## For Immediate Release

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# UNITED COMMUNITY BANKS, INC. REPORTS EARNINGS OF \$230 MILLION FOR SECOND QUARTER 2013 

- Net income of $\$ 230$ million, or $\$ 3.90$ per share
- Earnings reflect impact of reversal of valuation allowance on deferred tax asset and accelerated sales of classified assets
- Credit measures now at pre-credit crisis levels
- Capital levels remain strong

BLAIRSVILLE, GA - July 25, 2013 - United Community Banks, Inc. (NASDAQ: UCBI) today reported net income of $\$ 230$ million, or $\$ 3.90$ per share, for the second quarter of 2013, and $\$ 242$ million, or $\$ 4.05$ per share, for the first six months of 2013. The results reflect the impact of two very significant events during the second quarter - the reversal of the valuation allowance on United's net deferred tax asset and higher provision for loan losses and foreclosed property expenses from the accelerated sales of classified assets.
"The second quarter events mark the final phase of our recovery from the financial crisis that has affected so many banks throughout the country and especially within our footprint," said Jimmy Tallent, president and chief executive officer. "With the reversal of our valuation allowance and the accelerated sales of classified assets, the lingering effects of the credit crisis are behind us. We can now devote full attention toward growing our business and increasing the value of our shareholders’ investments."

Tallent noted that the reduction in loans resulting from the accelerated classified loan sales masked an otherwise solid quarter of loan growth. Though the company sold loans with a carrying amount of $\$ 151$ million, total loans were only down $\$ 5$ million from the first quarter.
"Achieving quality loan growth remains a top priority despite continued challenges with the sluggish economy," Tallent said. "We are accomplishing this objective by adding lenders strategically, including in our vibrant new markets of Greenville, South Carolina and Nashville, Tennessee."

The second quarter provision for loan losses was $\$ 48.5$ million compared with $\$ 11$ million in the first quarter and with $\$ 18$ million in the second quarter of 2012. The increase reflects the higher level of charge-offs associated with the accelerated classified loan sales. Second quarter net charge-offs were $\$ 72.4$ million compared with $\$ 12.4$ million in the first quarter and $\$ 18.9$ million a year ago. The $\$ 48.5$ million provision reflects the difference between the $\$ 72.4$ million in net charge-offs offset by a $\$ 24$ million reduction in the allowance for loan losses.
"We believed the time was right to take the final step toward putting the financial crisis behind us by selling our stress-related classified assets, including a bulk sale of $\$ 131$ million," Tallent said. "We have cleansed our balance sheet of legacy problem credits and are turning full attention to strategic initiatives to grow our business and shareholder value."

Nonperforming assets at quarter-end were $\$ 31.8$ million, representing .44 percent of total assets. This total is down from $\$ 113$ million, or 1.65 percent, at March 31, 2013, and $\$ 146$ million, or 2.16 percent, at June 30, 2012. The classified asset ratio, which is the ratio of classified assets to Tier 1 regulatory capital plus the allowance for loan losses, declined to 27 percent from 49 percent at March 31 and from 62 percent a year ago.

Second quarter taxable equivalent net interest revenue totaled $\$ 54.6$ million, down $\$ 97,000$ from the first quarter and down $\$ 2.27$ million from the second quarter of 2012. "The decrease reflects the ongoing trend of lower yields on our loan and investment securities portfolios," said Tallent.
"The lower loan portfolio yield reflects competitive pricing pressure on new and renewed loans and new retail product offerings with low introductory rates. Introductory rates on the new retail products will begin to expire and approximately $\$ 50$ million will reset to a market rate in the third quarter of 2013. The lower investment securities yield is due to reinvestment of cash flows at record low rates. We continue to look for reinvestment opportunities, with a focus on floatingrate securities, to alleviate market and duration risk. At quarter-end, floating-rate securities accounted for 39 percent of the total investment securities portfolio compared to 34 percent last quarter. The higher proportion improves our overall interest sensitivity position by reducing exposure to rising interest rates."

The second quarter taxable equivalent net interest margin was 3.31 percent, down seven basis points from the first quarter and 12 basis points from a year ago. "Our net interest margin will remain under pressure as long as interest rates hold at these unprecedented low levels," stated Tallent. "To offset the impact on net interest revenue, we remain sharply focused on growing the loan portfolio in the mid-single digit range by focusing on retail loans and continuing to add commercial lenders in key markets."

Second quarter fee revenue was $\$ 16.3$ million, compared to $\$ 12.8$ million in the first quarter and $\$ 12.9$ million a year ago. Contributing to these increases were higher mortgage, advisory services and interchange fee revenue, as well as two non-core items in other fee revenue. Mortgage fee revenue increased $\$ 348,000$ from the first quarter and $\$ 681,000$ from a year ago, to $\$ 3.0$ million. Closed mortgage loans totaled $\$ 95.2$ million in the second quarter, compared with \$69.8 million in the first quarter and \$79.8 million in the second quarter of 2012.

The two non-core items that contributed to the increase in other fee revenue were a $\$ 1.37$ million recovery on a bank-owned life insurance policy and a $\$ 468,000$ gain from the sale of low-income housing tax credits. In addition, other fee revenue included customer derivative fees of \$488,000 compared with $\$ 252,000$ in the first quarter of 2013. These fees are from the company's newly rolled-out loan swap program for commercial loan customers.

Operating expenses, excluding foreclosed property costs, were $\$ 43.7$ million in the second quarter of 2013 compared to $\$ 41.4$ million for the first quarter of 2013 and $\$ 42.5$ million a year ago. The increase from both periods was due mostly to higher severance costs; second quarter 2013 severance costs were $\$ 1.56$ million compared with $\$ 360,000$ and $\$ 1.16$ million for the first quarter of 2013 and the second quarter of 2012, respectively. Also contributing to the increase in operating expenses were higher mortgage and brokerage incentives related to the higher revenue levels and higher consulting fees associated with various revenue enhancement and efficiency projects.

Foreclosed property costs were $\$ 5.15$ million in the second quarter of 2013 compared to $\$ 2.33$ million in the first quarter and $\$ 1.85$ million a year ago. The higher total reflects losses incurred on the accelerated sales of foreclosed properties. Included in second quarter 2013 costs were $\$ 4.31$ million in net losses and write-downs and $\$ 837,000$ for maintenance. For the first quarter of 2013, foreclosed property costs included $\$ 1.15$ million in net losses and write-downs and $\$ 1.19$ million in maintenance. Second quarter 2012 foreclosed property costs included \$739,000 in net losses and write-downs and $\$ 1.11$ million in maintenance.

As of June 30, 2013, capital ratios were as follows: Tier 1 Risk-Based of 13.7 percent; Total Risk-Based of 15.2 percent; Tier 1 Common Risk-Based of 8.5 percent; and, Tangible Equity-toAssets of 11.5 percent. The average Tier 1 Leverage ratio was 9.8 percent at June 30, 2013.
"With credit quality now well under control, our attention is focused on growing our business and improving earnings performance," concluded Tallent. "In a competitive landscape, we must work more efficiently to achieve our goals, all while maintaining the best customer satisfaction scores in the industry. This team is more than up to the challenge and fully committed."

## Conference Call

United will hold a conference call today, Thursday, July 25, 2013, at 11 a.m. ET to discuss the contents of this news release and to share business highlights for the quarter. To access the call, dial (877) 380-5665 and use the conference number 11766770. The conference call also will be webcast and can be accessed by selecting 'Calendar of Events’ within the Investor Relations section of United's website at www.ucbi.com.


#### Abstract

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


## Safe Harbor

This news release contains forward-looking statements, as defined by federal securities laws, including statements about United’s financial outlook and business environment. These statements are based on current expectations and are provided to assist in the understanding of future financial performance. Such performance involves risks and uncertainties that may cause actual results to differ materially from those expressed or implied in any such statements. For a discussion of some of the risks and other factors that may cause such forward-looking statements to differ materially from actual results, please refer to United's filings with the Securities and Exchange Commission including its 2012 Annual Report on Form 10-K under the sections entitled "Forward-Looking Statements" and "Risk Factors." Forward-looking statements speak only as of the date they are made, and we undertake no obligation to update or revise forwardlooking statements.

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## UNITED COMMUNITY BANKS, INC.

## Financial Highlights

Selected Financial Information

| (in thousands, except per share data; taxable equivalent) | 2013 |  |  |  | 2012 |  |  |  |  |  |  |  |  | Second <br> Quarter <br> 2013-2012 <br> Change |  | For the SixMonths EndedJune 30, |  |  |  |  | $\begin{gathered} \text { YTD } \\ \text { 2013-2012 } \\ \text { Change } \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Second Quarter |  |  | First Quarter |  | Fourth Quarter |  |  | Third Quarter |  |  | Second <br> Quarter |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 2013 |  |  | 2012 |  |  |
| INCOME SUMMARY |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest revenue | \$ | 61,693 |  | \$ 62,134 |  | \$ | 64,450 |  | \$ | 65,978 |  | \$ | 66,780 |  |  |  |  | \$ | 123,827 |  | \$ | 137,001 |  |  |
| Interest expense |  | 7,131 |  | 7,475 |  |  | 8,422 |  |  | 8,607 |  |  | 9,944 |  |  |  | 14,606 |  |  | 21,301 |  |  |
| Net interest revenue |  | 54,562 |  | 54,659 |  |  | 56,028 |  |  | 57,371 |  |  | 56,836 |  | (4) \% |  | 109,221 |  |  | 115,700 |  | (6) \% |
| Provision for loan losses |  | 48,500 |  | 11,000 |  |  | 14,000 |  |  | 15,500 |  |  | 18,000 |  |  |  | 59,500 |  |  | 33,000 |  |  |
| Fee revenue |  | 16,312 |  | 12,826 |  |  | 14,761 |  |  | 13,764 |  |  | 12,867 |  | 27 |  | 29,138 |  |  | 28,246 |  | 3 |
| Total revenue |  | 22,374 |  | 56,485 |  |  | 56,789 |  |  | 55,635 |  |  | 51,703 |  |  |  | 78,859 |  |  | 110,946 |  |  |
| Operating expenses |  | 48,823 |  | 43,770 |  |  | 50,726 |  |  | 44,783 |  |  | 44,310 |  | 10 |  | 92,593 |  |  | 91,265 |  | 1 |
| (Loss) income before income taxes |  | $(26,449)$ |  | 12,715 |  |  | 6,063 |  |  | 10,852 |  |  | 7,393 |  |  |  | $(13,734)$ |  |  | 19,681 |  |  |
| Income tax (benefit) expense |  | $(256,413)$ |  | 950 |  |  | 802 |  |  | 284 |  |  | 894 |  |  |  | $(255,463)$ |  |  | 1,654 |  |  |
| Net income |  | 229,964 |  | 11,765 |  |  | 5,261 |  |  | 10,568 |  |  | 6,499 |  |  |  | 241,729 |  |  | 18,027 |  |  |
| Preferred dividends and discount accretion Net income available to common shareholders |  | 3,055 |  | 3,052 |  |  | 3,045 |  |  | 3,041 |  |  | 3,032 |  |  |  | 6,107 |  |  | 6,062 |  |  |
|  | \$ | 226,909 |  | \$ 8,713 |  | \$ | 2,216 |  | \$ | 7,527 |  | \$ | 3,467 |  |  | \$ | 235,622 |  | \$ | 11,965 |  |  |
| PERFORMANCE MEASURES |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Per common share: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Diluted income | \$ | 3.90 |  | \$ . 15 |  | \$ | . 04 |  | \$ | . 13 |  | \$ | . 06 |  |  | \$ | 4.05 |  | \$ | 21 |  |  |
| Book value |  | 10.90 |  | 6.85 |  |  | 6.67 |  |  | 6.75 |  |  | 6.61 |  | 65 |  | 10.90 |  |  | 6.61 |  | 65 |
| Tangible book value ${ }^{(2)}$ |  | 10.82 |  | 6.76 |  |  | 6.57 |  |  | 6.64 |  |  | 6.48 |  | 67 |  | 10.82 |  |  | 6.48 |  | 67 |
| Key performance ratios: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Return on equity ${ }^{(1)(3)}$ |  | 197.22 | \% | 8.51 | \% |  | 2.15 | \% |  | 7.43 | \% |  | 3.51 | \% |  |  | 108.34 | \% |  | 6.12 | \% |  |
| Return on assets ${ }^{(3)}$ |  | 13.34 |  | . 70 |  |  | . 31 |  |  | . 63 |  |  | . 37 |  |  |  | 7.09 |  |  | . 52 |  |  |
| Net interest margin ${ }^{(3)}$ |  | 3.31 |  | 3.38 |  |  | 3.44 |  |  | 3.60 |  |  | 3.43 |  |  |  | 3.34 |  |  | 3.48 |  |  |
| Efficiency ratio |  | 68.89 |  | 64.97 |  |  | 71.69 |  |  | 62.95 |  |  | 63.84 |  |  |  | 66.98 |  |  | 63.56 |  |  |
| Equity to assets |  | 11.57 | (4) | 8.60 |  |  | 8.63 |  |  | 8.75 |  |  | 8.33 |  |  |  | 8.90 |  |  | 8.26 |  |  |
| Tangible equity to assets ${ }^{(2)}$ |  | 11.53 | (4) | 8.53 |  |  | 8.55 |  |  | 8.66 |  |  | 8.24 |  |  |  | 8.83 |  |  | 8.16 |  |  |
| Tangible common equity to assets ${ }^{(2)}$ |  | 8.79 | (4) | 5.66 |  |  | 5.67 |  |  | 5.73 |  |  | 5.45 |  |  |  | 5.99 |  |  | 5.39 |  |  |
| Tangible common equity to riskweighted assets ${ }^{(2)}$ |  | 13.16 |  | 8.45 |  |  | 8.26 |  |  | 8.44 |  |  | 8.37 |  |  |  | 13.16 |  |  | 8.37 |  |  |
| ASSET QUALITY * |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Non-performing loans | \$ | 27,864 |  | \$ 96,006 |  | \$ | 109,894 |  | \$ | 115,001 |  | \$ | 115,340 |  |  | \$ | 27,864 |  | \$ | 115,340 |  |  |
| Foreclosed properties |  | 3,936 |  | 16,734 |  |  | 18,264 |  |  | 26,958 |  |  | 30,421 |  |  |  | 3,936 |  |  | 30,421 |  |  |
| Total non-performing assets (NPAs) |  | 31,800 |  | 112,740 |  |  | 128,158 |  |  | 141,959 |  |  | 145,761 |  |  |  | 31,800 |  |  | 145,761 |  |  |
| Allowance for loan losses |  | 81,845 |  | 105,753 |  |  | 107,137 |  |  | 107,642 |  |  | 112,705 |  |  |  | 81,845 |  |  | 112,705 |  |  |
| Net charge-offs |  | 72,408 |  | 12,384 |  |  | 14,505 |  |  | 20,563 |  |  | 18,896 |  |  |  | 84,792 |  |  | 34,763 |  |  |
| Allowance for loan losses to loans |  | 1.95 | \% | 2.52 | \% |  | 2.57 | \% |  | 2.60 | \% |  | 2.74 | \% |  |  | 1.95 | \% |  | 2.74 | \% |  |
| Net charge-offs to average loans ${ }^{(3)}$ |  | 6.87 |  | 1.21 |  |  | 1.39 |  |  | 1.99 |  |  | 1.85 |  |  |  | 4.07 |  |  | 1.70 |  |  |
| NPAs to loans and foreclosed properties |  | . 76 |  | 2.68 |  |  | 3.06 |  |  | 3.41 |  |  | 3.51 |  |  |  | . 76 |  |  | 3.51 |  |  |
| NPAs to total assets |  | . 44 |  | 1.65 |  |  | 1.88 |  |  | 2.12 |  |  | 2.16 |  |  |  | . 44 |  |  | 2.16 |  |  |
| AVERAGE BALANCES (\$ in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans | \$ | 4,253 |  | \$ 4,197 |  | \$ | 4,191 |  | \$ | 4,147 |  | \$ | 4,156 |  | 2 | \$ | 4,225 |  | \$ | 4,162 |  | 2 |
| Investment securities |  | 2,161 |  | 2,141 |  |  | 2,088 |  |  | 1,971 |  |  | 2,145 |  | 1 |  | 2,151 |  |  | 2,149 |  | - |
| Earning assets |  | 6,608 |  | 6,547 |  |  | 6,482 |  |  | 6,346 |  |  | 6,665 |  | (1) |  | 6,578 |  |  | 6,682 |  | (2) |
| Total assets |  | 6,915 |  | 6,834 |  |  | 6,778 |  |  | 6,648 |  |  | 6,993 |  | (1) |  | 6,875 |  |  | 7,019 |  | (2) |
| Deposits |  | 5,983 |  | 5,946 |  |  | 5,873 |  |  | 5,789 |  |  | 5,853 |  | 2 |  | 5,964 |  |  | 5,940 |  | - |
| Shareholders' equity |  | 636 |  | 588 |  |  | 585 |  |  | 582 |  |  | 583 |  | 9 |  | 612 |  |  | 580 |  | 6 |
| Common shares - basic (thousands) |  | 58,141 |  | 58,081 |  |  | 57,971 |  |  | 57,880 |  |  | 57,840 |  |  |  | 58,111 |  |  | 57,803 |  |  |
| Common shares - diluted (thousands) |  | 58,141 |  | 58,081 |  |  | 57,971 |  |  | 57,880 |  |  | 57,840 |  |  |  | 58,111 |  |  | 57,803 |  |  |
| AT PERIOD END (\$ in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans * | \$ | 4,189 |  | \$ 4,194 |  | \$ | 4,175 |  | \$ | 4,138 |  | \$ | 4,119 |  | 2 | \$ | 4,189 |  | \$ | 4,119 |  | 2 |
| Investment securities |  | 2,152 |  | 2,141 |  |  | 2,079 |  |  | 2,025 |  |  | 1,984 |  | 8 |  | 2,152 |  |  | 1,984 |  | 8 |
| Total assets |  | 7,163 |  | 6,849 |  |  | 6,802 |  |  | 6,699 |  |  | 6,737 |  | 6 |  | 7,163 |  |  | 6,737 |  | 6 |
| Deposits |  | 6,012 |  | 6,026 |  |  | 5,952 |  |  | 5,823 |  |  | 5,822 |  | 3 |  | 6,012 |  |  | 5,822 |  | 3 |
| Shareholders' equity |  | 829 |  | 592 |  |  | 581 |  |  | 585 |  |  | 576 |  | 44 |  | 829 |  |  | 576 |  | 44 |
| Common shares outstanding (thousands) |  | 57,831 |  | 57,767 |  |  | 57,741 |  |  | 57,710 |  |  | 57,641 |  |  |  | 57,831 |  |  | 57,641 |  |  |

${ }^{(1)}$ Net income available to common shareholders, which is net of preferred stock dividends, divided by average realized common equity, which excludes accumulated other comprehensive income (loss). ${ }^{(2)}$ Excludes effect of acquisition related intangibles and associated amortization. ${ }^{(3)}$ Annualized. ${ }^{(4)}$ Calculated as of period-end to reflect the full impact of the reversal of the valuation allowance on United's deferred tax asset. The period-end ratio is more indicative of the ratio going forward.

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

UNITED COMMUNITY BANKS, INC.

## Non-GAAP Performance Measures Reconciliation

## Selected Financial Information



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

| (in millions) | 2013 |  |  |  | 2012 |  |  |  |  |  | Linked <br> Quarter <br> Change |  | Year over Year Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Second <br> Quarter |  | First <br> Quarter |  | Fourth <br> Quarter |  | Third <br> Quarter |  | Second <br> Quarter |  |  |  |  |  |
| LOANS BY CATEGORY |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Owner occupied commercial RE | \$ | 1,119 | \$ | 1,130 | \$ | 1,131 | \$ | 1,126 | \$ | 1,140 | \$ | (11) | \$ | (21) |
| Income producing commercial RE |  | 629 |  | 674 |  | 682 |  | 693 |  | 697 |  | (45) |  | (68) |
| Commercial \& industrial |  | 437 |  | 454 |  | 458 |  | 460 |  | 450 |  | (17) |  | (13) |
| Commercial construction |  | 133 |  | 152 |  | 155 |  | 161 |  | 169 |  | (19) |  | (36) |
| Total commercial |  | 2,318 |  | 2,410 |  | 2,426 |  | 2,440 |  | 2,456 |  | (92) |  | (138) |
| Residential mortgage |  | 876 |  | 850 |  | 829 |  | 833 |  | 834 |  | 26 |  | 42 |
| Home equity lines of credit |  | 402 |  | 396 |  | 385 |  | 341 |  | 294 |  | 6 |  | 108 |
| Residential construction |  | 332 |  | 372 |  | 382 |  | 389 |  | 409 |  | (40) |  | (77) |
| Consumer installment |  | 261 |  | 166 |  | 153 |  | 135 |  | 126 |  | 95 |  | 135 |
| Total loans | \$ | 4,189 | \$ | 4,194 | \$ | 4,175 | \$ | 4,138 | \$ | 4,119 |  | (5) |  | 70 |
| LOANS BY MARKET |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| North Georgia | \$ | 1,265 | \$ | 1,363 | \$ | 1,364 | \$ | 1,383 | \$ | 1,387 |  | (98) |  | (122) |
| Atlanta MSA |  | 1,227 |  | 1,262 |  | 1,250 |  | 1,238 |  | 1,242 |  | (35) |  | (15) |
| North Carolina |  | 576 |  | 575 |  | 579 |  | 579 |  | 576 |  | 1 |  | - |
| Coastal Georgia |  | 397 |  | 398 |  | 400 |  | 380 |  | 369 |  | (1) |  | 28 |
| Gainesville MSA |  | 256 |  | 259 |  | 261 |  | 256 |  | 259 |  | (3) |  | (3) |
| East Tennessee |  | 282 |  | 282 |  | 283 |  | 283 |  | 276 |  | - |  | 6 |
| South Carolina |  | 34 |  | - |  | - |  | - |  | - |  | 34 |  | 34 |
| Other ${ }^{(2)}$ |  | 152 |  | 55 |  | 38 |  | 19 |  | 10 |  | 97 |  | 142 |
| Total loans | \$ | 4,189 | \$ | 4,194 | \$ | 4,175 | \$ | 4,138 | \$ | 4,119 |  | (5) |  | 70 |

RESIDENTIAL CONSTRUCTION

| Dirt loans |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Acquisition \& development | \$ | 42 | \$ | 57 | \$ | 62 | \$ | 71 | \$ | 78 | (15) |
| Land loans |  | 36 |  | 42 |  | 46 |  | 41 |  | 45 | (6) |
| Lot loans |  | 173 |  | 188 |  | 193 |  | 196 |  | 203 | (15) |
| Total |  | 251 |  | 287 |  | 301 |  | 308 |  | 326 | (36) |
| House loans |  |  |  |  |  |  |  |  |  |  |  |
| Spec |  | 34 |  | 40 |  | 41 |  | 44 |  | 49 | (6) |
| Sold |  | 47 |  | 45 |  | 40 |  | 37 |  | 34 | 2 |
| Total |  | 81 |  | 85 |  | 81 |  | 81 |  | 83 | (4) |
| Total residential construction | \$ | 332 | \$ | 372 | \$ | 382 | \$ | 389 | \$ | 409 | (40) |

${ }^{(1)}$ Excludes total loans of $\$ 25.7$ million, $\$ 28.3$ million, $\$ 33.4$ million, $\$ 37.0$ million and $\$ 41.5$ million as of June 30, 2013, March 31, 2013, December 31, 2012, September 30, 2012 and June 30, 2012, respectively, that are covered by the loss-sharing agreement with the FDIC, related to the acquisition of Southern Community Bank. ${ }^{(2)}$ Includes purchased indirect auto loans that are not assigned to a geographic region.

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

| (in thousands) | Second Quarter 2013 |  |  |  |  |  | First Quarter 2013 |  |  |  |  |  | Fourth Quarter 2012 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Non-performingLoans Loans |  | Foreclosed Properties |  | $\begin{aligned} & \hline \text { Total } \\ & \text { NPAs } \\ & \hline \end{aligned}$ |  | Non-performingLoans |  | Foreclosed Properties |  | $\begin{array}{r} \hline \text { Total } \\ \text { NPAs } \\ \hline \end{array}$ |  | Non-performing <br> Loans |  | Foreclosed Properties |  | $\begin{aligned} & \hline \text { Total } \\ & \text { NPAs } \\ & \hline \end{aligned}$ |  |
| NONPERFORMING ASSETS BY CATEGORY |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Owner occupied CRE | \$ | 5,283 | \$ | 547 | \$ | 5,830 | \$ | 8,142 | \$ | 4,750 | \$ | 12,892 | \$ | 12,599 | \$ | 4,989 | \$ | 17,588 |
| Income producing CRE |  | 1,954 |  | - |  | 1,954 |  | 9,162 |  | 834 |  | 9,996 |  | 9,549 |  | 490 |  | 10,039 |
| Commercial \& industrial |  | 548 |  | - |  | 548 |  | 29,545 |  | - |  | 29,545 |  | 31,817 |  | - |  | 31,817 |
| Commercial construction |  | 504 |  | 376 |  | 880 |  | 22,359 |  | 3,027 |  | 25,386 |  | 23,843 |  | 2,204 |  | 26,047 |
| Total commercial |  | 8,289 |  | 923 |  | 9,212 |  | 69,208 |  | 8,611 |  | 77,819 |  | 77,808 |  | 7,683 |  | 85,491 |
| Residential mortgage |  | 12,847 |  | 1,303 |  | 14,150 |  | 10,901 |  | 3,463 |  | 14,364 |  | 11,151 |  | 4,753 |  | 15,904 |
| Home equity lines of credit |  | 1,491 |  | 140 |  | 1,631 |  | 916 |  | - |  | 916 |  | 1,438 |  | - |  | 1,438 |
| Residential construction |  | 4,838 |  | 1,570 |  | 6,408 |  | 14,592 |  | 4,660 |  | 19,252 |  | 18,702 |  | 5,828 |  | 24,530 |
| Consumer installment |  | 399 |  | - |  | 399 |  | 389 |  | - |  | 389 |  | 795 |  | - |  | 795 |
| Total NPAs | \$ | 27,864 | \$ | 3,936 | \$ | 31,800 | \$ | 96,006 | \$ | 16,734 | \$ | 112,740 | \$ | 109,894 | \$ | 18,264 | \$ | 128,158 |
| Balance as a \% of Unpaid Principal |  | 62.6\% |  | 31.6\% |  | 55.8\% |  | 66.3\% |  | 45.0\% |  | 62.0\% |  | 69.5\% |  | 39.7\% |  | 62.8\% |
| NONPERFORMING ASSETS BY MARKET |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| North Georgia | \$ | 12,830 | \$ | 1,617 | \$ | 14,447 | \$ | 63,210 | \$ | 6,616 | \$ | 69,826 | \$ | 69,950 | \$ | 8,219 | \$ | 78,169 |
| Atlanta MSA |  | 3,803 |  | 1,197 |  | 5,000 |  | 17,380 |  | 3,524 |  | 20,904 |  | 18,556 |  | 3,442 |  | 21,998 |
| North Carolina |  | 6,512 |  | 295 |  | 6,807 |  | 8,519 |  | 2,533 |  | 11,052 |  | 11,014 |  | 2,579 |  | 13,593 |
| Coastal Georgia |  | 2,588 |  | 627 |  | 3,215 |  | 3,523 |  | 1,449 |  | 4,972 |  | 3,810 |  | 1,609 |  | 5,419 |
| Gainesville MSA |  | 1,008 |  | - |  | 1,008 |  | 911 |  | 370 |  | 1,281 |  | 903 |  | 556 |  | 1,459 |
| East Tennessee |  | 1,123 |  | 200 |  | 1,323 |  | 2,463 |  | 2,242 |  | 4,705 |  | 5,661 |  | 1,859 |  | 7,520 |
| South Carolina |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |
| Other ${ }^{(3)}$ |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |
| Total NPAs | \$ | $\underline{27,864}$ | \$ | 3,936 | \$ | 31,800 | \$ | 96,006 | \$ | 16,734 | \$ | 112,740 | \$ | 109,894 | \$ | 18,264 | \$ | 128,158 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| NONPERFORMING ASSETS ACTIVITY |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Beginning Balance | \$ | 96,006 | \$ | 16,734 | \$ | 112,740 | \$ | 109,894 | \$ | 18,264 | \$ | 128,158 | \$ | 115,001 | \$ | 26,958 | \$ | 141,959 |
| Loans placed on non-accrual |  | 13,200 |  | - |  | 13,200 |  | 9,665 |  | - |  | 9,665 |  | 20,211 |  | - |  | 20,211 |
| Payments received |  | $(47,937)$ |  | - |  | $(47,937)$ |  | $(6,809)$ |  | - |  | $(6,809)$ |  | $(6,458)$ |  | - |  | $(6,458)$ |
| Loan charge-offs |  | $(23,972)$ |  | - |  | $(23,972)$ |  | $(10,456)$ |  | - |  | $(10,456)$ |  | $(11,722)$ |  | - |  | $(11,722)$ |
| Foreclosures |  | $(9,433)$ |  | 9,433 |  | - |  | $(6,288)$ |  | 6,288 |  | - |  | $(7,138)$ |  | 7,138 |  | - |
| Capitalized costs |  | - |  | 55 |  | 55 |  | - |  | 54 |  | 54 |  | - |  | 201 |  | 201 |
| Property sales |  | - |  | $(17,972)$ |  | $(17,972)$ |  | - |  | $(6,726)$ |  | $(6,726)$ |  | - |  | $(12,845)$ |  | $(12,845)$ |
| Write downs |  | - |  | $(1,369)$ |  | $(1,369)$ |  | - |  | $(1,041)$ |  | $(1,041)$ |  | - |  | $(1,438)$ |  | $(1,438)$ |
| Net losses on sales |  | - |  | $(2,945)$ |  | $(2,945)$ |  | - |  | (105) |  | (105) |  | - |  | $(1,750)$ |  | (1,750) |
| Ending Balance | \$ | 27,864 | \$ | 3,936 | \$ | 31,800 | \$ | 96,006 | \$ | 16,734 | \$ | 112,740 | \$ | $\xrightarrow{109,894}$ | \$ | 18,264 | \$ | 128,158 |



| NET CHARGE-OFFS BY MARKET |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| North Georgia | \$ | 59,102 | 17.20 | \% | \$ | 4,868 | 1.45 | \% | \$ | 4,458 | 1.29 | \% |
| Atlanta MSA |  | 9,986 | 3.21 |  |  | 3,295 | 1.07 |  |  | 3,977 | 1.27 |  |
| North Carolina |  | 1,952 | 1.36 |  |  | 2,249 | 1.59 |  |  | 2,032 | 1.39 |  |
| Coastal Georgia |  | 480 | . 49 |  |  | 821 | . 85 |  |  | 574 | 60 |  |
| Gainesville MSA |  | 123 | . 19 |  |  | 430 | . 67 |  |  | 1,331 | 2.04 |  |
| East Tennessee |  | 711 | 1.01 |  |  | 679 | . 98 |  |  | 2,117 | 2.98 |  |
| South Carolina |  | - | - |  |  | - | - |  |  | - | - |  |
| Other ${ }^{(3)}$ |  | 54 | . 24 |  |  | 42 | . 39 |  |  | 16 | 19 |  |
| Total | \$ | 72,408 | 6.87 |  | \$ | 12,384 | 1.21 |  | \$ | 14,505 | 1.39 |  |

[^0]| (in thousands, except per share data) | Three Months Ended June 30, |  |  |  | Six Months Ended June 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2013 |  | 2012 |  | 2013 |  | 2012 |
| Interest revenue: |  |  |  |  |  |  |  |  |
| Loans, including fees | \$ | 50,728 | \$ | 54,178 | \$ | 101,662 | \$ | 109,937 |
| Investment securities, including tax exempt of \$210, \$262, \$422 and \$512 |  | 9,681 |  | 11,062 |  | 19,646 |  | 24,066 |
| Deposits in banks and short-term investments |  | 916 |  | 1,096 |  | 1,786 |  | 2,108 |
| Total interest revenue |  | 61,325 |  | 66,336 |  | 123,094 |  | 136,111 |
| Interest expense: |  |  |  |  |  |  |  |  |
| Deposits: |  |  |  |  |  |  |  |  |
| NOW |  | 419 |  | 503 |  | 873 |  | 1,140 |
| Money market |  | 534 |  | 661 |  | 1,096 |  | 1,302 |
| Savings |  | 36 |  | 38 |  | 72 |  | 75 |
| Time |  | 2,924 |  | 5,073 |  | 6,150 |  | 11,232 |
| Total deposit interest expense |  | 3,913 |  | 6,275 |  | 8,191 |  | 13,749 |
| Short-term borrowings |  | 522 |  | 904 |  | 1,038 |  | 1,949 |
| Federal Home Loan Bank advances |  | 30 |  | 390 |  | 49 |  | 856 |
| Long-term debt |  | 2,666 |  | 2,375 |  | 5,328 |  | 4,747 |
| Total interest expense |  | 7,131 |  | 9,944 |  | 14,606 |  | 21,301 |
| Net interest revenue |  | 54,194 |  | 56,392 |  | 108,488 |  | 114,810 |
| Provision for loan losses |  | 48,500 |  | 18,000 |  | 59,500 |  | 33,000 |
| Net interest revenue after provision for loan losses |  | 5,694 |  | 38,392 |  | 48,988 |  | 81,810 |
| Fee revenue: |  |  |  |  |  |  |  |  |
| Service charges and fees |  | 7,972 |  | 7,816 |  | 15,375 |  | 15,599 |
| Mortgage loan and other related fees |  | 3,003 |  | 2,322 |  | 5,658 |  | 4,421 |
| Brokerage fees |  | 1,063 |  | 809 |  | 1,830 |  | 1,622 |
| Securities gains, net |  | - |  | 6,490 |  | 116 |  | 7,047 |
| Loss from prepayment of debt |  | - |  | $(6,199)$ |  | - |  | $(6,681)$ |
| Other |  | 4,274 |  | 1,629 |  | 6,159 |  | 6,238 |
| Total fee revenue |  | 16,312 |  | 12,867 |  | 29,138 |  | 28,246 |
| Total revenue |  | 22,006 |  | 51,259 |  | 78,126 |  | 110,056 |
| Operating expenses: |  |  |  |  |  |  |  |  |
| Salaries and employee benefits |  | 24,734 |  | 24,297 |  | 48,326 |  | 49,522 |
| Communications and equipment |  | 3,468 |  | 3,211 |  | 6,514 |  | 6,366 |
| Occupancy |  | 3,449 |  | 3,539 |  | 6,816 |  | 7,310 |
| Advertising and public relations |  | 1,037 |  | 1,088 |  | 1,975 |  | 1,934 |
| Postage, printing and supplies |  | 894 |  | 916 |  | 1,757 |  | 1,895 |
| Professional fees |  | 2,499 |  | 1,952 |  | 4,865 |  | 3,927 |
| Foreclosed property |  | 5,151 |  | 1,851 |  | 7,484 |  | 5,676 |
| FDIC assessments and other regulatory charges |  | 2,505 |  | 2,545 |  | 5,010 |  | 5,055 |
| Amortization of intangibles |  | 491 |  | 730 |  | 1,196 |  | 1,462 |
| Other |  | 4,595 |  | 4,181 |  | 8,650 |  | 8,118 |
| Total operating expenses |  | 48,823 |  | 44,310 |  | 92,593 |  | 91,265 |
| Net (loss) income before income taxes |  | $(26,817)$ |  | 6,949 |  | $(14,467)$ |  | 18,791 |
| Income tax (benefit) expense |  | $(256,781)$ |  | 450 |  | $(256,196)$ |  | 764 |
| Net income |  | 229,964 |  | 6,499 |  | 241,729 |  | 18,027 |
| Preferred stock dividends and discount accretion |  | 3,055 |  | 3,032 |  | 6,107 |  | 6,062 |
| Net income available to common shareholders | \$ | 226,909 | \$ | 3,467 | \$ | 235,622 | \$ | $\underline{11,965}$ |
| Earnings per common share - basic / diluted | \$ | 3.90 | \$ | . 06 | \$ | 4.05 | \$ | . 21 |
| Weighted average common shares outstanding - basic / diluted |  | 58,141 |  | 57,840 |  | 58,111 |  | 57,803 |


| (in thousands, except share and per share data) | $\begin{gathered} \hline \text { June 30, } \\ 2013 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { December 31, } \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { June 30, } \\ 2012 \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | naudited) |  | udited) |  | audited) |
| ASSETS |  |  |  |  |  |  |
| Cash and due from banks | \$ | 62,564 | \$ | 66,536 | \$ | 50,596 |
| Interest-bearing deposits in banks |  | 141,016 |  | 124,613 |  | 133,857 |
| Short-term investments |  | 57,000 |  | 60,000 |  | 120,000 |
| Cash and cash equivalents |  | 260,580 |  | 251,149 |  | 304,453 |
| Securities available for sale |  | 1,937,264 |  | 1,834,593 |  | 1,701,583 |
| Securities held to maturity (fair value \$226,695, \$261,131 and \$299,971) |  | 214,947 |  | 244,184 |  | 282,750 |
| Mortgage loans held for sale |  | 19,150 |  | 28,821 |  | 18,645 |
| Loans, net of unearned income |  | 4,189,368 |  | 4,175,008 |  | 4,119,235 |
| Less allowance for loan losses |  | $(81,845)$ |  | $(107,137)$ |  | $(112,705)$ |
| Loans, net |  | 4,107,523 |  | 4,067,871 |  | 4,006,530 |
| Assets covered by loss sharing agreements with the FDIC |  | 35,675 |  | 47,467 |  | 65,914 |
| Premises and equipment, net |  | 167,197 |  | 168,920 |  | 172,200 |
| Bank owned life insurance |  | 82,276 |  | 81,867 |  | 81,265 |
| Accrued interest receivable |  | 19,279 |  | 18,659 |  | 20,151 |
| Goodwill and other intangible assets |  | 4,315 |  | 5,510 |  | 6,965 |
| Foreclosed property |  | 3,936 |  | 18,264 |  | 30,421 |
| Net deferred tax asset |  | 272,287 |  | - |  | - |
| Other assets |  | 38,206 |  | 34,954 |  | 46,229 |
| Total assets | \$ | 7,162,635 | \$ | 6,802,259 | \$ | 6,737,106 |
| LIABILITIES AND SHAREHOLDERS' EQUITY |  |  |  |  |  |  |
| Liabilities: |  |  |  |  |  |  |
| Deposits: |  |  |  |  |  |  |
| Demand | \$ | 1,349,804 | \$ | 1,252,605 | \$ | 1,150,444 |
| NOW |  | 1,225,664 |  | 1,316,453 |  | 1,196,507 |
| Money market |  | 1,167,889 |  | 1,149,912 |  | 1,117,139 |
| Savings |  | 247,821 |  | 227,308 |  | 219,077 |
| Time: |  |  |  |  |  |  |
| Less than \$100,000 |  | 982,009 |  | 1,055,271 |  | 1,164,451 |
| Greater than \$100,000 |  | 664,112 |  | 705,558 |  | 764,343 |
| Brokered |  | 374,530 |  | 245,033 |  | 210,506 |
| Total deposits |  | 6,011,829 |  | 5,952,140 |  | 5,822,467 |
| Short-term borrowings |  | 54,163 |  | 52,574 |  | 53,656 |
| Federal Home Loan Bank advances |  | 70,125 |  | 40,125 |  | 125,125 |
| Long-term debt |  | 124,845 |  | 124,805 |  | 120,265 |
| Accrued expenses and other liabilities |  | 72,370 |  | 51,210 |  | 39,598 |
| Total liabilities |  | 6,333,332 |  | 6,220,854 |  | 6,161,111 |
| Shareholders' equity: |  |  |  |  |  |  |
| Preferred stock, \$1 par value; 10,000,000 shares authorized; |  |  |  |  |  |  |
| Series A; \$10 stated value; 21,700 shares issued and outstanding |  | 217 |  | 217 |  | 217 |
| Series B; \$1,000 stated value; 180,000 shares issued and outstanding |  | 179,323 |  | 178,557 |  | 177,814 |
| Series D; \$1,000 stated value; 16,613 shares issued and outstanding |  | 16,613 |  | 16,613 |  | 16,613 |
| Common stock, $\$ 1$ par value; $100,000,000$ shares authorized; |  |  |  |  |  |  |
| Common stock, non-voting, $\$ 1$ par value; $30,000,000$ shares authorized; $14,474,810,15,316,794$ and $15,914,209$ shares issued and outstanding | Common stock, non-voting, $\$ 1$ par value; $30,000,000$ shares authorized; |  |  |  |  |  |
| Common stock issuable; 271,215, 133,238 and 94,657 shares |  | 4,705 |  | 3,119 |  | 2,893 |
| Capital surplus |  | 1,057,931 |  | 1,057,951 |  | 1,056,819 |
| Accumulated deficit |  | $(473,531)$ |  | $(709,153)$ |  | $(718,896)$ |
| Accumulated other comprehensive loss |  | $(13,786)$ |  | $(23,640)$ |  | $(17,106)$ |
| Total shareholders' equity |  | 829,303 |  | 581,405 |  | 575,995 |
| Total liabilities and shareholders' equity | \$ | 7,162,635 | \$ | 6,802,259 | \$ | 6,737,106 |

## UNITED COMMUNITY BANKS, INC.

## Average Consolidated Balance Sheets and Net Interest Analysis

For the Three Months Ended June 30,

| (dollars in thousands, taxable equivalent) | 2013 |  |  | 2012 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average Balance | Interest | Avg. <br> Rate | Average Balance | Interest | Avg. <br> Rate |
| Assets: |  |  |  |  |  |  |
| Interest-earning assets: |  |  |  |  |  |  |
| Loans, net of unearned income ${ }^{(1)(2)}$ | \$ 4,253,361 | \$ 50,806 | 4.79 \% | \$ 4,155,619 | \$ 54,296 | 5.25 \% |
| Taxable securities ${ }^{(3)}$ | 2,139,221 | 9,471 | 1.77 | 2,121,053 | 10,800 | 2.04 |
| Tax-exempt securities ${ }^{(1)(3)}$ | 21,597 | 344 | 6.37 | 24,242 | 429 | 7.08 |
| Federal funds sold and other interest-earning assets | 193,370 | 1,072 | 2.22 | 364,099 | 1,255 | 1.38 |
| Total interest-earning assets | 6,607,549 | 61,693 | 3.74 | 6,665,013 | 66,780 | 4.03 |
| Non-interest-earning assets: |  |  |  |  |  |  |
| Allowance for loan losses | $(106,417)$ |  |  | $(115,955)$ |  |  |
| Cash and due from banks | 63,457 |  |  | 51,907 |  |  |
| Premises and equipment | 168,272 |  |  | 173,792 |  |  |
| Other assets ${ }^{(3)}$ | 181,987 |  |  | 218,347 |  |  |
| Total assets | \$ 6,914,848 |  |  | \$ 6,993,104 |  |  |

## Liabilities and Shareholders' Equity:

Interest-bearing liabilities:
Interest-bearing deposits:
NOW
Money market
Savings
Time less than $\$ 100,000$
Time greater than $\$ 100,000$
Brokered time deposits
Total interest-bearing deposits

Federal funds purchased and other borrowings
Federal Home Loan Bank advances
Long-term debt
Total borrowed funds

## Total interest-bearing liabilities

Non-interest-bearing liabilities:
Non-interest-bearing deposits
Other liabilities
Total liabilities
Shareholders' equity
Total liabilities and shareholders' equity
Net interest revenue
Net interest-rate spread

## Net interest margin ${ }^{(4)}$


${ }^{(1)}$ Interest revenue on tax-exempt securities and loans has been increased to reflect comparable interest on taxable securities and loans. The rate used was $39 \%$, reflecting the statutory federal income tax rate and the federal tax adjusted state income tax rate.
${ }^{(2)}$ Included in the average balance of loans outstanding are loans where the accrual of interest has been discontinued and loans that are held for sale.
${ }^{(3)}$ Securities available for sale are shown at amortized cost. Pretax unrealized gains of $\$ 17.7$ million in 2013 and $\$ 25.7$ million in 2012 are included in other assets for purposes of this presentation.
${ }^{(4)}$ Net interest margin is taxable equivalent net-interest revenue divided by average interest-earning assets.

## UNITED COMMUNITY BANKS, INC.

## Average Consolidated Balance Sheets and Net Interest Analysis

For the Six Months Ended June 30,

| (dollars in thousands, taxable equivalent) | 2013 |  |  | 2012 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average Balance | Interest | Avg. <br> Rate | Average Balance | Interest | Avg. <br> Rate |
| Assets: |  |  |  |  |  |  |
| Interest-earning assets: |  |  |  |  |  |  |
| Loans, net of unearned income ${ }^{(1)(2)}$ | \$ 4,225,215 | \$101,805 | 4.86 \% | \$ 4,162,030 | \$110,138 | 5.32 \% |
| Taxable securities ${ }^{(3)}$ | 2,129,208 | 19,224 | 1.81 | 2,124,422 | 23,554 | 2.22 |
| Tax-exempt securities ${ }^{(1)(3)}$ | 21,665 | 691 | 6.38 | 24,840 | 839 | 6.76 |
| Federal funds sold and other interest-earning assets | 201,478 | 2,107 | 2.09 | 371,044 | 2,470 | 1.33 |
| Total interest-earning assets | 6,577,566 | 123,827 | 3.79 | 6,682,336 | 137,001 | 4.12 |
| Non-interest-earning assets: |  |  |  |  |  |  |
| Allowance for loan losses | $(108,667)$ |  |  | $(116,879)$ |  |  |
| Cash and due from banks | 63,873 |  |  | 53,286 |  |  |
| Premises and equipment | 168,773 |  |  | 174,321 |  |  |
| Other assets ${ }^{(3)}$ | 173,168 |  |  | 226,013 |  |  |
| Total assets | \$6,874,713 |  |  | \$ 7,019,077 |  |  |

Liabilities and Shareholders' Equity:
Interest-bearing liabilities:
Interest-bearing deposits:

${ }^{(1)}$ Interest revenue on tax-exempt securities and loans has been increased to reflect comparable interest on taxable securities and loans. The rate used was $39 \%$, reflecting the statutory federal income tax rate and the federal tax adjusted state income tax rate.
${ }^{(2)}$ Included in the average balance of loans outstanding are loans where the accrual of interest has been discontinued and loans that are held for sale.
${ }^{(3)}$ Securities available for sale are shown at amortized cost. Pretax unrealized gains of $\$ 17.4$ million in 2013 and $\$ 24.7$ million in 2012 are included in other assets for purposes of this presentation.
${ }^{(4)}$ Net interest margin is taxable equivalent net-interest revenue divided by average interest-earning assets.


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

