 10, 2010)
U Keefe, Bruyette \& Woods
(Market Perform - Apr 23, 2010)
U Macquarie Capital (USA)
(Neutral - Apr 22, 2010)

U Sandler O'Neill \& Partners
(Hold - Jun 28, 2010)

U Soleil (Tenner Investment Research) (Hold - Apr 26, 2010)
@ Stephens, Inc.
(Equal Weight - May 10, 2010)
© Sterne Agee \& Leach, Inc. (Neutral - Apr 22, 2010)

凹 SunTrust Robinson Humphrey (Buy - Apr 22, 2010)

U Raymond James \& Assoc.
(Outperform 2 - Jun 18, 2010)

## Southern Community Bank

(\$ in millions)
(1) Purchased - June 19, 2009
@ Nine years old - Enhances presence in southside metro Atlanta markets
@ Four banking offices in southside metro Atlanta MSA - Fayetteville, Coweta and Henry counties
@ 54 employees (Reduced by 17 after conversion in September 2009)

- \$208 in customer deposits, including \$53 core deposits
(1) FDIC assisted transaction: 80\% guarantee on $\$ 109$ loss threshold, $95 \%$ above
- Fully discounted bid with no credit exposure
- Accounted for credit related items (at FMV) as "covered assets" on balance sheet

|  | $\underline{2 Q 10}$ | $\underline{1 Q 10}$ | $\underline{4 Q 09}$ | $\underline{2 Q 09}$ |
| :--- | ---: | ---: | ---: | ---: |
| Loans | $\$ 81$ | $\$ 79$ | $\$ 85$ | $\$ 110$ |
| OREO | 33 | 32 | 34 | 25 |
| FDIC receivable | $\underline{43}$ | $\underline{58}$ | $\underline{67}$ | $\underline{95}$ |
|  | $\underline{\$ 169}$ | $\underline{\$ 186}$ | $\underline{\$ 230}$ |  |

- Pre-tax gain on acquisition of $\$ 11.4$
@ Accretive to earnings per share
(in thousands except EPS)

Core fee revenue reconciliation ${ }^{(1)}$
Core fee revenue
Securities gains (losses), net
SCB Acquisition Gain
Fee Revenue (GAAP)
Core operating expense reconciliation ${ }^{(1)}$
Core operating expense
Foreclosed property expense
Special FDIC Assessment
Loss from sale of nonperforming assets
Operating expense (GAAP)
Diluted loss per common share reconciliation ${ }^{(1)}$
Diluted operating loss per common share
Gain from acquisition
Diluted loss per common share (GAAP)

| 2Q 10 |  | 1Q 10 |  | 2Q09 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 11,579 | \$ | 11,605 | \$ | 12,016 |
|  | - |  | 61 |  | (711) |
|  | - |  | - |  | 11,390 |
| \$ | 11,579 | \$ | 11,666 | \$ | 22,695 |


| \$ | 43,768 | \$ | 44,007 | \$ | 46,173 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 14,540 |  | 10,813 |  | 5,737 |
|  | - |  | - |  | 3,800 |
|  | 45,349 |  | - |  | $(2,000)$ |
| \$ | 103,657 | \$ | 54,820 | \$ | 53,710 |


(1) From continuing operations

## Non-GAAP Reconciliation Tables

|  | Operating Earnings to GAAP Eamings Reconciliation |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q 10 |  | 1Q 10 | 2Q 09 |  |  |
| Net interest margin - pre credit reconciliation |  |  |  |  |  |  |
| Net interest margin - pre credit | 4.24 | \% | 4.15 | \% | 3.80 | \% |
| Effect of interest reversals, lost interest, and carry costs of NPAs | (.64) |  | (.66) |  | (.52) |  |
| Net interest margin | 3.60 | \% | 3.49 | \% | 3.28 | \% |
| Tangible common equity and tangible equity to tangible assets reconciliation |  |  |  |  |  |  |
| Tangible common equity to tangible assets | 6.91 | \% | 7.13 | \% | 5.77 | \% |
| Effect of preferred equity | 2.35 |  | 2.26 |  | 2.19 |  |
| Tangible equity to tangible assets | 9.26 |  | 9.39 |  | 7.96 |  |
| Effect of goodwill and other intangibles | 2.58 |  | 2.51 |  | 2.75 |  |
| Equity to assets (GAAP) | 11.84 | \% | 11.90 | \% | 10.71 | \% |
| Tangible common equity to risk-weighted assets reconciliation |  |  |  |  |  |  |
| Tangible common equity to risk-weighted assets | 9.97 | \% | 10.03 | \% | 7.49 | \% |
| Effect of preferred equity | 3.41 |  | 3.29 |  | 2.99 |  |
| Tangible equity to risk weighted assets | 13.38 |  | 13.32 |  | 10.48 |  |
| Effect of other comprehensive income | (.87) |  | (.85) |  | (.72) |  |
| Effect of trust preferred | 1.03 |  | 1.00 |  | . 90 |  |
| Effect of deferred tax asset limitation | (2.47) |  | (1.75) |  | (.22) |  |
| Tier I capital ratio (Regulatory) | 11.07 | \% | 11.72 | \% | 10.44 | \% |

# United Community Banks, Inc. 

Investor Presentation
Second Quarter 2010



[^0]:    Strong Bank. Strong Service. Strong Future.

