Community Bank.

## United Community Banks, Inc. Reports Earnings of \$11.5 Million for First Quarter 2012

BLAIRSVILLE, GA -- (Marketwire) -- 04/26/12 -- United Community Banks, Inc. (NASDAQ: UCBI)

- Net income of $\$ 11.5$ million, or 15 cents per share
- Pre-tax, pre-credit earnings, excluding one-time items, highest since fourth quarter 2009
- Loan growth continues, up $\$ 18$ million from fourth quarter, or 2 percent annualized
- Core transaction deposits up $\$ 151$ million from fourth quarter, or 21 percent annualized
- Capital ratios strengthen

United Community Banks, Inc. (NASDAQ: UCBI) today reported net income of $\$ 11.5$ million, or 15 cents per share, for the first quarter of 2012. The positive results reflect strong core transaction deposit growth, modest loan growth, a fee revenue increase and lower operating expenses compared with the fourth quarter of 2011.
"Momentum continues to build in restoring and improving our financial performance," said Jimmy Tallent, president and chief executive officer. "With credit problems now at a manageable level, we have increased our focus on improving core pre-tax, pre-credit earnings through revenue growth and higher efficiency. The results are encouraging: Core pre-tax, pre-credit earnings, excluding one-time items, were at their highest level since the fourth quarter of 2009."

Total loans were $\$ 4.13$ billion at quarter-end, up $\$ 18$ million from the fourth quarter and down $\$ 66$ million from a year earlier. "In the fourth quarter we reversed the trend of declining loan balances, and in the first quarter we achieved modest loan growth," stated Tallent. "We are prudently growing our portfolio by focusing on full-service relationships with small-to-medium sized businesses. During the first quarter we added $\$ 169$ million in new loan commitments of which $\$ 131$ million were funded by quarter-end. The majority were commercial loans."

The first quarter provision for loan losses was $\$ 15$ million, down from $\$ 190$ million a year ago and up slightly from $\$ 14$ million in the fourth quarter of 2011. The first quarter 2011 provision was elevated due to execution of United's problem asset disposition plan following the successful raising of $\$ 380$ million in capital.

First quarter net charge-offs were $\$ 15.9$ million, compared to $\$ 232$ million in the first quarter of 2011 and $\$ 45.6$ million in the fourth quarter. A bulk loan sale, part of the problem asset disposition plan, elevated net charge-offs in the 2011 first quarter. Fourth quarter 2011 net charge-offs included $\$ 25$ million related to United's largest loan relationship.

Nonperforming assets of $\$ 161.6$ million reflected a $\$ 1.3$ million increase from the fourth quarter of 2011, and a $\$ 23.4$ million increase from the first quarter of 2011. Said Tallent, "Nonperforming asset levels are impacted significantly by the inflow of new nonperforming loans and our ability to liquidate foreclosed properties. While the inflow of new nonperforming loans fell from $\$ 46$ million in the fourth quarter to $\$ 32$ million in the first quarter, nonperforming assets did not decline due to slow foreclosed property sales, which is typical in the winter months. We expect our overall credit trends to improve during 2012, although not necessarily on a straight line."

Taxable equivalent net interest revenue of $\$ 58.9$ million reflected a slight decline from the fourth quarter of 2011, and an increase of $\$ 2.5$ million from the first quarter of 2011 due to the $\$ 2$ million reversal of accrued interest last year on performing loans included in the bulk loan sale. The net interest margin was 3.53 percent for the first quarter of 2012 , up 23 basis points from a year ago and two basis points from the fourth quarter of 2011.
"Growing quality loan and deposit relationships is a key focus in 2012," Tallent commented. "The weak economy has created a highly competitive environment for good, quality loans; yet, our momentum continues to build as the seasoned relationship managers we have added in key markets attract new business. Our success attracting core transaction deposits also has continued, with balances increasing $\$ 151$ million during the first quarter. That is 21 percent growth on an annualized basis."

Fee revenue was $\$ 15.4$ million in the first quarter of 2012, compared to $\$ 12.7$ million in the fourth quarter and $\$ 11.8$ million a year ago. Service charges and fees were $\$ 7.8$ million, up $\$ 535,000$ from the fourth quarter and $\$ 1.1$ million from a year ago. The increase in service charges and fees from both periods reflects new charges on deposit accounts that became effective in the first quarter of 2012, and higher debit card revenue. Combined, these revenue increases more than offset lower overdraft fees.

Mortgage fee revenue increased $\$ 274,000$ from the fourth quarter, and $\$ 605,000$ from a year ago, to $\$ 2.1$ million. The
comparisons to prior periods are influenced significantly by the interest rate environment and refinancing activities. Mortgage loans closed totaled $\$ 81.7$ million in the first quarter of 2012 compared with $\$ 78.8$ million and $\$ 74.5$ million, respectively, in the fourth and first quarters of 2011. Other fee revenue of $\$ 4.6$ million reflected a $\$ 1.8$ million increase from the fourth quarter, and a $\$ 1.7$ million increase from the first quarter of 2011 . The increase from both prior periods was primarily due to the recognition of $\$ 1.1$ million in interest received for 2008's federal tax refund.

Excluding foreclosed property costs, first quarter 2012 operating expenses were $\$ 43.1$ million compared to $\$ 41.8$ million for the fourth quarter of 2011. Operating expenses increased $\$ 1.3$ million on a linked-quarter basis due to a reclassification of expenses reflected in the fourth quarter of 2011 that transferred $\$ 2.2$ million of salary and employee benefit costs to other comprehensive income for unamortized prior service costs and actuarial losses related to United's modified retirement plan. Excluding this one-time adjustment, the first quarter's total operating expenses were down $\$ 900,000$ from the fourth quarter, primarily due to lower staff costs. First quarter operating expenses decreased by $\$ 7.2$ million in the first quarter compared to the same period a year ago, primarily due to $\$ 2.9$ million in higher FDIC premium assessments in the first quarter of 2011, and costs incurred during that period related to the problem asset disposition plan: $\$ 1.0$ million in professional fees and $\$ 2.6$ million in property taxes paid on assets sold.

Foreclosed property costs for the first quarter of 2012 were $\$ 3.8$ million, compared to $\$ 9.3$ million in the fourth quarter of 2011 and $\$ 64.9$ million in the first quarter a year ago. First quarter 2012 costs included $\$ 1.6$ million for maintenance and $\$ 2.2$ million in net losses and write-downs. For the fourth quarter of 2011, foreclosed property costs included $\$ 2.4$ million in maintenance and $\$ 6.9$ million in net losses and write-downs. First quarter 2011 costs included $\$ 4.3$ million in maintenance and $\$ 60.6$ million in net write-downs and losses, mostly related to the problem asset disposition plan.

As of March 31, 2012, capital ratios were as follows: Tier 1 Risk-Based of 13.7 percent; Tier 1 Leverage of 8.9 percent; and Total Risk-Based of 15.4 percent. The Tier 1 Common Risk-Based ratio was 8.3 and the Tangible Equity-to-Assets ratio was 8.1 percent.
"We are on the path to recovery as indicated by three profitable quarters out of the past four," stated Tallent. "The economy is still weak and work remains to resolve credit problems, though we believe far more of that work is behind us. Looking forward, we expect continued profitability and improved financial performance from revenue enhancements and expense reductions."

## Conference Call

United will hold a conference call today, Thursday, April 26, 2012, 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 69716155. The conference call also will be webcast and can be accessed by selecting 'Calendar of Events' within the Investor Relations section of the United's website at www.ucbi.com.

About United Community Banks, Inc.
Headquartered in Blairsville, United Community Banks, Inc. is the third-largest bank holding company in Georgia. United has assets of $\$ 7.2$ billion and operates 27 community banks with 106 banking offices throughout north Georgia, the Atlanta region, coastal Georgia, western North Carolina and east Tennessee. United specializes in providing personalized community banking services to individuals and small to mid-size businesses and also offers the convenience of 24 -hour access through a network of ATMs, telephone and on-line banking. United's common stock is listed on the Nasdaq Global Select Market under the symbol UCBI. Additional information may be found at United's web site at www.ucbi.com.

## Safe Harbor

This news release contains forward-looking statements, as defined by federal securities laws, including statements about United's financial outlook and business environment. These statements are based on current expectations and are provided to assist in the understanding of future financial performance. Such performance involves risks and uncertainties that may cause actual results to differ materially from those expressed or implied in any such statements. For a discussion of some of the risks and other factors that may cause such forward-looking statements to differ materially from actual results, please refer to United's filings with the Securities and Exchange Commission including its 2011 Annual Report on Form 10-K under the section entitled "Forward-Looking Statements" and "Risk Factors." Forward-looking statements speak only as of the date they are made, and we undertake no obligation to update or revise forward-looking statements.

Financial Highlights
Selected Financial Information

2012 _-_-_-_-_-
(in thousands, except

## per share

First
data; taxable
equivalent)

INCOME SUMMARY

| Interest revenue | \$ | 70,221 | \$ | 71,905 | \$ | 74,543 | \$ | 76,931 | \$ | 75,965 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest expense |  | 11,357 |  | 12,855 |  | 15,262 |  | 17,985 |  | 19,573 |
| Net interest |  |  |  |  |  |  |  |  |  |  |
| revenue |  | 58,864 |  | 59,050 |  | 59,281 |  | 58,946 |  | 56,392 |
| Provision for loan |  |  |  |  |  |  |  |  |  |  |
| losses |  | 15,000 |  | 14,000 |  | 36,000 |  | 11,000 |  | 190,000 |
| Fee revenue |  | 15,379 |  | 12,667 |  | 11,498 |  | 13,905 |  | 11,838 |
| Total revenue |  | 59,243 |  | 57,717 |  | 34,779 |  | 61,851 |  | $(121,770)$ |
| Operating expenses |  | 46,955 |  | 51,080 |  | 46,520 |  | 48,728 |  | 115,271 |
| Income (loss) |  |  |  |  |  |  |  |  |  |  |
| before income |  |  |  |  |  |  |  |  |  |  |
| taxes |  | 12,288 |  | 6,637 |  | $(11,741)$ |  | 13,123 |  | $(237,041)$ |
| Income tax expense |  |  |  |  |  |  |  |  |  |  |
| (benefit) |  | 760 |  | $(3,264)$ |  | (402) |  | 1,095 |  | 295 |
| Net income (loss) |  | 11,528 |  | 9,901 |  | $(11,339)$ |  | 12,028 |  | $(237,336)$ |

and discount
accretion

3,030
3,025
3,019
3,016
2,778


Net income (loss)
available to common

| shareholders |  |
| ---: | :--- |
| $==========$ | 8,498 |$\$ 6,876 \$(14,358) \$ 9,012 \$(240,114)$

PERFORMANCE MEASURES

Per common share:
Diluted income (loss) \$ .15 \$ .12 \$ (.25) \$ 16 \$ (13.00)

Book value
Tangible book
6.54
6.47
6.61
6.94
1.69

Key performance ratios:

Return on equity
(1) (3)
$8.78 \%$
$7.40 \%$
$(15.06) \%$
$42.60 \% \quad(526.54) \%$

Return on assets
(3)
.66
.56
(.64)
.66
(13.04)

Net interest

| margin (3) | 3.53 | 3.51 | 3.55 | 3.41 | 3.30 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Efficiency ratio | 63.31 | 71.23 | 65.73 | 66.88 | 169.08 |
| Equity to assets | 8.19 | 8.28 | 8.55 | 8.06 | 6.15 |
| Tangible equity |  |  |  |  |  |
| to assets (2) | 8.08 | 8.16 | 8.42 | 7.93 | 6.01 |

Tangible common equity to assets
(2)
5.33
5.38
5.65
1.37
2.70

Tangible common equity to riskweighted assets
(2)
8.21
8.25
8.52
8.69
.75

ASSET QUALITY *
Non-performing
loans $\$ 129,704$ \$ 127,479 \$ 144,484 \$ 71,065 $\$ 83,769$

Foreclosed properties

$$
31,887
$$

32,859 44,263
47,584
54,378


Total non-
performing
assets (NPAs)
161,591 160,338
188,747
118,649
138,147

Allowance for loan losses 113,601 114,468 146,092 127,638 133,121

Net charge-offs
15,867 45,624 17,546 16,483 231,574

Allowance for loan $\begin{array}{llllll}\text { losses to loans } 2.75 \% & 2.79 \% & 3.55 \% & 3.07 \% & 3.17 \%\end{array}$

Net charge-offs to $\begin{array}{lllllll}\text { average loans (3) } & 1.55 & 4.39 & 1.68 & 1.58 & 20.71\end{array}$

NPAs to loans and
foreclosed

| properties | 3.88 | 3.87 | 4.54 | 2.82 | 3.25 |
| :--- | :--- | :--- | :--- | :--- | :--- |

NPAs to total
assets
2.25
2.30
2.74
1.66
1.79

AVERAGE BALANCES (\$ in
millions)
Loans $\quad \$ \quad 4,168$ \$ 4,175 \$ 4,194 \$ 4,266 \$ 4,599

Investment

| securities | 2,153 | 2,141 | 2,150 | 2,074 | 1,625 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Earning assets | 6,700 | 6,688 | 6,630 | 6,924 | 6,902 |
| Total assets | 7,045 | 7,019 | 7,000 | 7,363 | 7,379 |
| Deposits | 6,028 | 6,115 | 6,061 | 6,372 | 6,560 |
| Shareholders' |  |  |  |  |  |
| equity | 577 | 581 | 598 | 594 | 454 |
| Common shares - |  |  |  |  |  |
| basic (thousands) | 57,764 | 57,646 | 57,599 | 25,427 | 18,466 |
| Common shares - |  |  |  |  |  |
| diluted |  |  |  |  |  |
| (thousands) | 57,764 | 57,646 | 57,599 | 57,543 | 18,466 |

AT PERIOD END (\$ in
millions)
Loans * \$ 4,128 \$ 4,110 \$ 4,110 \$ 4,163 \$ 4,194

Investment

| securities | 2,202 | 2,120 | 2,123 | 2,188 | 1,884 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Total assets | 7,174 | 6,983 | 6,894 | 7,152 | 7,709 |
| Deposits | 6,001 | 6,098 | 6,005 | 6,183 | 6,598 |

Shareholders'
equity

Common shares outstanding (thousands)

57, 603
57,561
57,510
57,469
20,903
(1) 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). (2) Excludes effect of acquisition related intangibles and associated amortization. (3)

Annualized.

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

UNITED COMMUNITY BANKS, INC.

Financial Highlights
Selected Financial Information
(in thousands, except per share
data; taxable equivalent)

INCOME SUMMARY
Interest revenue

Interest expense
\$
70,221
\$ 75,965
11,357
19,573

Net interest revenue

Provision for loan losses
Fee revenue

Total revenue

Operating expenses

Income (loss) before income taxes
Income tax expense (benefit)

Net income (loss)
Preferred dividends and discount accretion

3,030
2,778

12,288
760
-_-----------

11,528
$(237,336)$

Net income (loss) available to common
shareholders $\$ 8,498$ \$ $(240,114)$

PERFORMANCE MEASURES

| Per common share: |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: |
| Diluted income (loss) | $\$$ | .15 | \$ | $(13.00)$ |
| Book value | 6.68 | 2.20 | 204 |  |
| Tangible book value (2) | 6.54 | 1.69 | 287 |  |

Key performance ratios:

| Return on equity (1) (3) | $8.78 \%$ | $(526.54) \%$ |
| :--- | :---: | :---: |
| Return on assets (3) | .66 | $(13.04)$ |
| Net interest margin (3) | 3.53 | 3.30 |
| Efficiency ratio | 63.31 | 169.08 |
| Equity to assets | 8.19 | 6.15 |
| Tangible equity to assets (2) | 8.08 | 6.01 |
| Tangible common equity to assets |  |  |

(2)
5.33
2.70

Tangible common equity to riskweighted assets (2) 8.21 . 75

ASSET QUALITY *

| Non-performing loans | \$ | 129,704 | $\$$ |
| :--- | ---: | ---: | ---: |
| Foreclosed properties | 31,887 | 54,378 |  |
| Total non-performing assets (NPAs) | 161,591 | 138,147 |  |
| Allowance for loan losses | 113,601 | 133,121 |  |
| Net charge-offs | 15,867 | 231,574 |  |
| Allowance for loan losses to loans | $2.75 \%$ | $3.17 \%$ |  |


| Net charge-offs to average loans (3) | 1.55 | 20.71 |
| :--- | :--- | :--- |
| NPAs to loans and foreclosed |  |  |
| properties | 3.88 | 3.25 |
| NPAs to total assets | 2.25 | 1.79 |

AVERAGE BALANCES (\$ in millions)

| Loans | \$ | 4,168 | $\$$ |
| :--- | :---: | :---: | :---: |
| Investment securities | 4,599 | (9) |  |
| Earning assets | 2,153 | 1,625 | 32 |
| Total assets | 6,700 | 6,902 | (3) |
| Deposits | 7,045 | 7,379 | (5) |
| Shareholders' equity | 6,028 | 6,560 | 27 |
| Common shares - basic (thousands) | 577 | 18,466 |  |
| Common shares - diluted (thousands) | 57,764 | 18,466 |  |

AT PERIOD END (\$ in millions)

| Loans * | \$ | 4,128 | $\$$ |
| :--- | :---: | :---: | :---: |
| Investment securities | 4,194 | (2) |  |
| Total assets | 2,202 | 1,884 | 17 |
| Deposits | 7,174 | 7,709 | (7) |
| Shareholders' equity | 6,001 | 6,598 | (1) |
| Common shares outstanding | 580 | 586 |  |
| (thousands) |  |  |  |

(1) 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). (2) Excludes effect of acquisition related intangibles and associated amortization. (3) Annualized.

[^0]UNITED COMMUNITY BANKS, INC.
Non-GAAP Performance Measures Reconciliation
Selected Financial Information

|  | 2012 | 2011 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (in thousands, except |  |  |  |  |  |
| per share | First | Fourth | Third | Second | First |
| data; taxable |  |  |  |  |  |
| equivalent) | Quarter | Quarter | Quarter | Quarter | Quarter |

Interest revenue
reconciliation
Interest revenue taxable equivalent $\$ 70,221$ \$ 71,905 \$ 74,543 \$ 76,931 $\$ 75,965$

Taxable equivalent adjustment
(446)
(423)
(420)
(429)
(435)

Interest revenue
(GAAP)
$\$ 69,775 \$ 71,482 \$ 74,123 \$ 76,502 \$ 75,530$


Net interest revenue reconciliation

Net interest revenue

- taxable equivalent $\$ 58,864$ \$ $59,050 \quad \$ \quad 59,281 \quad \$ \quad 58,946 \quad \$ \quad 56,392$

Taxable equivalent
adjustment

Net interest
revenue (GAAP) $\$ 58,418 \quad \$ \quad 58,627 \quad \$ \quad 58,861 \quad \$ \quad 58,517 \quad \$ \quad 55,957$


Total revenue
reconciliation

Total operating
revenue $\$ 59,243 \quad \$ \quad 57,717 \quad \$ \quad 34,779 \quad \$ \quad 61,851 \quad \$(121,770)$

Taxable equivalent adjustment

Total revenue
(GAAP) \$ 58,797 \$ 57,294 \$ 34,359 \$ 61,422 \$(122,205)


Income (loss) before
taxes reconciliation

Income (loss) before
taxes $\$ 12,288$ \$ 6,637 \$ $(11,741)$ \$ 13,123 \$ $(237,041)$

| adjustment |  | (446) |  | (423) |  | (420) |  | (429) | (435) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Income (loss) |  |  |  |  |  |  |  |  |  |
| before taxes |  |  |  |  |  |  |  |  |  |
| (GAAP) | \$ | 11,842 | \$ | 6,214 | \$ | $(12,161)$ | \$ | 12,694 | \$ 237,476 ) |

expense
reconciliation

Income tax (benefit)

| expense | \$ | 760 | \$ | $(3,264)$ | \$ | (402) | \$ | 1,095 | \$ | 295 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Taxable equivalent |  |  |  |  |  |  |  |  |  |  |
| adjustment |  | (446) |  | (423) |  | (420) |  | (429) |  | (435) |



Book value per common share reconciliation

Tangible book value
per common share $\$ 6.54$ \$ 6.47 \$ 6.61 \$ 6.94 \$ 1.69

Effect of goodwill
and other


Book value per common share (GAAP)

Average equity to
assets
reconciliation
Tangible common
equity to assets
Effect of preferred

## equity

2.75
2.78
2.77
6.56
3.31

Tangible equity to
assets
8.08
8.16
8.42
7.93
6.01

Effect of goodwill
and other
intangibles .11 .12 $13 \quad .13$

Equity to assets (GAAP)
8.19\%
8.28\%
8.55\%
8.06\%
6.15\%

Tangible common equity to riskweighted assets reconciliation

Tangible common equity to riskweighted assets Effect of other comprehensive income

Effect of trust preferred
1.15
1.18
1.19
1.15
1.13

Effect of preferred equity
4.23
4.29
4.33
4.20
5.87

Tier I capital $\begin{array}{lllll}\text { ratio (Regulatory) } 13.69 \% & 13.69 \% & 13.75 \% & 13.62 \% & 7.43 \%\end{array}$

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

2012
2011


| First | Fourth | Third | Second | First |
| :---: | :---: | :---: | :---: | :---: |
| Quarter | Quarter | Quarter | Quarter | Quarter |

LOANS BY CATEGORY

Commercial (sec.by RE)
Commercial \& industrial
Commercial construction

| Total commercial |  | 2,450 |  | 2,414 |  | 2,369 |  | 2,365 |  | 2,336 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Residential mortgage |  | 1,131 |  | 1,135 |  | 1,150 |  | 1,177 |  | 1,187 |
| Residential construction |  | 436 |  | 448 |  | 474 |  | 502 |  | 550 |
| Consumer installment |  | 111 |  | 113 |  | 117 |  | 119 |  | 121 |
| Total loans | \$ | 4,128 | \$ | 4,110 | \$ | 4,110 | \$ | 4,163 | \$ | 4,194 |

LOANS BY MARKET

| North Georgia | $\$ 1,408$ | $\$ 1,426$ | $\$ 1,478$ | $\$ 1,500$ | 1,531 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Atlanta MSA | 1,239 | 1,220 | 1,192 | 1,188 | 1,179 |
| North Carolina | 588 | 597 | 607 | 626 | 640 |
| Coastal Georgia | 366 | 346 | 316 | 325 | 312 |
| Gainesville MSA | 262 | 265 | 272 | 275 | 282 |
| East Tennessee | 265 | 256 | 245 | 249 | 250 |

RESIDENTIAL CONSTRUCTION

| Acquisition \& development | \$ | 86 | \$ | 88 | \$ | 97 | \$ | 105 | \$ | 116 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Land loans |  | 57 |  | 61 |  | 60 |  | 62 |  | 69 |
| Lot loans |  | 203 |  | 207 |  | 216 |  | 218 |  | 228 |
| Total |  | 346 |  | 356 |  | 373 |  | 385 |  | 413 |



RESIDENTIAL CONSTRUCTION - ATLANTA MSA

| Acquisition \& development | \$ | 17 | \$ | 17 | \$ | 19 | \$ | 20 | \$ | 22 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Land loans |  | 13 |  | 14 |  | 15 |  | 16 |  | 19 |
| Lot loans |  | 22 |  | 22 |  | 22 |  | 22 |  | 24 |
| Total |  | 52 |  | 53 |  | 56 |  | 58 |  | 65 |

Spec
Sold
Total
Total residential construction $\$ 27$

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


LOANS BY CATEGORY

| Commercial (sec.by RE) | $\$ 1,843$ | $\$$ | 1,822 | $\$$ | 1,692 | $\$ 1$ | $\$ 1$ |
| :--- | ---: | :---: | :---: | :---: | :---: | ---: | ---: |
| Commercial \& industrial | 440 | 428 | 431 | 12 | 9 |  |  |
| Commercial construction | 167 | 164 | 213 | 3 | (46) |  |  |

Total commercial
Residential mortgage
Residential construction
Consumer installment

| 2,450 | 2,414 | 2,336 |
| ---: | ---: | ---: |
| 1,131 | 1,135 | 1,187 |
| 436 | 448 | 550 |
| 111 | 113 | 121 |

Total loans

LOANS BY MARKET

| North Georgia | \$ | 1,408 | \$ | 1,426 | \$ | 1,531 | (18) | (123) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Atlanta MSA |  | 1,239 |  | 1,220 |  | 1,179 | 19 | 60 |
| North Carolina |  | 588 |  | 597 |  | 640 | (9) | (52) |
| Coastal Georgia |  | 366 |  | 346 |  | 312 | 20 | 54 |
| Gainesville MSA |  | 262 |  | 265 |  | 282 | (3) | (20) |
| East Tennessee |  | 265 |  | 256 |  | 250 | 9 | 15 |
| Total loans | \$ | 4,128 | \$ | 4,110 | \$ | 4,194 | 18 | (66) |

RESIDENTIAL CONSTRUCTION
Dirt loans

| Acquisition \& development | $\$$ | 86 | $\$$ | 88 | $\$ 16$ | (2) |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Land loans | 57 | 61 | 69 | (4) | (12) |  |
| Lot loans | 203 | 207 | 228 | (4) | (25) |  |
|  |  |  |  |  |  |  |
| Total | 346 | 356 | 413 | (10) | (67) |  |

House loans Spec

57
59
88
(2)
(31)

Total residential
construction \$ 435 \$ 448 \$ 550

RESIDENTIAL CONSTRUCTION - ATLANTA MSA

Dirt loans

| Acquisition \& development | \$ | 17 | 17 | 22 | - | (5) |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| Land loans | 13 | 14 | 19 | (1) | (6) |  |
| Lot loans | 22 | 22 | 24 | - | (2) |  |
|  |  |  |  |  |  |  |
| Total | 52 | 53 | 65 | (1) | (13) |  |



House loans

Spec
Sold

Total

Total residential construction
\$ 86 \$ 86 \$ 110 -
(1) Excludes total loans of $\$ 47.2$ million, $\$ 54.5$ million, $\$ 57.8$ million, $\$ 70.8$ million and $\$ 63.3$ million as of March 31, 2012, December 31, 2011, September 30, 2011, June 30, 2011 and March 31, 2011, respectively, that are covered by the loss-sharing agreement with the FDIC, related to the

UNITED COMMUNITY BANKS, INC.

Financial Highlights
Credit Quality(1)


NPAs BY MARKET

North Georgia

Atlanta MSA
\$
$81,117 \quad \$ \quad 14,559 \quad \$ \quad 95,676$
$22,321 \quad$ 29,647 968

| North Carolina |  | 15,765 |  | 4,650 |  | 20,415 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Coastal Georgia |  | 5,622 |  | 1,268 |  | 6,890 |
| Gainesville MSA |  | 2,210 |  | 3,387 |  | 5,597 |
| East Tennessee |  | 2,669 |  | 376 |  | 3,045 |
| Total NPAs | \$ | 129,704 | \$ | 31,887 | \$ | 161,591 |

NPA ACTIVITY

| Beginning Balance | \$ | 127,479 | \$ | 32,859 | \$ | 160,338 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Loans placed on non-accrual |  | 32,437 |  | - |  | 32,437 |
| Payments received |  | $(5,945)$ |  | - |  | $(5,945)$ |
| Loan charge-offs |  | $(14,733)$ |  | - |  | $(14,733)$ |
| Foreclosures |  | $(9,534)$ |  | 9,534 |  | - |
| Capitalized costs |  | - |  | 329 |  | 329 |
| Note / property sales |  | - |  | $(8,631)$ |  | $(8,631)$ |
| Write downs |  | - |  | $(2,111)$ |  | $(2,111)$ |
| Net gains (losses) on sales |  | - |  | (93) |  | (93) |
| Ending Balance | \$ | 129,704 | \$ | 31,887 | \$ | 161,591 |

(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.

UNITED COMMUNITY BANKS, INC.

Financial Highlights


NPAS BY MARKET

| North Georgia | \$ | 88,600 | $\$$ | 15,136 |
| :--- | ---: | ---: | ---: | ---: |
| Atlanta MSA | 103,736 |  |  |  |
| North Carolina | 14,480 | 6,169 | 20,649 |  |
| Coastal Georgia | 15,100 | 5,365 | 20,465 |  |
| Gainesville MSA | 5,248 | 1,620 | 6,868 |  |
| East Tennessee | 2,069 | 3,760 | 5,829 |  |
|  | 1,982 | 809 | 2,791 |  |
| Total NPAs | $--127,479$ | $\$$ | 32,859 | $\$$ |

NPA ACTIVITY

| Beginning Balance | \$ | 144,484 | \$ | 44,263 | \$ | 188,747 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Loans placed on non-accrual |  | 45,675 |  | - |  | 45,675 |
| Payments received |  | $(1,884)$ |  | - |  | $(1,884)$ |
| Loan charge-offs |  | $(44,757)$ |  | - |  | $(44,757)$ |
| Foreclosures |  | $(16,039)$ |  | 16,039 |  | - |
| Capitalized costs |  | - |  | 141 |  | 141 |
| Note / property sales |  | - |  | $(20,651)$ |  | $(20,651)$ |
| Write downs |  | - |  | $(3,893)$ |  | $(3,893)$ |
| Net gains (losses) on sales |  | - |  | $(3,040)$ |  | $(3,040)$ |
| Ending Balance | \$ | 127,479 | \$ | 32,859 | \$ | 160,338 |

(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.

UNITED COMMUNITY BANKS, INC.

Financial Highlights

Credit Quality(1)
(in thousands)

NPAs BY CATEGORY

| Commercial (sec.by RE) | \$ | 21,998 | \$ | 8,880 | \$ | 30,878 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial \& industrial |  | 53,009 |  | - |  | 53,009 |
| Commercial construction |  | 11,370 |  | 5,862 |  | 17,232 |
| Total commercial |  | 86,377 |  | 14,742 |  | 101,119 |
| Residential mortgage |  | 22,671 |  | 7,960 |  | 30,631 |
| Residential construction |  | 34,472 |  | 21,561 |  | 56,033 |
| Consumer installment |  | 964 |  | - |  | 964 |
| Total NPAs | \$ | 144,484 | \$ | 44,263 | \$ | 188,747 |
| Balance as a \% of Unpaid Principal |  | $77.8 \%$ |  | $33.4 \%$ |  | $59.3 \%$ |

NPAS BY MARKET

| North Georgia | $\$$ | 105,078 | $\$ 17,467$ | 122,545 |
| :--- | :---: | :---: | :---: | :---: |
| Atlanta MSA | 13,350 | 12,971 | 26,321 |  |
| North Carolina | 13,243 | 7,941 | 21,184 |  |
| Coastal Georgia | 5,600 | 2,354 | 7,954 |  |
| Gainesville MSA | 5,311 | 2,495 | 7,806 |  |
| East Tennessee | 1,902 | 1,035 | 2,937 |  |

## Total NPAs

NPA ACTIVITY
Beginning Balance

Loans placed on non-accrual
77.8\%
$33.4 \%$
59.3\%
$\qquad$
\$ 144,484
\$
44,263
------------
$=================================1$
$============================$

| $\$ 1,065$ | $\$$ | 47,584 | $\$$ | 118,649 |
| ---: | ---: | ---: | ---: | ---: |
| 103,365 | - | 103,365 |  |  |

$\$ \quad 71,065 \quad \$ \quad 47,584 \quad \$ \quad 118,649$

103,365 - 103,365

| Payments received |  | $(3,995)$ |  | - |  | $(3,995)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Loan charge-offs |  | $(15,335)$ |  | - |  | $(15,335)$ |
| Foreclosures |  | $(10,616)$ |  | 10,616 |  | - |
| Capitalized costs |  | - |  | 818 |  | 818 |
| Note / property sales |  | - |  | $(13,787)$ |  | $(13,787)$ |
| Write downs |  | - |  | (1,772) |  | (1,772) |
| Net gains (losses) on sales |  | - |  | 804 |  | 804 |
| Ending Balance | \$ | 144,484 | \$ | 44,263 | \$ | 188,747 |

(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.

UNITED COMMUNITY BANKS, INC.
Financial Highlights

Credit Quality(1)

|  | First | Quarter $2012$ | Fourth | Quarter <br> 011 | Third | Quarter <br> 2011 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Net |  | Net |  | Net |
|  |  | Charge- |  | Charge- |  | Charge- |
|  |  | Offs to |  | Offs to |  | Offs to |
|  | Net | Average | Net | Average | Net | Average |
|  | Charge- |  | Charge- |  | Charge- |  |
| (in thousands) | Offs | Loans (2) | Offs | Loans (2) | Offs | Loans (2) |

NET CHARGE-OFFS BY
CATEGORY

Commercial (sec.by
RE)
\$ 3,697
$.81 \%$ \$ 4,962
1.09\% \$ 2,192
$.50 \%$

Commercial \&
industrial
Commercial
construction

Total commercial

Residential
mortgage

Residential
construction
Consumer
installment

Total

NET CHARGE-OFFS BY MARKET

| North Georgia | $\$ 9,022$ | $2.56 \%$ | $\$ 34,970$ | $9.46 \%$ | $\$, 124$ | $2.16 \%$ |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Atlanta MSA | 2,729 | .89 | 4,195 | 1.37 | 2,813 | .94 |  |
| North Carolina | 1,679 | 1.14 | 3,180 | 2.10 | 3,608 | 2.31 |  |
| Coastal Georgia | 1,329 | 1.53 | 335 | .41 | 709 | .88 |  |
| Gainesville MSA | 883 | 1.35 | 2,572 | 3.84 | 1,804 | 2.64 |  |
| East Tennessee | 225 | .34 | 372 | .59 | 488 | .78 |  |
|  |  |  |  |  |  |  |  |
| Total | $\$ 15,867$ | 1.55 | $\$ 45,624$ | 4.39 | $\$ 17,546$ | 1.68 |  |

\$ 15,867
1.55 \$ 45,624
4.39 \$ 17,546
1.68
(1) Excludes non-performing loans and foreclosed properties covered by the loss-sharing agreement with the FDIC, related to the acquisition of Southern Community Bank.
(2) Annualized.

UNITED COMMUNITY BANKS, INC.
Consolidated Statement of Operations (Unaudited)
(in thousands, except per share data)
Three Months Ended

March 31,


## banks

1,012
819
Interest revenue:

| Loans, including fees | \$ 55,759 | \$ | 61,107 |
| :---: | :---: | :---: | :---: |
| Investment securities, including tax exempt of |  |  |  |
| \$250 and \$259 | 13,004 |  | 13,604 |
| Federal funds sold, reverse repurchase |  |  |  |
| agreements, commercial paper and deposits in |  |  |  |
| banks | 1,012 |  | 819 |

Total interest revenue
_-_-_-_-_-_-_ _-_-_-_-_-_-

69,775 75,530

Interest expense:

Deposits:

NOW
637 641 37

Time
Money market
Savings

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

| 7,474 | 15,161 |
| :---: | :---: |
| 1,045 | 1,042 |
| 466 | 590 |
| 2,372 | 2,780 |

19,573

| 58,418 | 55,957 |
| :---: | :---: |
| 15,000 | 190,000 |

43,418
$(134,043)$
$\qquad$

7,783 6,720
$2,099 \quad 1,494$
813
557
(482)

4,609
2,892

15,379
11,838
------------
------------

58,797
$(122,205)$


UNITED COMMUNITY BANKS, INC. Consolidated Balance Sheet
(in thousands, except share and per share data)

March 31, 2012
$\qquad$ (unaudited) (unaudited)
December 31, 2011

2011

ASSETS

Cash and due from banks
\$
53,147 \$
53, 807
\$
153, 891

Interest-bearing deposits in banks

Federal funds sold, reverse repurchase agreements, commercial paper and shortterm investments

235,000
185,000
470,087

Cash and cash equivalents
Securities available for sale
$\qquad$

427,586
378,416
1,089,634
$1,898,815$
$1,790,047$
$1,638,494$

Securities held to maturity
(fair value $\$ 318,490$,
\$343,531 and \$248,361)
Loans held for sale
303,636
330,203
245,430

80,629
Mortgage loans held for sale
Loans, net of unearned income
4,127,566
4,109,614
$4,194,372$

Less allowance for loan
losses
113, 601
114,468
133,121

Loans, net
4,013,965
3,995,146
4,061,251

Assets covered by loss
sharing agreements with the

| FDIC |  | 72,854 |  | 78,145 |  | 125,789 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Premises and equipment, net |  | 174,419 |  | 175,088 |  | 179,143 |
| Bank owned life insurance |  | 80,956 |  | 80,599 |  | 79,777 |
| Accrued interest receivable |  | 20,292 |  | 20,693 |  | 21,687 |
| Goodwill and other intangible |  |  |  |  |  |  |
| assets |  | 7,695 |  | 8,428 |  | 10,684 |
| Foreclosed property |  | 31,887 |  | 32,859 |  | 54,378 |
| Unsettled securities sales |  | 43,527 |  | - |  | - |
| Other assets |  | 73,252 |  | 69,915 |  | 97,228 |
| Total assets | \$ | 7,173,693 | \$ | 6,983,420 | \$ | 7,709,488 |

LIABILITIES AND SHAREHOLDERS'

EQUITY

Liabilities:
Deposits:

Demand

NOW

Money market
Savings

Time:
Less than $\$ 100,000$
Greater than $\$ 100,000$
Brokered

Total deposits
Federal funds purchased, repurchase agreements, and other short-term borrowings
\$

| $1,101,757$ | $\$$ | 992,109 | $\$$ | 864,708 |
| ---: | ---: | ---: | ---: | ---: |
| $1,389,016$ | $1,509,896$ | $1,320,136$ |  |  |
| $1,123,734$ | $1,038,778$ | 967,938 |  |  |
| 214,150 | 199,007 | 193,591 |  |  |

214,150
199,007
$1,332,394$
847,152
178,647
167,521
_-_-_--_-_-_-_-

6,000,539
6,097,983
6,597,748

Federal Home Loan Bank
advances
Long-term debt
Unsettled securities
purchases
Accrued expenses and other
liabilities

Total liabilities

Shareholders' equity:
Preferred stock, \$1 par
value; $10,000,000$ shares
authorized;
Series A; $\$ 10$ stated
value; 21,700 shares
issued and outstanding
Series B; \$1,000 stated value; 180,000 shares issued and outstanding

Series D; \$1,000 stated value; 16,613 shares issued and outstanding

Series F; \$1,000 stated value; 195,872 shares issued and outstanding Series G; \$1,000 stated value; 151,185 shares issued and outstanding

Common stock, $\$ 1$ par value;
$100,000,000$ shares
authorized; 41,688,647,


UNITED COMMUNITY BANKS, INC.
Average Consolidated Balance Sheets and Net Interest Analysis For the Three Months Ended March 31,

| (dollars in thousands, taxable equivalent) |  | Average <br> Balance |  | nterest | Avg. <br> Rate |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Assets: |  |  |  |  |  |
| Interest-earning assets: |  |  |  |  |  |
| Loans, net of unearned income (1) (2) | \$ | 4,168,440 | \$ | 55,842 | 5.39\% |
| Taxable securities (3) |  | 2,127,794 |  | 12,754 | 2.40 |
| Tax-exempt securities (1) (3) |  | 25,438 |  | 410 | 6.45 |
| Federal funds sold and other interest- |  |  |  |  |  |
| earning assets |  | 377,988 |  | 1,215 | 1.29 |
| Total interest-earning assets |  | 6,699,660 |  | 70,221 | 4.21 |
| Non-interest-earning assets: |  |  |  |  |  |
| Allowance for loan losses |  | $(117,803)$ |  |  |  |
| Cash and due from banks |  | 54,664 |  |  |  |
| Premises and equipment |  | 174,849 |  |  |  |
| Other assets (3) |  | 233,676 |  |  |  |
| Total assets | \$ | 7,045,046 |  |  |  |
| Liabilities and Shareholders' Equity: |  |  |  |  |  |
| Interest-bearing liabilities: |  |  |  |  |  |
| Interest-bearing deposits: |  |  |  |  |  |
| NOW | \$ | 1,458,112 |  | 637 | . 18 |
| Money market |  | 1,069,658 |  | 641 | . 24 |
| Savings |  | 205,402 |  | 37 | . 07 |
| Time less than \$100,000 |  | 1,271,351 |  | 3,026 | . 96 |
| Time greater than \$100,000 |  | 821,164 |  | 2,415 | 1.18 |

Total interest-bearing deposits

Federal funds purchased and other borrowings

Federal Home Loan Bank advances

Long-term debt

Total borrowed funds

Total interest-bearing liabilities

Non-interest-bearing liabilities:

Non-interest-bearing deposits

Other liabilities

Total liabilities

Shareholders' equity

Total liabilities and shareholders' equity

Net interest revenue

Net interest-rate spread
Net interest-rate spread
$4,987,022$
7,474
---------

1,045 466

2,372
_-_-_--_--

3,883
360,867
------------
$5,347,889$
11,357 ---------
$1,040,587$

79,612
------------
$6,468,088$

576,958
------------
$\$ 7,045,046$
$\$ 58,864$
$========$
$3.36 \%$ $=====$
(1) Interest revenue on tax-exempt securities and loans has been increased to reflect comparable interest on taxable securities and loans. The rateused 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 $\$ 23.6$ million in 2012 and $\$ 27.2$ million in 2011 are includedin 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 Three Months Ended March 31,

2011

|  | Average |  | Avg . |
| :---: | :---: | :---: | :---: |
| (dollars in thousands, taxable equivalent) | Balance | Interest | Rate |
| Assets: |  |  |  |
| Interest-earning assets: |  |  |  |
| Loans, net of unearned income (1) (2) | \$ 4,598,860 | \$ 61,070 | $5.39 \%$ |
| Taxable securities (3) | 1,599,481 | 13,345 | 3.34 |



```
Non-interest-earning assets:
    Allowance for loan losses
    Cash and due from banks
    Premises and equipment
    Other assets (3)
    Total assets
Liabilities and Shareholders' Equity:
Interest-bearing liabilities:
    Interest-bearing deposits:
```

NOW

Money market

Savings

Time less than $\$ 100,000$

Time greater than $\$ 100,000$
Brokered

Total interest-bearing deposits Federal funds purchased and other borrowings

| $\$ 1,373,142$ | 1,324 | .39 |
| ---: | ---: | ---: |
| 928,542 | 2,028 | .89 |
| 187,423 | 77 | .17 |
| $1,540,342$ | 5,451 | 1.44 |
| 990,881 | 4,151 | 1.70 |
| 698,288 | 2,130 | 1.24 |
| $-\quad$ |  |  |
| $5,718,618$ | 15,161 | 1.08 |


(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 $\$ 23.6$ million in 2012 and $\$ 27.2$ million in 2011 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.

For more information:

Rex S. Schuette

Chief Financial Officer
(706) 781-2266

Email Contact

Source: United Community Banks, Inc.
News Provided by Acquire Media


[^0]:    * Excludes loans and foreclosed properties covered by loss sharing

