

3Q INVESTOR PRESENTATION

October 22, 2019



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Disclosures

CAUTIONARY STATEMENT

This Investor Presentation contains forward-looking statements, as defined by federal securities laws, including statements about United Community Banks, Inc. (“United”) and its financial outlook and business environment. These statements are based on current expectations and are provided to assist in the understanding of our operations and future financial performance. Our operations and such performance involves risks and uncertainties that may cause actual results to differ materially from those expressed or implied in any such statements. For a discussion of some of the risks and other factors that may cause such forward-looking statements to differ materially from actual results, please refer to United’s filings with the Securities and Exchange Commission, including its 2018 Annual Report on Form 10-K under the section entitled “Forward-Looking Statements.” Forward-looking statements speak only as of the date they are made, and we undertake no obligation to update or revise forward-looking statements.

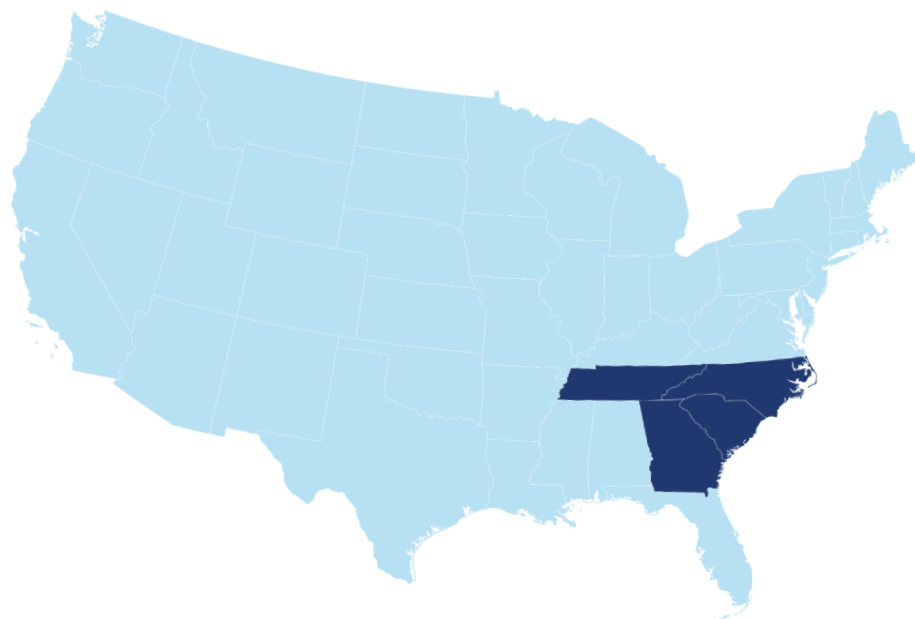
NON-GAAP MEASURES

This Investor Presentation includes financial information determined by methods other than in accordance with generally accepted accounting principles (“GAAP”). This financial information includes certain operating performance measures, which exclude merger-related and other charges that are not considered part of recurring operations. Such measures include: “Earnings per share – operating,” “Diluted earnings per share – operating,” “Tangible book value per share,” “Return on common equity – operating,” “Return on tangible common equity – operating,” “Return on assets – operating,” “Efficiency ratio – operating,” “Expenses – operating,” and “Tangible common equity to tangible assets.”

Management has included these non-GAAP measures because it believes these measures may provide useful supplemental information for evaluating United’s underlying performance trends. Further, management uses these measures in managing and evaluating United’s business and intends to refer to them in discussions about our operations and performance. Operating performance measures should be viewed in addition to, and not as an alternative to or substitute for, measures determined in accordance with GAAP, and are not necessarily comparable to non-GAAP measures that may be presented by other companies. To the extent applicable, reconciliations of these non-GAAP measures to the most directly comparable GAAP measures can be found in the ‘Non-GAAP Reconciliation Tables’ included in the exhibits to this Presentation.

United Community Banks, Inc.

Committed to Service Since 1950



Full Service Branch Network

- Metro-focused branch network with locations in the fastest growing MSAs in the Southeast
- Top 10 market share in GA and SC
- 142 branch locations, 5 loan production offices, and 5 mortgage loan offices across GA, NC, SC and TN

Extended Navitas and SBA Markets

- Offered in 48 states across the continental U.S.
- Our SBA business has \$80.2 million in 2019 originations and includes both an in-footprint business and a national business with 11 specific verticals
- Our Navitas subsidiary lends on essential use commercial equipment and makes up 8.2% of loans

\$12.8

Billion in Assets

\$8.9

Billion in Total Loans

\$2.3

Billion Market Cap

\$10.8

Billion in Total Deposits

180%

Price / TBV

12.6x

Price / EPS (2020E)

1.58%

Return on average assets - operating

12.4%

CET1

55.64%

Efficiency ratio - GAAP

53.90%

Efficiency ratio – operating⁽¹⁾

0.24%

NPAs / Assets

0.63%

Cost of Deposits
One of the lowest cost of deposit bases in the Southeast

Market data as of October 17, 2019

(1) See non-GAAP reconciliation table slides at the end of the exhibits for a reconciliation of operating performance measures to GAAP performance measures

United's Priorities

Service

Best-in-Class
customer
service across
all channels



People

A great place to
work for great
people

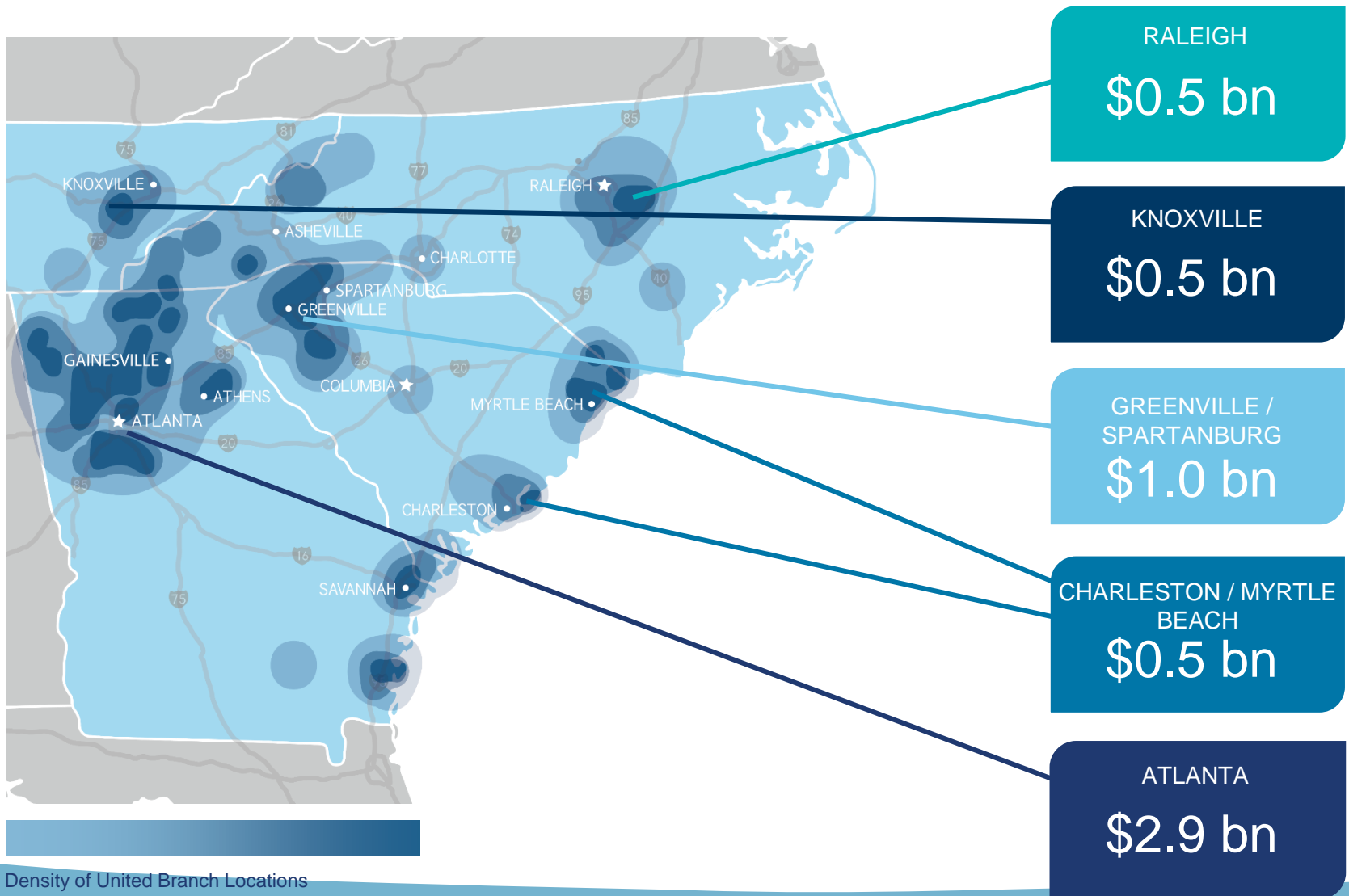


Performance

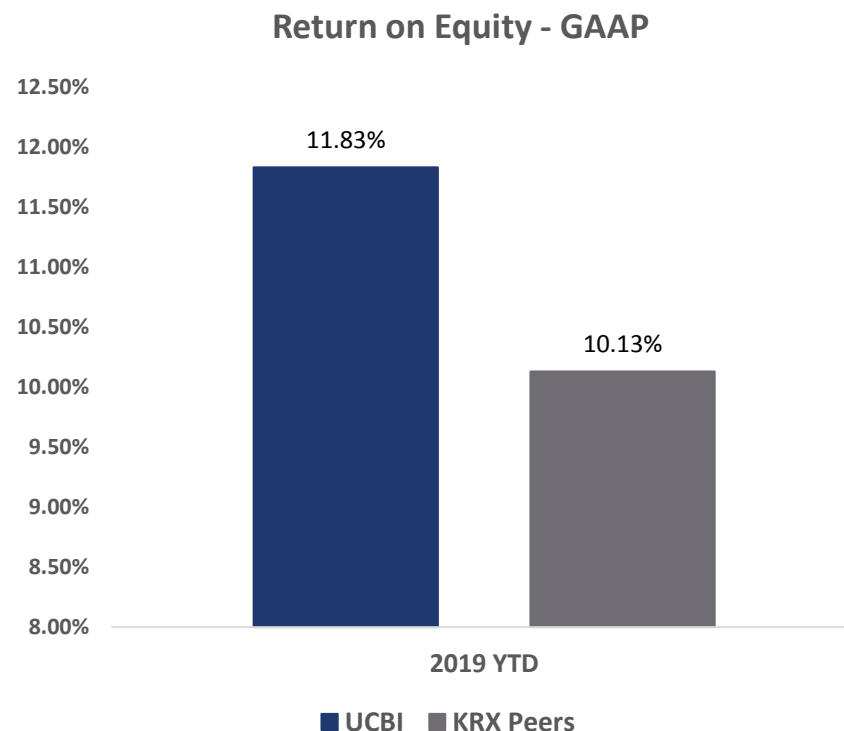
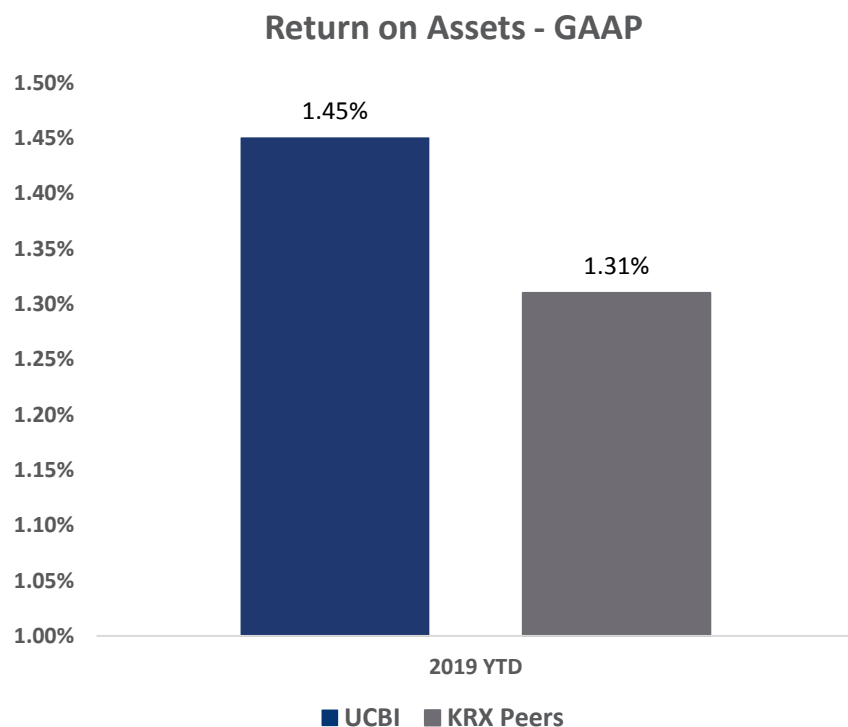
Sustainable top-
quartile ROA

Return on assets –
operating of 1.58%
in 3Q19, up 8 basis
points from 2Q19

Attractive Markets – United Deposits



Profitability Above Peers



Achieved top quartile ROA target in 2019

3Q19 Highlights

\$0.60
Earnings per share -
GAAP

12.16%
Return on common equity -
GAAP
16.38%
Return on tangible common
equity - operating

\$0.63
Earnings per share -
operating, up 15% YOY

15%
YOY growth in
Book value per share

1.51%
Return on assets - GAAP

17%
YOY growth in Tangible
book value per share

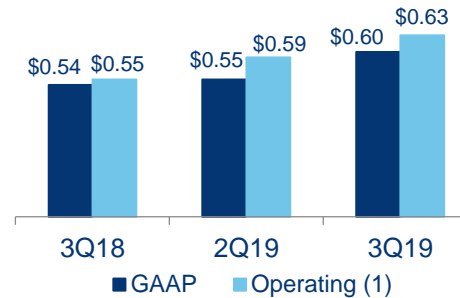
1.58%
Return on assets -
operating

Annualized 3Q EOP
loan growth of
4%, excluding indirect
auto runoff of \$24mm

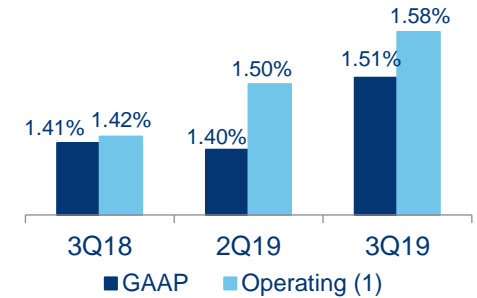
\$0.17
Quarterly Dividend,
up 13% YOY

Core transaction deposit
growth of **\$105 mm**
in 3Q

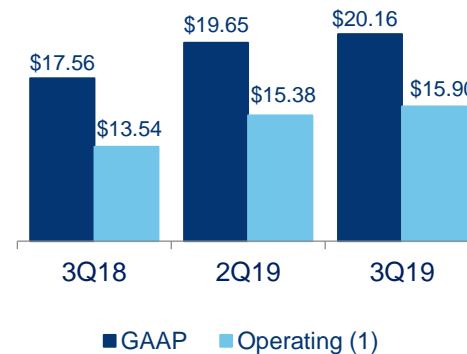
Earnings Per Share



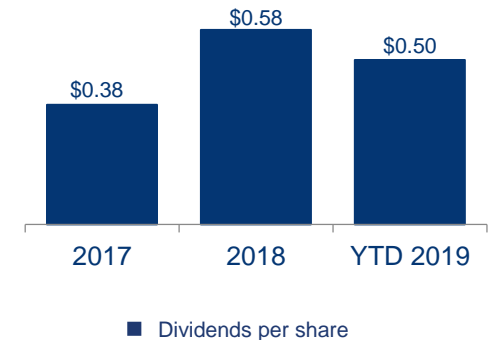
Return on Assets



Book Value Per Share



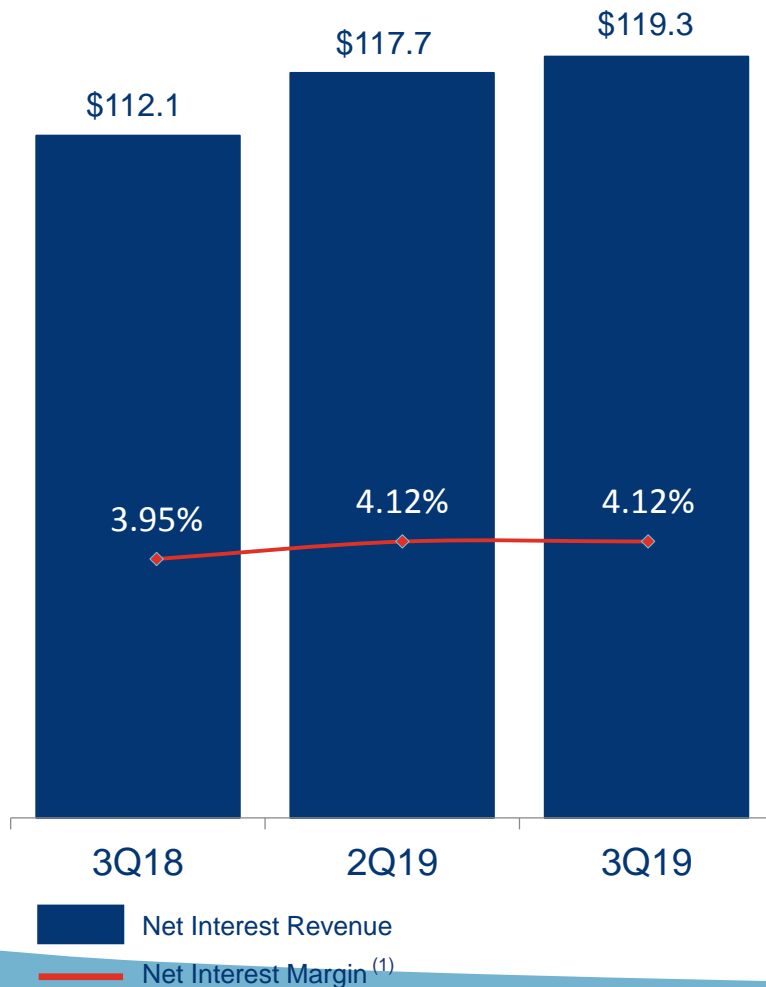
Dividends Per Share



(1) See non-GAAP reconciliation table slides at the end of the exhibits for a reconciliation of operating performance measures to GAAP performance

Net Interest Revenue / Margin⁽¹⁾

\$ in millions

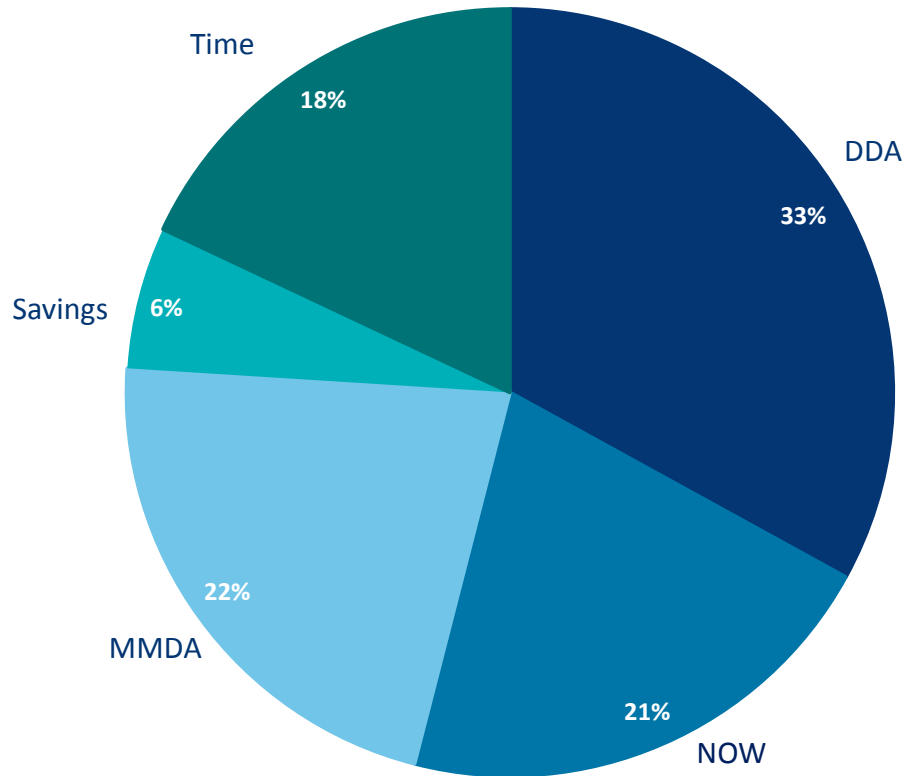


- Net interest revenue increased \$1.6 mm (1%) vs. 2Q19 and \$7.2 mm (6%) vs. 3Q18
- Net interest margin flat quarter-over-quarter and up 17 bps YoY
 - Benefited from organic loan growth, strong low cost deposit growth and a continued shift towards loans from securities
 - Accretable yield contributed \$4.2 mm or 15 bps to 3Q19 NIM vs. 12 bps in 2Q19, which partially offset the impact of rate cuts

(1) Net interest margin is calculated on a fully-taxable equivalent basis

Valuable Deposit Mix

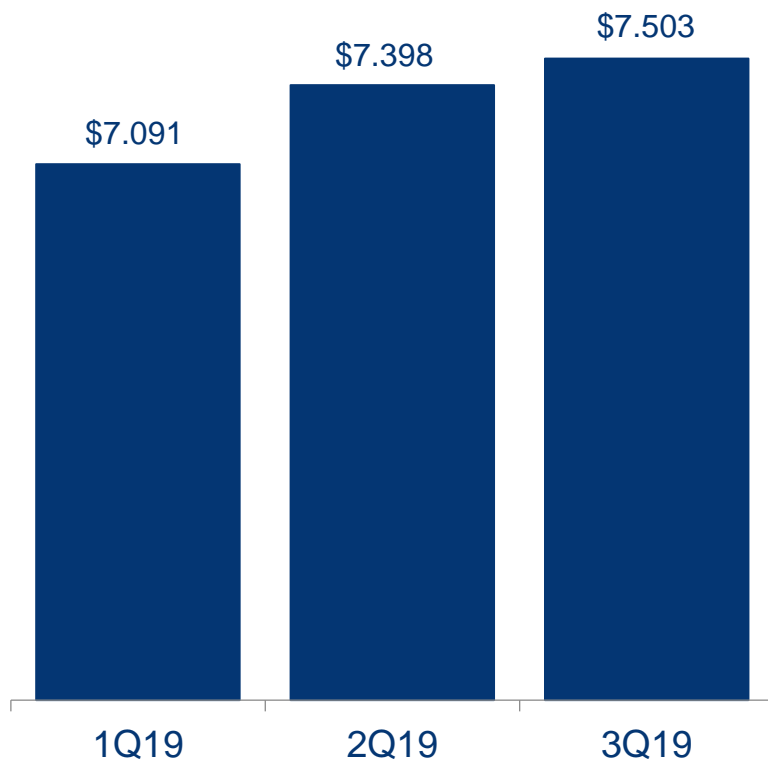
3Q19 Total Deposits \$10.8 billion



- 33% of deposits are Demand Deposits
- UCBI cost of deposits down 2 bps to 0.63% in 3Q19
- UCBI cost of deposits significantly lower than KRX peer levels (0.65% in 2Q19 vs. KRX peers at 0.86%)

Strong Core Transaction Deposit Growth

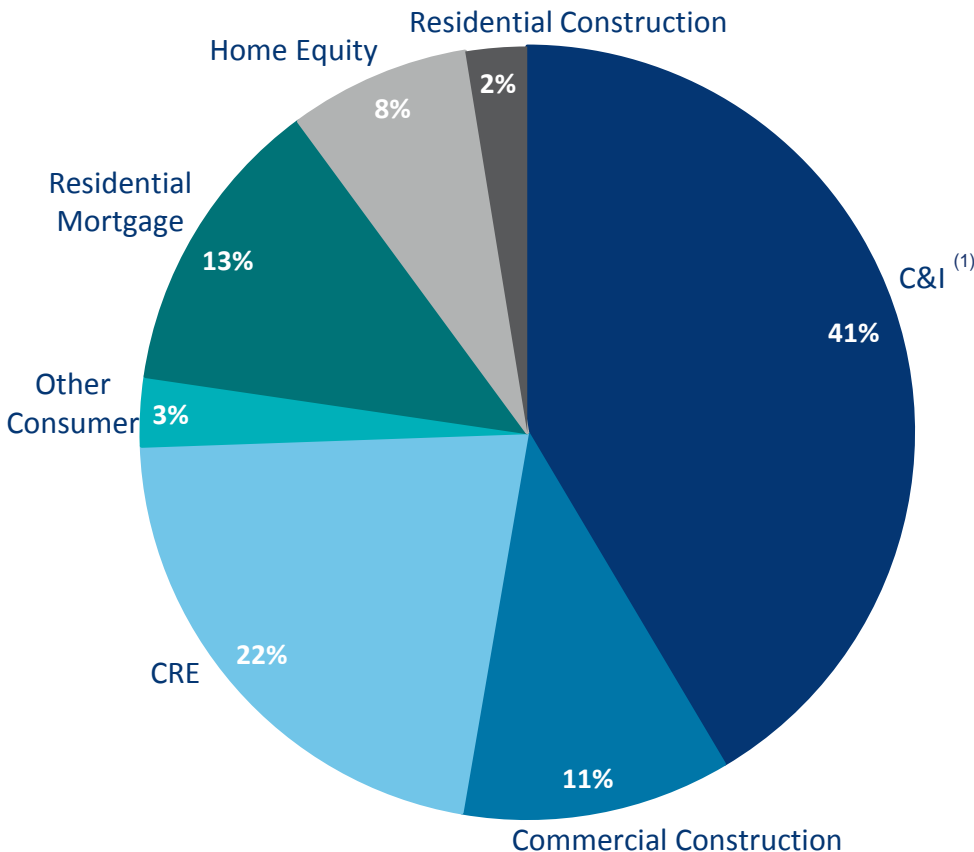
\$ in billions



- EOP transaction accounts increased \$105 mm in 3Q19 to \$7.5 bn and increased \$547 mm YTD
- Money market deposits up \$79 mm from 2Q19, which drove the majority of 3Q19 core transaction growth
- Transaction accounts increased 10% annualized YTD
- First Madison closed on May 1st and added \$138 mm in core transaction deposits in 2Q19

Loans

3Q19 Total Loans \$8.9 billion

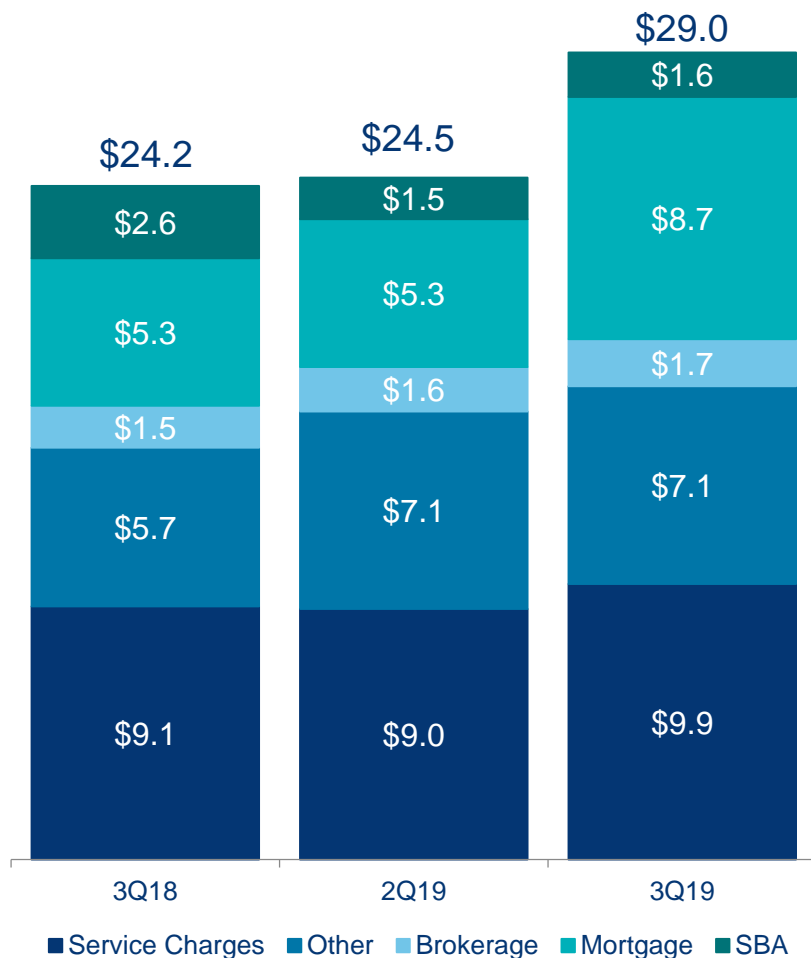


- Annualized linked-quarter loan growth was \$65 mm, or 3%
- Excluding the impact of planned indirect auto runoff and the addition of First Madison, YTD loan growth was 7% annualized
- Diversified portfolio, weighted towards C&I
- Well within regulatory guidance on construction and CRE levels
 - The 100%/300% ratios stand at 87% and 211% of Tier 1 risk-based capital, respectively

(1) C&I includes commercial and industrial loans, owner-occupied CRE loans and equipment finance loans

Noninterest Income

\$ in millions



Linked Quarter

➤ Fees up \$4.5 mm

- Mortgage fees up \$3.3 mm driven mainly by record production (\$508 mm in 3Q19 rate locks vs. \$390 mm in 2Q19)
- SBA fees up \$0.17 mm from 2Q19 to \$1.6 mm from 2Q19

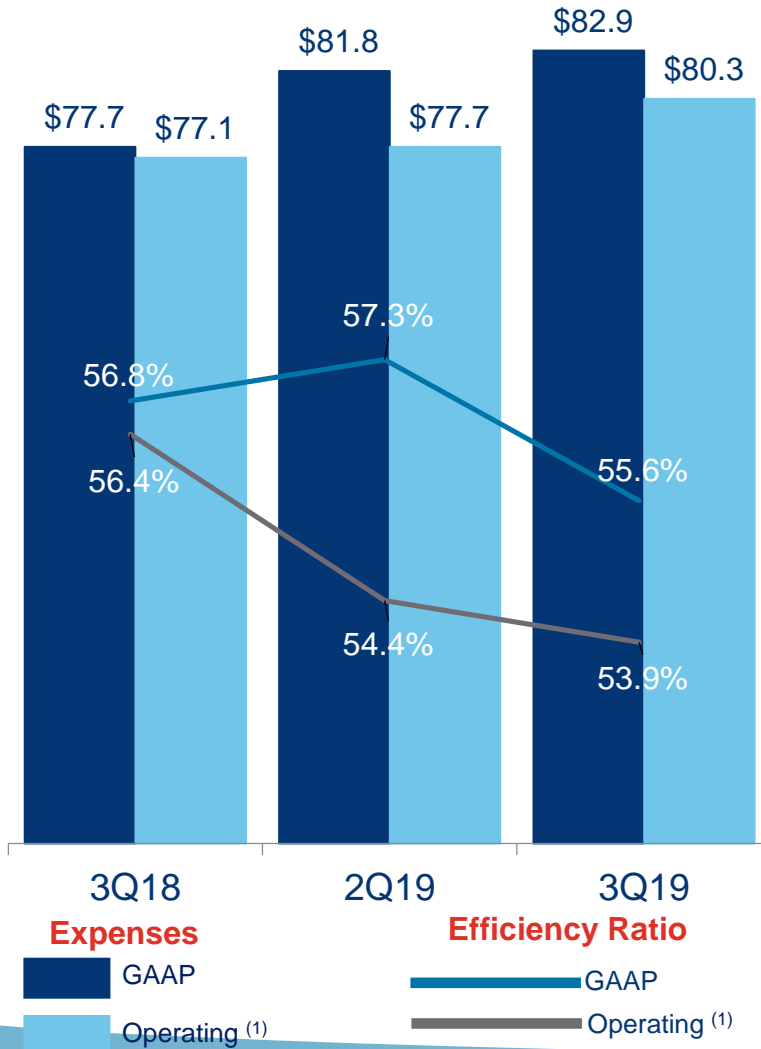
Year-over-Year

➤ Fees up \$4.9 mm

- Rate locks up 71% compared to last year (\$508 mm in 3Q19 vs. \$298 mm in 3Q18)
- 3Q19 SBA loan sales of \$21.0 mm, down 42% from \$36.0 mm in 3Q18 due to strategic change to hold more production

Expense Discipline

\$ in millions



Linked Quarter

- GAAP and operating expenses increased 1% and 3%, respectively
 - Revenue driven brokerage and mortgage commissions drove the majority of the increase in salary and benefits expense compared to last quarter
 - First Madison operating expenses added \$1.1 mm in 3Q19
 - Operating efficiency ratio improved 52 bps to 53.9%

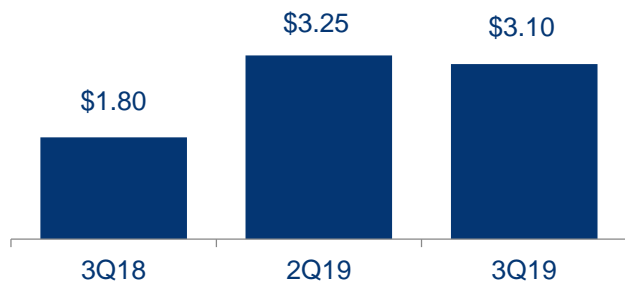
Year-over-Year

- Market expansions and acquisitions drove GAAP and operating expenses higher by 7% and 4%, respectively
 - Continued cost control efforts help drive operating efficiency ratio improvement of 249 bps

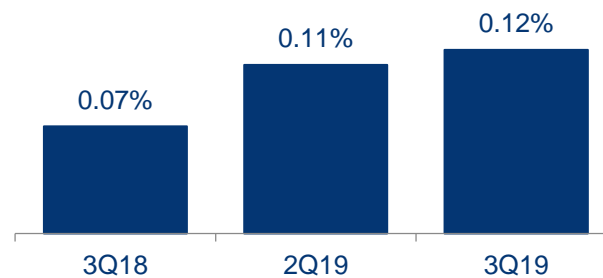
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Credit Quality

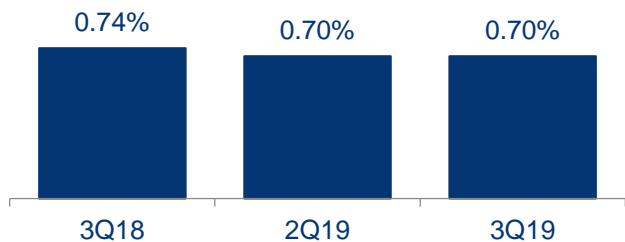
Provision for Credit Losses
\$ in millions



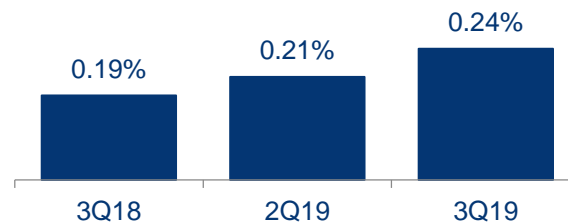
Net Charge-Offs as %
of Average Loans



Allowance for Loan Losses



Non-Performing Assets as %
of Total Assets



Capital Ratios

Holding Company	3Q18		2Q19		3Q19	
Common Equity Tier 1 Capital	12.0	%	12.1	%	12.4	%
Tier 1 Risk-Based Capital	12.3		12.4		12.7	
Total Risk-Based Capital	14.2		14.2		14.5	
Leverage	9.5		10.0		10.2	
Tangible Common Equity to Tangible Assets	8.9		9.9		10.2	

- All regulatory capital ratios significantly above “well-capitalized”
- Quarterly dividend of \$0.17 per share (up 13% YoY)
- Repurchased a total of 195,443 shares outstanding in 3Q19 at an average price of \$26.51 for a total of \$5.2 mm; \$37 mm remaining on current share repurchase authorization

Key Strengths

- Culture and business model that attracts both bankers and potential acquisition partners
- Positioned well in many of the South's fastest-growing markets
- Superior customer service helps drive strong core deposit growth
- Well-developed credit model that drives consistent performance through cycles
- Liquid balance sheet and strong capital offer flexibility in changing rate environments

3Q INVESTOR PRESENTATION

Exhibits



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Who We Are

Full-Service Regional Bank with a Strong Culture Rooted in Sound Credit Underwriting & Growth

Cultural Pillars

High-Quality Balance Sheet

- Underwriting conservatism and portfolio diversification
- Top quartile credit quality performance
- Prudent capital, liquidity and interest-rate risk management
- Focused on improving return to shareholders with increasing ROTCE and dividend growth

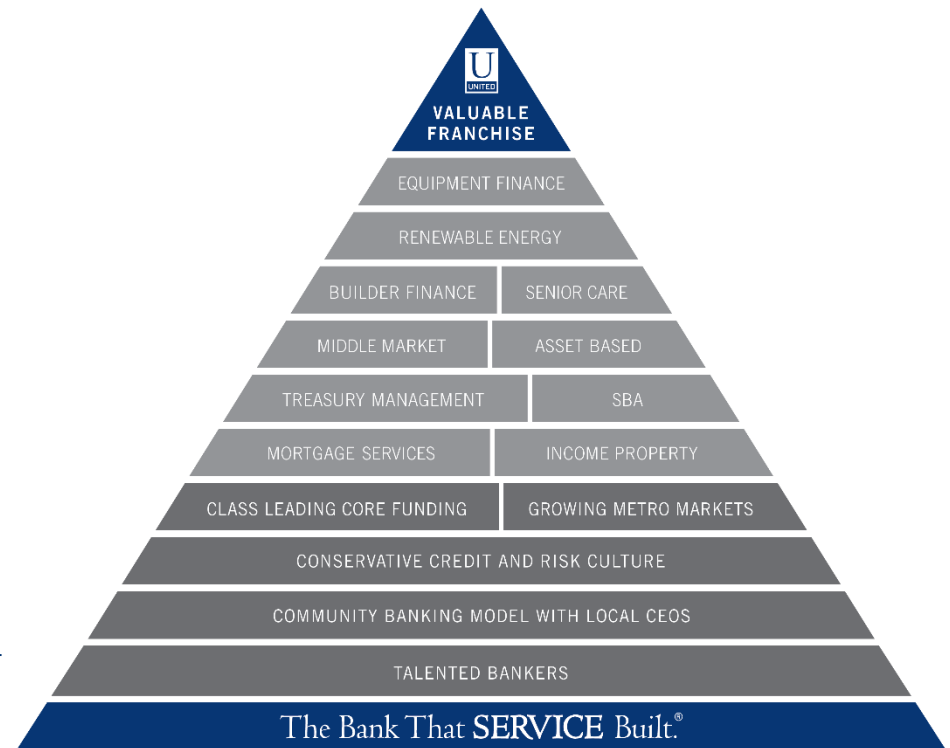
Profitability

- Managing a steady margin with minimal accretion income
- Fee revenue expansion through focused growth initiatives
- Continued operating expense discipline while investing in growth opportunities
- Executing on M&A cost savings
- High-quality, low-cost core deposit base

Growth

- Addition of Commercial Banking Solutions platforms (middle-market banking, SBA lending, senior care, income-property lending, asset-based lending, builder finance, renewable energy, equipment finance) and actively pursuing additional lending platforms
- Entered into and continue to target new markets with team lift-outs
- Continuous emphasis on and enhancement of Mortgage product offerings to drive loan and revenue growth
- Acquisitions that fit our footprint and culture and deliver desired financial returns

Customer Service Is at Our Foundation



AWARDS & RECOGNITION

ACCOLADES

NAMED ONE OF
**AMERICA'S BEST
PERFORMING BANKS**
- FORBES MAGAZINE

ONE OF THE BEST BANKS
IN THE WORLD
- FORBES MAGAZINE

TOP-RANKING
IN OVERALL SATISFACTION IN THE SOUTH
- GREENWICH ASSOCIATES

BEST IN CLASS
IN CUSTOMER SATISFACTION
- CUSTOMER SERVICE PROFILES

**ONE OF AMERICA'S BEST
BANKS TO WORK FOR**
- AMERICAN BANKER

ONE OF ATLANTA AND
SOUTH CAROLINA'S
TOP WORKPLACES
- WORKPLACE DYNAMICS



Who We Are

Focused on High-Growth MSAs in Southeast

Fastest Growing Southeast MSAs ⁽¹⁾	2019-2024 Projected Population Growth	2019 Population	2024 Projected Median Household Income
1. Myrtle Beach, SC	9.66%	485,770	\$55,203
2. Cape Coral, FL	8.46%	757,170	\$62,988
3. Orlando, FL	8.13%	2,589,416	\$65,275
4. Charleston, SC	8.11%	799,117	\$70,920
5. Raleigh, NC	8.02%	1,366,959	\$85,734
6. Naples, FL	7.86%	381,728	\$73,715
7. Lakeland, FL	7.55%	705,037	\$54,996
8. North Port, FL	7.53%	825,378	\$66,059
9. Charlotte, NC	7.29%	2,591,118	\$73,487
10. Jacksonville, FL	6.92%	1,549,094	\$67,247
17. Atlanta, GA	6.52%	6,017,552	\$77,092
19. Greenville, SC	6.18%	912,621	\$62,654
20. Savannah, GA	6.15%	395,004	\$68,589
23. Spartanburg, SC	5.93%	340,535	\$55,507

 UCBI MSA Presence (Branch and or LPO)

Source: S&P Global Market Intelligence

(1) Includes MSAs with a population of greater than 300,000

(2) Weighted by State deposits

Strong Demographic Profile ⁽²⁾

'19 – '24 Projected Population Growth



'19 – '24 Projected Household Income Growth

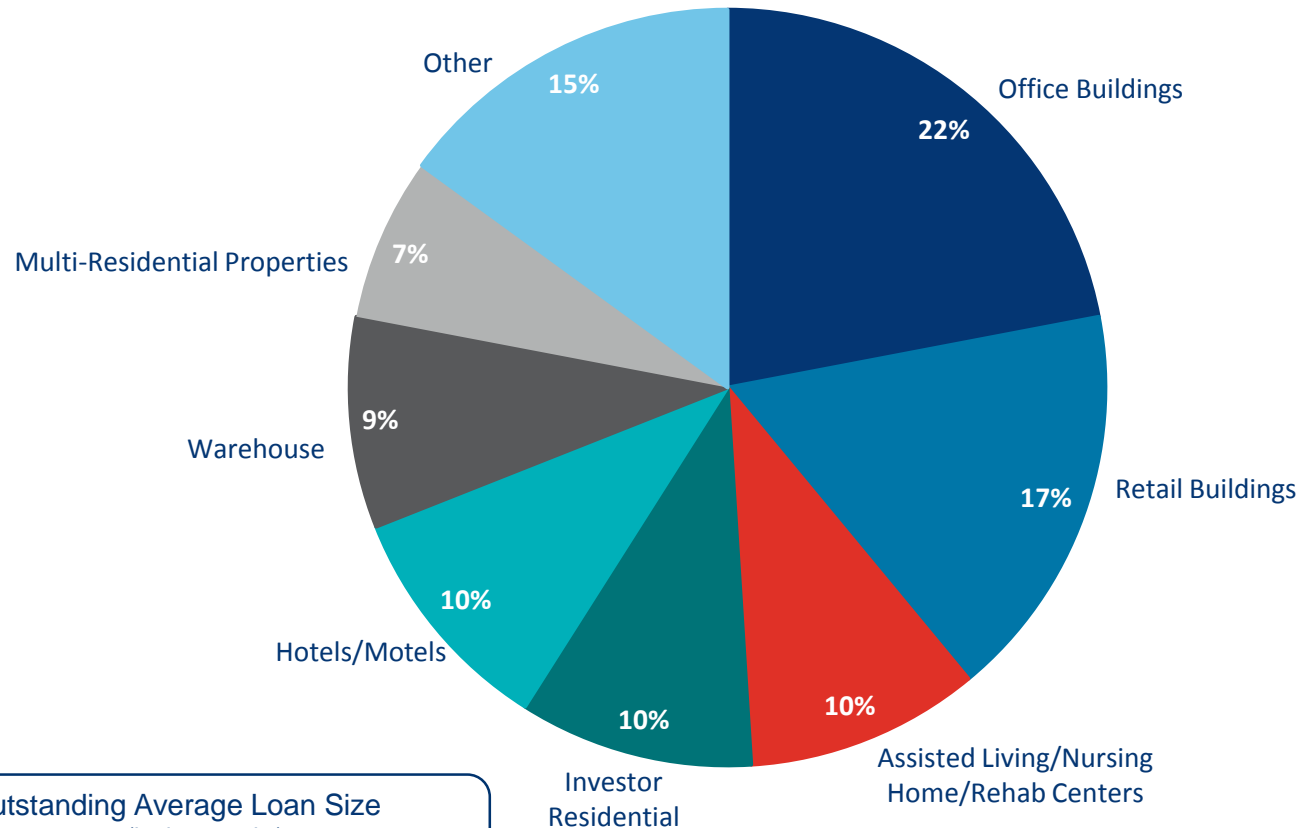


Median Household Income



Commercial RE Diversification – 9/30/2019

Commercial Real Estate - Income Producing % Outstanding
Total Outstanding \$1.9 billion



Outstanding Average Loan Size (in thousands)



➤ Commercial Construction	\$466
➤ Commercial RE:	
➤ Composite CRE	452
➤ Owner-Occupied	370
➤ Income-Producing	562

Strong Credit Culture

1. Process Change

- In 2014, centralized and streamlined consumer underwriting and related functions
- Significantly strengthened commercial process for approvals and monitoring

2. Add Significant Talent

- CEO with deep knowledge and experience in credit
- 2015 Rob Edwards brought in to lead team (BB&T, TD Bank)
- Senior credit risk team now has large bank credit risk experience

**BUILT TO
OUTPERFORM
IN THE NEXT
CYCLE**

5. Concentration Management: Product

- Construction & CRE ratio as a percentage of Tier 1 RBC = 87%/211%
- C&D > 30% in cycle, now 15.1%
- Land in C&D \$246 mm
- Navitas 8.2% of loans
- Granular product concentration limits

3. Concentration Management: Size

- In house project lending limit of \$20 mm, legal lending limit of \$366 mm
- Relationship limit of \$35 mm
- \$125 mm of SNC's outstanding, \$207 mm committed
- Top 25 relationships = \$632 mm, 7.1 % of total loans

4. Concentration Management: Geography

- Four state franchise with mix of metro and rural markets

Non-GAAP Reconciliation Tables

\$ in thousands, except per share data

	3Q18 (1)	4Q18 (1)	1Q19 (1)	2Q19 (1)	3Q19 (1)
Diluted Earnings per share					
Diluted earnings per share - GAAP	\$ 0.54	\$ 0.56	\$ 0.55	\$ 0.55	\$ 0.60
Merger-related and other charges	0.01	0.01	0.01	0.04	0.03
Diluted earnings per share - Operating	<u>0.55</u>	<u>0.57</u>	<u>0.56</u>	<u>0.59</u>	<u>0.63</u>
Return on Assets					
Return on assets - GAAP	1.41 %	1.43 %	1.44 %	1.40 %	1.51 %
Merger-related and other charges	0.01	0.02	0.01	0.10	0.07
Return on assets - Operating	<u>1.42 %</u>	<u>1.45 %</u>	<u>1.45 %</u>	<u>1.50 %</u>	<u>1.58 %</u>
Book Value per share					
Book Value per share - GAAP	\$ 17.56	\$ 18.24	\$ 18.93	\$ 19.65	\$ 20.16
Effect of goodwill and other intangibles	(4.02)	(4.00)	(4.00)	(4.27)	(4.26)
Tangible book value per share	<u>\$ 13.54</u>	<u>\$ 14.24</u>	<u>\$ 14.93</u>	<u>\$ 15.38</u>	<u>\$ 15.90</u>

(1) Merger-related and other charges for 3Q19, 2Q19, 1Q19, 4Q18, 3Q18, 2Q18 and 1Q18 include \$64 thousand, \$193 thousand, \$193 thousand, \$269 thousand, \$478 thousand, \$593 thousand and \$593 thousand, respectively, of intangible amortization resulting from payments made to executives under their change of control agreements. The resulting intangible assets are being amortized over 12 to 24 months.

Non-GAAP Reconciliation Tables

\$ in thousands, except per share data

	3Q18		4Q18		1Q19		2Q19		3Q19	
	(1)		(1)		(1)		(1)		(1)	
Return on Tangible Common Equity										
Return on common equity - GAAP	11.96	%	12.08	%	11.85	%	11.45	%	12.16	%
Effect of merger-related and other charges	0.13		0.17		0.15		0.82		0.51	
Return on common equity - Operating	12.09		12.25		12.00		12.27		12.67	
Effect of goodwill and intangibles	3.72		3.63		3.46		3.61		3.71	
Return on tangible common equity - Operating	15.81	%	15.88	%	15.46	%	15.88	%	16.38	%
Expenses										
Expenses - GAAP	\$ 77,718		\$ 78,242		\$ 76,084		\$ 81,813		\$ 82,924	
Merger-related and other charges	(592)		(1,234)		(739)		(4,087)		(2,605)	
Expenses - Operating	\$ 77,126		\$ 77,008		\$ 75,345		\$ 77,726		\$ 80,319	
Efficiency Ratio										
Efficiency Ratio - GAAP	56.82	%	56.73	%	55.32	%	57.28	%	55.64	%
Merger-related and other charges	(0.43)		(0.90)		(0.54)		(2.86)		(1.74)	
Efficiency Ratio - Operating	56.39	%	55.83	%	54.78	%	54.42	%	53.90	%
Tangible common equity to tangible assets										
Common Equity to assets ratio - GAAP	11.30	%	11.59	%	12.06	%	12.26	%	12.53	%
Effect of goodwill and intangibles	(2.35)		(2.30)		(2.30)		(2.40)		(2.37)	
Tangible common equity to tangible assets ratio	8.95	%	9.29	%	9.76	%	9.86	%	10.16	%

(1) Merger-related and other charges for 3Q19, 2Q19, 1Q19, 4Q18, 3Q18, 2Q18 and 1Q18 include \$64 thousand, \$193 thousand, \$193 thousand, \$269 thousand, \$478 thousand, \$593 thousand and \$593 thousand, respectively, of intangible amortization resulting from payments made to executives under their change of control agreements. The resulting intangible assets are being amortized over 12 to 24 months.