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

## FORM 8-K

# CURRENT REPORT <br> Pursuant to Section 13 OR 15(d) of The Securities Exchange Act of 1934 

Date of Report (Date of earliest event reported): July 28, 2011

## United Community Banks, Inc.

(Exact name of registrant as specified in its charter)


## Item 2.02 Results of Operation and Financial Condition

On July 28, 2011, United Community Banks, Inc. (the "Registrant") issued a news release announcing its financial results for the quarter ended June 30, 2011 (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 28, 2011 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, 2011 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 the fourth quarter of 2010 exclude the effects of an $\$ 11.75$ million pre-tax partial recovery of a 2007 fraud loss and third quarter 2010 operating performance measures exclude the effects of a $\$ 210.6$ million non-cash goodwill impairment charge. 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, certain expenses and charges related to United's 2011 asset disposition plans in the first quarter of 2011, 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.

## Item 9.01 Financial Statements and Exhibits

(a) Financial statements: None
(b) Pro forma financial information: None
(c) Exhibits:

## 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.

July 28, 2011

## /s/ Rex S. Schuette

Rex S. Schuette
Executive Vice President and
Chief Financial Officer

## For Immediate Release

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## UNITED COMMUNITY BANKS, INC. REPORTS EARNINGS OF \$7.6 MILLION OR EIGHT CENTS PER SHARE FOR SECOND QUARTER 2011

- Profitable quarter driven by core earnings and lower credit losses
- Nonperforming assets continue to improve; down $\$ 19$ million, or 14 percent, from last quarter to 1.60 percent of assets
- Allowance for loan losses remains strong at 3.07 percent of loans
- Core transaction deposits up 10 percent on an annualized basis
- Completed conversion of preferred stock to common and reverse stock split

BLAIRSVILLE, GA - July 28, 2011 - United Community Banks, Inc. (NASDAQ: UCBI) today reported net income of $\$ 7.6$ million, or 8 cents per diluted share, for the second quarter of 2011. The year-to-date net loss of $\$ 135$ million reflects the significant credit losses in the first quarter incurred in connection with the Problem Asset Disposition Plan which was announced last quarter in conjunction with the raising of $\$ 380$ million in new capital.
"The de-risking of our balance sheet and capital transaction, coupled with the execution of the Problem Asset Disposition Plan in the first quarter allowed us to return to profitability much sooner than would have otherwise been feasible," stated Jimmy Tallent, president and chief executive officer. "While we still have work to do in this difficult economic environment, our credit trends show improvement by every measure and we expect that positive trend to continue."

Total loans were $\$ 4.2$ billion at quarter-end, down $\$ 31$ million from the end of the first quarter and $\$ 710$ million from a year earlier. "The $\$ 31$ million decrease from last quarter is actually a very encouraging sign in that it is the smallest quarterly decrease in loan balances since the first quarter of 2008," stated Tallent. "We believe the slowing attrition in the loan portfolio marks the approach of an inflection point upon which we can once again begin to grow our loan portfolio. We were pleased with our new loans made during the second quarter that included $\$ 136$ million of loan commitments with $\$ 105$ million funded of which the majority were commercial loans. Our pipeline of new business continues to gain momentum and we continue to add commercial lenders to our metro markets across our footprint. I'm encouraged by the direction in which we are heading. I can't overemphasize the importance of restoring modest growth to our loan portfolio and growing net interest revenue."

Taxable equivalent net interest revenue of $\$ 58.9$ million was up $\$ 2.6$ million from the first quarter due mostly to the impact last quarter of a $\$ 2$ million interest reversal on the performing classified loans that were included in the bulk loan sale. Compared with the second quarter of 2010, net interest revenue was $\$ 2.7$ million lower, primarily due to the $\$ 745$ million reduction in average loan balances that was offset partially by lower rates on our deposits. Net interest margin was 3.41 percent for the second quarter of 2011, down 19 basis points from a year ago and equal to the first quarter after adding back the $\$ 2$ million interest reversal in the bulk loan sale.
"Growing loans and deposits is the key to building core earnings," Tallent commented. "We are making steady progress on the lending side and grew core transaction deposits in the second quarter by $\$ 69$ million, or 10 percent, on an annualized basis. This was the tenth consecutive quarter of core deposit growth."

Operating fee revenue was $\$ 13.9$ million in the second quarter of 2011, compared to $\$ 11.6$ million a year ago and $\$ 11.8$ million last quarter. Service charges and fees were $\$ 7.6$ million, down $\$ 385,000$ from a year ago, due primarily to lower overdraft fees resulting from regulatory changes last year that required customers to provide consent before using overdraft services. Partially offsetting this reduction in overdraft fees was an increase in ATM and debit card usage fees. Service charges and fees were up \$888,000 from last quarter due to the increase in ATM and debit card usage fees. Mortgage fees of $\$ 952,000$ were down $\$ 649,000$ from a year ago and down $\$ 542,000$ from last quarter due to the lower level of refinancing activities. Other fee revenue of $\$ 4.7$ million reflected an increase of $\$ 3.3$ million from a year ago and $\$ 1.8$ million from the first quarter primarily due to the accelerated recognition of deferred gains relating to the ineffectiveness of terminated cash flow hedges on certain prime-based loans. Gains recognized in the second quarter were $\$ 2.8$ million compared with $\$ 1.3$ million in the first quarter of 2011 and $\$ 239,000$ in the second quarter of 2010.

Excluding foreclosed property costs and the loss on sale of nonperforming assets in 2010, the second quarter operating expenses were $\$ 46.8$ million, flat with the first quarter and $\$ 3.1$ million higher than a year ago. Salary and benefit costs totaled $\$ 26.4$ million and increased $\$ 2.8$ million from last year and $\$ 1.5$ million from first quarter. Severance costs for eliminated staff positions account for $\$ 1.2$ million of the increase from both periods. Also contributing to the increase from a year ago were $\$ 717,000$ in higher incentive costs, lower deferred direct loan origination costs of $\$ 518,000$ and a $\$ 288,000$ change in the value of our deferred compensation liability.

Foreclosed property costs for the second quarter of 2011 were $\$ 1.9$ million as compared to $\$ 64.9$ million last quarter and $\$ 14.5$ million a year ago. For the second quarter of 2011, these costs were for maintenance of foreclosed properties. For the first quarter of 2011, foreclosed property costs included $\$ 60.6$ million of write downs and losses on accelerated sales related to the asset disposition plan and $\$ 4.3$ million of maintenance costs. Second quarter 2010 included $\$ 11.2$ million of write downs and losses and $\$ 3.3$ million for maintenance costs.

The effective tax rate for the second quarter of 2011 was 40 percent, equal to the first quarter of 2011 . The effective tax rate for the balance of 2011 will continue in the 40 percent range due to year-to-date net losses and will return to a normal range of 35 to 36 percent with expected profitability for 2012.

As of June 30, 2011, the capital ratios for United were as follows: Tier 1 Risk Based of 13.9 percent; Tier 1 Leverage of 8.7 percent; and, Total Risk Based of 16.4 percent. The quarterly average tangible equity-to-assets ratio was 11.1 percent. As of quarter-end, tangible common equity-to-assets ratio was 8.9 percent compared to the quarterly average of 4.8 percent which was distorted by the late-quarter timing of the conversion of the mandatorily convertible preferred stock that occurred late in the quarter. The quarter-end tangible common equity to assets ratio of 8.9 percent is more representative of United's current capital strength.
"It is of course good to once again report positive earnings," Tallent said. "The last three years have been extremely challenging in our industry, and challenges remain as the economy continues to struggle. We have laid out our strategy and now we are about the business of implementation. Our company has completed the capital transaction, de-risked our balance sheet through the Problem Asset Disposition Plan, executed the reverse stock split, and achieved profitability. We are on the right track but by no means satisfied; there is more work to do on credit quality, commercial loans, core deposits, customer service, and organic growth. We are moving forward with determination and optimism."

## Conference Call

United Community Banks will hold a conference call today, Thursday, July 28, 2011, 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 78907241. 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 $\$ 7.4$ 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.

Safe Harbor
This news release contains forward-looking statements, as defined by Federal Securities Laws, including statements about financial United's 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 anticipated 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 "Risk Factors" of United Community Banks, Inc.'s annual report filed on Form 10-K with the Securities and Exchange Commission. Forward-looking statements speak only as of the date they are made, and we undertake no obligation to update or revise forward-looking statements.

## UNITED COMMUNITY BANKS, INC.

## Financial Highlights

## Selected Financial Information

| (in thousands, except per share data; taxable equivalent) | 2011 |  |  |  | 2010 |  |  |  |  |  | Second Quarter 2011-2010 Change | For the Six Months Ended |  |  |  | $\begin{gathered} \text { YTD } \\ \text { 2011-2010 } \\ \text { Change } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Second Quarter |  | $\begin{gathered} \hline \text { First } \\ \text { Quarter } \\ \hline \end{gathered}$ |  | Fourth Quarter |  | Third Quarter |  | Second Quarter |  |  |  |  |  |  |  |
|  |  |  | 2011 | 2010 |  |  |  |  |  |  |  |  |  |  |  |
| INCOME SUMMARY |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest revenue | \$ | 76,931 |  |  | \$ | 75,965 | \$ | 81,215 | \$ | 84,360 | \$ | 87,699 |  | \$ | 152,896 | \$ | 177,548 |  |
| Interest expense |  | 17,985 |  | 19,573 |  |  |  | 21,083 |  | 24,346 |  | 26,072 |  |  | 37,558 |  | 54,642 |  |
| Net interest revenue |  | 58,946 |  | 56,392 |  | 60,132 |  | 60,014 |  | 61,627 | (4)\% |  | 115,338 |  | 122,906 | (6)\% |
| Operating provision for loan losses (1) |  | 11,000 |  | 190,000 |  | 47,750 |  | 50,500 |  | 61,500 |  |  | 201,000 |  | 136,500 |  |
| Fee revenue (2) |  | 13,905 |  | 11,838 |  | 12,442 |  | 12,861 |  | 11,579 | 20 |  | 25,743 |  | 23,245 | 11 |
| Total operating revenue (1)(2) |  | 61,851 |  | $(121,770)$ |  | 24,824 |  | 22,375 |  | 11,706 |  |  | $(59,919)$ |  | 9,651 |  |
| Operating expenses (3) |  | 48,728 |  | 115,271 |  | 64,918 |  | 64,906 |  | 58,308 | (16) |  | 163,999 |  | 113,128 | 45 |
| Loss on sale of nonperforming assets |  | - |  | - |  | - |  | - |  | 45,349 |  |  | - |  | 45,349 |  |
| Operating income (loss) from continuing operations before income taxes |  | 13,123 |  | $(237,041)$ |  | $(40,094)$ |  | $(42,531)$ |  | $(91,951)$ | 114 |  | $(223,918)$ |  | $(148,826)$ |  |
| Operating income tax expense (benefit) |  | 5,506 |  | $(94,555)$ |  | $(16,520)$ |  | $(16,706)$ |  | $(32,419)$ |  |  | $(89,049)$ |  | $(54,836)$ |  |
| Net operating income (loss) from continuing operations (1)(2)(3) |  | 7,617 |  | $(142,486)$ |  | $(23,574)$ |  | $(25,825)$ |  | $(59,532)$ | 113 |  | $(134,869)$ |  | $(93,990)$ | (43) |
| Noncash goodwill impairment charges |  | - |  | - |  | - |  | $(210,590)$ |  | ) |  |  | ) |  | - |  |
| Partial reversal of fraud loss provision, net of income tax |  | - |  | - |  | 7,179 |  | - |  | - |  |  | - |  | - |  |
| Loss from discontinued operations, net of income tax |  | - |  | - |  | - |  | - |  | - |  |  | - |  | (101) |  |
| Gain from sale of subsidiary, net income tax |  | - |  | - |  | - |  | - |  | - |  |  | - |  | 1,266 |  |
| Net income (loss) |  | 7,617 |  | $(142,486)$ |  | $(16,395)$ |  | $(236,415)$ |  | $(59,532)$ | 113 |  | $(134,869)$ |  | $(92,825)$ | (45) |
| Preferred dividends and discount accretion |  | 3,016 |  | 2,778 |  | 2,586 |  | 2,581 |  | 2,577 |  |  | 5,794 |  | 5,149 |  |
| Net income (loss) available to common shareholders | \$ | 4,601 |  | $\underline{(145,264)}$ |  | $(18,981)$ |  | (238,996) |  | $(62,109)$ |  |  | $\underline{(140,663)}$ | \$ | $(97,974)$ |  |
| PERFORMANCE MEASURES |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Per common share: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Diluted operating income (loss) from continuing operations (1)(2)(3) | \$ | . 08 | \$ | (7.87) | \$ | (1.38) | \$ | (1.50) | \$ | (3.29) | 102 | \$ | (6.40) | \$ | (5.25) | (22) |
| Diluted income (loss) from continuing operations |  | . 08 |  | (7.87) |  | (1.00) |  | (12.62) |  | (3.29) | 102 |  | (6.40) |  | (5.25) | (22) |
| Diluted income (loss) |  | . 08 |  | (7.87) |  | (1.00) |  | (12.62) |  | (3.29) | 102 |  | (6.40) |  | (5.19) | (23) |
| Book value |  | 11.59 |  | 14.78 |  | 24.18 |  | 25.70 |  | 38.55 | (70) |  | 11.59 |  | 38.55 | (70) |
| Tangible book value (5) |  | 11.47 |  | 14.44 |  | 23.78 |  | 25.26 |  | 26.95 | (57) |  | 11.47 |  | 26.95 | (57) |
| Key performance ratios: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Return on equity (4)(6) |  | 5.34\% |  | (147.11)\% |  | (17.16)\% |  | (148.04)\% |  | (35.89)\% |  |  | (76.07)\% |  | (27.87)\% |  |
| Return on assets (6) |  | . 40 |  | (7.61) |  | (.89) |  | (12.47) |  | (3.10) |  |  | (3.57) |  | (2.39) |  |
| Net interest margin (6) |  | 3.41 |  | 3.30 |  | 3.58 |  | 3.57 |  | 3.60 |  |  | 3.36 |  | 3.55 |  |
| Operating efficiency ratio from continuing operations (2)(3) |  | 66.88 |  | 169.08 |  | 89.45 |  | 89.38 |  | 141.60 |  |  | 116.28 |  | 108.48 |  |
| Equity to assets |  | 11.21 |  | 8.82 |  | 8.85 |  | 11.37 |  | 11.84 |  |  | 10.02 |  | 11.87 |  |
| Tangible equity to assets (5) |  | 11.13 |  | 8.73 |  | 8.75 |  | 9.19 |  | 9.26 |  |  | 9.94 |  | 9.32 |  |
| Tangible common equity to assets (5) |  | 4.79 |  | 5.51 |  | 6.35 |  | 6.78 |  | 6.91 |  |  | 5.15 |  | 7.02 |  |
| Tangible common equity to risk-weighted assets (5) |  | 14.26 |  | 6.40 |  | 9.05 |  | 9.60 |  | 9.97 |  |  | 14.26 |  | 9.97 |  |
| ASSET QUALITY * |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Non-performing loans | \$ | 71,065 | \$ | 83,769 |  | 179,094 | \$ | 217,766 |  | 224,335 |  | \$ | 71,065 | \$ | 224,335 |  |
| Foreclosed properties |  | 47,584 |  | 54,378 |  | 142,208 |  | 129,964 |  | 123,910 |  |  | 47,584 |  | 123,910 |  |
| Total non-performing assets (NPAs) |  | 118,649 |  | 138,147 |  | 321,302 |  | 347,730 |  | 348,245 |  |  | 118,649 |  | 348,245 |  |
| Allowance for loan losses |  | 127,638 |  | 133,121 |  | 174,695 |  | 174,613 |  | 174,111 |  |  | 127,638 |  | 174,111 |  |
| Operating net charge-offs (1) |  | 16,483 |  | 231,574 |  | 47,668 |  | 49,998 |  | 61,323 |  |  | 248,057 |  | 117,991 |  |
| Allowance for loan losses to loans |  | 3.07\% |  | 3.17\% |  | 3.79\% |  | 3.67\% |  | 3.57\% |  |  | 3.07\% |  | 3.57\% |  |
| Operating net charge-offs to average loans (1)(6) |  | 1.58 |  | 20.71 |  | 4.03 |  | 4.12 |  | 4.98 |  |  | 11.46 |  | 4.75 |  |
| NPAs to loans and foreclosed properties |  | 2.82 |  | 3.25 |  | 6.77 |  | 7.11 |  | 6.97 |  |  | 2.82 |  | 6.97 |  |
| NPAs to total assets |  | 1.60 |  | 1.73 |  | 4.32 |  | 4.96 |  | 4.55 |  |  | 1.60 |  | 4.55 |  |
| AVERAGE BALANCES (\$ in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans | \$ | 4,266 | \$ | 4,599 | \$ | 4,768 | \$ | 4,896 | \$ | 5,011 | (15) | \$ | 4,432 | \$ | 5,091 | (13) |
| Investment securities |  | 2,074 |  | 1,625 |  | 1,354 |  | 1,411 |  | 1,532 | 35 |  | 1,851 |  | 1,525 | 21 |
| Earning assets |  | 6,924 |  | 6,902 |  | 6,680 |  | 6,676 |  | 6,854 | 1 |  | 6,913 |  | 6,969 | (1) |
| Total assets |  | 7,624 |  | 7,595 |  | 7,338 |  | 7,522 |  | 7,704 | (1) |  | 7,609 |  | 7,825 | (3) |
| Deposits |  | 6,372 |  | 6,560 |  | 6,294 |  | 6,257 |  | 6,375 | - |  | 6,465 |  | 6,472 | - |
| Shareholders' equity |  | 854 |  | 670 |  | 649 |  | 855 |  | 912 | (6) |  | 763 |  | 929 | (18) |
| Common shares - basic (thousands) |  | 25,427 |  | 18,466 |  | 18,984 |  | 18,936 |  | 18,905 |  |  | 21,965 |  | 18,891 |  |
| Common shares - diluted (thousands) |  | 57,543 |  | 18,466 |  | 18,984 |  | 18,936 |  | 18,905 |  |  | 21,965 |  | 18,891 |  |
| AT PERIOD END (\$ in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans * | \$ | 4,163 | \$ | 4,194 | \$ | 4,604 | \$ | 4,760 | \$ | 4,873 | (15) | \$ | 4,163 | \$ | 4,873 | (15) |
| Investment securities |  | 2,188 |  | 1,884 |  | 1,490 |  | 1,310 |  | 1,488 | 47 |  | 2,188 |  | 1,488 | 47 |
| Total assets |  | 7,410 |  | 7,974 |  | 7,443 |  | 7,013 |  | 7,652 | (3) |  | 7,410 |  | 7,652 | (3) |
| Deposits |  | 6,183 |  | 6,598 |  | 6,469 |  | 5,999 |  | 6,330 | (2) |  | 6,183 |  | 6,330 | (2) |
| Shareholders' equity |  | 860 |  | 850 |  | 636 |  | 662 |  | 904 | (5) |  | 860 |  | 904 | (5) |
| Common shares outstanding (thousands) |  | 57,469 |  | 20,903 |  | 18,937 |  | 18,887 |  | 18,856 |  |  | 57,469 |  | 18,856 |  |

(1) Excludes the partial reversal of a previously established provision for fraud-related loan losses of $\$ 11.8$ million, net of tax expense of $\$ 4.6$ million in the fourth quarter of 2010 . Operating charge-offs also exclude the $\$ 11.8$ million related partial recovery of the previously charged off amount.
(2) Excludes revenue generated by discontinued operations in the first quarter of 2010.
(3) Excludes the goodwill impairment charge of $\$ 211$ million in the third quarter of 2010 and expenses relating to discontinued operations in the first quarter of 2010.
(4) 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).
(5) Excludes effect of acquisition related intangibles and associated amortization.
(6) Annualized.

* 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) | 2011 |  | 2010 |  |  |  |  | For the Six Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Second <br> Quarter | $\begin{gathered} \text { First } \\ \text { Quarter } \\ \hline \end{gathered}$ | Fourth Quarter | Third Quarter |  | Second <br> Quarter |  |  |  |  |  |
|  |  |  |  |  |  | 2011 | 2010 |  |
| Interest revenue reconciliation |  |  |  |  |  |  |  |  |  |  |  |
| Interest revenue - taxable equivalent | \$ 76,931 | \$ 75,965 | \$ 81,215 | \$ | 84,360 |  |  |  | \$ 87,699 | \$ | 152,896 | \$ | 177,548 |
| Taxable equivalent adjustment | (429) | (435) | (497) |  | (511) |  | (500) |  | (864) |  | (993) |
| Interest revenue (GAAP) | \$ 76,502 | \$ 75,530 | \$ 80,718 | \$ | 83,849 |  | \$ 87,199 | \$ | $\underline{\text { 152,032 }}$ | \$ | 176,555 |
| Net interest revenue reconciliation |  |  |  |  |  |  |  |  |  |  |  |
| Net interest revenue - taxable equivalent | \$ 58,946 | \$ 56,392 | \$ 60,132 | \$ | 60,014 |  | \$ 61,627 | \$ | 115,338 | \$ | 122,906 |
| Taxable equivalent adjustment | (429) | (435) | (497) |  | (511) |  | (500) |  | (864) |  | (993) |
| Net interest revenue (GAAP) | \$58,517 | \$ 55,957 | \$ 59,635 | \$ | 59,503 |  | \$61,127 | \$ | $\underline{\text { 114,474 }}$ | \$ | 121,913 |
| Provision for loan losses reconciliation |  |  |  |  |  |  |  |  |  |  |  |
| Operating provision for loan losses | \$ 11,000 | \$ 190,000 | \$ 47,750 | \$ | 50,500 |  | \$ 61,500 | \$ | 201,000 | \$ | 136,500 |
| Partial reversal of special fraud-related provision for loan loss | - | - | $(11,750)$ |  | - |  | - |  | - |  |  |
| Provision for loan losses (GAAP) | \$ 11,000 | \$ 190,000 | \$ 36,000 | \$ | $\underline{50,500}$ |  | \$ 61,500 | \$ | $\xrightarrow{201,000}$ | \$ | $\underline{ }$ 136,500 |
| Total revenue reconciliation |  |  |  |  |  |  |  |  |  |  |  |
| Total operating revenue | \$ 61,851 | \$ (121,770) | \$ 24,824 | \$ | 22,375 |  | \$ 11,706 | \$ | $(59,919)$ | \$ | 9,651 |
| Taxable equivalent adjustment | (429) | (435) | (497) |  | (511) |  | (500) |  | (864) |  | (993) |
| Partial reversal of special fraud-related provision for loan loss |  |  | 11,750 |  | - |  | - |  | - |  |  |
| Total revenue (GAAP) | $\underline{\underline{\text { \$61,422 }}}$ | \$(122,205) | \$ 36,077 |  | $\underline{21,864}$ |  | \$ 11,206 | \$ | $(60,783)$ | \$ | $\xrightarrow{8,658}$ |
| Expense reconciliation |  |  |  |  |  |  |  |  |  |  |  |
| Operating expense | \$ 48,728 | \$ 115,271 | \$ 64,918 | \$ | 64,906 |  | \$ 103,657 | \$ | 163,999 | \$ | 158,477 |
| Noncash goodwill impairment charge | - | - | - |  | 210,590 |  | - |  | - |  |  |
| Operating expense (GAAP) | \$48,728 | \$ 115,271 | \$64,918 |  | $\underline{\text { 275,496 }}$ |  | $\underline{\underline{\text { 103,657 }}}$ | \$ | 163,999 | \$ | 158,477 |
| Income (loss) from continuing operations before taxes reconciliation |  |  |  |  |  |  |  |  |  |  |  |
| Operating income (loss) from continuing operations before taxes | \$ 13,123 | \$ $(237,041)$ | \$ $(40,094)$ |  | $(42,531)$ |  | \$ $(91,951)$ |  | $(223,918)$ |  | $(148,826)$ |
| Taxable equivalent adjustment | (429) | (435) | (497) |  | (511) |  | (500) |  | (864) |  | (993) |
| Noncash goodwill impairment charge | ( | ( | ( |  | $(210,590)$ |  | ( |  | ( |  | ) |
| Partial reversal of special fraud-related provision for loan loss | - | - | 11,750 |  | - |  | - |  | - |  | - |
| Income (loss) from continuing operations before taxes (GAAP) | \$ 12,694 | \$(237,476) | $\underline{\underline{\$(28,841)}}$ |  | (253,632) |  | \$ (92,451) |  | $(224,782)$ |  | (149,819) |
| Income tax expense (benefit) reconciliation |  |  |  |  |  |  |  |  |  |  |  |
| Operating income tax expense (benefit) | \$ 5,506 | \$ (94,555) | \$ $(16,520)$ |  | $(16,706)$ |  | \$ $(32,419)$ | \$ | $(89,049)$ | \$ | $(54,836)$ |
| Taxable equivalent adjustment | (429) | (435) | (497) |  | (511) |  | (500) |  | (864) |  | (993) |
| Partial reversal of special fraud-related provision for loan loss | - | - | 4,571 |  | - |  | - |  | - |  |  |
| Income tax expense (benefit) (GAAP) | \$ 5,077 | \$ (94,990) | $\underline{\text { \$(12,446) }}$ |  | (17,217) |  | \$ (32,919) | \$ | (89,913) | \$ | $(55,829)$ |
| Diluted earnings (loss) from continuing operations per common share reconciliation |  |  |  |  |  |  |  |  |  |  |  |
| Diluted operating earnings (loss) from continuing operations per common share | \$ . 08 | \$ (7.87) | \$ (1.38) | \$ | (1.50) |  | \$ (3.29) | \$ | (6.40) | \$ | (5.25) |
| Noncash goodwill impairment charge | - | - | - |  | (11.12) |  | - |  | - |  | - |
| Partial reversal of special fraud-related provision for loan loss | - | - | . 38 |  | - |  | - |  | - |  | - |
| Diluted earnings (loss) from continuing operations per common share (GAAP) | \$ $\quad .08$ | \$ (7.87) | \$ (1.00) | \$ | (12.62) |  | $\stackrel{\text { \$ (3.29) }}{ }$ | \$ | (6.40) | \$ | (5.25) |
| Book value per common share reconciliation |  |  |  |  |  |  |  |  |  |  |  |
| Tangible book value per common share | \$ 11.47 | \$ 14.44 | \$ 23.78 | \$ | 25.26 |  | \$ 26.95 | \$ | 11.47 | \$ | 26.95 |
| Effect of goodwill and other intangibles | . 12 | . 34 | . 40 |  | . 44 |  | 11.60 |  | . 12 |  | 11.60 |
| Book value per common share (GAAP) | \$ 11.59 | \$ 14.78 | \$ 24.18 | \$ | 25.70 |  | \$ 38.55 | \$ | 11.59 | \$ | 38.55 |

Efficiency ratio from continuing operations reconciliation

| Operating efficiency ratio from continuing operations | 66.88\% | 169.08\% | 89.45\% | 89.38\% | 141.60\% | 116.28\% | 108.48\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Noncash goodwill impairment charge | - | - | - | 290.00 | - | - | - |
| Efficiency ratio from continuing operations (GAAP) | 66.88\% | 169.08\% | 89.45\% | 379.38\% | 141.60\% | 116.28\% | 108.48\% |


| Average equity to assets reconciliation |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Tangible common equity to assets | 4.79\% | 5.51\% | 6.35\% |  | 6.78\% |  | 6.91\% |  | 5.15\% |  | 7.02\% |
| Effect of preferred equity | 6.34 | 3.22 | 2.40 |  | 2.41 |  | 2.35 |  | 4.79 |  | 2.30 |
| Tangible equity to assets | 11.13 | 8.73 | 8.75 |  | 9.19 |  | 9.26 |  | 9.94 |  | 9.32 |
| Effect of goodwill and other intangibles | . 08 | . 09 | . 10 |  | 2.18 |  | 2.58 |  | . 08 |  | 2.55 |
| Equity to assets (GAAP) | 11.21\% | 8.82\% | 8.85\% |  | 11.37\% |  | 11.84\% |  | 10.02\% |  | 11.87\% |
| Actual tangible common equity to risk-weighted assets reconciliation |  |  |  |  |  |  |  |  |  |  |  |
| Tangible common equity to risk-weighted assets | 14.26\% | 6.40\% | 9.05\% |  | 9.60\% |  | 9.97\% |  | 14.26\% |  | 9.97\% |
| Effect of other comprehensive income | (.65) | (.58) | (.62) |  | (.81) |  | (.87) |  | (.65) |  | (.87) |
| Effect of deferred tax limitation | (5.04) | (5.10) | (3.34) |  | (2.94) |  | (2.47) |  | (5.04) |  | (2.47) |
| Effect of trust preferred | 1.14 | 1.12 | 1.06 |  | 1.06 |  | 1.03 |  | 1.14 |  | 1.03 |
| Effect of preferred equity | 4.17 | 5.97 | 3.52 |  | 3.51 |  | 3.41 |  | 4.17 |  | 3.41 |
| Tier I capital ratio (Regulatory) | 13.88\% | 7.81\% | 9.67\% |  | 10.42\% |  | 11.07\% |  | 13.88\% |  | 11.07\% |
| Net charge-offs reconciliation |  |  |  |  |  |  |  |  |  |  |  |
| Operating net charge-offs | \$ 16,483 | \$ 231,574 | \$ 47,668 | \$ | 49,998 | \$ | 61,323 | \$ | 248,057 | \$ | 117,991 |
| Subsequent partial recovery of fraud-related chargeoff | - | - | $(11,750)$ |  | - |  | - |  | - |  | - |
| Net charge-offs (GAAP) | \$16,483 | \$ 231,574 | \$ 35,918 | \$ | 49,998 | \$ | 61,323 |  | 248,057 |  | 117,991 |

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

| (in millions) | 2011 |  |  |  | 2010 |  |  |  |  |  | Linked Quarter Change |  | Year over Year Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Second Quarter |  | FirstQuarter |  | Fourth Quarter |  | Third Quarter |  | Second Quarter |  |  |  |  |  |
| LOANS BY CATEGORY |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial (sec. by RE) | \$ | 1,742 | \$ | 1,692 | \$ | 1,761 | \$ | 1,781 | \$ | 1,780 | \$ | 50 | \$ | (38) |
| Commercial construction |  | 195 |  | 213 |  | 297 |  | 310 |  | 342 |  | (18) |  | (147) |
| Commercial \& industrial |  | 428 |  | 431 |  | 441 |  | 456 |  | 441 |  | (3) |  | (13) |
| Total commercial |  | 2,365 |  | 2,336 |  | 2,499 |  | 2,547 |  | 2,563 |  | 29 |  | (198) |
| Residential construction |  | 502 |  | 550 |  | 695 |  | 764 |  | 820 |  | (48) |  | (318) |
| Residential mortgage |  | 1,177 |  | 1,187 |  | 1,279 |  | 1,316 |  | 1,356 |  | (10) |  | (179) |
| Consumer / installment |  | 119 |  | 121 |  | 131 |  | 133 |  | 134 |  | (2) |  | (15) |
| Total loans | \$ | 4,163 | \$ | 4,194 | \$ | 4,604 | \$ | 4,760 | \$ | 4,873 |  | (31) |  | (710) |

LOANS BY MARKET

| Atlanta MSA | \$ | 1,188 | \$ | 1,179 | \$ | 1,310 | \$ | 1,365 | \$ | 1,373 | 9 | (185) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Gainesville MSA |  | 275 |  | 282 |  | 312 |  | 316 |  | 343 | (7) | (68) |
| North Georgia |  | 1,500 |  | 1,531 |  | 1,689 |  | 1,755 |  | 1,808 | (31) | (308) |
| Western North Carolina |  | 626 |  | 640 |  | 702 |  | 719 |  | 738 | (14) | (112) |
| Coastal Georgia |  | 325 |  | 312 |  | 335 |  | 345 |  | 356 | 13 | (31) |
| East Tennessee |  | 249 |  | 250 |  | 256 |  | 260 |  | 255 | (1) | (6) |
| Total loans | \$ | 4,163 | \$ | 4,194 | \$ | 4,604 | \$ | 4,760 | \$ | 4,873 | (31) | (710) |

## RESIDENTIAL

## CONSTRUCTION

| Dirt loans |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Acquisition \& development | \$ | 105 | \$ | 116 | \$ | 174 | \$ | 190 | \$ | 214 | (11) | (109) |
| Land loans |  | 62 |  | 69 |  | 99 |  | 104 |  | 110 | (7) | (48) |
| Lot loans |  | 218 |  | 228 |  | 275 |  | 303 |  | 311 | (10) | (93) |
| Total |  | 385 |  | 413 |  | 548 |  | 597 |  | 635 | (28) | (250) |
| House loans |  |  |  |  |  |  |  |  |  |  |  |  |
| Spec |  | 74 |  | 88 |  | 97 |  | 109 |  | 125 | (14) | (51) |
| Sold |  | 43 |  | 49 |  | 50 |  | 58 |  | 60 | (6) | (17) |
| Total |  | 117 |  | 137 |  | 147 |  | 167 |  | 185 | (20) | (68) |
| Total residential construction | \$ | 502 | \$ | 550 | \$ | 695 | \$ | 764 | \$ | 820 | (48) | (318) |
| RESIDENTIAL CONSTRUCTION ATLANTA MSA |  |  |  |  |  |  |  |  |  |  |  |  |
| Dirt loans |  |  |  |  |  |  |  |  |  |  |  |  |
| Acquisition \& development | \$ | 20 | \$ | 22 | \$ | 30 | \$ | 34 | \$ | 40 | (2) | (20) |
| Land loans |  | 16 |  | 19 |  | 23 |  | 27 |  | 32 | (3) | (16) |
| Lot loans |  | 22 |  | 24 |  | 32 |  | 45 |  | 39 | (2) | (17) |
| Total |  | 58 |  | 65 |  | 85 |  | 106 |  | 111 | (7) | (53) |
| House loans |  |  |  |  |  |  |  |  |  |  |  |  |
| Spec |  | 30 |  | 34 |  | 38 |  | 42 |  | 48 | (4) | (18) |
| Sold |  | 9 |  | 11 |  | 10 |  | 11 |  | 10 | (2) | (1) |
| Total |  | 39 |  | 45 |  | 48 |  | 53 |  | 58 | (6) | (19) |
| Total residential construction | \$ | 97 | \$ | 110 | \$ | 133 | \$ | 159 | \$ | 169 | (13) | (72) |

(1) Excludes total loans of $\$ 70.8$ million, $\$ 63.3$ million, $\$ 68.2$ million, $\$ 75.2$ million and $\$ 80.8$ million as of June 30, 2011, March 31, 2011, December 31, 2010, September 30, 2010 and June 30, 2010, respectively, that are covered by the loss-sharing agreement with the FDIC, related to the acquisition of Southern Community Bank.

## UNITED COMMUNITY BANKS, INC.

## Financial Highlights

Credit Quality (1)

| (in thousands) | Second Quarter 2011 |  |  |  |  |  | First Quarter 2011 (2) |  |  |  |  | Fourth Quarter 2010 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Non-performing Loans |  | Foreclosed Properties |  |  | Total NPAs | Non-performing Loans |  | Foreclosed Properties |  | Total NPAs | Non-performing Loans |  | Foreclosed Properties |  | $\begin{aligned} & \text { Total } \\ & \text { NPAs } \\ & \hline \end{aligned}$ |
| NPAs BY CATEGORY |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial (sec. by RE) | \$ | 17,764 | \$ | 6,796 | \$ | 24,560 | \$ | 20,648 | \$ | 7,886 | \$ 28,534 | \$ | 44,927 | \$ | 23,659 | \$ 68,586 |
| Commercial construction |  | 2,782 |  | 6,764 |  | 9,546 |  | 3,701 |  | 11,568 | 15,269 |  | 21,374 |  | 17,808 | 39,182 |
| Commercial \& industrial |  | 1,998 |  | - |  | 1,998 |  | 2,198 |  | - | 2,198 |  | 5,611 |  | - | 5,611 |
| Total commercial |  | 22,544 |  | 13,560 |  | 36,104 |  | 26,547 |  | 19,454 | 46,001 |  | 71,912 |  | 41,467 | 113,379 |
| Residential construction |  | 22,643 |  | 24,968 |  | 47,611 |  | 32,038 |  | 25,807 | 57,845 |  | 54,505 |  | 78,231 | 132,736 |
| Residential mortgage |  | 24,809 |  | 9,056 |  | 33,865 |  | 23,711 |  | 9,117 | 32,828 |  | 51,083 |  | 22,510 | 73,593 |
| Consumer / installment |  | 1,069 |  | - |  | 1,069 |  | 1,473 |  | - | 1,473 |  | 1,594 |  | - | 1,594 |
| Total NPAs | \$ | 71,065 | \$ | 47,584 |  | 118,649 | \$ | 83,769 | \$ | 54,378 | \$ 138,147 | \$ | 179,094 | \$ | 142,208 | \$ 321,302 |
| Balance as a \% of Unpaid Principal |  | 64.5\% |  | 32.6\% |  | 46.3\% |  | 57.3\% |  | 30.3\% | 42.4\% |  | 67.2\% |  | 64.4\% | 65.9\% |
| NPAs BY MARKET |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Atlanta MSA | \$ | 14,700 | \$ | 11,239 | \$ | 25,939 | \$ | 21,501 | \$ | 16,913 | \$ 38,414 | \$ | 48,289 | \$ | 41,154 | \$ 89,443 |
| Gainesville MSA |  | 4,505 |  | 3,174 |  | 7,679 |  | 4,332 |  | 2,157 | 6,489 |  | 5,171 |  | 9,273 | 14,444 |
| North Georgia |  | 28,117 |  | 21,278 |  | 49,395 |  | 30,214 |  | 23,094 | 53,308 |  | 83,551 |  | 66,211 | 149,762 |
| Western North Carolina |  | 15,153 |  | 8,953 |  | 24,106 |  | 18,849 |  | 7,802 | 26,651 |  | 25,832 |  | 11,553 | 37,385 |
| Coastal Georgia |  | 5,357 |  | 2,564 |  | 7,921 |  | 5,847 |  | 3,781 | 9,628 |  | 11,145 |  | 11,901 | 23,046 |
| East Tennessee |  | 3,233 |  | 376 |  | 3,609 |  | 3,026 |  | 631 | 3,657 |  | 5,106 |  | 2,116 | 7,222 |
| Total NPAs | \$ | 71,065 | \$ | 47,584 |  | $\underline{118,649}$ | \$ | 83,769 | \$ | 54,378 | \$ 138,147 | \$ | $\underline{179,094}$ | \$ | 142,208 | \$ 321,302 |
| NPA ACTIVITY |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Beginning Balance | \$ | 83,769 | \$ | 54,378 |  | 138,147 | \$ | 179,094 | \$ | 142,208 | \$ 321,302 | \$ | 217,766 | \$ | 129,964 | \$ 347,730 |
| Loans placed on non-accrual |  | 35,911 |  | - |  | 35,911 |  | 54,730 |  | - | 54,730 |  | 81,023 |  | - | 81,023 |
| Payments received |  | $(7,702)$ |  | - |  | $(7,702)$ |  | $(3,550)$ |  | - | $(3,550)$ |  | $(7,250)$ |  | - | $(7,250)$ |
| Loan charge-offs |  | $(18,888)$ |  | - |  | $(18,888)$ |  | $(43,969)$ |  | - | $(43,969)$ |  | $(47,913)$ |  | - | $(47,913)$ |
| Foreclosures |  | $(22,025)$ |  | 22,025 |  | - |  | $(17,052)$ |  | 17,052 | - |  | $(61,432)$ |  | 61,432 | - |
| Capitalized costs |  | - |  | 20 |  | 20 |  | - |  | 270 | 270 |  | - |  | 170 | 170 |
| Note / property sales |  | - |  | $(28,939)$ |  | $(28,939)$ |  | $(11,400)$ |  | $(44,547)$ | $(55,947)$ |  | $(3,100)$ |  | $(33,509)$ | $(36,609)$ |
| Loans held for sale |  | - |  | - |  | - |  | $(74,084)$ |  | - | $(74,084)$ |  | - |  | - | - |
| Write downs |  | - |  | $(3,118)$ |  | $(3,118)$ |  | - |  | $(48,585)$ | $(48,585)$ |  | - |  | $(8,031)$ | $(8,031)$ |
| Net losses on sales |  | - |  | 3,218 |  | 3,218 |  | - |  | $(12,020)$ | $(12,020)$ |  | - |  | $(7,818)$ | $(7,818)$ |
| Ending Balance | \$ | $\underline{ }$ | \$ | 47,584 |  | $\underline{118,649}$ | \$ | 83,769 | \$ | 54,378 | \$ 138,147 | \$ | 179,094 | \$ | 142,208 | \$ 321,302 |


|  | Second Quarter 2011 (3) |  |  | First Quarter 2011 (3) |  |  | Fourth Quarter 2010 (4) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (in thousands) | Net <br> Charge-Offs |  | Net ChargeOffs to Average Loans (5) | Net Charge-Offs |  | Net ChargeOffs to Average Loans (5) | Net <br> Charge-Offs |  | Net ChargeOffs to Average Loans (5) |
| NET CHARGE-OFFS BY CATEGORY |  |  |  |  |  |  |  |  |  |
| Commercial (sec. by RE) | \$ | 3,259 | .76\% | \$ | 48,607 | 11.07\% | \$ | 6,493 | 1.45\% |
| Commercial construction |  | 869 | 1.70 |  | 49,715 | 76.95 |  | 3,924 | 5.12 |
| Commercial \& industrial |  | 523 | . 49 |  | 4,040 | 3.64 |  | 2,891 | 2.54 |
| Total commercial |  | 4,651 | . 79 |  | 102,362 | 16.66 |  | 13,308 | 2.09 |
| Residential construction |  | 6,629 | 5.04 |  | 92,138 | 58.20 |  | 24,497 | 13.28 |
| Residential mortgage |  | 4,589 | 1.55 |  | 36,383 | 11.62 |  | 9,176 | 2.80 |
| Consumer / installment |  | 614 | 2.04 |  | 691 | 2.16 |  | 687 | 2.06 |
| Total | \$ | 16,483 | 1.58 | \$ | 231,574 | 20.71 | \$ | $\underline{47,668}$ | 4.03 |
| NET CHARGE-OFFS BY MARKET |  |  |  |  |  |  |  |  |  |
| Atlanta MSA | \$ | 2,920 | .99\% | \$ | 56,489 | 17.86\% | \$ | 15,222 | 4.48\% |
| Gainesville MSA |  | 2,318 | 3.36 |  | 8,616 | 11.93 |  | 3,434 | 4.37 |
| North Georgia |  | 6,575 | 1.72 |  | 123,305 | 29.66 |  | 18,537 | 4.26 |
| Western North Carolina |  | 3,522 | 2.21 |  | 26,447 | 15.61 |  | 5,154 | 2.87 |
| Coastal Georgia |  | 815 | 1.02 |  | 12,003 | 14.80 |  | 3,670 | 4.27 |
| East Tennessee |  | 333 | . 54 |  | 4,714 | 7.47 |  | 1,651 | 2.53 |
| Total | \$ | 16,483 | 1.58 | \$ | 231,574 | 20.71 | \$ | 47,668 | 4.03 |

(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) The NPA activity shown for the first quarter of 2011 is presented with all activity related to loans transferred to the loans held for sale classification on one line as if those loans were transferred to held for sale at the beginning of the period.
(3) Includes charge-offs on loans related to United's previously announced asset disposition plan. Such charge-offs severely distorted charge off rates for the first and second quarters of 2011. A separate schedule has been included in this earnings release presenting the components of net charge-offs by loan category and geographic market for the first and second quarters of 2011.
(4) North Carolina residential construction net charge-offs for the fourth quarter of 2010 exclude a $\$ 11.8$ million partial recovery of a 2007 fraud-related charge-off.
(5) Annualized.

UNITED COMMUNITY BANKS, INC.
Financial Highlights
Net Charge-Off Summary (1)

| (in thousands) | Second Quarter 2011 |  |  |  | First Quarter 2011 |  |  |  | First Six Months 2011 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Other | ```Problem Asset Disposition Plan``` |  | Total | Other | Problem Asset Disposition Plan |  | Total | Other | Problem <br> Asset <br> Disposition <br> Plan |  | Total |
| BY CATEGORY |  |  |  |  |  |  |  |  |  |  |  |  |
| $\begin{aligned} & \text { Commercial (sec. } \\ & \text { by RE) } \end{aligned}$ | \$ 4,972 | \$ | $(1,713)$ | \$ 3,259 | \$ 2,842 | \$ | 45,765 | \$ 48,607 | \$ 7,814 | \$ | 44,052 | \$ 51,866 |
| Commercial construction | 2,201 |  | $(1,332)$ | 869 | 1,146 |  | 48,569 | 49,715 | 3,347 |  | 47,237 | 50,584 |
| Commercial \& industrial | 639 |  | (116) | 523 | 513 |  | 3,527 | 4,040 | 1,152 |  | 3,411 | 4,563 |
| Total commercial | 7,812 |  | $(3,161)$ | 4,651 | 4,501 |  | 97,861 | 102,362 | 12,313 |  | 94,700 | 107,013 |
| Residential construction | 9,471 |  | $(2,842)$ | 6,629 | 10,643 |  | 81,495 | 92,138 | 20,114 |  | 78,653 | 98,767 |
| Residential mortgage | 5,844 |  | $(1,255)$ | 4,589 | 4,989 |  | 31,394 | 36,383 | 10,833 |  | 30,139 | 40,972 |
| Consumer / installment | 625 |  | (11) | 614 | 383 |  | 308 | 691 | 1,008 |  | 297 | 1,305 |
| Total | \$23,752 | \$ | $(7,269)$ | \$16,483 | \$20,516 | \$ | 211,058 | \$231,574 | \$44,268 | \$ | 203,789 | \$248,057 |

## BY MARKET

| Atlanta MSA | \$ 4,875 | \$ | $(1,955)$ | \$ 2,920 | \$ 3,296 | \$ | 53,193 | 56,489 | \$ 8,171 | \$ | 51,238 | 59,409 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Gainesville MSA | 2,576 |  | (258) | 2,318 | 954 |  | 7,662 | 8,616 | 3,530 |  | 7,404 | 10,934 |
| North Georgia | 10,360 |  | $(3,785)$ | 6,575 | 8,544 |  | 114,761 | 123,305 | 18,904 |  | 110,976 | 129,880 |
| Western North Carolina | 4,263 |  | (741) | 3,522 | 6,749 |  | 19,698 | 26,447 | 11,012 |  | 18,957 | 29,969 |
| Coastal Georgia | 1,206 |  | (391) | 815 | 341 |  | 11,662 | 12,003 | 1,547 |  | 11,271 | 12,818 |
| East Tennessee | 472 |  | (139) | 333 | 632 |  | 4,082 | 4,714 | 1,104 |  | 3,943 | 5,047 |
| Total | \$23,752 | \$ | $(7,269)$ | \$16,483 | \$20,516 | \$ | 211,058 | \$231,574 | \$44,268 | \$ | 203,789 | \$248,057 |

(1) This schedule presents net charge-offs by loan type and geographic market separated between those charge offs related to United's first quarter 2011 Problem Asset Disposition Plan including losses on loans sold in the bulk loan sale transaction that closed on April 18, 2011 and all other charge-offs. The charge-offs on the bulk loan sale recognized in the first quarter were estimated based on indicative bids from prospective buyers. Actual losses were less than estimated resulting in an adjustment to the loss in the second quarter.

UNITED COMMUNITY BANKS, INC.

## Consolidated Statement of Operations (Unaudited)

| (in thousands, except per share data) | Three Months Ended June 30, |  |  |  | Six Months Ended June 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2011 |  | 2010 |  | 2011 |  | 2010 |  |
| Interest revenue: |  |  |  |  |  |  |  |  |
| Loans, including fees | \$ | 60,958 | \$ | 70,611 | \$ | 122,065 | \$ | 142,826 |
| Investment securities, including tax exempt of $\$ 251$, \$295, \$510 and \$606 |  | 14,792 |  | 15,829 |  | 28,396 |  | 32,032 |
| Federal funds sold, commercial paper and deposits in banks |  | 752 |  | 759 |  | 1,571 |  | 1,697 |
| Total interest revenue |  | 76,502 |  | 87,199 |  | 152,032 |  | 176,555 |


| Interest expense: |
| :--- |
| Deposits: |
| NOW |
| Money market |
| Savings |
| Time |
| Total deposit interest expense |
| Federal funds purchased, repurchase agreements and |
| other short-term borrowings |
| Federal Home Loan Bank advances |
| Long-term debt |
| Total interest expense |
| Net interest revenue |
| Provision for loan losses |
| Net interest revenue after provision for loan losses |

## Fee revenue:

| Service charges and fees |  | 7,608 |  | 7,993 |  | 14,328 |  | 15,440 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Mortgage loan and other related fees |  | 952 |  | 1,601 |  | 2,446 |  | 3,080 |
| Brokerage fees |  | 691 |  | 586 |  | 1,368 |  | 1,153 |
| Securities gains, net |  | 783 |  | - |  | 838 |  | 61 |
| Loss from prepayment of debt |  | (791) |  | - |  | (791) |  | - |
| Other |  | 4,662 |  | 1,399 |  | 7,554 |  | 3,511 |
| Total fee revenue |  | 13,905 |  | 11,579 |  | 25,743 |  | 23,245 |
| Total revenue |  | 61,422 |  | 11,206 |  | $(60,783)$ |  | 8,658 |
|  |  |  |  |  |  |  |  |  |
| Operating expenses: |  |  |  |  |  |  |  |  |
| Salaries and employee benefits |  | 26,436 |  | 23,590 |  | 51,360 |  | 47,950 |
| Communications and equipment |  | 3,378 |  | 3,511 |  | 6,722 |  | 6,784 |
| Occupancy |  | 3,805 |  | 3,836 |  | 7,879 |  | 7,650 |
| Advertising and public relations |  | 1,317 |  | 1,352 |  | 2,295 |  | 2,395 |
| Postage, printing and supplies |  | 1,085 |  | 765 |  | 2,203 |  | 1,990 |
| Professional fees |  | 2,350 |  | 2,178 |  | 5,680 |  | 4,121 |
| Foreclosed property |  | 1,891 |  | 14,540 |  | 66,790 |  | 25,353 |
| FDIC assessments and other regulatory charges |  | 3,644 |  | 3,566 |  | 9,057 |  | 7,192 |
| Amortization of intangibles |  | 760 |  | 794 |  | 1,522 |  | 1,596 |
| Other |  | 4,062 |  | 4,176 |  | 10,491 |  | 8,097 |
| Loss on sale of nonperforming assets |  | - |  | 45,349 |  | - |  | 45,349 |
| Total operating expenses |  | 48,728 |  | 103,657 |  | 163,999 |  | 158,477 |
| Income (loss) from continuing operations before income taxes |  | 12,694 |  | $(92,451)$ |  | $(224,782)$ |  | $(149,819)$ |
| Income tax expense (benefit) |  | 5,077 |  | $(32,919)$ |  | $(89,913)$ |  | $(55,829)$ |
| Net income (loss) from continuing operations |  | 7,617 |  | $(59,532)$ |  | $(134,869)$ |  | $(93,990)$ |
| Loss from discontinued operations, net of income taxes |  | - |  | - |  | - |  | (101) |
| Gain from sale of subsidiary, net of income taxes and selling costs |  | - |  | - |  | - |  | 1,266 |
| Net income (loss) |  | 7,617 |  | $(59,532)$ |  | $(134,869)$ |  | $(92,825)$ |
| Preferred stock dividends and discount accretion |  | 3,016 |  | 2,577 |  | 5,794 |  | 5,149 |
| Net income (loss) available to common shareholders | \$ | 4,601 | \$ | $(62,109)$ | \$ | $(140,663)$ | \$ | $(97,974)$ |

Earnings (loss) from continuing operations per common share - Basic \$ . 18 \$ \$ (6.40) \$
Earnings (loss) from continuing operations per common share - Diluted
(6.40)

Earnings (loss) per common share - Basic
(3.29)
(6.40)

| Earnings (loss) per common share — Diluted | .08 | $(3.29)$ | $(6.40)$ | $(5.19)$ |
| :--- | ---: | ---: | ---: | ---: |
| Weighted average common shares outstanding — Basic | 25,427 | 18,905 | 21,965 | 18,891 |
| Weighted average common shares outstanding — Diluted | 57,543 | 18,905 | 21,965 | 18,891 |

UNITED COMMUNITY BANKS, INC.

## Consolidated Balance Sheet

| (in thousands, except share and per share data) | $\begin{gathered} \text { June 30, } \\ 2011 \\ \hline \end{gathered}$ | $\begin{gathered} \text { December 31, } \\ 2010 \\ \hline \end{gathered}$ | June 30, $2010$ |
| :---: | :---: | :---: | :---: |
|  | (unaudited) | (audited) | (unaudited) |
| ASSETS |  |  |  |
| Cash and due from banks | \$ 163,331 | \$ 95,994 | \$ 115,088 |
| Interest-bearing deposits in banks | 41,863 | 111,901 | 105,183 |
| Federal funds sold, commercial paper and short-term investments | 174,996 | 441,562 | 148,227 |
| Cash and cash equivalents | 380,190 | 649,457 | 368,498 |
| Securities available for sale | 1,816,613 | 1,224,417 | 1,165,776 |
| Securities held to maturity (fair value \$379,231, 267,988 and \$327,497) | 371,578 | 265,807 | 322,148 |
| Mortgage loans held for sale | 19,406 | 35,908 | 22,705 |
| Loans, net of unearned income | 4,163,447 | 4,604,126 | 4,873,030 |
| Less allowance for loan losses | 127,638 | 174,695 | 174,111 |
| Loans, net | 4,035,809 | 4,429,431 | 4,698,919 |
| Assets covered by loss sharing agreements with the FDIC | 95,726 | 131,887 | 156,611 |
| Premises and equipment, net | 178,208 | 178,239 | 180,125 |
| Accrued interest receivable | 21,291 | 24,299 | 29,650 |
| Goodwill and other intangible assets | 9,922 | 11,446 | 223,600 |
| Foreclosed property | 47,584 | 142,208 | 123,910 |
| Net deferred tax asset | 261,268 | 166,937 | 111,485 |
| Other assets | 172,074 | 183,160 | 249,057 |
| Total assets | \$ 7,409,669 | \$ 7,443,196 | \$ 7,652,484 |

LIABILITIES AND SHAREHOLDERS' EQUITY
Liabilities:

| Deposits: |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Demand | \$ | 899,017 | \$ | 793,414 | \$ | 779,934 |
| NOW |  | 1,306,109 |  | 1,424,781 |  | 1,326,861 |
| Money market |  | 989,600 |  | 891,252 |  | 756,370 |
| Savings |  | 197,927 |  | 183,894 |  | 185,176 |
| Time: |  |  |  |  |  |  |
| Less than \$100,000 |  | 1,508,444 |  | 1,496,700 |  | 1,575,211 |
| Greater than \$100,000 |  | 981,154 |  | 1,002,359 |  | 1,093,975 |
| Brokered |  | 300,964 |  | 676,772 |  | 611,985 |
| Total deposits |  | 6,183,215 |  | 6,469,172 |  | 6,329,512 |
| Federal funds purchased, repurchase agreements, and other short-term borrowings <br> 103,666 <br> 101,067 <br> 104,127 |  |  |  |  |  |  |
| Federal Home Loan Bank advances |  | 40,625 |  | 55,125 |  | 104,138 |
| Long-term debt |  | 150,186 |  | 150,146 |  | 150,106 |
| Unsettled securities purchases |  | 35,634 |  | - |  | 20,941 |
| Accrued expenses and other liabilities |  | 36,368 |  | 32,171 |  | 39,243 |
| Total liabilities |  | 6,549,694 |  | 6,807,681 |  | 6,748,067 |
| 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 |  | 176,392 |  | 175,711 |  | 175,050 |
| Series D; \$1,000 stated value; 16,613 shares issued and outstanding |  | 16,613 |  | - |  | - |
| Common stock, \$1 par value; 100,000,000 shares authorized; |  |  |  |  |  |  |
| Common stock, non-voting, $\$ 1$ par value; $30,000,000$ shares authorized; $15,914,209$ shares issued and outstanding |  | 15,914 |  | - |  | - |
| Common stock issuable; 83,575, 67,287 and 56,954 shares |  | 3,574 |  | 3,894 |  | 3,898 |
| Capital surplus |  | 1,051,607 |  | 741,244 |  | 739,261 |
| Accumulated deficit |  | $(476,230)$ |  | $(335,567)$ |  | $(77,590)$ |
| Accumulated other comprehensive income |  | 30,333 |  | 31,079 |  | 44,725 |
| Total shareholders' equity |  | 859,975 |  | 635,515 |  | 904,417 |
| Total liabilities and shareholders' equity | \$ | 7,409,669 | \$ | 7,443,196 | \$ | 7,652,484 |

## UNITED COMMUNITY BANKS, INC.

## Average Consolidated Balance Sheets and Net Interest Analysis

For the Three Months Ended June 30,

| (dollars in thousands, taxable equivalent) | 2011 |  |  | 2010 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average Balance | Interest | Avg. Rate | Average Balance | Interest | Avg. Rate |
| Assets: |  |  |  |  |  |  |
| Interest-earning assets: |  |  |  |  |  |  |
| Loans, net of unearned income (1)(2) | \$4,266,211 | \$ 60,958 | 5.73\% | \$5,010,937 | \$ 70,640 | 5.65\% |
| Taxable securities (3) | 2,048,683 | 14,541 | 2.84 | 1,503,162 | 15,534 | 4.13 |
| Tax-exempt securities (1)(3) | 25,044 | 411 | 6.56 | 28,920 | 482 | 6.67 |
| Federal funds sold and other interestearning assets | 583,832 | 1,021 | . 70 | 311,475 | 1,043 | 1.34 |
| Total interest-earning assets | 6,923,770 | 76,931 | 4.45 | 6,854,494 | 87,699 | 5.13 |
| Non-interest-earning assets: |  |  |  |  |  |  |
| Allowance for loan losses | $(139,744)$ |  |  | $(193,998)$ |  |  |
| Cash and due from banks | 119,801 |  |  | 100,931 |  |  |
| Premises and equipment | 178,949 |  |  | 181,064 |  |  |
| Other assets (3) | 540,943 |  |  | 761,803 |  |  |
| Total assets | \$7,623,719 |  |  | \$7,704,294 |  |  |

Liabilities and Shareholders' Equity:
Interest-bearing liabilities:

| Interest-bearing deposits: |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| NOW | \$1,310,441 | 1,036 | . 32 | \$1,325,099 | 1,745 | . 53 |
| Money market | 979,432 | 1,499 | . 61 | 746,039 | 1,829 | . 98 |
| Savings | 195,946 | 64 | . 13 | 186,628 | 83 | . 18 |
| Time less than \$100,000 | 1,541,909 | 4,990 | 1.30 | 1,605,308 | 7,887 | 1.97 |
| Time greater than \$100,000 | 988,810 | 3,873 | 1.57 | 1,110,010 | 6,102 | 2.20 |
| Brokered | 473,161 | 2,132 | 1.81 | 642,954 | 3,729 | 2.33 |
| Total interest-bearing deposits | 5,489,699 | 13,594 | . 99 | 5,616,038 | 21,375 | 1.53 |
| Federal funds purchased and other |  |  |  |  |  |  |
| Federal Home Loan Bank advances | 52,735 | 570 | 4.34 | 107,948 | 974 | 3.62 |
| Long-term debt | 150,178 | 2,747 | 7.34 | 150,097 | 2,667 | 7.13 |
| Total borrowed funds | 306,069 | 4,391 | 5.75 | 362,682 | 4,697 | 5.19 |


| Total interest-bearing liabilities | 5,795,768 | 17,985 | 1.24 | 5,978,720 | 26,072 | 1.75 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Non-interest-bearing liabilities: |  |  |  |  |  |  |
| Non-interest-bearing deposits | 882,151 |  |  | 758,558 |  |  |
| Other liabilities | 91,353 |  |  | 54,931 |  |  |
| Total liabilities | 6,769,272 |  |  | 6,792,209 |  |  |
| Shareholders' equity | 854,447 |  |  | 912,085 |  |  |
| Total liabilities and shareholders' equity | \$7,623,719 |  |  | $\underline{\text { \$7,704,294 }}$ |  |  |
| Net interest revenue |  | \$ 58,946 |  |  | \$ 61,627 |  |
| Net interest-rate spread |  |  | 3.21\% |  |  | 3.38\% |
| Net interest margin (4) |  |  | 3.41\% |  |  | 3.60\% |

(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 $\$ 32.2$ million in 2011 and $\$ 43.6$ million in 2010 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) | 2011 |  |  | 2010 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average Balance | Interest | Avg. Rate | Average Balance | Interest | Avg. Rate |
| Assets: |  |  |  |  |  |  |
| Interest-earning assets: |  |  |  |  |  |  |
| Loans, net of unearned income (1)(2) | \$4,431,617 | \$ 122,028 | 5.55\% | \$5,091,445 | \$ 142,859 | 5.66\% |
| Taxable securities (3) | 1,825,322 | 27,886 | 3.06 | 1,495,447 | 31,426 | 4.20 |
| Tax-exempt securities (1)(3) | 25,434 | 835 | 6.57 | 29,482 | 991 | 6.72 |
| Federal funds sold and other interestearning assets | 630,384 | 2,147 | . 68 | 352,683 | 2,272 | 1.29 |
| Total interest-earning assets | 6,912,757 | 152,896 | 4.45 | 6,969,057 | 177,548 | 5.13 |
| Non-interest-earning assets: |  |  |  |  |  |  |
| Allowance for loan losses | $(154,347)$ |  |  | $(190,662)$ |  |  |
| Cash and due from banks | 127,031 |  |  | 102,728 |  |  |
| Premises and equipment | 179,150 |  |  | 181,493 |  |  |
| Other assets (3) | 544,625 |  |  | 762,014 |  |  |
| Total assets | \$7,609,216 |  |  | $\underline{\underline{\$ 7,824,630}}$ |  |  |

Liabilities and Shareholders' Equity:
Interest-bearing liabilities:

| Interest-bearing deposits: |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| NOW | \$1,341,618 | 2,360 | . 35 | \$1,343,297 | 3,599 | . 54 |
| Money market | 954,128 | 3,527 | . 75 | 734,817 | 3,586 | . 98 |
| Savings | 191,708 | 141 | . 15 | 183,555 | 167 | . 18 |
| Time less than \$100,000 | 1,541,130 | 10,441 | 1.37 | 1,648,739 | 16,778 | 2.05 |
| Time greater than \$100,000 | 989,840 | 8,024 | 1.63 | 1,132,767 | 12,872 | 2.29 |
| Brokered | 585,103 | 4,262 | 1.47 | 689,717 | 8,266 | 2.42 |
| Total interest-bearing deposits | 5,603,527 | 28,755 | 1.03 | 5,732,892 | 45,268 | 1.59 |
| Federal funds purchased and other |  |  |  |  |  |  |
| Federal Home Loan Bank advances | 53,923 | 1,160 | 4.34 | 111,150 | 1,951 | 3.54 |
| Long-term debt | 150,169 | 5,527 | 7.42 | 150,088 | 5,329 | 7.16 |
| Total borrowed funds | 306,224 | 8,803 | 5.80 | 364,593 | 9,374 | 5.18 |


| Total interest-bearing liabilities | 5,909,751 | 37,558 | 1.28 | 6,097,485 | 54,642 | 1.81 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Non-interest-bearing liabilities: |  |  |  |  |  |  |
| Non-interest-bearing deposits | 861,864 |  |  | 738,876 |  |  |
| Other liabilities | 75,083 |  |  | 59,605 |  |  |
| Total liabilities | 6,846,698 |  |  | 6,895,966 |  |  |
| Shareholders' equity | 762,518 |  |  | 928,664 |  |  |
| Total liabilities and shareholders' equity | \$7,609,216 |  |  | \$7,824,630 |  |  |
| Net interest revenue |  | \$ 115,338 |  |  | \$ 122,906 |  |
| Net interest-rate spread |  |  | 3.17\% |  |  | 3.32\% |
| Net interest margin (4) |  |  | 3.36\% |  |  | 3.55\% |

(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 $\$ 29.7$ million in 2011 and $\$ 43.4$ million in 2010 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 2011

| Jimmy C. Tallent | Rex S. Schuette | David P. Shearrow |
| :--- | :---: | ---: |
| President \& CEO | EVP \& CFO | EVP \& CRO |
|  | rex_schuette@ucbi.com |  |
|  | $(706) 781-2266$ |  |

## Cautionary Statement

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.

## Non-GAAP Measures

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 net interest margin, core net interest revenue, 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, net interest revenue, 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.

Highlights Second Quarter

- Returned to profitability
- Completion of Bulk Loan Sale
- Conversion of Preferred Stock and Reverse Stock Split
- Credit Quality Continues to Improve
- Customer service and core deposits


## LOAN PORTFOLIO \& CREDIT QUALITY



## Proactively Addressing Credit Environment

- Structure
- Centralized underwriting and approval process
- Segregated work-out teams
- Highly skilled ORE disposition group
- Seasoned regional credit professionals
- 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
- Policy
- Ongoing enhancements to credit policy
- Periodic updates to portfolio limits

Loan Portfolio (total $\$ 4.16$ billion)

Geographic Diversity



36\% \$1,500

## Commercial Loans (total \$2.36 billion)



## Commercial Real Estate (by loan type)

| (in millions) | June 30, 2011 |  |  |  |  |  | Percent | Portfolio Characteristics |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | OwnerOccupied |  | Income Producing |  | Total |  |  | 5 $58 \%$ owner-occupied |
| Office Buildings | \$ | 250 | \$ | 203 | \$ | 453 | 26 \% |  |
| Retail |  | 112 |  | 144 |  | 256 | 15 |  |
| Small Warehouses/Storage |  | 114 |  | 73 |  | 187 | 11 | Small business, doctors, dentists, attorneys, CPAs |
| Churches |  | 147 |  | - |  | 147 | 9 |  |
| Hotels/Motels |  | - |  | 94 |  | 94 | 5 |  |
| Convenience Stores |  | 56 |  | 20 |  | 76 | 4 | ${ }^{5}$ \$12 million project limit |
| Franchise / Restaurants |  | 37 |  | 35 |  | 72 | 4 |  |
| Multi-Residential Properties |  | - |  | 62 |  | 62 | 4 |  |
| Farmland |  | 56 |  | - |  | 56 | 3 | \% Average Loan Size |
| Manufacturing Facility |  | 38 |  | 8 |  | 46 | 3 |  |
| Auto Dealership/Senice |  | 42 |  | 5 |  | 47 | 3 | -\$453 Composite CRE |
| Golf Course/Recreation |  | 9 |  | 35 |  | 44 | 2 |  |
| Daycare Facility |  | 15 |  | 9 |  | 23 | 1 | -\$390 Owner Occupied |
| Carwash |  | 21 |  | 0 |  | 22 | 1 | -\$628 Income Producing |
| Funeral Home |  | 13 |  | 1 |  | 14 | 1 |  |
| Other Small Business |  | 104 |  | 39 |  | 143 | 8 |  |
| Total | \$ | , 014 | \$ | 728 |  | , 742 |  |  |

Commercial Construction (by loan type)
(in millions)

| Loan Type | June 30, 2011 |  |  |
| :---: | :---: | :---: | :---: |
|  | Amount |  | Percent |
| Land Develop - Vacant (Improved) | \$ | 70 | 36 \% |
| Raw Land - Vacant (Unimproved) |  | 61 | 31 |
| Commercial Land Development |  | 27 | 14 |
| Office Buildings |  | 10 | 5 |
| Retail Buildings |  | 4 | 2 |
| Churches |  | 2 | 1 |
| Restaurants \& Fast Foods/Franchise |  | 2 | 1 |
| Poultry Houses |  | 1 | 1 |
| Carwash |  | 1 | 0 |
| Miscellaneous Construction |  | 17 | 9 |
| Total Commercial Construction | \$ | 195 | 100 \% |

## Portfolio Characteristics

© Average loan size: $\$ 487 \mathrm{k}$

Residential Mortgage (total $\$ 1.18$ billion)

Geographic Diversity
$\sin$ millions



Residential Construction (total $\$ .50$ billion)

## Geographic Diversity

sin millions



Jorth Georgia Average Loan Size
$49 \%$ \$246 $=$ Sold $\$ 144 \mathrm{k}$ = Raw Land $\$ 164 \mathrm{k}$
$\$ 243 \mathrm{k}$ Develop Sold $\$ 144 \mathrm{k}$ = Raw Land $\$ 164 \mathrm{k}$
$\pm$ Lot \$626k
s92k

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Unmo Community Banks.

Residential Construction - Total Company

| (in millions) | 2Q11 |  | 1Q11 |  | 4Q10 |  | 3Q10 |  | 2Q10 |  | $\begin{gathered} 2 \text { Q11 vs. } \\ 2 \text { Q10 } \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Land Loans |  |  |  |  |  |  |  |  |  |  |  |  |
| Developing Land | \$ | 105 | \$ | 116 | \$ | 174 | \$ | 190 | \$ | 214 | \$ | (109) |
| Raw Land |  | 62 |  | 69 |  | 99 |  | 104 |  | 110 |  | (48) |
| Lot Loans |  | 218 |  | 228 |  | 275 |  | 303 |  | 311 |  | (93) |
| Total |  | 385 |  | 413 |  | 548 |  | 597 |  | 635 |  | (250) |
| Construction Loans |  |  |  |  |  |  |  |  |  |  |  |  |
| Spec |  | 74 |  | 88 |  | 97 |  | 109 |  | 125 |  | (51) |
| Sold |  | 43 |  | 49 |  | 50 |  | 58 |  | 60 |  | (17) |
| Total |  | 117 |  | 137 |  | 147 |  | 167 |  | 185 |  | (68) |
| Total Res Construction | \$ | 502 | \$ | 550 | \$ | 695 | \$ | 764 | \$ | 820 | \$ | (318) |
| By Region |  |  |  |  |  |  |  |  |  |  |  |  |
| Atlanta | \$ | 96 | \$ | 110 | \$ | 133 | \$ | 159 | \$ | 183 | \$ | (87) |
| Gainesville MSA |  | 25 |  | 26 |  | 36 |  | 35 |  | 25 |  | - |
| North Georgia |  | 246 |  | 266 |  | 339 |  | 368 |  | 408 |  | (162) |
| North Carolina |  | 98 |  | 106 |  | 140 |  | 149 |  | 148 |  | (50) |
| Coastal Georgia |  | 24 |  | 27 |  | 30 |  | 35 |  | 37 |  | (13) |
| Tennessee |  | 13 |  | 15 |  | 17 |  | 18 |  | 19 |  | (6) |
| Total Res Construction | \$ | 502 | \$ | 550 | \$ | 695 | \$ | 764 | \$ | 820 | \$ | (318) |

## Residential Construction - North Georgia

| (in millions) | 2Q11 |  | 1Q11 |  | 4Q10 |  | 3Q10 |  | 2Q10 |  | $\begin{gathered} 2 \text { Q11 vs. } \\ \text { 2Q10 } \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Land Loans |  |  |  |  |  |  |  |  |  |  |  |  |
| Developing Land | \$ | 58 | \$ | 62 | \$ | 88 | \$ | 98 | \$ | 113 | \$ | (55) |
| Raw Land |  | 25 |  | 27 |  | 40 |  | 42 |  | 45 |  | (20) |
| Lot Loans |  | 129 |  | 131 |  | 159 |  | 168 |  | 182 |  | (53) |
| Total |  | 212 |  | 220 |  | 287 |  | 308 |  | 340 |  | (128) |

Construction Loans

| Spec |  | 18 |  | 25 |  | 31 |  | 38 |  | 44 |  | (26) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sold |  | 19 |  | 21 |  | 21 |  | 22 |  | 24 |  | (5) |
| Total |  | 37 |  | 46 |  | 52 |  | 60 |  | 68 |  | (31) |
| Total Res Construction | \$ | 249 | \$ | 266 | \$ | 339 | \$ | 368 | \$ | 408 | \$ | (159) |

## Residential Construction - Atlanta MSA

| (in millions) | 1Q11 |  | 1Q11 |  | 4Q10 |  | 3Q10 |  | 2Q10 |  | $\begin{gathered} \text { 2Q11 vs. } \\ \text { 2Q10 } \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Land Loans |  |  |  |  |  |  |  |  |  |  |  |  |
| Developing Land | \$ | 20 | \$ | 22 | \$ | 30 | \$ | 34 | \$ | 40 | \$ | (20) |
| Raw Land |  | 16 |  | 19 |  | 23 |  | 27 |  | 32 |  | (16) |
| Lot Loans |  | 22 |  | 24 |  | 32 |  | 45 |  | 39 |  | (17) |
| Total |  | 58 |  | 65 |  | 85 |  | 106 |  | 111 |  | (53) |

Construction Loans

| Spec |  | 30 |  | 34 |  | 38 |  | 42 |  | 48 |  | (18) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sold |  | 9 |  | 11 |  | 10 |  | 11 |  | 10 |  | (1) |
| Total |  | 39 |  | 45 |  | 48 |  | 53 |  | 58 |  | (19) |
| Total Res Construction | \$ | 97 | \$ | 110 | \$ | 133 | \$ | 159 | \$ | 169 | \$ | (72) |

## Credit Quality

(in milions)

| Operating Net Charge-offs ${ }^{(1)}$ | 2 Q11 |  | 1011 |  |  |  | 4 Q 10 |  |  | 3 Q 10 |  |  | 2 Q 10 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | \$ | 16.5 |  | \$ | 231.6 |  | \$ | 47.7 |  | \$ | 50.0 |  | \$ | 61.3 |
| as \% of Average Loans ${ }^{(1)}$ |  | 1.58 |  |  | 20.70 | \% |  | 4.03 | \% |  | 4.12 | \% |  | $4.98 \%$ |
| Allowance for Loan Losses | \$ | 127.6 |  | \$ | 133.1 |  | \$ | 174.7 |  | \$ | 174.6 |  | \$ | 174.1 |
| as \% of Total Loans |  | 3.07 |  |  | 3.17 | \% |  | 3.79 | \% |  | 3.67 | \% |  | 3.57 \% |
| as \% of NPL. |  | 180 |  |  | 159 |  |  | 98 |  |  | 80 |  |  | 78 |
| as \% of NPLS - Adjusted ${ }^{(0)}$ |  | 333 |  |  | 379 |  |  | 274 |  |  | 257 |  |  | 234 |
| Past Due Loans (30-89 Days) |  | . 65 \% |  |  | 1.26 |  |  | 1.26 | \% |  | 1.24 |  |  | $1.69 \%$ |
| NonPerforming Loans | \$ | 71.0 |  | \$ | 83.8 |  | \$ | 179.1 |  | \$ | 217.8 |  | \$ | 224.3 |
| OREO |  | 47.6 |  |  | 54.4 |  |  | 142.2 |  |  | 129.9 |  |  | 123.9 |
| Total NPAs | \$ | 118.6 |  | \$ | 138.2 |  | \$ | 321.3 |  | \$ | 347.7 |  | \$ | 348.2 |
| Accruing TDRs | \$ | 41.5 |  | \$ | 44.4 |  | \$ | 100.7 |  | \$ | 54.5 |  | \$ | 61.4 |
| As \% of Original Principal Balance |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Non-Performing Loans |  | 64.5 |  |  | 57.3 | \% |  | 67.2 | \% |  | 70.0 | \% |  | 69.4 \% |
| OREO |  | 32.6 |  |  | 30.3 |  |  | 64.4 |  |  | 65.9 |  |  | 71.9 |
| Total NPAs |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| as \% of Total Assets |  | 1.60 |  |  | 1.73 |  |  | 4.32 |  |  | 4.96 |  |  | 4.55 |
| as \% of Loans \& OREO |  | 2.82 |  |  | 3.25 |  |  | 6.77 |  |  | 7.11 |  |  | 6.97 |

(1) Excludes $\$ 11.75$ milion partial recovery of 2007 fraud loss
(2) Excluding loans w th no allocated reserve

NPL Inflow Trends



Net Charge-offs by Loan Category

| (in thousands) |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q11 |  |  |  |  |  |  | \% of Average Loans (Annualized) |  |  |
|  | Net Charge-Offs |  |  |  |  |  | \% of Avg <br> Loans ${ }^{(1)}$ | 1Q11 ${ }^{(1)}$ | 4Q10 ${ }^{(2)}$ | 3Q10 |
|  | Total |  | $\begin{gathered} \text { Bulk Loan } \\ \text { Sale } \\ \hline \end{gathered}$ |  | Other |  |  |  |  |  |
| Commercial (Sec. by RE) | \$ | 3,259 | \$ | $(1,713)$ | \$ | 4,972 | 1.16 | . 65 | 1.45 | 3.16 |
| Commercial Construction |  | 869 |  | $(1,332)$ |  | 2,201 | 4.31 | 1.77 | 5.12 | 2.40 |
| Commercial \& Industrial |  | 523 |  | (116) |  | 639 | . 59 | . 46 | 2.54 | 1.07 |
| Total Commercial |  | 4,651 |  | $(3,161)$ |  | 7,812 | 1.33 | 0.73 | 2.09 | 2.70 |
| Residential Construction |  | 6,629 |  | $(2,842)$ |  | 9,471 | 7.19 | 6.72 | 13.28 | 11.99 |
| Residential Mortgage |  | 4,589 |  | $(1,255)$ |  | 5,844 | 1.97 | 1.59 | 2.80 | 2.29 |
| Consumerl Installment |  | 614 |  | (11) |  | 625 | 2.07 | 1.19 | 2.06 | 2.90 |
| Total Net Charge-offs | \$ | 16,483 | \$ | $(7,269)$ | \$ | 23,752 | 2.27 | 1.84 | 4.03 | 4.12 |
| (1) Calculated excluding <br> (2) Excludes $\$ 11.75$ millio |  | lated to a |  | disposition 07 fraud lo | plan |  |  |  |  |  |

(1) Calculated excluding losses related to asset disposition plans
(2) Excludes $\$ 11.75$ million partial recovery of 2007 fraud loss.

## Net Charge-offs by Market



NPAs by Loan Category and Market
(in thousands)

|  | 2Q11 |  |  |  |  |  |  | 2Q11 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | NPLs |  | OREO |  | Total NPAs |  | MARKETS | NPLs |  | OREO |  | Total NPAs |  |
| LOAN CATEGORY |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial (sec. by RE) | \$ | 17,764 | \$ | 6,796 | \$ | 24,560 | Atlanta MSA | \$ | 14,700 | \$ | 11,239 | \$ | 25,939 |
| Commercial Construction |  | 2,782 |  | 6,764 |  | 9,546 | Gaines ville MSA |  | 4,505 |  | 3,174 |  | 7,679 |
| Commercial \& Industrial |  | 1,998 |  | - |  | 1,998 | North Georgia |  | 28,117 |  | 21,278 |  | 49,395 |
| Total Commercial |  | 22,544 |  | 13,560 |  | 36,104 | Western N. Carolina |  | 15,153 |  | 8,953 |  | 24,106 |
|  |  |  |  |  |  |  | Coastal Georgia |  | 5,357 |  | 2,564 |  | 7,921 |
| Residential Construction |  | 22,643 |  | 24,968 |  | 47,611 | East Tennessee |  | 3,233 |  | 376 |  | 3,609 |
| Residential Mortgage |  | 24,809 |  | 9,056 |  | 33,865 | Total | \$ | 71,065 | \$ | 47,584 | \$ | 118,649 |
| Consumer/ Installment |  | 1,069 |  | - |  | 1,069 |  |  |  |  |  |  |  |
| Total | \$ | 71,065 | \$ | 47,584 |  | 118,649 |  |  |  |  |  |  |  |

United
Community Banks.

Financial Review


## Core Earnings Summary

| (In Thousands) | 2Q11 |  | Variance - Fav (Unfav) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1Q11 |  |  | 2Q10 |  |
| Net Interest Revenue | \$ | 58,946 | \$ | 540 | ${ }^{(1)}$ | \$ | $(2,681)$ |
| Fee Revenue |  | 13,913 |  | 2,130 |  |  | 2,334 |
| Gross Revenue |  | 72,859 |  | 2,670 |  |  | (347) |
| Operating Expense (Excl OREO) |  | 46,837 |  | (65) |  |  | $(3,069)$ |
| Pre-Tax, Pre-Credit (Core) | \$ | 26,022 | \$ | 2,605 |  | \$ | $(3,416)$ |
| Net Interest Margin |  | 3.41 |  | . 00 | (1) |  | (.19) |

(1) Excludes impact of interest reversals on bulk loan sale.


Margin - Credit Costs


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

## Credit Costs Impacting Margin

"Historically 8 to 12 bps
5 Credit costs - significantly lower
= Cost 2O11 vs. Historical - 18 bps (annual earnings impact of $\$ 12.4$ million)
${ }^{5} 1 \mathrm{bps}=\$ 690 \mathrm{~K}$ NIR
(1) Excludes bulk loan sale impact of $\underline{11} \mathrm{bps}$

## Deposit Mix (total $\$ 6.2$ billion)



New Loans Funded - Category \& Market (quarter)
(in millions)

| CATEGORY | 2Q11 |  | 1Q11 |  | MARKET | 2Q11 |  | 1Q11 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial RE: |  |  |  |  | N. Georgia | \$ | 32.2 | \$ | 23.2 |
| Owner Occupied | \$ | 35.6 | \$ | 15.1 | Atlanta |  | 32.3 |  | 14.6 |
| Income Producing |  | 29.7 |  | 2.5 | North Carolina |  | 6.3 |  | 5.5 |
| Total Commercial RE |  | 65.3 |  | 17.6 | Coastal Georgia |  | 26.3 |  | 4.3 |
| Commercial C \& I |  | 13.5 |  | 11.3 | Gainesville |  | 3.2 |  | 2.9 |
| Commercial Constr. |  | 2.4 |  | . 8 | Tennessee |  | 4.3 |  | 2.1 |
| Residential |  | 14.7 |  | 14.5 | Total Markets | \$ | 104.6 | \$ | 52.6 |
| Residential Constr. |  | 7.1 |  | 7.7 |  |  |  |  |  |
| Consumer |  | 1.6 |  | . 7 |  |  |  |  |  |
| Total Categories | \$ | 104.6 |  | 52.6 |  |  |  |  |  |

## Core Deposit Growth - Category \& Market (quarter)

(in millions, excluding public)

| CATEGORY | 2Q11 |  | 1Q11 |  | MARKET | 2Q11 |  | 1Q11 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Demand | \$ | 41.1 | \$ | 65.8 | Atlanta | \$ | (4.2) | \$ | 41.5 |
| NOW |  | 3.6 |  | (62.9) | Gainesville |  | 8.2 |  | 1.9 |
| MM Accounts |  | 20.4 |  | 76.4 | N. Georgia |  | 34.0 |  | 26.4 |
| Savings |  | 4.2 |  | 9.6 | Coastal Georgia |  | 6.2 |  | 13.2 |
| Total Categories | \$ | 69.3 | \$ | 88.9 | North Carolina |  | 14.3 |  | 1.1 |
|  |  |  |  |  | Tennessee |  | 10.8 |  | 4.8 |
|  |  |  |  |  | Total Markets | \$ | 69.3 | \$ | 88.9 |

## Fee Revenue - Core

(In Thousands)

|  | 2Q11 |  | Variance - Fav (Unfav) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1 1211 |  | 2Q10 |  |
| NSF \& Overdraft Fees | \$ | 3,658 | \$ | 148 | \$ | (993) |
| ATM Fees |  | 3,279 |  | 749 |  | 684 |
| Other Service Charges |  | 671 |  | (9) |  | (76) |
| Total Service Charges / Fees |  | 7,608 |  | 888 |  | (385) |
| Mortgage Loan \& Related Fees |  | 952 |  | (542) |  | (649) |
| Brokerage Fees |  | 691 |  | 14 |  | 105 |
| Hedge Ineffectiveness Gains |  | 2,810 |  | 1,507 |  | 2,571 |
| Other |  | 1,852 |  | 263 |  | 692 |
| Total | \$ | 13,913 | \$ | 2,130 | \$ | 2,334 |

Excludes net securities gains and charges on prepayment of FHLB advances.

## Operating Expenses - Core

| (In Thousands) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q11 |  | Variance - Fav (Unfav) |  |  |  |
|  |  |  | 1Q11 |  | 2Q10 |  |
| Salaries \& Employee Benefits | \$ | 25,286 | \$ | (362) |  | $(1,696)$ |
| Salaries - Severance |  | 1,150 |  | $(1,150)$ |  | $(1,150)$ |
| Communications \& Equipment |  | 3,378 |  | (34) |  | 133 |
| Occupancy |  | 3,805 |  | 269 |  | 31 |
| FDIC Assessment |  | 3,644 |  | 1,769 |  | (78) |
| Advertising \& Public Relations |  | 1,317 |  | (339) |  | 35 |
| Postage, Printing \& Supplies |  | 1,085 |  | 33 |  | (320) |
| Professional Fees |  | 2,350 |  | (20) |  | (172) |
| Other Expense |  | 4,822 |  | (231) |  | 148 |
| Total | \$ | 46,837 | \$ | (65) | \$ | $(3,069)$ |

Excludes foreclosed property costs and loss on sale of NPAs.

## Net Operating Loss - From <br> Continuing Operations <br> (In Thousands)

Pre-Tax, Pre-Credit (Core)
Provision for Loan Loss

| 2Q11 | 1Q11 | 2Q10 |
| :---: | :---: | :---: |
| \$ 26,022 | \$ 23,417 | \$ 29,438 |
| $(11,000)$ | - | $(61,500)$ |

Asset Dispositions:

| Provision for Loan Loss - Bulk Sale | - | $(190,000)$ | - |
| :--- | :---: | ---: | :---: |
| Loss on Sale of NPAs | - | - | $(45,349)$ |
| OREO Write-downs / Losses | - | $(60,605)$ | - |
| Bulk Loan Sale Charges | - | $(5,614)$ | - |


| Foreclosed Property Costs: |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: |
| $\quad$ Write-downs | $(3,118)$ | - | $(6,094)$ |  |
| $\quad$ Gains (Losses) on Sales | 3,218 | - | $(5,098)$ |  |
| $\quad$ Maintenance, Taxes, Etc. | $(1,991)$ | $(4,294)$ | $(3,348)$ |  |
| Securities Gains, Net | 783 | 55 | - |  |
| Loans on Prepayment of FHLB Advances | $(791)$ | - | - |  |
| Income Tax (Expense) Benefit | $\mathbf{( 5 , 5 0 6 )}$ | $\mathbf{9 4 , 5 5 5}$ | 32,419 |  |
| Net Income (Loss) | $\mathbf{7 , 6 1 7}$ | $\mathbf{\$ ( 1 4 2 , 4 8 6 )}$ | $\mathbf{\$ ( 5 9 , 5 3 2 )}$ |  |
|  |  |  |  |  |
|  |  |  |  |  |
| Net Income (Loss) Per Share | $\$$ | $\mathbf{0 8}$ | $\mathbf{\$}$ | $\mathbf{( 7 . 8 7 )}$ |

## Net Income (Loss)

| (In Thousands) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q11 |  | 1Q11 |  | 2Q10 |
| Net Income (Loss) | \$ | 7,617 | \$ $(142,486)$ |  | $(59,532)$ |
| Preferred Stock Dividends |  | $(3,016)$ | $(2,778)$ |  | $(2,577)$ |
| Net Income (Loss) Avail to Common Shareholders | \$ | 4,601 | \$ $(145,264)$ |  | $(62,109)$ |


| Net Income (Loss) Per Share | $\$$ | .08 | $\$$ | $(7.87)$ | $\$$ |
| :--- | :--- | :--- | :--- | :--- | :--- |
|  |  |  |  |  |  |
| Book Value | 11.59 | 14.78 | 24.18 |  |  |
| Tangible Book Value | 11.47 | 14.44 | 23.78 |  |  |
| Shares Outstanding (millions) |  |  |  |  |  |

## Capital Ratios

| Well- <br> Capitalized | Guideline | JUN '11 | MAR '11 | DEC '10 |
| :---: | :---: | :---: | :---: | :---: |
| Bank |  |  |  |  |
| Tier 1 RBC 6\% | > 9\% | 13.6\% | 13.0\% | 10.8\% |
| Total RBC 10\% | > 11\% | 15.4 | 14.7 | 12.6 |
| Tier I Leverage 5\% | > 8\% | 8.5 | 8.3 | 7.5 |
| Holding Company |  |  |  |  |
| Tier I RBC |  | 13.9 | 7.7 | 9.7 |
| Total RBC |  | 16.4 | 15.3 | 12.1 |
| Tier I Leverage |  | 8.7 | 5 | 6.8 |
| Tangible Equity to Assets | > 6\% | 11.1 | 8.7 | 8.8 |
| Tangible Common to Assets | > $6 \%$ | $8.9{ }^{(1)}$ | $8.4{ }^{(2)}$ | 6.4 |

[^0](2) Pro forma ratio shown as of quarter-end. The average ratio for the quarter was $5.5 \%$


## United at a Glance



| Massets | $\$ 7.4$ Billion | Manks | 27 |
| :--- | :--- | :--- | ---: |
| Meposits | $\$ 6.2$ Billion | MOffices | 106 |

## Experienced Proven Leadership

|  |  | Joined <br> UCBI | Years in <br> Banking |
| :---: | :---: | :---: | :---: |
| Jimmy Tallent | President \& CEO | 1984 | 37 |
| Guy Freeman | Chief Operating Officer | 1992 | 53 |
| Rex Schuette | Chief Financial Officer | 2001 | 34 |
| David Shearrow | Chief Risk Officer | 2007 | 30 |
| Glenn White | President, Atlanta Region | 2007 | 37 |
| Craig Metz | Marketing | 2002 | 19 |
| Bill Gilbert | Retail Banking | 2000 | 35 |
| beffoc lubiicom |  |  | ited <br> munity B |

## Business and Operating Model

## "Community bank service, large bank resources"

- Twenty-seven "community banks"
- Local CEOs with deep roots in their communities
- Resources of $\$ 7.4$ billion bank

3. Service is point of differentiation

- \#1 in Customer Satisfaction according to Customer Service Profiles
- J.D. Power Customer Service Champion
$\checkmark$ Recognized 40 companies in the U.S.
$\checkmark$ Only bank to be recognized
- Golden rule of banking
$\checkmark$ "The Bank That SERVICE Built"
- Ongoing customer surveys
$\checkmark$ 95\% satisfaction rate in 2011
- 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)

|  |  | Population Growth (\%) |  |
| :--- | ---: | ---: | :---: |
|  | Population <br> (in thousands) | Actual | Projected <br> 2000-2010 |
| 2010-2015 |  |  |  |

## ' Population data is for 2010 and includes those markets where United takes deposits.

 Source: SNLMarket Share Opportunities
(excellent growth prospects)

| Markets | Market Deposits (in billions) ${ }^{(1)}$ |  | United Deposits ${ }^{(2)}$ |  | Banks | Offices | Deposit <br> Share ${ }^{(1)}$ | Rank ${ }^{(1)}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| North Georgia | \$ | 7.7 | \$ | 2.2 | 11 | 23 | 31 \% | 1 |
| Atlanta MSA |  | 50.0 |  | 2.0 | 10 | 38 | 4 | 7 |
| Gainesville MSA |  | 2.5 |  | . 3 | 1 | 6 | 13 | 3 |
| Coastal Georgia |  | 7.3 |  | . 4 | 2 | 9 | 5 | 8 |
| Western North Carolina |  | 7.5 |  | 1.0 | 1 | 20 | 13 | 3 |
| East Tennessee |  | 14.9 |  | . 3 | 2 | 10 | 2 | 10 |
| Total Markets | \$ | 89.9 | \$ | 6.2 | 27 | 106 |  |  |

${ }^{1}$ FDIC deposit market share and rank as of 6/10 for markets where United takes deposits. Source: SNL and FDIC.
${ }^{2}$ Based on current quarter.

## Leading Demographics

| Rank | Ticker | Company ${ }^{(1)}$ | State | Total Assets (\$ B) | $\begin{aligned} & 2010-2015 \\ & \text { Population } \\ & \text { Growth }{ }^{(2)} \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 1 | CFR | Cullen/Frost Bankers, Inc. | TX | \$17.9 | 9.07 \% |
| 2 | WAL | Westem Alliance Bancorporation | AZ | 6.4 | 7.86 |
| 3 | FCNCA | First Citizens Bancshares, Inc. | NC | 21.2 | 7.33 |
| 4 | PRSP | Prosperity Bancshares, Inc. | TX | 9.7 | 7.33 |
| 5 | GBCI | Glacier Bancorp, Inc. | MT | 6.9 | 7.25 |
| 6 | IBOC | International Bancshares Corporation | TX | 12.2 | 7.01 |
| 7 | UCBI | United Community Banks, Inc. | GA | 7.4 | 6.99 |
| 8 | TCBI | Texas Capital Bancshares, Inc. | TX | 6.1 | 6.76 |
| 9 | HBHC | Hancock Holding Company | MS | 8.3 | 6.33 |
| 10 | FCBN | First Citizens Bancorporation, Inc. | SC | 8.5 | 6.16 |
| 11 | FIBK | First Interstate BancSystem, Inc. | MT | 7.4 | 5.96 |
| 12 | BOKF | BOK Financial Corporation | OK | 23.7 | 5.91 |
| 13 | SNV | Synows Financial Corp. | GA | 28.7 | 5.07 |
| 14 | FHN | First Horizon National Corporation | TN | 24.4 | 4.42 |
| 15 | CBCYB | Central Bancompany, Inc. | MO | 9.6 | 4.28 |
| Note: Fi <br> (1) Inclu <br> (2) Pop <br> Data So | inancial in udes publichen pulation grarce: SNL | formation as of March 31,2011 cly traded companies with assets betwee wth weighted by county (cumulative) Financial | on as or | March 31, |  |

Loans / Deposits - Liquidity

| (in millions) | 2Q11 |  | 1 Q11 |  | 2Q10 |  | Variance |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | vs 1Q11 | vs 2Q10 |  |
| Loans | \$ | 4,163 |  |  | \$ | 4,194 | \$ | 4,873 | \$ | (31) | \$ | (710) |
| Core (DDA, MMDA, Savings) | \$ | 2,794 | \$ | 2,725 |  |  | \$ | 2,492 | \$ | 69 | \$ | 302 |
| Public Funds |  | 649 |  | 672 |  | 630 |  | (23) |  | 19 |
| CD's |  | 2,439 |  | 2,516 |  | 2,596 |  | (77) |  | (157) |
| Total Deposits (excl Brokered) | \$ | 5,882 | \$ | 5,913 | \$ | 5,718 | \$ | (31) | \$ | 164 |
| Loan to Deposit Ratio |  | 71\% |  | 71\% |  | 85\% |  |  |  |  |
| Investment Securities: |  |  |  |  |  |  |  |  |  |  |
| Available for Sale | \$ | 1,193 | \$ | 1,341 | \$ | 1,166 | \$ | (148) | \$ | 27 |
| Held to Matunity |  | 372 |  | 245 |  | 322 |  | 127 |  | 50 |
| Total Investment Securities |  | 1,565 |  | 1,586 |  | 1,488 |  | (21) |  | 77 |
| Floating Rate CMD, Bonds |  | 623 |  | 297 |  | - |  | 326 |  | 623 |
| Total Secunities Portfolio |  | 2,188 |  | 1,883 |  | 1,488 |  | 305 |  | 700 |
| Percent of Assets (Exc/udes Floaters) |  | 21\% |  | 19\% |  | 19\% |  |  |  |  |
| Commercial \& Short-Term Paper | \$ | 175 | \$ | 470 | \$ | 148 | \$ | (295) | \$ | 27 |
| Floating Rate Securities |  | 623 |  | 297 |  | - |  | 326 |  | 623 |
| Excess Fed and Other Cash |  | 144 |  | 515 |  | 43 |  | (371) |  | 101 |
| Total Excess Liquidity | \$ | 942 | \$ | 1,282 | \$ | 191 | \$ | (340) | \$ | 751 |

## Wholesale Borrowings - Liquidity

(in millions)


Long-Term Debt
Sub-Debt
Trust Preferred Securities
Total Long-Term Debt

| \$ | 96 | \$ | 96 | \$ | 96 | \$ | - | \$ | - |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 54 |  | 54 |  | 54 |  | - |  | - |
| \$ | 150 | \$ | 150 | \$ | 150 | \$ | - | \$ | - |

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



## Core Transaction Deposits

Geographic Diversity


## Performing Classified Loans

| (in millions) | 2Q11 |  | 1Q11 |  | 4Q10 |  | 3Q10 |  | 2Q10 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| LOANS BY CATEGORY |  |  |  |  |  |  |  |  |  |  |
| Commercial (Sec. by RE): | \$ | 118 | \$ | 120 | \$ | 157 | \$ | 157 | \$ | 141 |
| Commercial Construction |  | 31 |  | 35 |  | 90 |  | 103 |  | 78 |
| Commercial \& Industrial |  | 17 |  | 16 |  | 17 |  | 22 |  | 22 |
| TOTAL COMMERCIAL |  | 166 |  | 171 |  | 264 |  | 282 |  | 241 |
| Consumer / Installment |  | 3 |  | 2 |  | 3 |  | 4 |  | 4 |
| Residential Construction |  | 74 |  | 81 |  | 159 |  | 178 |  | 149 |
| Residential Mortgage |  | 70 |  | 69 |  | 86 |  | 86 |  | 80 |
| LOANS | \$ | 313 | \$ | 323 | \$ | 512 | \$ | 550 | \$ | 474 |

## Business Mix Loans (at quarter-end)

| (in millions) | 2Q11 | 1Q11 | 4Q10 | 3Q10 |  | 2Q10 |  | $\begin{gathered} \text { 2Q11 vs. } \\ \text { 2Q10 } \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| LOANS BY CATEGORY |  |  |  |  |  |  |  |  |  |
| Commercial (Sec. by RE) | \$ 1,742 | \$ 1,692 | \$ 1,761 | \$ | 1,781 | \$ | 1,780 | \$ | (38) |
| Commercial Construction | 195 | 213 | 297 |  | 310 |  | 342 |  | (147) |
| Commercial \& Industrial | 428 | 431 | 441 |  | 456 |  | 441 |  | (13) |
| Total Commercial | 2,365 | 2,336 | 2,499 |  | 2,547 |  | 2,563 |  | (198) |
| Residential Construction | 502 | 550 | 695 |  | 764 |  | 820 |  | (318) |
| Residential Mortgage | 1,177 | 1,187 | 1,279 |  | 1,316 |  | 1,356 |  | (179) |
| Consumer / Installment | 119 | 121 | 131 |  | 133 |  | 134 |  | (15) |
| TOTAL LOANS | \$ 4,163 | \$ 4,194 | \$ 4,604 | \$ | 4,760 | \$ | 4,873 | \$ | (710) |

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

| (in millions) | 2Q11 | 1Q11 | 4Q10 | 3Q10 | 2Q10 | $\begin{aligned} & \text { 2Q11 vs. } \\ & \text { 2Q10 } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| LOANS BY MARKET |  |  |  |  |  |  |
| Atlanta MSA | \$ 1,188 | \$ 1,179 | \$ 1,310 | \$ 1,365 | \$ 1,373 | \$ (185) |
| Gainesville MSA | 275 | 282 | 312 | 316 | 343 | (68) |
| North Georgia | 1,500 | 1,531 | 1,689 | 1,755 | 1,808 | (308) |
| Western North Carolina | 626 | 640 | 702 | 719 | 738 | (112) |
| Coastal Georgia | 325 | 312 | 335 | 345 | 356 | (31) |
| East Tennessee | 249 | 250 | 256 | 260 | 255 | (6) |
| Total | \$ 4,163 | \$ 4,194 | \$ 4,604 | \$ 4,760 | \$ 4,873 | \$ (710) |

## Business Mix Loans (at year-end)

| (in millions) | 2010 | 2009 | 2008 | 2007 | 2006 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| LOANS BY CATEGORY |  |  |  |  |  |
| Commercial (Sec. by RE) | \$ 1,761 | \$ 1,779 | \$ 1,627 | \$ 1,476 | \$ 1,230 |
| Commercial Construction | 297 | 363 | 500 | 527 | 469 |
| Commercial \& Industrial | 441 | 390 | 410 | 418 | 296 |
| Total Commercial | 2,499 | 2,532 | 2,537 | 2,421 | 1,995 |
| Residential Construction | 695 | 1,050 | 1,479 | 1,829 | 1,864 |
| Residential Mortgage | 1,279 | 1,427 | 1,526 | 1,502 | 1,338 |
| Consumer / Installment | 131 | 142 | 163 | 177 | 180 |
| TOTAL LOANS | \$ 4,604 | \$ 5,151 | \$ 5,705 | \$ 5,929 | \$ 5,377 |


| (in millions) | 2010 | 2009 | 2008 | 2007 | 2006 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| LOANS BY MARKET |  |  |  |  |  |
| Atlanta MSA | \$ 1,310 | \$ 1,435 | \$ 1,706 | \$ 2,002 | \$ 1,651 |
| Gainesville MSA | 312 | 390 | 420 | 399 | 354 |
| North Georgia | 1,689 | 1,884 | 2,040 | 2,060 | 2,034 |
| Western North Carolina | 702 | 772 | 810 | 806 | 773 |
| Coastal Georgia | 335 | 405 | 464 | 416 | 358 |
| East Tennessee | 256 | 265 | 265 | 246 | 207 |
| Total | \$ 4,604 | \$ 5,151 | \$ 5,705 | \$ 5,929 | \$ 5,377 |

## Lending - Credit Summary

(in millions)
Legal lending limit

House lending limit 20

Project lending limit 12

Top 25 relationships 410
10.0\% of total loans

Regional credit review - Standard underwriting

NPAs by Loan Category, Market, and Activity
Credit Quality ${ }^{(1)}$

| (in tharsands) | Second Quarter 2011 |  |  |  |  |  | First Quarter $2011{ }^{\text {c }}$ |  |  |  |  |  | Fourth Qaarter 2010 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Non-performingLoans |  | Fercelosed Properties |  | Tetal NPAs |  | Nee-performing |  | Forecloned Properties |  | Total NPAs |  | Non performingLoans |  | Forectoned Properties |  | Tofal NPAs |  |
| NPAs BY CATEGORY |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Comescrial (sec. by RE) | s | 17,764 | \$ | 6,796 | s | 24,560 | S | 20,648 | \$ | 7,886 | \$ | 28,534 | S | 4,927 | \$ | 23,659 | s | 68,586 |
| Commercial construction |  | 2,782 |  | 6,764 |  | 9,446 |  | 3,701 |  | 11,56\% |  | 15,209 |  | 21,374 |  | 17,808 |  | 39,182 |
| Commarcial \& induatrial |  | 1,998 |  | . |  | 1.998 |  | 2,198 |  | . |  | 2.198 |  | 5,611 |  | . |  | 5.611 |
| Total commercial |  | 22,544 |  | 13,560 |  | 36,104 |  | 26,547 |  | 19,434 |  | 46,001 |  | 71,912 |  | 41,467 |  | 113,379 |
| Residentiat comtruction |  | 22,643 |  | 24,968 |  | 47,611 |  | 32,038 |  | 25,807 |  | 57,845 |  | 34,505 |  | 78,231 |  | 132,736 |
| Residatal mortgage |  | 24,809 |  | 9,056 |  | 33,865 |  | 23,711 |  | 9,117 |  | 32888 |  | 51,083 |  | 22,510 |  | 73,593 |
| Consumsar / instillment |  | 1.069 |  | . |  | 1.069 |  | 1.473 |  | . |  | 1.473 |  | 1.594 |  | . |  | 1.594 |
| Tetal NP/s | 5 | 71.065 | 8 | 47.584 | S | 118.619 | S | 83.769 | 5 | 54.378 | § | 138.147 | S | 179.094 | 5 | 142208 | S | 321,202 |
| Balance as a \% of Unpaid Principal |  | 64.5\% |  | 32.6\% |  | 46.3\% |  | 57.3\% |  | 303\% |  | 424\% |  | 67.2\% |  | 64.4\% |  | 65\%\% |
| NPAs BY MARKET |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Allanta MSA | s | 14,700 | \$ | 11,239 | s | 25,939 | \$ | 21,501 | \$ | 16,913 | \$ | 38,414 | \$ | 48,289 | § | 41,154 | s | 89,443 |
| Gzinssville MSA |  | 4,505 |  | 3,174 |  | 7,679 |  | 4,332 |  | 2.157 |  | 6.489 |  | 5,171 |  | 9,273 |  | 14,444 |
| North Goorgia |  | 28,117 |  | 21,278 |  | 49.395 |  | 30,214 |  | 23,094 |  | 53.308 |  | 83,551 |  | 66,211 |  | 149,762 |
| Westem North Carolina |  | 15,153 |  | 8,953 |  | 24,106 |  | 18,849 |  | 7,802 |  | 26,651 |  | 25,832 |  | 11,553 |  | 37.385 |
| Coastal Goorgis |  | 5,357 |  | 2.564 |  | 7.921 |  | 5,847 |  | 3,781 |  | 9.628 |  | 11,145 |  | 11,901 |  | 23,046 |
| East Tennessee |  | 3.233 |  | 376 |  | 3.009 |  | 3.026 |  | 631 |  | 3.657 |  | 5,106 |  | 2116 |  | 7.222 |
| Total NP/s | 5 | 71.065 | 5 | 47.584 | 5 | 118.649 | \$ | 83.769 | 5 | 54.378 | S | 138.147 | \$ | 179,094 | 5 | 1422088 | 5 | 321.302 |
| NPA ACTIVITY |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Beginaing Balance | S | 83,769 | \$ | 54,378 | \$ | 138.147 | \$ | 179,094 | \$ | 142.208 | \$ | 321,302 | \$ | 217,766 | \$ | 129,964 | s | 347,730 |
| Loans placed on non-accrual |  | 35,911 |  | . |  | 35.911 |  | 54,730 |  | . |  | 54,730 |  | 81,023 |  | . |  | 81.923 |
| Payments rosivod |  | $(7,202)$ |  | - |  | (7,702) |  | (3,550) |  | - |  | (3.550) |  | $(7,250)$ |  | - |  | $(7,250)$ |
| Loxa chargs-offs |  | (18888) |  | - |  | (18888) |  | (43,969) |  | - |  | (43,969) |  | (47,913) |  | - |  | (47,913) |
| Forsilosures |  | (22,025) |  | 22.025 |  | - |  | (17,052) |  | 17,052 |  | - |  | (61,432) |  | 61,432 |  | - |
| Capitalized costs |  | - |  | 20 |  | 20 |  | - |  | 270 |  | 270 |  | - |  | 170 |  | 170 |
| Note/ property salos |  | - |  | $(28,939)$ |  | (28.939) |  | (11,400) |  | (44,547) |  | (55,947) |  | $(3,100)$ |  | (33,509) |  | (36,009) |
| Louns beld for sale |  | - |  | - |  | - |  | (74,084) |  | - |  | (74.084) |  | - |  | - |  | - |
| Write downs |  | - |  | (3,118) |  | (3.118) |  | - |  | (48.585) |  | (48.585) |  | $\cdot$ |  | (8,031) |  | (8.031) |
| Net losses on sales |  | . |  | 3.218 |  | 3.218 |  | - |  | (12020) |  | (12.080) |  | $\cdot$ |  | (7.818) |  | (7.818) |
| Ending Balance | 5 | 71,065 | 5 | 47,584 | 5 | 118.519 | 5 | 83,769 | 5 | 54,378 | 5 | 138.147 | 5 | $\underline{179,094}$ | 5 | 142208 | 5 | 321.302 |

${ }^{(1)}$ Exclades Bee-performing loans and foreclowed properties covered by the loss-sharing agreement with the FDCC, related to the asquisition of Southan Community Benk.
${ }^{(2)}$ The NPA activity shown for the first quarter of 2011 is prosented with all activity related to loans transfarrod to the loans held for sale classification on ene line as if iflosalongs ware trassforred to held for sale at the UU United

Unimb Community Banks.

## Net Charge-offs by Category and Market

## Credit Quality

| (in thousands) | Second Quarter 2011 ${ }^{(1)}$ |  |  |  | First Quarter $2011{ }^{\text {(1) }}$ |  |  |  | Fourth Quarter $2010{ }^{(2)}$ |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Net <br> Charge-Offs |  | Net ChargeOffs to Average Loans ${ }^{(3)}$ |  | $\begin{gathered} \text { Net } \\ \text { Charge-Offs } \end{gathered}$ |  | Net ChargeOffs to Average Loans ${ }^{(3)}$ |  | $\begin{gathered} \text { Net } \\ \text { Charge-Offs } \end{gathered}$ |  | Net ChargeOffs to Average Loans ${ }^{(3)}$ |  |
| NET CHARGE-OFFS BY CATEGORY |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial (sec. by RE) | \$ | 3,259 | . 76 | \% | \$ | 48,607 | 11.07 | \% | \$ | 6,493 | 1.45 | \% |
| Commercial construction |  | 869 | 1.70 |  |  | 49,715 | 76.95 |  |  | 3,924 | 5.12 |  |
| Commercial \& industrial |  | 523 | . 49 |  |  | 4,040 | 3.64 |  |  | 2,891 | 2.54 |  |
| Total commercial |  | 4,651 | . 79 |  |  | 102,362 | 16.66 |  |  | 13,308 | 2.09 |  |
| Residential construction |  | 6,629 | 5.04 |  |  | 92,138 | 58.20 |  |  | 24,497 | 13.28 |  |
| Residential mortgrge |  | 4,589 | 1.55 |  |  | 36,383 | 11.62 |  |  | 9,176 | 2.80 |  |
| Consumer / installment |  | 614 | 2.04 |  |  | 691 | 2.16 |  |  | 687 | 2.06 |  |
| Total | \$ | 16,483 | 1.58 |  | \$ | 231,574 | 20.71 |  | \$ | 47,668 | 4.03 |  |

## NET CHARGE-OFFS BY MARKET

| Atlanta MSA | \$ | 2,920 | . 99 | \% | \$ | 56,489 | 17.86 | \% | \$ | 15,222 | 4.48 | \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Gainesville MSA |  | 2,318 | 3.36 |  |  | 8,616 | 11.93 |  |  | 3,434 | 4.37 |  |
| North Gcorgia |  | 6,575 | 1.72 |  |  | 123,305 | 29.66 |  |  | 18,537 | 4.26 |  |
| Western North Carolina |  | 3,522 | 2.21 |  |  | 26,447 | 15.61 |  |  | 5,154 | 2.87 |  |
| Coastal Georgia |  | 815 | 1.02 |  |  | 12,003 | 14.80 |  |  | 3,670 | 4.27 |  |
| East Tennessee |  | 333 | . 54 |  |  | 4,714 | 7.47 |  |  | 1,651 | 2.53 |  |
| Total | 5 | 16,483 | 1.58 |  | 5 | 231,574 | 20.71 |  | \$ | 47,668 | 4.03 |  |

${ }^{(1)}$ Includes charge-offs on loans related to United's previously announced asset disposition plan. Such charge-offs severely distorted charge off rates for the first and second quarters of 2011.
${ }^{\text {(2) }}$ North Carolina residential construction net charge-offs for the fourth quarter of 2010 exclude a $\$ 11.8$ million partial recovery of a 2007 fraud-related charge-off.
(3) Annualized

## Net Charge-offs by Category and Market <br> Asset Disposition Plan as of March 31, 2011

Credit Quality - Net Charge-Offs First Quarter 2011 ${ }^{(1)}$

| (in thousimids) | Asset Disposition Plan |  |  |  |  |  |  |  | Other Net <br> Charge-Offs |  | First Quarter 2011 Net ChargeOffs |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Bulk Loan Sale ${ }^{(2)}$ |  |  |  | Other Balk Loan Sales ${ }^{(9)}$ |  | $\begin{gathered} \text { Foreclosure } \\ \text { Charge-Offs }{ }^{(0)} \\ \hline \end{gathered}$ |  |  |  |  |  |
|  | Performing Loans |  | Nonperforming Loans |  |  |  |  |  |  |  |  |  |
| NET CHARGE-OFFS B | EC |  |  |  |  |  |  |  |  |  |  |  |
| Commercial (sec. by RE) | S | 29,451 | S | 11.091 | \$ | 3,318 | S | 1,905 | \$ | 2,842 | § | 48,607 |
| Commercial construction |  | 32.530 |  | 15.328 |  | $292$ |  | 419 |  | 1.146 |  | 49,715 |
| Commercial \& industrial |  | 365 |  | 2.303 |  | $859$ | - |  |  | 513 |  | 4,040 |
| Total commercial |  | 62,346 |  | 28,722 | 4,469 |  | 2,324 |  | 4,501 |  | 102,362 |  |
| Residential construction |  | 43,018 |  | 23,459 | 3,325 |  | 11,693 |  | 10,643 |  | 92,138 |  |
| Residential mortgage |  | 13,917 |  | 14,263 | 1,676 |  | 1,538 |  | 4,989 |  | 36,383 |  |
| Consumer / installment |  | 86 |  | 168 | 30 |  | 24 |  | 383 |  | 691 |  |
| Total | \$ | 119.367 | S | 66,612 | 9,500 |  | \$ | S 15,579 | \$ | S 20,516 | \$ | 231,574 |
| NET CHARGE-OFFS BY MARKET |  |  |  |  |  |  |  |  |  |  |  |  |
| Atlanta MSA | \$ | 37,186 | S | 8.545 | S | 1.428 | S | 6,034 | \$ | 3,296 |  | S $\quad 56,489$ |
| Gainesville MSA |  | 3,563 |  | 2,442 |  | 957 |  | 700 |  | 954 |  | 8,616 |
| North Georgia |  | 57.969 |  | 47,699 |  | 2,508 |  | 6.585 |  | 8,544 |  | 123,305 |
| Westem North Carolina |  | 11,138 |  | 4,743 |  | 2,415 |  | 1,402 |  | 6,749 |  | 26,447 |
| Coastal Georgia |  | 6.835 |  | 2,180 |  | 2.013 |  | 634 |  | 341 |  | 12.003 |
| East Tennessee |  | 2.676 |  | 1.003 |  | 179 |  | 224 | 632 |  |  | 4.714 |
| Total | \$ | 119,367 | S | 66,612 | S | 9,500 | S | 15,579 | \$ | 20,516 | \$ | 231,574 |

${ }^{(1)}$ Excludes non-performing loans and foreclosed properties covered by the loss-sharing agreement with the FDIC, related to the acquisition of Southem Community Bank.
${ }^{(9)}$ Charge-offs totaling $\$ 186$ million were recognizod on the bulk loan sale in the first quarter of 2011. The loans were transferred to the loans held for sale category in anticipation of the second quarter bolk loan sale that was completed on April 18, 2011.
${ }^{{ }^{(3)}}$ Losses on smaller bulk sale transsations completed during the first quarter of 2011.
${ }^{(5)}$ Loan charge-offs recognized in the first quarter of 2011 related to loans transferred to foreclosed properties. Such charge-offs were elevated in the first quarter as a result of the asset disposition plan, which called for aggressive write downs to expedite sales in the second and third quarters of 2011.

## Credit Quality - Bulk Loan Sale Summary

as of March 31, 2011
Credit Quality - Bulk Loan Sale Summary ${ }^{(1)}$

| (in thorssmds) | Performing Loans |  |  |  |  | Nonperforming Loans |  |  |  |  |  | Total Loans |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Carrying <br> Amount | Charge-$\text { Offs }{ }^{(3)}$ |  | Loans Held$\qquad$ |  | Carrying <br> Amount ${ }^{(2)}$ |  | ChargeOffs ${ }^{\text {(3) }}$ |  | Loans Held <br> for Sale ${ }^{(5)}$ |  | Carrying <br> Amount |  | Charge-$\text { Offs }^{(3)}$ |  | Loans Held$\text { for Sale }{ }^{(4)}$ |  |
| BY CATEGORY |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial (sec. by RE) | S 40,902 | \$ | 29,451 | S | 11.451 | S | 17,202 | S | 11,090 | \$ | 6,112 | S | 58,104 | \$ | 40.541 | S | 17,563 |
| Commercial construction | 45,490 |  | 32,530 |  | 12.960 |  | 22,440 |  | 15,328 |  | 7,112 |  | 67,930 |  | 47,858 |  | 20,072 |
| Commercial \& industrial | 504 |  | 365 |  | 139 |  | 3,397 |  | 2,302 |  | 1,095 |  | 3,901 |  | 2,667 |  | 1,234 |
| Total commercial | 86,896 |  | 62.346 |  | 24,550 |  | 43,039 |  | 28.720 |  | 14.319 |  | 129.935 |  | 91.066 |  | 38.869 |
| Residential construction | 59,747 |  | 43,018 |  | 16,729 |  | 35,508 |  | 23,459 |  | 12,049 |  | 95,255 |  | 66,477 |  | 28,778 |
| Residential mortgage | 19,342 |  | 13.917 |  | 5.425 |  | 21.716 |  | 14,262 |  | 7.454 |  | 41.058 |  | 28,179 |  | 12.879 |
| Consumer / installment | 120 |  | 86 |  | 34 |  | 238 |  | 169 |  | 69 |  | 358 |  | 255 |  | 103 |
| Total | \$ 166,105 |  | 119.367 | S | 46,738 | S | 100.501 | \$ | 66,610 | \$ | 33.891 |  | 266,606 |  | 185.977 | S | 80.629 |
| BY MARKET |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Atlanta MSA | S 51,647 | \$ | 37.186 | S | 14,461 | \$ | 13.755 | S | 8,545 | \$ | 5.210 | S | 65,402 | \$ | 45.731 | S | 19.671 |
| Gainesville MSA | 4,949 |  | 3,563 |  | 1,386 |  | 3,695 |  | 2,442 |  | 1,253 |  | 8,644 |  | 6,005 |  | 2,639 |
| North Georgia | 80,831 |  | 57.969 |  | 22,862 |  | 70.900 |  | 47,698 |  | 23,202 |  | 151.731 |  | 105,667 |  | 46,064 |
| Westem North Carolina | 15,468 |  | 11.138 |  | 4,330 |  | 7.228 |  | 4.743 |  | 2.485 |  | 22,696 |  | 15.881 |  | 6.815 |
| Coastal Georgia | 9,493 |  | 6,835 |  | 2,658 |  | 3.527 |  | 2,179 |  | 1,348 |  | 13,020 |  | 9,014 |  | 4,006 |
| East Tennessce | 3.717 |  | 2.676 |  | 1.041 |  | 1.396 |  | 1.003 |  | 393 |  | 5,113 |  | 3.679 |  | 1.434 |
| Total | \$ 166,105 |  | 119.367 | S | 46,738 |  | 100.501 | S | 66,610 | S | 33,891 |  | 266,606 |  | 185.977 | S | 80,629 |

${ }^{(1)}$ This schedule presents a summary of classified loans included in the bulk loan sale transaction that closed on April 18, 2011.
${ }^{(2)}$ This column represents the book value, or carrying amount, of the loans prior to charge offis to mark loans to expected proceeds from sale.
${ }^{\omega)}$ This column represents the charge-offs required to adjust the loan balances to the expected proceeds from the sale based on indicative bids received from prospective buyers, including principal payments received or committed advances made after the cutoff date through March 31, 2011 that are part of the settlement.
${ }^{(9)}$ This column represents the expected proceeds from the bulk sale based on indicative bids received from prospective buyers and equals the balance shown on the consolidated balance sheet as loans held for sale.

## NPA Sale in 2O10

## 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 | \$ | 10.7 |
| Commercial Construction |  | 11.3 | Gainesville |  | 13.5 |
| Residential Construction |  | 62.4 | N. Georgia |  | 50.0 |
| Total | \$ | 103.1 | Coastal Georgia |  | 7.6 |
|  |  |  | North Carolina |  | 21.3 |
|  |  |  |  | \$ | 103.1 |

## NPA Sale - Fair Value Accounting 2O10

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 "Regulatory Capital" (DTA)

| (in millions) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Income <br> Statement |  | Capital 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 | ( | \$ +9.8 |  |  |

## Non-GAAP Reconciliation Tables

(in thousands except EPS)

Core net interest revenue reconciliation ${ }^{(1)}$
Core net interest revenue
Interest reversals on performing loans transferred to held for sale Net interest revenue (GAAP)

Core fee revenue reconciliation ${ }^{(1)}$
Core fee revenue
Securities gains, net
FHLB prepayment charge
Fee revenue (GAAP)

Core operating expense reconciliation ${ }^{(1)}$
Core operating expense
Foreclosed property expense
Loss on sale of nonperforming assets
Property taxes on collateral for loans held for sale
Professional fees related to loans held for sale Operating expense (GAAP)

Operating Earnings to GAAP Eamings Reconciliation

| 2Q11 |  | 1Q11 |  | 2Q10 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 58,946 | \$ | 58,406 | S | 61,627 |
|  | - |  | $(2,014)$ |  | - |
| \$ | 58,946 | \$ | 56,392 | \$ | 61,627 |

\$ 13,913
\$ 11,783
\$ 11,579
783
(791)
\$ 13,905
$\$ 46,837$
\$
46,772
64,899
2,600

|  | - |  |
| :--- | ---: | ---: |
|  |  | 1,000 |
|  | $\mathbf{4 8 , 7 2 8}$ | $\mathbf{1 1 5 , 2 7 1}$ |


(1) From continuing operations

## Non-GAAP Reconciliation Tables

|  | Operating Earnings to GAAP Earnings Reconciliation |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q11 | 1Q11 |  | 2Q10 |  |
| Net interest margin - pre credit reconciliation |  |  |  |  |  |
| Net interest margin - pre credit | 3.71 | \% | 3.87 | \% | 4.24 |
| Effect of interest reversals, lost interest, and carry costs of NPAs | (.30) |  | (.46) |  | (.64) |
| Core net interest margin | 3.41 |  | 3.41 |  | 3.60 |
| Effect of interest reversals on performing loans transferred to held for sale | - |  | (.11) |  | - |
| Net interest margin | 3.41 | \% | 3.30 | \% | 3.60 |
| Tangible common equity and tangible equity to tangible assets reconciliation |  |  |  |  |  |
| Tangible common equity to tangible assets | 4.79 | \% | 5.51 | \% | 6.91 |
| Effect of preferred equity | 6.34 |  | 3.22 |  | 2.35 |
| Tangible equity to tangible assets | 11.13 |  | 8.73 |  | 9.26 |
| Effect of goodwill and other intangibles | . 08 |  | . 09 |  | 2.58 |
| Equity to assets (GAAP) | 11.21 | \% | 8.82 | \% | 11.84 |
| Tangible common equity to risk-weighted assets reconciliation |  |  |  |  |  |
| Tangible common equity to risk-weighted assets | 14.26 | \% | 6.40 | \% | 9.97 |
| Effect of preferred equity | 4.17 |  | 5.97 |  | 3.41 |
| Tangible equity to risk weighted assets | 18.43 |  | 12.37 |  | 13.38 |
| Effect of other comprehensive income | (.65) |  | (.58) |  | (.87) |
| Effect of trust preferred | 1.14 |  | 1.12 |  | 1.03 |
| Effect of deferred tax asset limitation | (5.04) |  | (5.10) |  | (2.47) |
| Tier I capital ratio (Regulatory) | 13.88 | \% | 7.81 | \% | 11.07 |

## Analyst Coverage

- FBR Capital
(Market Perform - Mar 17, 2011)

EIIG Partners
(Market Perform - Mar 18, 2011)

- Guggenheim Securities, LLC
(Neutral - May 5,2011 )

Keefe, Bruyette \& Woods
(Market Perform - Jun 21, 2011)
[ind Raymond James \& Assoc. (Market Perform - May 3, 2011)
. Sandler O'Neill \& Partners (Buy - Jun 20, 2011)
I. Stephens, Inc. (Equal Weight - Apr 29, 2011)

II SunTrust Robinson Humphrey
(Neutral - Apr 28, 2011)

## Macquarie Capital (USA)

(Neutral - Apr 28, 2011)

# United Community Banks, Inc. 

## Investor Presentation

Second Quarter 2011

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[^0]:    (1) Ratio calculated as of quarter-end. This ratio is normaly calculated on average balances (4.8\%, which causes it to appear low due to the timing of
    the corversion of the Preferred Stock.

