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Check the appropriate box:
Preliminary Proxy Statement
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Definitive Proxy Statement
1—1
Definitive Additional Materials
1—1
Soliciting Material Pursuant to Section 240.14a-11(c) or Section 240.14a-12

UNITED COMMUNITY BANKS, INC.
(Name of Registrant as Specified in Its Charter)
(Name of Person(s) Filing Proxy Statement)
Payment of Filing Fee (Check the appropriate box):
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I—1
Fee computed on table below per Exchange Act Rules 14a-6(i)(1)(4) and $0-11$.
(1) Title of each class of securities to which transaction applies:
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(3) Per unit price or other underlying value of transaction computed pursuant to Exchange Act Rule 0-11 (set forth the amount on which the filing fee is calculated and state how it was determined):

1
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2) Form, Schedule or Registration Statement No.:
3) Filing Party:
4) Date Filed:

## U N I T E D

## COMMUNITY BANKS

NOTICE OF 1999 ANNUAL MEETING

## PROXY STATEMENT

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## Dear Shareholder:

It is my pleasure to invite you to attend the 1999 Annual Meeting of Shareholders of United Community Banks, Inc. which will be held April 15, 1999 at The Brasstown Valley Resort, Trackrock Amphitheater, Highway 515, Young Harris, Georgia at 2:30 p.m. The accompanying Notice of Annual Meeting of Shareholders and Proxy Statement describe the items of business which will be discussed during the meeting. A report to shareholders, containing certain financial information, is included as an appendix to the Proxy Statement.

TO BE SURE THAT YOUR VOTE IS COUNTED, WE URGE YOU TO CAREFULLY REVIEW THE PROXY STATEMENT AND VOTE YOUR CHOICES ON THE ENCLOSED PROXY CARD AS SOON AS POSSIBLE. If you wish to attend the meeting, any ballot that you submit at the meeting will supersede your proxy.

On behalf of the management, employees and directors of United Community Banks, Inc., I want to thank you for your continued support.

Sincerely,<br>/s/ Jimmy C. Tallent

Jimmy C. Tallent,
President and Chief Executive Officer

UNITED COMMUNITY BANKS, INC.
59 HIGHWAY 515
P.O. BOX 398

BLAIRSVILLE, GEORGIA 30512

## NOTICE OF ANNUAL MEETING OF SHAREHOLDERS

TO BE HELD ON APRIL 15, 1999

The annual meeting of shareholders of United Community Banks, Inc. ("United") will be held on April 15, 1999 at 2:30 p.m. at The Brasstown Valley Resort, Trackrock Amphitheater, Highway 515, Young Harris, Georgia, for the purposes of considering and voting upon:

1. The election of twelve directors to constitute the Board of Directors to serve until the next annual meeting and until their successors are elected and qualified;
2. Such other matters as may properly come before the meeting or any adjournment thereof.

Only shareholders of record at the close of business on March 1, 1999 will be entitled to notice of and to vote at the meeting or any adjournment thereof.

A Proxy Statement and a Proxy solicited by the Board of Directors are enclosed herewith. Please sign, date and return the Proxy promptly in the enclosed business reply envelope. If you attend the meeting you may, if you wish, withdraw your Proxy and vote in person.

Also enclosed as an appendix to the Proxy Statement is a report to shareholders, including United's audited annual financial statements, management's discussion and analysis of financial condition and results of operations, selected financial data, market and dividend data and certain other matters.

By Order of the Board of Directors,
/s/Jimmy C. Tallent

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Jimmy C. Tallent,
President and Chief Executive Officer
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March 17, 1999

PLEASE COMPLETE AND RETURN THE ENCLOSED PROXY PROMPTLY SO THAT YOUR VOTE MAY BE RECORDED AT THE MEETING IF YOU DO NOT ATTEND PERSONALLY.

## PROXY STATEMENT

This Proxy Statement is furnished in connection with the solicitation of Proxies by the Board of Directors of United Community Banks, Inc. ("United") for use at the Annual Meeting of Shareholders of United to be held on April 15, 1999, and any adjournment thereof, for the purposes set forth in the accompanying notice of the meeting. The expenses of this solicitation, including the cost of preparing and mailing this Proxy Statement, will be paid by United. Copies of solicitation materials may be furnished to banks, brokerage houses and other custodians, nominees and fiduciaries for forwarding to beneficial owners of shares of United's common stock, and normal handling charges may be paid for such forwarding services. In addition to solicitations by mail, directors and regular employees of United may solicit Proxies in person or by telephone. It is anticipated that this Proxy Statement and the accompanying Proxy will first be mailed to shareholders on approximately March 22, 1999.

At the meeting, shareholders will elect twelve directors that will serve a one-year term that will expire at the next annual meeting when their successors are elected and qualified.

The record of shareholders entitled to vote at the Annual Meeting was taken as of the close of business on March 1, 1999. On that date, United had outstanding and entitled to vote $7,393,605$ shares of common stock, par value $\$ 1.00$ per share (the "Common Stock").

Any Proxy given pursuant to this solicitation may be revoked by any shareholder who attends the meeting and gives oral notice of his or her election to vote in person, without compliance with any other formalities. In addition, any Proxy given pursuant to this solicitation may be revoked before the meeting by delivering an instrument revoking it or a duly executed Proxy bearing a later date to the Secretary of United. If the Proxy is properly completed and returned by the shareholder and is not revoked, it will be voted at the meeting in the manner specified thereon. If the Proxy is returned but no choice is specified thereon, it will be voted for all the persons named below under the caption "Information About Nominees For Director".

The percentages outstanding of Common Stock are based on 7,686,609 shares of Common Stock, including 140,000 shares deemed outstanding pursuant to United's prime plus 1/4\% Convertible Subordinated Payable-in-Kind Debentures due December 31, 2006 ("2006 Debentures") and presently exercisable options to acquire 153,004 shares.

UNITED WILL FURNISH WITHOUT CHARGE A COPY OF ITS ANNUAL REPORT ON FORM 10-K FILED WITH THE SECURITIES AND EXCHANGE COMMISSION (THE "SEC") FOR THE FISCAL YEAR ENDED DECEMBER 31, 1998, INCLUDING FINANCIAL STATEMENTS AND SCHEDULES, TO ANY SHAREHOLDER OF RECORD OR ANY BENEFICIAL OWNER OF ITS COMMON STOCK AS OF MARCH 1, 1999 WHO REQUESTS A COPY OF SUCH REPORT. ANY REQUEST FOR THE FORM $10-\mathrm{K}$ SHOULD BE IN WRITING AND ADDRESSED TO:

LOIS JONES
59 HIGHWAY 515
P.O. BOX 398

BLAIRSVILLE, GEORGIA 30512

SECURITY HOLDINGS OF CERTAIN BENEFICIAL OWNERS AND MANAGEMENT
The following table sets forth as of February 15, 1999 beneficial ownership of United's Common Stock by, by each director or nominee, by each named executive officer and by all directors and officers as a group. As of February 15, 1999, there were no
"persons" (as that term is defined by the SEC) known by United to be the beneficial owner of more than 5\% of United's Common Stock other than indicated in the table below.


Less than one percent
Includes 10,000 shares beneficially owned by Mr. Tallent pursuant to the 2006 Debentures and 28,250 shares beneficially owned by Mr. Tallent pursuant to currentlyexercisable options.
Includes 10,000 shares beneficially owned by Mr. Decker pursuant to the 2006 Debentures and 10,900 shares beneficially owned by Mr. Decker pursuant to currentlyexercisable options. Does not include 9,613 shares owned by Mr. Decker's wife, for which he disclaims beneficial ownership.
Includes 6,270 shares beneficially owned by Mr. Gilliland as custodian for his children, 10,000 shares beneficially owned pursuant to the 2006 Debentures and 16,950 shares beneficially owned pursuant to currently exercisable stock options.
Includes 96,555 shares beneficially owned by a trust over which Mr. Head has voting power and 10,000 shares owned pursuant to the 2006 Debentures. Does not include 16,965 shares owned by Mr. Head's wife, for which he disclaims beneficial ownership.
Includes 10,000 shares beneficially owned by Mr. Hill pursuant to the 2006 Debentures. Does not include 89,175 shares owned by Mr. Hill's wife, for which he disclaims beneficial ownership.
Includes 10,000 shares beneficially owned pursuant to the 2006 Debentures and 35,565 beneficially owned by Holloway Motors, Inc., a company $100 \%$ owned by Mr. Holloway. Does not include 485 shares owned by Mr. Holloway's wife, for which he disclaims beneficial ownership.
Includes 10,000 shares beneficially owned by Mr. Horne pursuant to the 2006 Debentures.
Includes 10, 000 shares beneficially owned by Mr. Mason pursuant to the 2006 Debentures.
Includes 11, 250 shares beneficially owned by a trust over which Mr. Nelson has voting power and 10,000 shares owned pursuant to the 2006 Debentures; does not include 12,035 shares owned by Mr. Nelson's wife, for which he disclaims beneficial ownership.
Includes 10,000 shares beneficially owned by Mr. Parks pursuant to the 2006 Debentures.
Includes 6,000 shares beneficially owned by Mr. Freeman pursuant to the 2006 Debentures and 15,400 shares beneficially owned by Mr. Freeman pursuant to currentlyexercisable options.
Includes 6,000 shares beneficially owned by Mr. Bledsoe pursuant to the 2006 Debentures and 11,300 shares beneficially owned by Mr. Bledsoe pursuant to currentlyexercisable options.
Includes currently exerciseable options to acquire 116,902 shares and 116,000 shares beneficially owned pursuant to the 2006 Debentures.

The Bylaws of United provide that the number of directors may range from eight to fourteen directors. The board of Directors of United has set the number of directors at twelve. The number of directors may be increased or decreased from the foregoing from time to time by the Board of Directors by amendment of the Bylaws, but no decrease shall have the effect of shortening the term of an incumbent director. The terms of office for directors continue until the next annual meeting and until their successors are elected and qualified.

Each Proxy executed and returned by a shareholder will be voted as specified thereon by the shareholder. If no specification is made, the Proxy will be voted for the election of the nominees named below to constitute the entire Board of Directors. In the event that any nominee withdraws or for any reason is not able to serve as a director, the Proxy will be voted for such other person as may be designated by the Board of Directors as a substitute nominee, but in no event will the Proxy be voted for more than twelve nominees. Management of United has no reason to believe that any nominee will not serve if elected. All of the nominees are currently directors of United.

Directors are elected by a plurality of the votes cast by the holders of the shares entitled to vote in an election at a meeting at which a quorum is present. A quorum is present when the holders of a majority of the shares outstanding on the record date are present at a meeting in person or by proxy. An abstention and a broker non-vote would be included in determining whether a quorum is present at a meeting, but would not have an effect on the outcome of a vote.

INFORMATION ABOUT NOMINEES FOR DIRECTOR
The following information as of December 31, 1998 has been furnished by the respective nominees for director. Except as otherwise indicated, each nominee has been or was engaged in his present or last principal employment, in the same or a similar position, for more than five years.

| NAME (AGE) | INFORMATION ABOUT NOMINEE | DIRECTOR OF UNITED SINCE |
| :---: | :---: | :---: |
| $\underset{(46)}{\substack{\text { Jimmy C. Tallent... } \\ \hline}}$ | President and Chief Executive Officer of United | 1987 |
| Billy M. Decker (55) | Senior Vice President and Secretary of United | 1988 |
| Thomas C. Gilliland (50) | Executive Vice President of United and President of Peoples Bank of Fannin County | 1992 |
| $\begin{aligned} & \text { Robert L. Head, Jr. } \\ & \quad(59) \end{aligned}$ | Chairman of the Board of Directors of United; Owner of Head Construction Company, HeadWestgate Corp., and Mountain Building Supply in Blairsville, Georgia | 1988 |
| $\begin{aligned} & \text { Charles E. Hill } \\ & (61) \end{aligned}$ | Director of United; Retired Director of Pharmacy at Union General Hospital in Blairsville, Georgia. | 1988 |


| Hoyt 0. Holloway.......... (58) | Director of United; owner of H\&H Farms, a poultry farm in Blue Ridge, Georgia. | 1993 |
| :---: | :---: | :---: |
| P. Deral Horne............ (71) | Director of United; owner of Mountain and Valley Properties, a land development and sales business in Murphy, North Carolina. | 1992 |
| John R. Martin.......... (48) | Director of United; Owner of John Martin Construction and of several mini-warehouse facilities in northeast Georgia and western South Carolina; registered pharmacist. | 1997 |
| Clarence W. Mason, Sr. ... (61) | Director of United; Owner of Mason Tractor, in Blue Ridge, Georgia. | 1992 |
| ```Zell B. Miller.......... (67)``` | Director of United; Governor of Georgia from 1991 to 1998. | 1999 |
| W. C. Nelson, Jr.......... (55) | Vice Chairman of the Board of United; Owner of Nelson Tractor Company in Blairsville, Georgia. | 1988 |
| Charles E. Parks......... (69) | Director of United; Former Owner of Parks Lumber Co, Murrayville, Georgia. | 1997 |

There are no family relationships between any director, executive officer or nominee for director of United or any of its subsidiaries.

The table below sets forth the annual and other compensation paid by United and its bank subsidiaries to the following persons who served in the designated offices during 1998: Jimmy C. Tallent, President and Chief Executive Officer of United and UCB, Billy M. Decker, Senior Vice President and Secretary of United, Guy Freeman, President and Chief Executive Officer of Carolina and Senior Vice President of United, Thomas C. Gilliland, President and Chief Executive Officer of Peoples and Executive Vice President of United, Christopher J. Bledsoe, Senior Vice President and Chief Financial Officer of United and UCB (individually a "Named Executive Officer, collectively, the "Named Executive Officers").


## [FN]

Directors' fees for service on United's bank subsidiaries boards of directors. Other perquisites do not meet the Securities and Exchange Commission threshold for disclosure, is the lesser of $\$ 50,000$ or $10 \%$ of the total salary and bonus for any named executive.
Represents a contribution by United of $\$ 28,197$ on behalf of Mr. Tallent to United's Profit Sharing Plan and insurance premiums of $\$ 921$ paid by UCB on behalf of Mr. Tallent on a life insurance policy.
Represents United's contribution on behalf of the named individual to United's Profit Sharing Plan.

United has never granted restricted stock, stock appreciation rights or similar awards to any of its present or past executive officers, other than awards of stock options under the United Community Banks Key Employee Stock Option Plan.

Directors of United, other than a President or Vice President of a bank subsidiary who serves on United's Board of Directors, received $\$ 1,250$ per board meeting attended during 1998. Certain members of United's Board of Directors also serve as members of one or more of the Boards of Directors of United's bank subsidiaries, for which they are compensated by the bank subsidiaries.

The following table sets forth information concerning stock options granted to the Named Executive Officers under the Plan during fiscal year 1998 and the projected value of those options at assumed annual rates of appreciation.


## [FN]

$20 \%$ of the options were vested at the date of grant and an additional $20 \%$ vest at each of the first four anniversaries of the date of grant. Exercise price of the options is $\$ 30.00$ per share, the fair market value on the date of grant of the options.
"Potential Realizable Value" is disclosed in response to SEC
regulations that require such disclosure for illustration only.
The values disclosed are not intended to be, and should not be interpreted as, representations or projections of the future value of United's Common Stock or of the stock price. Amounts are calculated at $5 \%$ and $10 \%$ assumed appreciation of the value of the Common Stock (compounded annually over the option term) and are not intended to forecast actual expected future appreciation, if any, of the Common Stock. The potential realizable value to the optionee is the difference between the exercise price and the appreciated stock price at the assumed annual rates of appreciation multiplied by the number of shares underlying the options.

Shown below is information with respect to unexercised options to purchase the Common Stock granted under the Plan to the Named Executive Officers and held by them at December 31, 1998. No options were exercised during 1998 by a Named Executive Officer.

[FN]
Based on $\$ 40.00$ per share, the last sale price known to United during 1998. United's Common Stock is not publicly traded.

## SECTION 16(A) BENEFICIAL OWNERSHIP REPORTING COMPLIANCE

Section 16(a) of the Securities and Exchange Act of 1934 (the "Exchange Act") requires United's executive officers, directors and persons who own more than ten percent (10\%) of United's Common Stock to file with the Securities and Exchange Commission ("SEC") reports of ownership and changes in ownership. Based solely on its review of the forms filed with the SEC and representations of reporting persons, United believes that everyone who was an executive officer, director or greater than $10 \%$ beneficial owner at any time during 1998 complied with all filing requirements applicable to them during 1998.

## COMPENSATION COMMITTEE INTERLOCKS AND INSIDER PARTICIPATION

The Board of Directors of United reviewed the compensation of Messrs. Tallent, Gilliland, Freeman, Decker and Bledsoe and of United's other executive officers for the 1998 fiscal year. Although all members of the Board of Directors participated in deliberations regarding the salaries of executive officers, none of such officers participated in any decisions regarding his own compensation as an executive officer.

Mr. Robert L. Head, Jr., Chairman of the Board of Directors of United, is the owner of a construction company that United and two of its bank subsidiaries engaged during the course of the year to perform various construction projects totaling approximately $\$ 2.0$ million.

The Banks have had, and expect to have in the future, banking transactions in the ordinary course of business with directors and officers of United and their associates, including corporations in which such officers or directors are shareholders, directors and/or officers, on the same terms (including interest rates and collateral)
as those prevailing at the time for comparable transactions with unaffiliated third parties. Such transactions have not involved more than the normal risk of collectability or presented other unfavorable features.

JOINT REPORT ON EXECUTIVE COMPENSATION

## GENERAL

Under rules established by the SEC, United is required to provide certain information with respect to compensation provided to United's President and Chief Executive Officer and to United's other executive officers. The SEC regulations require a report setting forth a description of United's executive compensation policy in general and the considerations that led to the compensation decisions affecting Messrs. Tallent, Gilliland, Decker, Freeman and Bledsoe. In fulfillment of this requirement, the Board of Directors and Compensation Committee has prepared the following report for inclusion in this Proxy Statement.

The fundamental policy of United's compensation program is to offer competitive compensation and benefits for all employees, including the President and Chief Executive Officer and the other officers of United, in order to compete for and retain talented personnel who will lead United in achieving levels of financial performance which enhance shareholder value. United's executive compensation package historically has consisted of salary, annual incentive compensation, matching profit sharing contributions and other customary fringe benefits. The grant of stock options under the Plan is also a part of United's compensation package for certain executive officers, including the Named Executive Officers.

SALARY
All members of the Board of Directors of United participated in deliberation regarding salaries of executive officers. Although subjective in nature, factors considered by the Board in setting the salaries of executive officers (other than Mr. Tallent) were Mr. Tallent's recommendations, compensation paid by comparable banks to their executive officers (although such information was obtained informally and United did not attempt to pay any certain percentage of salary for comparable positions with other banks), each executive officer's performance, contribution to United, tenure in his or her position, and internal comparability considerations. The Board of Directors set the salary of Mr. Tallent based on Mr. Tallent's salary during the preceding fiscal year, his tenure, the salaries of chief executive officers of comparable banks (although such information was obtained informally and United did not attempt to pay any certain percentage of salary for a comparable position with other banks) and the increase in earnings of United in recent years. The Board did not assign relative weights to the factors considered in setting salaries of executive officers, including Mr. Tallent.

## ANNUAL INCENTIVE COMPENSATION

Annual incentive compensation for 1998 , paid in the form of a cash bonus during the fourth quarter of the fiscal year, was based on annual financial results of United's bank subsidiaries, including general targets with respect to net income and return on average assets. Cash bonuses were granted by the Board to Mr. Tallent, and the Board set a range of bonuses (based on a percentage of salary) for all employees other than Mr. Tallent, within which range Mr. Tallent determined each officer's bonus, based on individual performance.

## KEY EMPLOYEE STOCK OPTION PLAN

Options to acquire 55,500 shares of Common Stock were awarded under the Plan in fiscal 1998, including options to acquire 24,000 shares of Common Stock awarded to the Named Executive Officers by the Compensation Committee.

UNITED COMMUNITY BANKS, INC. BOARD OF DIRECTORS
Jimmy C. Tallent P. Deral Horne
Billy M. Decker
Thomas C. Gilliland
Robert L. Head, Jr.
Charles E. Hill
Hoyt 0. Holloway
John R. Martin
Clarence W. Mason, Sr.
Zell B. Miller
W. C. Nelson, Jr.

Charles E. Parks

COMPENSATION COMMITTEE OF THE BOARD OF DIRECTORS

Robert L. Head, Jr Charles E. Hill Hoyt 0. Holloway
P. Deral Horne

Charles E. Parks

John R. Martin
Clarence W. Mason, Sr. Zell B. Miller
W. C. Nelson, Jr.

## SHAREHOLDER RETURN PERFORMANCE GRAPH

Set forth below is a line graph comparing the yearly percentage change in the cumulative total shareholder return on United's Common Stock against the cumulative total return on The Nasdaq Stock Market (U.S. Companies) Index and The Nasdaq Bank Stocks Index for the period of five fiscal years commencing January 1, 1994 and ending on December 31, 1998. This graph was prepared at United's request by Research Data Group, San Francisco, California. United's Common Stock is not publicly traded; therefore, the total shareholder return is based on stock trades known to United during the periods presented.

COMPARISON OF 5 YEAR CUMULATIVE
TOTAL RETURN*
AMONG UNITED COMMUNITY BANKS, INC.
THE NASDAQ STOCK MARKET (U.S.) INDEX
AND THE NASDAQ BANK INDEX

GRAPHICS APPEARS HERE

* $\$ 100$ INVESTED ON 12/31/93 IN STOCK OR INDEX INCLUDING REINVESTMENT OF DIVIDENDS. FISCAL YEAR ENDING DECEMBER 31.
UNITED COMMUNITY BANKS, INC.

The United Board of Directors held four meetings during 1998. All of the directors attended at least seventy- five percent (75\%) of the meetings of the Board and meetings of the committees of the Board on which they sat that were held during their tenure as directors.

The Board of Directors does not have a standing audit or nominating committee. The compensation committee of the Board of Directors is comprised of all members of the Board who are not employees of the bank subsidiaries of United. The compensation committee makes compensation decisions for executive officers and key employees and administers the Plan.

INFORMATION CONCERNING UNITED'S ACCOUNTANTS
Porter Keadle Moore, LLP ("Porter Keadle") was the principal independent public accountant for United during the year ended December 31, 1998. Representatives of Porter Keadle are expected to be present at the annual meeting and will have the opportunity to make a statement if they desire to do so and to respond to appropriate questions. United anticipates that Porter Keadle will be United's accountants for the current fiscal year.

## SHAREHOLDER PROPOSALS

Proposals of shareholders intended to be presented at United's 2000 annual meeting must be received by December 12, 1999 and otherwise must comply with United's bylaws in order to be eligible for inclusion in United's Proxy Statement and Proxy for that meeting

## OTHER MATTERS THAT MAY COME BEFORE THE MEETING

Management of United knows of no matters other than those stated above that are to be brought before the meeting. If any other matters should be presented for consideration and voting, however, it is the intention of the persons named as proxies in the enclosed Proxy to vote in accordance with their judgment as to what is in the best interest of United.

By Order of the Board of Directors,

/s/ Jimmy C. Tallent

Jimmy C. Tallent
President and Chief Executive Officer

COMMON STOCK
OF UNITED COMMUNITY BANKS, INC.
THIS PROXY IS SOLICITED BY THE BOARD OF DIRECTORS FOR THE 1999 ANNUAL MEETING OF SHAREHOLDERS.

This undersigned hereby appoints Jimmy C. Tallent or Robert L. Head, Jr. the proxy of the undersigned to vote the Common Stock of the undersigned at the Annual Meeting of Shareholders of UNITED COMMUNITY BANKS, INC. to be held on April 15, 1999, and any adjournment thereof.

1. |—| FOR all nominees for director listed below (except as indicated to the contrary):

JIMMY C. TALLENT; BILLY M. DECKER; THOMAS C. GILLILAND; ROBERT L. HEAD, JR.; CHARLES E. HILL; HOYT O. HOLLOWAY; P. DERAL HORNE; JOHN R. MARTIN; CLARENCE W. MASON, SR.; ZELL B. MILLER; W. C. NELSON, JR.; CHARLES E. PARKS
(INSTRUCTION: TO WITHHOLD AUTHORITY TO VOTE FOR ANY INDIVIDUAL NOMINEE, WRITE THAT NOMINEE'S NAME ON THE SPACE PROVIDED BELOW)
2. I_l WITHHOLD AUTHORITY to vote for all nominees listed above. In accordance with their best judgment with respect to any other matters that may properly come before the meeting.

THE BOARD OF DIRECTORS FAVORS A VOTE "FOR" THE ELECTION AS DIRECTORS OF THE PERSONS NAMED IN THE PROXY AND UNLESS INSTRUCTIONS TO THE CONTRARY ARE INDICATED IN THE SPACE PROVIDED, THIS PROXY WILL BE SO VOTED.

Please sign this Proxy exactly as name appears on the Proxy.

Note: When signing as an attorney, trustee, administrator or guardian, please give your title as such. In the case of joint tenants, each joint owner must sign.

Date:

## GENERAL DESCRIPTION OF THE BUSINESS

United Community Banks, Inc. ("United") was incorporated under the laws of Georgia in 1987 and commenced operations in 1988 by acquiring $100 \%$ of the outstanding shares of Union County Bank, now known as United Community Bank ("UCB"). United is a bank holding company registered under the Bank Holding Company Act of 1956. All of United's activities are currently conducted by its wholly-owned subsidiaries: UCB, which was organized as a Georgia banking corporation in 1950; Carolina Community Bank, Murphy, North Carolina ("Carolina"), which United acquired in 1990; Peoples Bank of Fannin County, Blue Ridge, Georgia ("Peoples"), which United acquired in 1992; Towns County Bank, Hiawassee, Georgia ("Towns"), which United also acquired in 1992; White County Bank, Cleveland, Georgia ("White"), which United acquired in 1995; and First Clayton Bank and Trust ("First Clayton"), which United acquired in 1997. UCB, Carolina, Peoples, Towns, White and First Clayton are collectively referred to in this report as the "Banks". United also operates two consumer finance companies - United Family Finance Co., which operates two offices in Georgia, and United Family Finance Co. of North Carolina, which operates two offices in North Carolina. In this report, both United Family Finance Co. and United Family Finance Co of North Carolina are collectively referred to as ("Finance").

The Banks are community-oriented, and offer a full range of retail and corporate banking services, including checking, savings and time deposit accounts, secured and unsecured loans, wire transfers, trust services and rental of safe deposit boxes. As of December 31, 1998, the Banks operated a total of 27 locations. In order to emphasize the commitment to community banking, both UCB and Peoples operate branches under trade names that are closely identified with the communities in which they are located. UCB operates two branches in Lumpkin County, Georgia, under the trade name "United Community Bank of Lumpkin County" and two branches in Habersham County, Georgia, under the trade name "First Bank of Habersham." Peoples operates one branch in Gilmer County, Georgia, under the trade name of "United Community Bank of Gilmer County." The operation of bank branches under trade names is permissible under current state and federal banking regulations and requires certain customer disclosures, which both UCB and Peoples provide.

The Mortgage People Company ("MPC"), a division of UCB, is a full-service retail mortgage lending operation approved as a seller/servicer for Federal National Mortgage Association and Federal Home Mortgage Corporation. MPC was organized to provide fixed and adjustable-rate mortgages. During 1998, MPC originated $\$ 145$ million of residential mortgage loans for the purchase of homes and to refinance existing mortgage debt, of which substantially all were sold into the secondary market with no recourse to MPC.

On January 21, 1999, United entered into a definitive agreement to acquire the stock of Adairsville Bancshares, Inc. ("Adairsville") in Bartow County, Georgia. This acquisition was closed on March 15, 1999 and was accounted for as a purchase transaction. As of December 31, 1998, Adairsville had $\$ 37.1$ million of total assets and $\$ 4.0$ million of total equity.

## FORWARD LOOKING STATEMENTS

The following Management's Discussion and Analysis contains forward-looking statements under the Private Securities Litigation Reform Act of 1995 that involve risks and uncertainties. Although United believes that the assumptions underlying the forward-looking statements contained in the discussion are reasonable, any of the assumptions could be inaccurate, and therefore, no assurance can be made that any of the forward-looking statements included in this
discussion will be accurate. Factors that could cause actual results to differ from results discussed in forward-looking statements include, but are not limited to: economic conditions (both generally and in the markets where United operates); competition from other providers of financial services offered by United; government regulation and legislation; changes in interest rates; material unforeseen changes in the financial stability and liquidity of United's credit customers; material unforeseen complications related to the Year 2000 issues for United, its suppliers, customers and governmental agencies; and other risks detailed in United's filings with the Securities and Exchange Commission, all of which are difficult to predict and which may be beyond the control of United. United undertakes no obligation to revise forward-looking statements to reflect events or changes after the date of this discussion or to reflect the occurrence of unanticipated events.

SELECTED FINANCIAL DATA
(in thousands, except per share data and ratios)

|  | 1998 |  | 1997 | 1996 | 1995 | 1994 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| FOR THE YEAR |  |  |  |  |  |  |
| Net interest income | \$ | 52,499 | 43,232 | 33,815 | 25,015 | 20,067 |
| Provision for loan losses |  | 2,372 | 2,634 | 1,597 | 1,116 | 998 |
| Non-interest income |  | 8,711 | 6,980 | 5,666 | 4,523 | 3,962 |
| Non-interest expense |  | 41,098 | 32,077 | 24,843 | 19,204 | 15,125 |
| Income taxes |  | 5,588 | 4,766 | 4,114 | 2,549 | 2,205 |
| Net income | \$ | 12,152 | 10,735 | 8,927 | 6,669 | 5,701 |
| PER COMMON SHARE |  |  |  |  |  |  |
| Net income - basic | \$ | 1.64 | 1.47 | 1.29 | 1.03 | 0.91 |
| Net income - diluted |  | 1.62 | 1.46 | 1.26 | 1.01 | 0.89 |
| Cash dividends declared |  | 0.15 | 0.10 | 0.10 | 0.08 | 0.09 |
| Book value | \$ | 11.73 | 10.17 | 8.14 | 7.09 | 5.56 |
| AT YEAR END |  |  |  |  |  |  |
| Loans | \$ | 999,871 | 823,324 | 634,574 | 474,857 | 354,521 |
| Earning assets |  | 1,386,977 | 1,049,159 | 824,476 | 659,548 | 458,446 |
| Assets |  | 1,498,599 | 1,153,367 | 886,103 | 712,298 | 496,527 |
| Deposits |  | 1,163,124 | 977,079 | 773,300 | 637, 832 | 427,998 |
| Stockholders' equity | \$ | 86,750 | 75,113 | 57,675 | 49,207 | 34,871 |
| Common shares outstanding |  |  | 7,385 | 7,085 | 6,945 | 6,275 |
| AVERAGE BALANCES |  |  |  |  |  |  |
| Loans | \$ | 899,957 | 733,551 | 545,449 | 423,953 | 332,793 |
| Earning assets |  | 1,181,635 | 960,346 | 723,994 | 565,523 | 429,152 |
| Assets |  | 1,272,994 | 1,024,730 | 783,509 | 607, 877 | 464,767 |
| Deposits |  | 1, 077,605 | 894,200 | 695,391 | 538,518 | 408, 645 |
| Stockholders' equity | \$ | 80,180 | 66,333 | 53,472 | 42,110 | 32,463 |
| Weighted average shares outstanding |  | 7,392 | 7,301 | 6,919 | 6,499 | 6,275 |
| KEY PERFORMANCE RATIOS |  |  |  |  |  |  |
| Return on average assets |  | 0.95\% | 1.05\% | 1.14\% | 1.10\% | 1.23\% |
| Return on average stockholders' equity |  | 15.16\% | 16.18\% | 16.69\% | 15.84\% | 17.56\% |
| Net interest margin, taxable equivalent |  | 4.58\% | 4.64\% | 4.85\% | 4.64\% | 4.93\% |
| Efficiency ratio |  | 68.04\% | 64.84\% | 62.93\% | 65.01\% | 62.92\% |
| Dividend payout ratio |  | 9.13\% | 6.51\% | 7.58\% | 8.82\% | 9.89\% |
| Average equity to average assets |  | 6.30\% | 6.47\% | 6.82\% | 6.93\% | 6.98\% |

United is a bank holding company registered under the Bank Holding Company Act of 1956 and was incorporated under the laws of the state of Georgia in 1987. All of United's activities are currently conducted by its wholly-owned subsidiaries: UCB, which was organized as a Georgia banking corporation in 1950; Carolina, which United acquired in 1990; Peoples, which United acquired in 1992; Towns, which United also acquired in 1992; White which United acquired in 1995; and First Clayton, which United acquired in 1997. Collectively, these banking institutions are referred to in this report as the "Banks." In addition, United owns two consumer finance companies: United Family Finance Co. and United Family Finance Co. of North Carolina (collectively, "Finance").

At December 31, 1998, United had total consolidated assets of $\$ 1.50$ billion, total loans of $\$ 996$ million, total deposits of $\$ 1.16$ billion and stockholders' equity of $\$ 86.8$ million. United's net income for 1998 was $\$ 12.2$ million, an increase of $\$ 1.4$ million, or $13.2 \%$ from 1997. Diluted income per common share increased to \$1.62 in 1998, from \$1.46 in 1997.

The following discussion is intended to provide insight into the financial condition and results of operations of United and should be read in conjunction with the consolidated financial statements and accompanying notes.

Expansions since December 31, 1997
On January 21, 1999, United entered into a definitive agreement to acquire the stock of Adairsville Bancshares, Inc. ("Adairsville") in Bartow County, Georgia. This acquisition was closed on March 15, 1999 and was accounted for as a purchase transaction. As of December 31, 1998, Adairsville had $\$ 37.1$ million of total assets and $\$ 4.0$ million of total equity.

Effective January 30, 1998, Peoples assumed deposits totaling $\$ 23.4$ million and purchased certain assets totaling $\$ 3.7$ million of a branch bank located in Ellijay, Georgia. This office is operated under the trade name of United Community Bank of Gilmer County.

Three de novo branch offices of the Banks were opened for business during 1998. Carolina opened offices in Etowah and Cherokee, North Carolina, and UCB opened a branch in Clarkesville, Georgia, which is operated under the trade name of First Bank of Habersham.

Management intends to evaluate opportunities for de novo expansion into new markets and in the current market area of the Banks. A new branch office of UCB located in Murrayville, Georgia, is scheduled to open during the third quarter of 1999 and will be operated under the trade name of United Community Bank of Hall County. Subsequent to December 31, 1998, Carolina acquired a bank facility in Brevard, North Carolina, and filed for necessary regulatory approvals to commence operation of a full-service branch office. In addition, Peoples has filed for regulatory approval to open a second branch in Ellijay, Georgia.

Expansions prior to December 31, 1997
Effective September 12, 1997, United completed the acquisition of First Clayton Bank and Trust in Clayton, Georgia. United issued 646,257 shares of its common stock and paid approximately $\$ 7,000$ for

In addition to the purchase of First Clayton, United expanded its market area during 1997 and 1996, primarily through de novo branching and purchasing of existing branch bank offices. Carolina created de novo branch offices in the Western North Carolina cities of Brevard during 1997 and Bryson City and Cashiers in 1996.

Effective July 1, 1996, the Georgia bank branching laws were amended to permit subsidiary banks of Georgia bank holding companies to branch in an aggregate of three additional locations prior to July 1, 1998, after which time statewide branching is permitted. On July 1, 1996, UCB changed its name from Union County Bank to United Community Bank and established a branch office in Dahlonega, Lumpkin County, Georgia. UCB simultaneously filed for a trade name permitting it to conduct its operations in Union County, Georgia under the trade name Union County Bank. On September 28, 1996, UCB assumed deposits of $\$ 23.7$ million and purchased assets of $\$ 21.1$ million in Cornelia, Habersham County, Georgia, from a banking institution that sold its operations in the county. In Habersham County, UCB operates under the trade name of First Bank of Habersham, and in Lumpkin County, UCB does business as United Community Bank of Lumpkin County.

## Income Statement Review

Net income was $\$ 12.2$ million in 1998, an increase of $13.2 \%$ from the $\$ 10.7$ million earned in 1997. Diluted income per common share was $\$ 1.62$ for 1998 , compared with $\$ 1.46$ reported for 1997, an increase of $11.0 \%$. Return on average assets and return on average equity for 1998 were $0.95 \%$ and $15.16 \%$, respectively, compared with $1.05 \%$ and $16.18 \%$, respectively, for 1997.

The following table summarizes the components of income and expense and the changes in those components for the past three years.

Table 1 - Condensed Consolidated Statements of Income
For the years ended December 31
(In thousands)

|  |  | 1998 | Change Amount | \% | 1997 | Change Amount | \% | 1996 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest income | \$ | 109,139 | 19,359 | 21.6\% | 89,780 | 21,874 | 32.2\% | 67,906 |
| Interest expense |  | 56,640 | 10,092 | 21.7\% | 46,548 | 12,457 | 36.5\% | 34,091 |
| Net interest income |  | 52,499 | 9,267 | 21.4\% | 43,232 | 9,417 | 27.8\% | 33,815 |
| Provision for loan losses |  | 2,372 | (262) | -9.9\% | 2,634 | 1,037 | 64.9\% | 1,597 |
| Net interest income after |  |  |  |  |  |  |  |  |
| provision for loan losses |  | 50,127 | 9,529 | 23.5\% | 40,598 | 8,380 | 26.0\% | 32,218 |
| Non-interest income |  | 8,711 | 1,731 | 24.8\% | 6,980 | 1,314 | 23.2\% | 5,666 |
| Non-interest expense |  | 41, 098 | 9,021 | 28.1\% | 32,077 | 7,234 | 29.1\% | 24,843 |
| Income before income taxes |  | 17,740 | 2,239 | 14.4\% | 15,501 | 2,460 | 18.9\% | 13,041 |
| Income tax expense |  | 5,588 | 822 | 17.2\% | 4,766 | 652 | 15.8\% | 4,114 |
| Net income | \$ | 12,152 | 1,417 | 13.2\% | 10,735 | 1,808 | 20.3\% | 8,927 |

The individual components of income and expense are discussed in further detail below.

## Net Interest Income

Net interest income (the difference between the interest earned on assets and the interest paid on deposits and liabilities) is the single largest component of United's operating income. United actively manages this income source to provide an optimal level of income while balancing interest rate, credit and liquidity risks. Net interest income totaled $\$ 52.5$ million in 1998, an increase of $\$ 9.3$ million, or $21.4 \%$, from the level recorded in 1997 and an increase of $\$ 18.7$ million from 1996. On a fully tax-equivalent basis, net interest income was $\$ 54.2$ million in 1998, compared with $\$ 44.6$ million in 1997 and $\$ 35.1$ million in 1996.

Average interest earning assets increased $\$ 221.2$ million, or $23.0 \%$, over the 1997 amount. This increase was primarily due to the increased volume of loans. Average loans outstanding for 1998 were $\$ 905.3$ million, compared with $\$ 737.9$ million in 1997. Average interest bearing liabilities for 1998 increased $\$ 200.5$ million, or $23.4 \%$, over the 1997 average balance. This increase was primarily due to an increase in the level of average interest bearing deposits of $\$ 151.1$ million, or $18.9 \%$, and an increase in borrowed funds of $\$ 49.4$ million, or $86.4 \%$. The majority of new borrowings were fixed and floating rate advances from the Federal Home Loan Bank (FHLB) that
were at a funding cost competitive with the Banks' current certificate of deposit rates. Additional information regarding the FHLB advances is provided in note 7 of the consolidated financial statements.

The banking industry uses two key ratios to measure relative profitability of net interest income. The net interest rate sprea measures the difference between the average yield on earning assets and the average rate paid on interest bearing liabilities. The interest rate spread eliminates the impact of non-interest bearing deposits and gives a direct perspective on the effect of market interest rate movements. The net interest margin is defined as net interest income as a percent of average total earning assets and takes into account the positive impact of investing non-interest bearing deposits.

The net interest spread was $4.02 \%$ in 1998, $4.05 \%$ in 1997 and $4.33 \%$ in 1996, while the net interest margin (on a tax-equivalent basis) was $4.58 \%$ in $1998,4.64 \%$ in 1997 and $4.85 \%$ in 1996. The decrease in the margin and spread are primarily due to competitive pressures on loan pricing, which produced a 12 basis point decline in the average rate from 1997 to 1998. The average cost of interest bearing liabilities for 1998 was $5.36 \%$, a decrease of 8 basis points from 1997. Core deposits, which include transaction accounts, savings accounts and certificates of deposit less than $\$ 100$ thousand, represented approximately $82.5 \%$ of total deposits in 1998, a decrease from 84.0\% in 1997.

The following table shows, for the past three years, the relationship between interest income and expense and the average balances of interest earning assets and interest bearing liabilities.

Table 2 - Average Consolidated Balance Sheets and Net Interest
For the Years Ended December 31
Fully tax-equivalent basis
(in thousands)


Interest income on tax-exempt securities and loans has been increased by $50 \%$ to reflect comparable interest on taxable securities.
For computational purposes, includes non-accrual loans and mortgage loans held for sale.
Includes Trust Preferred Securities.
Tax equivalent net interest income as a percentage of average earning assets.

The following table shows the relative impact on net interest income of changes in the average outstanding balances (volume) of earning assets and interest bearing liabilities and the rates earned and paid by United on such assets and liabilities. Variances resulting from a combination of changes in rate and volume are allocated in proportion to the absolute dollar amounts of the change in each category

Table 3 - Change in Interest Income and Expense on a Tax Equivalent Basis (in thousands)

## INTEREST-EARNING ASSETS:

Loans
Taxable investments
Tax-exempt investments
Federal funds sold
and other interest income

Total interest-earning assets

INTEREST-BEARING LIABILITIES:

| Transaction accounts |  | 2,346 | 295 | 2,641 |
| :---: | :---: | :---: | :---: | :---: |
| Savings deposits |  | 261 | 27 | 288 |
| Certificates of deposit |  | 4,911 | (534) | 4,377 |
| Total interest-bearing deposits |  | 7,518 | (212) | 7,306 |
| FHLB advances |  | 2,444 | (211) | 2,233 |
| Long-term debt and other borrowings |  | 427 | 126 | 553 |
| Total borrowed funds |  | 2,871 | (85) | 2,786 |
| Total interest-bearing liabilities |  | 10,389 | (297) | 10,092 |
| Increase (decrease) |  |  |  |  |
| in net interest income | \$ | 10,440 | (834) | 9,606 |

1997 Compared to 1996 Increase (decrease) in interest income and expense due to changes in: Volume Rate Total

| 19,743 | $(1,110)$ | 18,633 |
| :---: | :---: | :---: |
| 1,919 | 443 | 2,362 |
| 673 | (181) | 492 |
| 481 | (37) | 444 |
| 22,816 | (885) | 21,931 |


| 200 | 1,067 | 1,267 |
| :---: | :---: | :---: |
| 40 | 3 | 43 |
| 10,507 | $(1,110)$ | 9,397 |
| 10,747 | (40) | 10,707 |
| 1,274 | 127 | 1,401 |
| 411 | (62) | 349 |
| 1,685 | 65 | 1,750 |
| 12,432 | 25 | 12,457 |
| 10,384 | (910) | 9,474 |

## Provision for Loan Losses

The provision for loan losses in 1998 was $\$ 2.4$ million, compared with $\$ 2.6$ million in 1997 and $\$ 1.6$ million in 1996 . As a percentage of average outstanding loans, the provisions recorded for 1998, 1997 and 1996 were . $26 \%$, $.36 \%$ and $.29 \%$, respectively. Net loan charge-offs as a percentage of average outstanding loans for 1998 were . $09 \%$, compared with .06\% for 1997 and .07\% for 1996.

The provision for loan losses is based on management's evaluation of inherent risks in the loan portfolio and the corresponding analysis of the allowance for loan losses. Additional discussion on loan quality and the allowance for loan losses is included in the Asset Quality section of this report.

Total non-interest income for 1998 was $\$ 8.7$ million, compared with $\$ 7.0$ million in 1997 and $\$ 5.7$ million in 1996 . The following table presents the components of non-interest income for 1998, 1997 and 1996.

Table 4 - Non-interest Income (in thousands)

|  | Years Ended December 31, |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1998 | \% Change | 1997 | \% Change | 1996 |
| Service charges on deposit accounts | \$ | 3,962 | 13\% | 3,505 | 17\% | 2,990 |
| Mortgage loan and related fees |  | 1,822 | 57\% | 1,157 | (26)\% | 1,566 |
| ATM fees |  | 312 | 37\% | 227 | 47\% | 154 |
| Insurance commissions |  | 617 | 161\% | 236 | 22\% | 194 |
| Trust and brokerage revenue |  | 378 | 105\% | 184 | 175\% | 67 |
| Gains (losses) on securities sales, net |  | 800 | 8\% | 742 | $(5,808) \%$ | (13) |
| Safe deposit box rental |  | 162 | 17\% | 139 | 10\% | 126 |
| Other |  | 658 | (17)\% | 790 | 36\% | 582 |
| Total | \$ | 8,711 | 25\% | 6,980 | 23\% | 5,666 |

The primary source of non-interest income for United is service charges and fees on deposit accounts held by the Banks. Total deposit service charges and fees for 1998 were $\$ 4.0$ million, or $45 \%$ of total non-interest income, compared with $\$ 3.5$ million, or $50 \%$ of total noninterest income in 1997. The growth of deposit service charge and fee revenue for 1998 and 1997 was primarily due to the increase in the number of deposit accounts resulting from the opening of new branch bank locations.

Net gains on the sale of securities totaled $\$ 800$ thousand for 1998, compared with $\$ 742$ thousand for 1997. The gains were primarily the result of a general decline in interest rates coupled with management's decision to shift a portion of the balance of the securities portfolios of the Banks to higher yielding mortgage securities.

Mortgage loan and related fees for 1998 were $\$ 1.8$ million, an increase of $57 \%$ compared with 1997. This increase was primarily due to the low interest rate environment during 1998 that encouraged individuals to refinance existing mortgage debt. Substantially all of the mortgage loan and related fees recorded during 1998 were received as the result of originating approximately $\$ 145$ million of residential mortgages that were subsequently sold into the secondary market. These loans were all sold with the right to service the loans (the servicing asset) released to the purchaser for a fee. The increase in mortgage loan and related fees for 1998 also includes the effect of recognizing $\$ 243$ thousand in additional amortization of mortgage servicing rights in 1998 compared with 1997. This additional amortization was recognized in response to increased prepayment levels within the serviced loan portfolio.

Trust and brokerage revenue for 1998 was $\$ 378$ thousand, an increase of $105 \%$ compared with 1997. This increase is primarily attributed to management's continued focus on personal trust business opportunities within the current customer base of the Banks. Total trust assets under management at December 31, 1998 were $\$ 63.2$ million, compared with $\$ 37.8$ million at December 31, 1997.

Insurance commissions increased 161\% during 1998, to \$617 thousand, compared with 1997. This increase is primarily attributed to loan growth at Finance of \$2.7 million, or 101\%, during 1998.

Total non-interest expense for 1998 was $\$ 41.1$ million, compared with $\$ 32.1$ million in 1997 and $\$ 24.8$ million in 1996 . The following table presents the components of non-interest expense for the years ended December 31, 1998, 1997 and 1996.

Table 5 - Non-interest Expense
(in thousands)

Years Ended December 31,

|  | 1998 | \% Change | 1997 | \% Change | 1996 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Salaries | \$ 18, 101 | 29\% | 14,052 | 32\% | 10,677 |
| Employee benefits | 4,786 | 31\% | 3,643 | 35\% | 2,696 |
| Occupancy | 2,547 | 33\% | 1,921 | 28\% | 1,502 |
| Furniture and equipment | 2,975 | 41\% | 2,108 | 35\% | 1,562 |
| Communications | 1,154 | 66\% | 697 | 38\% | 506 |
| Advertising and public relations | 2,006 | (2)\% | 2,038 | 36\% | 1,498 |
| Postage, printing and supplies | 2,183 | 32\% | 1,660 | 11\% | 1,492 |
| Professional fees | 1,384 | 29\% | 1,076 | 26\% | 852 |
| Amortization of intangibles | 509 | 23\% | 414 | 0\% | 414 |
| Other expense | 5,453 | 22\% | 4,468 | 23\% | 3,644 |
| Total | \$ 41, 098 | 28\% | 32,077 | 29\% | 24,843 |

Total salaries and benefits for 1998 increased by $29 \%$ over the 1997 levels, primarily due to staff additions for new branch bank offices, staffing increases at existing branches that experienced growth and the addition of several senior management positions at the holding company level. United had 638 full-time equivalent employees at December 31, 1998, compared with 569 at year-end 1997.

Total occupancy expense and furniture and equipment expense for 1998 increased by $33 \%$ and 41\%, respectively, compared with 1997. These increases are primarily attributed to the opening of new branch bank offices located in the primary market areas of United.

Postage, printing and supply expense for 1998 increased by $32 \%$ compared with 1997. This increase is a direct result of increases in the number of deposit, loan and trust customers during the year.

Advertising and public relations expense for 1998 decreased $2 \%$ compared with 1997. The primary reason for this decline was the decrease in marketing expenditures related to opening of new bank facilities in 1998 compared with 1997.

Amortization of intangible assets in 1998 increased $23 \%$ compared with 1997. This increase is attributed to the amortization of the core deposit intangible asset related to the January, 1998 acquisition of $\$ 23.4$ million of deposits from a bank located in Ellijay, Georgia. Information regarding United's accounting policy for goodwill and deposit-based intangible assets is included in the notes to the consolidated financial statements.

The efficiency ratio measures a bank's total operating expenses as a percentage of net interest income (before provision for loan losses) and non-interest income, excluding net gains or losses on the sale of securities. United's efficiency ratio for 1998 was 68.04\%,
compared with $64.84 \%$ in 1997 and $62.93 \%$ in 1996. This increase was
primarily attributed to the new branch expansions during 1997 and 1998
that added immediate "fully loaded" operating expenses without
immediate offsetting revenue streams. Management expects the efficiency ratio trend to decline in 1999 and beyond as the revenue for new locations grows and the pace of new facility construction declines.

During the fourth quarter of 1998, management initiated a plan to centralize many operational functions that were currently being performed at individual bank offices, including wire transfers, accounts payable and deposit operations. Although no staff reductions were incurred in conjunction with this project, management expects to realize operational efficiency improvements in the future by limiting the need to increase operational support staffing at the same rate as overall growth of the Banks. The centralization project is expected to be substantially complete by the end of the first quarter of 1999.

Income Taxes
United had income tax expense of $\$ 5.6$ million in 1998, compared with $\$ 4.8$ million in 1997 and $\$ 4.1$ million in 1996 . United's effective tax rates (as a percentage of pre-tax net income) for 1998, 1997 and 1996 were $31.5 \%, 30.7 \%$ and $31.5 \%$, respectively. These effective rates are lower than the statutory Federal tax rate primarily because of interest income on certain investment securities and loans that is exempt from income taxes. Additional information regarding United's income taxes can be found in note 11 to the consolidated financial statements.

## Balance Sheet Review

Total assets at December 31, 1998 were $\$ 1.50$ billion, an increase of $\$ 345.2$ million, or $29.9 \%$, from December 31, 1997. On an average basis, total assets increased $\$ 248.3$ million, or $24.2 \%$, from 1997 to 1998. Average interest earning assets for 1998 were $\$ 1.18$ billion, compared with $\$ 960.3$ million for 1997 , an increase of $23.0 \%$.

## Loans

Total loans averaged $\$ 905.3$ million in 1998 , compared with $\$ 737.9$ million in 1997, an increase of 22.7\%. At December 31, 1998, total loans were $\$ 999.9$ million, an increase of $\$ 176.5$ million, or $21.4 \%$, from December 31, 1997. Over the past five years, United has experienced strong loan growth in all markets, with particular strength in loans secured by real estate, both residential and nonresidential. The following table presents a summary of the loan portfolio by category over that period.

Table 6 - Loans Outstanding
(in thousands)

Commercial
Real estate - construction
Real estate - mortgage
Consumer
Total loans
As a percentage of total loans:
Commercial
Real estate - construction
Real estate - mortgage
Consumer
Total


Substantially all of United's loans are to customers located in
Georgia and North Carolina, in the immediate market areas of the Banks. The following table indicates United's loans by specific collateral type or loan purpose as of December 31, 1998:

Table 7 - Loans by Collateral Type or Purpose (in thousands)

Percent of
Secured by real estate
Residential first liens

| \$ | 360,326 | 36.0\% |
| :---: | :---: | :---: |
|  | 17,346 | 1.7\% |
|  | 18,057 | 1.8\% |
|  | 116,481 | 11.7\% |
|  | 263,794 | 26.4\% |
|  | 7,665 | 0.8\% |
|  | 6,443 | 0.6\% |
|  | 790,112 | 79.0\% |

Other loans:

| Commercial and industrial |  | 72,491 | 7.3\% |
| :---: | :---: | :---: | :---: |
| Agricultural production |  | 10,512 | 1.1\% |
| States and municpalities |  | 6,776 | 0.7\% |
| Consumer installment loans |  | 112,670 | 11.2\% |
| Credit cards and other revolving credit |  | 7,310 | 0.7\% |
| Total other loans |  | 209,759 | 21.0\% |
| Total loans | \$ | 999,871 | 100.0\% |

As of December 31, 1998, United's 20 largest credit relationships consisted of loans and loan commitments ranging from \$2.5 to \$11.0 million, with an aggregate total credit exposure of $\$ 83$ million. All of these credits have been underwritten in a prudent manner and structured in order to minimize United's potential exposure to loss. The deterioration of the financial condition of one or more of these borrowers or a significant decline in real estate values in United's markets could, however, result in an increase in the provision for loan losses and charge-offs.

The following table sets forth the maturity distribution of real estate construction and commercial loans, including the interest rate sensitivity for loans maturing in greater than one year, as of December 31, 1998. United's loan policy does not permit automatic roll-over of matured loans.

Table 8 - Loan Portfolio Maturity
(in thousands)

|  | Maturity |  |  |  |  | Rate Structure for Loans Maturing Over One Year |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | One Year or Less | One through Five Years | Over Year | Total | Fixed Rate | Floating Rate |
| Commercial | \$ | 48,988 | 30,982 | 9,809 | 89,779 | 18,469 | 22,322 |
| Real estate - construction |  | 97,080 | 19,401 | - | 116,481 | 14,005 | 5,396 |
| Total | \$ | 146,068 | 50,383 | 9,809 | 206,260 | 32,474 | 27,718 |

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United manages asset quality and controls credit risk through diversification of the loan portfolio and the application of policies designed to foster sound underwriting and loan monitoring practices. United's loan administration function is charged with monitoring asset quality, establishing credit policies and procedures, and enforcing the consistent application of these policies and procedures at all of the Banks.

The provision for loan losses is the annual cost of providing an adequate allowance for anticipated potential future losses on loans. The amount each year is dependent upon many factors including loan growth, net charge-offs, changes in the composition of the loan portfolio, delinquencies, management's assessment of loan portfolio quality, the value of collateral, and economic factors and trends. The evaluation of these factors is performed by United's credit administration department through an analysis of the adequacy of the allowance for loan losses.

Reviews of non-performing, past due loans and larger credits, designed to identify potential charges to the allowance for loan losses, as well as determine the adequacy of the allowance, are conducted on a regular basis during the year. These reviews are performed by the responsible lending officers, as well as a separate loan review department, and consider such factors as the financial strength of borrowers, the value of the applicable collateral, past loan loss experience, anticipated loan losses, growth in the loan portfolio, prevailing and anticipated economic conditions and other factors.

United does not currently allocate the allowance for loan losses to the various loan categories and there were no significant changes is the estimation methods and assumptions used to determine the adequacy of the allowance for loan losses during 1998. Management does not expect the level of net loan charge-offs for 1999 to be significantly different from the amount recorded in 1998.

The following table presents a summary of changes in the allowance for loan losses for each of the past five years.

Table 9 - Summary of Loan Loss Experience
(in thousands)

|  |  | 1998 | 1997 | 1996 | 1995 | 1994 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Balance beginning of period | \$ | 10,352 | 8,125 | 6,884 | 4,231 | 3,465 |
| Provision for loan losses 2,372 2,634 1,597 <br> Allowance for loan losses acquired  1,116 998 |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
| Amounts charged-off: |  |  |  |  |  |  |
| Commercial |  | 438 | 73 | 329 | 148 | 27 |
| Real estate - construction |  | - | - | - | 24 | - |
| Real estate - residential mortgage |  | 175 | 99 | 13 | 337 | 49 |
| Consumer |  | 675 | 625 | 353 | 192 | 262 |
| Total loans charged-off |  | 1,288 | 797 | 695 | 701 | 338 |
| Recoveries of charged-off loans: |  |  |  |  |  |  |
| Commercial |  | 271 | 22 | 251 | 157 | 6 |
| Real estate - construction |  | - | - | - | - | - |
| Real estate - residential mortgage |  | 36 | 224 | 39 | 188 | 1 |
| Consumer |  | 186 | 144 | 49 | 80 | 99 |
| Total recoveries |  | 493 | 390 | 339 | 425 | 106 |
| Net charge-offs |  | 795 | 407 | 356 | 276 | 232 |
| Balance end of period | \$ | 11,929 | 10,352 | 8,125 | 6,884 | 4,231 |
| Total loans: |  |  |  |  |  |  |
| At year-end | \$ | 999,871 | 823,324 | 634,574 | 474,857 | 354,521 |
| Average | \$ | 899,957 | 733,551 | 545,449 | 423,953 | 332,793 |
| As a percentage of average loans: |  |  |  |  |  |  |
| Net charge-offs |  | 0.09\% | 0.06\% | 0.07\% | 0.07\% | 0.07\% |
| Provision for loan losses |  | 0.26\% | 0.36\% | 0.29\% | 0.26\% | 0.30\% |
| Allowance as a percentage of year-end loans |  | 1.19\% | 1.26\% | 1.28\% | 1.45\% | 1.19\% |
| Allowance as a percentage of non-performing loans |  | 1215\% | 985\% | 552\% | 298\% | 631\% |

Management believes that the allowance for loan losses at December 31, 1998 is sufficient to absorb losses inherent in the loan portfolio as of that date based on the best information available, including the credit risks related to the Year 2000 issue described in detail later in this discussion. This assessment involves uncertainty and judgement; therefore, the adequacy of the allowance for loan losses cannot be determined with precision and may be subject to change in future periods. In addition, bank regulatory authorities, as part of their periodic examination of the Banks, may require additional charges to the provision for loan losses in future periods if the results of their review warrant.

Non-performing loans, which included non-accrual loans and accruing loans past due over 90 days, totaled $\$ 982$ thousand at yearend 1998, compared with $\$ 1.05$ million at December 31, 1997. At December 31, 1998, the ratio of non-performing loans to total loans was . $10 \%$, compared with $.13 \%$ at year-end 1997. Non-performing assets, which include non-performing loans and foreclosed real estate, totaled $\$ 1.36$ million at December 31, 1998, compared with $\$ 1.44$ million at year-end 1997.

It is the general policy of the Banks to place loans on nonaccrual status when, in the opinion of management, the principal and interest on a loan is not likely to be repaid in accordance with the loan terms. When a loan is placed on non-accrual status, interest previously accrued but not collected is reversed against current interest income. Depending on management's evaluation of the borrower and loan collateral, interest on a non-accrual loan may be recognized on a cash basis as payments are received. Loans made by the Banks to facilitate the sale of other real estate are made on terms comparable to loans of similar risk.

There were no commitments to lend additional funds to loans on non-accrual status at December 31, 1998. The table below summarizes United's non-performing assets for each of the last five years.

Table 10 - Non-Performing Assets
(in thousands)

|  | December 31, |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1998 | 1997 | 1996 | 1995 | 1994 |
| Non-accrual loans | \$ | 518 | 515 | 984 | 2,017 | 569 |
| Loans past due 90 days or more and still accruing |  | 464 | 536 | 487 | 291 | 102 |
| Total non-performing loans |  | 982 | 1,051 | 1,471 | 2,308 | 671 |
| Other real estate owned |  | 376 | 386 | 210 | 65 | - |
| Total non-performing assets | \$ | 358 | 1,437 | 1,681 | 2,373 | 671 |
| Total non-performing loans as a percentage of total loans |  | .10\% | 0.13\% | 0.23\% | 0.49\% | 0.19\% |
| Total non-performing assets as a percentage of total assets |  | .09\% | 0.12\% | 0.19 | 0.33\% | 0.14\% |

At December 31, 1998, United had $\$ 4.3$ million of loans which were not classified as non-performing but for which known information about the borrowers' financial condition caused management to have concern about the ability of the borrowers to comply with the repayment terms of the loans. These loans were identified through the loan review process described in the Asset Quality and Risk Elements section of this discussion above that provides for assignment of a risk rating based on an eight-grade scale to all commercial and commercial real estate loans. Based on the evaluation of current market conditions, loan collateral, other secondary sources of repayment and cash flow generation, management does not anticipate any significant losses related to these loans. These loans are subject to continuing management attention and are considered in the determination of the allowance for loan losses.

The composition of the securities portfolio reflects United's investment strategy of maintaining an appropriate level of liquidity while providing a relatively stable source of income. The securities portfolio also provides a balance to interest rate risk and credit risk in other categories of the balance sheet while providing a vehicle for the investment of available funds, furnishing liquidity, and supplying securities to pledge as required collateral for certain deposits.

Total average securities increased $29.8 \%$ during 1998 and $27.0 \%$ during 1997. The following table shows the carrying value of United's securities, by security type, as of December 31, 1998, 1997 and 1996.

Table 11 - Carrying Value of Securities (in thousands)

|  |  | 1998 | December 1997 | 1996 |
| :---: | :---: | :---: | :---: | :---: |
| Securities held to maturity: |  |  |  |  |
| U.S. Treasury | \$ | - | 500 | 2,368 |
| U.S. Government agencies |  | 1,885 | 22,361 | 34,804 |
| State and political subdivisions |  | 53,386 | 42,330 | 33, 036 |
| Mortgage-backed securities |  | 2,122 | 4,368 | 7,118 |
| Total securites held to maturity |  | 57,393 | 69,559 | 77,326 |
| Securities available for sale: |  |  |  |  |
| U.S. Treasury |  | 33, 080 | 46,945 | 12,841 |
| U.S. Government agencies |  | 41, 029 | 45,552 | 38,953 |
| State and political subdivisions |  | 20,512 | 11,860 | 6,833 |
| Mortgage-backed securities |  | 209,216 | 33,347 | 18,635 |
| Other securities |  | 10,557 | 6,190 | 4,002 |
| Total securities available for sale |  | 314,394 | 143,894 | 81,264 |
| Total securities | \$ | 371,787 | 213,453 | 158,590 |

## Carrying Value of Investments

The December 31, 1998, market value of securities held to maturity, as a percentage of amortized cost was $103 \%$, up from $102 \%$ at December 31, 1997. The market value of the portfolio of securities held to maturity will change as interest rates change and such unrealized gains or losses will not flow through the financial statements unless the related securities are called at prices different from the carrying value at the time of call. On January 1, 1999, United adopted Statement of Financial Accounting Standards No. 133, "Accounting for Derivative Instruments and Hedging Activities" ("SFAS No. 133"). As permitted by SFAS No. 133, United transferred all securities classified as held to maturity at January 1, 1999 to available for sale. This transfer resulted in an increase in stockholders' equity of $\$ 1.1$ million, which represents the amount of the unrealized gain on those securities, net of tax, as of January 1, 1999.

United's investment portfolio consists principally of U.S.
Government and agency securities, municipal securities, various equity securities and U.S. Government sponsored agency mortgage-backed securities. A mortgage-backed security relies on the underlying mortgage pools of loans to provide a cash flow of principal and interest. The actual maturities of these securities will differ from the contractual maturities because the loans underlying the security may prepay with or without prepayment penalties. Decreases in interest rates will generally cause an increase in prepayment levels.

In a declining interest rate environment, United may not be able to reinvest the proceeds from these prepayments in assets that have comparable yields. However, because the majority of the mortgagebacked securities have adjustable rates, the negative effects of changes in interest rates on income and the carrying values of these securities are somewhat mitigated.

During the fourth quarter of 1998, management initiated a leverage program designed to make optimal utilization of United's assets and capital. This program provides for using borrowed funds (principally FHLB advances) secured by mortgage loans and securities of the Banks to purchase additional securities. The securities purchased in conjunction with the leverage program are primarily mortgage backed pass-through and other mortgage backed securities, including collateralized mortgage obligations ("CMOs"). As of December 31, 1998, the leverage program at United added $\$ 75$ million in total borrowings and earning assets. Management expects the leverage program to add additional earning assets and related borrowings of between $10 \%$ and $15 \%$ of total consolidated assets by the end of 1999.

At December 31, 1998, United had 35\% of its total investment portfolio in mortgage backed pass-through securities, all of which are issued or backed by Federal agencies, compared with 18\% at December 31, 1997. United did not have securities of any issuer in excess of $10 \%$ of equity at year-end 1998 or 1997 . Other mortgage-backed securities, including CMOs, represented $19 \%$ of the total securities portfolio at December 31, 1998, compared with $0 \%$ at year-end 1997. Approximately $87 \%$ of the other mortgage-backed securities portfolio was collateralized by mortgage-backed securities issued or backed by Federal agencies as of December 31, 1998.

## Deposits

Total average deposits for 1998 were $\$ 1.08$ billion, an increase of $\$ 183.4$ million, or $20.5 \%$ from 1997. Average non-interest bearing demand deposit accounts increased $\$ 32.3$ million, or $33.8 \%$, and average interest bearing transaction accounts increased $\$ 59.3$ million, or 33.7\%, from 1997. Average time deposits for 1998 were \$661.9, an increase of $14.2 \%$ from 1997. The lower rate of time deposit growth experienced by the Banks during 1998 was primarily due to stricter deposit pricing and an increased reliance on wholesale funding sources, including advances from the FHLB, that were more costeffective.

Time deposits of $\$ 100$ thousand and greater totaled $\$ 208.1$ million at December 31, 1998, compared with $\$ 156.8$ million at year-end 1997. Total interest paid on time deposits of $\$ 100$ thousand and greater during 1998 was $\$ 11.4$ million. The Banks did not hold any material amount of brokered certificates of deposit of $\$ 100$ thousand and greater at December 31, 1998 or 1997. The following table sets forth the scheduled maturities of time deposits of $\$ 100$ thousand and greater at December 31, 1998.

Table 12 - Maturities of Time Deposits of $\$ 100$ Thousand and Greater (in thousands)

Three months or less
Over three through six months Over six through twelve months Over one year

Total

| \$ | 81,427 |
| :---: | :---: |
|  | 60,638 |
|  | 40, 426 |
|  | 25,629 |
| \$ | 208, 120 |



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At December 31, 1998, all of the Banks were shareholders in the Federal Home Loan Bank of Atlanta. Through this affiliation, secured advances totaling $\$ 176.9$ million were outstanding at rates competitive with time deposits of like maturities. United anticipates continued utilization of this short and long term source of funds to minimize interest rate risk and to provide funding for the leverage program described above. The FHLB advances outstanding at December 31, 1998 had both fixed and floating interest rates ranging from $4.29 \%$ to 7.81\%. Approximately $19 \%$ of the FHLB advances mature prior to December 31, 1999. Additional information regarding FHLB advances is provided in note 7 to the consolidated financial statements.

Interest Rate Sensitivity Management
The absolute level and volatility of interest rates can have a significant impact on United's profitability. The objective of interest rate risk management is to identify and manage the sensitivity of net interest income to changing interest rates, in order to achieve United's overall financial goals. Based on economic conditions, asset quality and various other considerations, management establishes tolerance ranges for interest rate sensitivity and manages within these ranges.

United uses income simulation modeling as the primary tool in measuring interest rate risk and managing interest rate sensitivity. Simulation modeling considers not only the impact of changing market rates of interest on future net interest income, but also such other potential causes of variability as earning asset volume, mix, yield curve relationships, customer preferences and general market conditions.

Interest rate sensitivity is a function of the repricing characteristics of United's portfolio of assets and liabilities. These repricing characteristics are the time frames within which the interest bearing assets and liabilities are subject to change in interest rates either at replacement, repricing or maturity during the life of the instruments. Interest rate sensitivity management focuses on the maturity structure of assets and liabilities and their repricing characteristics during periods of changes in market interest rates. Effective interest rate sensitivity management seeks to ensure that both assets and liabilities respond to changes in interest rates within an acceptable timeframe, thereby minimizing the impact of interest rate changes on net interest income. Interest rate sensitivity is measured as the difference between the volumes of assets and liabilities in United's current portfolio that are subject to repricing at various time horizons: immediate; one to three months; four to twelve months; one to five years; over five years, and on a cumulative basis. The differences are known as interest sensitivity gaps. The following table shows interest sensitivity gaps for these different intervals as of December 31, 1998.

| One <br> Through | Four <br> Through | One <br> Through | Over Five <br> Years and |  |
| :---: | :---: | :---: | :---: | :--- |
| Three | Twelve | Five | Non-rate |  |
| Immediate | Months | Months | Years | Sensitive | Total

Interest earning assets:
Federal funds sold
Securities
Mortgage loans held for sale Loans

Total interest earning assets
Interest bearing liabilities:
Demand deposits
Savings deposits
Time deposits
Fed funds purchased/repurchase agreements
FHLB advances
Notes payable
Convertible subordinated debentures
Trust preferred securities
Total interest bearing liabilities
Non-interest bearing sources of funds
Interest sensitivity gap
Cumulative sensitivity gap

| \$ | 7,190 | - | - | - | - | 7,190 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | - | 18,334 | 23,190 | 105,513 | 224,750 | 371,787 |
|  | - | 8,129 | - | - | - | 8,129 |
|  | - | 231,227 | 405,104 | 257,973 | 105,567 | 999, 871 |
|  | 7,190 | 257,690 | 428,294 | 363,486 | 330,317 | 1,386,977 |
|  | - | 270,532 | - | - | - | 270,532 |
|  | - | - | 59,340 | - | - | 59,340 |
|  | - | 235,030 | 347,944 | 107,126 | - | 690,100 |
|  | 26,520 | - | - | - | - | 26,520 |
|  | 4, 000 | 19,725 | 11,000 | 104,798 | 37,331 | 176,854 |
|  | - | 400 | 877 | - | - | 1,277 |
|  | - | - | - | - | 3,500 | 3,500 |
|  | - | - | - | - | 21,000 | 21,000 |


| 30,520 | 525,687 | 419,161 | 211,924 | 61,831 | 1,249,123 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | 143,152 | 143,152 |
| $(23,330)$ | $(267,997)$ | 9,133 | 151,562 | 125,334 | $(5,298)$ |
| \$ $(23,330)$ | $(291,327)$ | $(282,194)$ | $(130,632)$ | $(5,298)$ | - |

As seen in the preceding table, during the first year $78 \%$ of interest bearing liabilities will reprice compared with $50 \%$ of all interest earning assets. Changes in the mix of earning assets or supporting liabilities can either increase or decrease the net interest margin without affecting interest rate sensitivity. In addition, the interest rate spread between an asset and its supporting liability can vary significantly while the timing of repricing for both the asset and the liability remains the same, thus impacting net interest income. This characteristic is referred to as basis risk and generally relates to the possibility that the repricing characteristics of short-term assets tied to United's prime lending rate are different from those of short-term funding sources such as certificates of deposit.

Varying interest rate environments can create unexpected changes in prepayment levels of assets and liabilities that are not reflected in the interest rate sensitivity analysis. These prepayments may have significant impact on United's net interest margin. Because of these factors, an interest sensitivity gap analysis may not provide an accurate assessment of United's exposure to changes in interest rates.

Table 13 indicates United is in a liability sensitive or negative gap position for the first twelve months. This liability sensitive position would generally indicate that United's net interest income would decrease should interest rates rise and would increase should interest rates fall. Due to the factors cited previously, current simulation results indicate only minimal sensitivity to parallel
shifts in interest rates; however, no assurance can be given that
United is not at risk from interest rate increases or decreases. Management also evaluates the condition of the economy, the pattern of market interest rates and other economic data to determine the appropriate mix and repricing characteristics of assets and liabilities necessary to optimize the net interest margin.

The following table presents the expected maturity of the total securities by maturity date and average yields based on amortized cost (for all obligations on a fully taxable basis, assuming a $34 \%$ tax rate) at December 31, 1998. The composition and maturity/repricing distribution of the securities portfolio is subject to change depending on rate sensitivity, capital and liquidity needs.

Table 14 - Expected Maturity of Securities (in thousands)

| Over One Over Five |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Year | Years |  |  |  |  |
| One Year Through Through | Over |  |  |  |  |
| or Less Five Years Ten Years | Ten Years | Total |  |  |  |

Securities held to maturity:
U.S. Treasury


Securities available for sale:
U.S. Treasury
U.S. Government agencies

State and political subdivisions
Other securities


Total securities
Percent of total
Weighted average yield
6.65\% 6.34\% 7.08\%
6.08\%
6.26\%

Includes mortgage-backed securities issued by U.S Government sponsored agencies.
Based on amortized cost.
Includes privately issued mortgage-backed securities.

In order to assist in achieving a desired level of interest rate sensitivity, United has entered into off-balance sheet contracts that are considered derivative financial instruments during 1998, 1997 and 1996. Derivative financial instruments can be a cost and capital effective means of modifying the repricing characteristics of onbalance sheet assets and liabilities. These contracts include interest rate swaps under which United pays a variable rate and receives a fixed rate and interest rate cap contracts for which United pays an up-front premium in exchange for a variable cash flow if interest rates exceed the cap rate. At December 31, 1998, United had one outstanding swap contract with a notional amount of $\$ 10$ million.

This contract provides for United to pay a variable rate in exchange for receiving a fixed rate on the notional amount and it matured on January 2, 1999. In addition, United had two cap contracts as of December 31, 1998 with a combined notional amount of $\$ 20$ million that provide for United to receive payments if the 3 month LIBOR exceeds the contract rates. The cost of the cap contracts is included in other assets in the consolidated balance sheet and is being amortized on a straight-line basis over the five year term of the contracts. At December 31, 1998, the cap contracts had an aggregate book value of $\$ 437$ thousand and an aggregate fair market value of $\$ 448$ thousand. In order to minimize the credit risk of derivative financial instruments, United requires all contract counterparties to have an investment grade or better credit rating. Under current accounting guidelines, the fair value of derivative financial instruments is not included on the balance sheet; however, SFAS No. 133 requires all derivative financial instruments be included and recorded at fair value on the balance sheet. United adopted SFAS No. 133 effective January 1, 1999 and management expects all derivative financial instruments utilized to qualify as effective cash flow hedges, which will allow any gain or loss in value to be recorded as a component of other comprehensive income.

## Liquidity Management

The objective of liquidity management is to ensure that sufficient funding is available, at reasonable cost, to meet the ongoing operational cash needs of United and to take advantage of income producing opportunities as they arise. While the desired level of liquidity will vary depending upon a variety of factors, it is the primary goal of United to maintain a sufficient level of liquidity in all expected economic environments. Liquidity is defined as the ability of a bank to convert assets into cash or cash equivalents without significant loss and to raise additional funds by increasing liabilities. Liquidity management involves maintaining United's ability to meet the daily cash flow requirements of the Banks' customers, both depositors and borrowers.

The primary objectives of asset/liability management are to provide for adequate liquidity in order to meet the needs of customers and to maintain an optimal balance between interest-sensitive assets and interest-sensitive liabilities, so that United can also meet the investment requirements of its shareholders as market interest rates change. Daily monitoring of the sources and use of funds is necessary to maintain a position that meets both requirements.

The asset portion of the balance sheet provides liquidity primarily through loan principal repayments and the maturities and sales of securities. Mortgage loans held for sale totaled \$8.1 million at December 31, 1998, and typically turn over every 45 days as the closed loans are sold to investors in the secondary market. Real estate-construction and commercial loans that mature in one year or less amounted to $\$ 146.1$ million, or $15 \%$, of the total loan portfolio at December 31, 1998. Other short-term investments such as federal funds sold are additional sources of liquidity.

The liability section of the balance sheet provides liquidity through depositors' interest bearing and non-interest bearing deposit accounts. Federal funds purchased, FHLB advances and securities sold under agreements to repurchase are additional sources of liquidity and represent United's incremental borrowing capacity. These sources of liquidity are short-term in nature and are used as necessary to fund asset growth and meet other short-term liquidity needs.

As disclosed in United's consolidated statements of cash flows included in the consolidated financial statements, net cash provided by operating activities was $\$ 11.2$ million during 1998. The major sources of cash provided by operating activities are net income partially offset by funding of mortgage loans held for sale and changes in other assets and other liabilities. Net cash used in investing activities of $\$ 321.4$ million consisted primarily of a net increase in loans of $\$ 174.1$ million and securities purchases of $\$ 271.9$ million funded largely by sales, maturities and paydowns of securities of $\$ 126.8$ million and additional net borrowings from the FHLB of $\$ 133.5$ million. Net cash provided by financing activities provided the remainder of funding sources for 1998. The $\$ 297.0$ million of net cash provided by financing activities consisted primarily of a \$162.6 million net increase in deposits, a net increase in FHLB advances of $\$ 133.5$ million and $\$ 21.0$ million from the issuance of the Trust Preferred Securities.

In the opinion of management, United's liquidity position at December 31,1998 , is sufficient to meet its expected cash flow requirements. Information regarding the unique liquidity risk associated with the Year 2000 issue is contained in the Year 2000 section of this discussion. Reference should be made to the consolidated statements of cash flows appearing in the consolidated financial statements for a three-year analysis of the changes in cash and cash equivalents resulting from operating, investing and financing activities.

Stockholders' equity at December 31, 1998 was $\$ 86.8$ million, an increase of $\$ 11.6$ million, or 15.5\%, from December 31, 1997. Dividends of $\$ 1.1$ million, or $\$ .15$ per share, were declared on common stock in 1998, an increase of $50 \%$ per share from the amount declared per share in 1997. The dividend payout ratios for 1998 and 1997 were $9.13 \%$ and $6.51 \%$, respectively. United has historically retained the majority of its earnings in order to provide a cost-effective source of capital for continued growth and expansion. However, in recognition that cash dividends are an important component of shareholder value, management has instituted a dividend program that provides for increased cash dividends when earnings and capital levels permit.

In July 1998, a statutory business trust ("United Community Capital Trust") was created by United which in July 1998, issued guaranteed preferred beneficial interests in United's junior subordinated deferrable interest debentures ("Trust Preferred Securities") to institutional investors in the amount of $\$ 21$ million. This issuance represented the guaranteed preferred beneficial interests in $\$ 21.7$ million in junior subordinated deferrable interest debentures ("Subordinated Debentures") issued by United to United Community Capital Trust. For regulatory purposes, the Trust Preferred Securities will be treated as Tier I capital of United. The subordinated debentures are the sole assets of United Community Capital Trust and bear an interest rate of $8.125 \%$ with a maturity date of July 15, 2028, which may be shortened to a date not earlier than July 15, 2018. If the subordinated debentures are redeemed in part or in whole prior to July 15, 2008, the redemption price of the Subordinated Debentures and the Trust Preferred Securities will include a premium ranging from $4.06 \%$ in 2008 to $.41 \%$ in 2018.

In March 1997, United completed an offering to the public of 300, 000 shares of United common stock registered under the Securities Act of 1933, pursuant to which $\$ 6.5$ million in additional capital was raised after deducting certain issuance costs. United used the proceeds of the offering primarily to invest additional capital in UCB, Carolina and Towns to support the asset growth that the banks were experiencing.

On December 31, 1996, United completed a private placement of convertible subordinated payable-in-kind debentures due December 31, 2006 (the "2006 Debentures"). The 2006 Debentures bear interest at the rate of one quarter of one percentage point over the prime rate per annum as quoted in the Wall Street Journal, payable on a quarterly basis.

The 2006 Debentures may be redeemed, in whole or in part, from time to time on or after January 1, 1998, at the option of United upon at least 20 days and not more than 60 days notice, at a redemption price equal to $100 \%$ of the principal amount of the debentures to be redeemed plus interest accrued and unpaid as of the date of redemption. The holders of the 2006 Debentures have the right, excercisable at any time up to December 31, 2006, to convert such debentures at the principal amount thereof into shares of Common Stock of United at the conversion price of $\$ 25$ per share, subject to adjustment for stock splits and stock dividends.

The Board of Governors of the Federal Reserve System has issued guidelines for the implementation of risk-based capital requirements by U.S. banks and bank holding companies. These risk-based capital guidelines take into consideration risk factors, as defined by regulators, associated with various categories of assets, both on and
off balance sheet. Under the guidelines, capital strength is measured in two tiers which are used in conjunction with risk adjusted assets to determine the risk based capital ratios. The guidelines require an $8 \%$ total risk-based capital ratio, of which $4 \%$ must be Tier I capital.

United's Tier I capital, which consists of stockholders' equity and qualifying trust preferred securities less other comprehensive income, goodwill and deposit-based intangibles, totaled to $\$ 99.2$ million at December 31, 1998. Tier II capital components include supplemental capital components such as a qualifying allowance for loan losses and qualifying subordinated debt. Tier I capital plus Tier II capital components is referred to as Total Risk-based Capital and was \$114.6 million at December 31, 1998. The percentage ratios, as calculated under the guidelines, were $9.52 \%$ and $11.00 \%$ for Tier I and Total Risk-based Capital, respectively, at December 31, 1998.

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A minimum leverage ratio is required in addition to the risk-based capital standards and is defined as period end stockholders' equity and qualifying trust preferred securities, less other comprehensive income, goodwill and deposit-based intangibles divided by average assets adjusted for goodwill and deposit-based intangibles. Although a minimum leverage ratio of $4 \%$ is required for the highest-rated bank holding companies which are not undertaking significant expansion programs, the Federal Reserve Board requires a bank holding company to maintain a leverage ratio greater than $4 \%$ if it is experiencing or anticipating significant growth or is operating with less than welldiversified risks in the opinion of the Federal Reserve Board. The Federal Reserve Board uses the leverage and risk-based capital ratios to assess capital adequacy of banks and bank holding companies. United's leverage ratios at December 31, 1998 and 1997 were $7.06 \%$ and 5.76\%, respectively.

The primary reason for improvement of the leverage ratio during 1998 was issuance of $\$ 21$ million of Trust Preferred Securities discussed above and the retention of approximately $91 \%$ of the net income for the year.

All three of the capital ratios of United and the Banks currently exceed the minimum ratios required in 1998 as defined by federal regulators. United monitors these ratios to ensure that the United and the Banks remain within regulatory guidelines. Further information regarding the actual and required capital ratios of United and the Banks is provided in note 13 to the consolidated financial statements.

## Impact of Inflation and Changing Prices

A bank's asset and liability structure is substantially different from that of an industrial firm in that primarily all assets and liabilities of a bank are monetary in nature, with relatively little investments in fixed assets or inventories. Inflation has an important impact on the growth of total assets and the resulting need to increase equity capital at higher than normal rates in order to maintain an appropriate equity to assets ratio.

United's management believes the impact of inflation on financial results depends on United's ability to react to changes in interest rates and, by such reaction, reduce the inflationary impact on performance. United has an asset/liability management program which attempts to manage United's interest rate sensitivity position. In addition, periodic reviews of banking services and products are conducted to adjust pricing in view of current and expected costs.

## Year 2000

## Overview

The "Year 2000" issue refers to potential problems that may result from the improper processing of dates and date-dependent calculations by computers and other microchip-embedded technology (like an alarm or telephone system). In simple terms, problems with Year 2000 can result from a computer's inability to recognize a twodigit date field (00) as representing Year 2000 and, incorrectly, recognize the year as 1900. Failure to identify and correct this problem could result in system processing errors that would disrupt United's normal business operations. In recognition of the seriousness of this issue, and in accordance with directives on Year 2000 issued by banking regulatory agencies, United established a Year 2000 Committee in January 1998. The committee is chaired by United's Chief Information Officer and reports directly to United's board of directors on a quarterly basis.

United has adopted a seven-phase action plan to address Year 2000 issues and expects to address all aspects of the action plan in a timely manner and to be prepared for the impact Year 2000 will have on United, its systems, vendors and customers. The seven phases are:

1. Awareness - TheYear 2000 committee and committee chairman were appointed and authorized to develop an overall strategy for addressing the Year 2000 issue. An on-going awareness program has been developed to keep directors, employees and customers informed about the Year 2000 issue and apprised of United's progress in addressing it.
2. Inventory - Entails completion of a specific, detailed inventory of all hardware, software and other microchip-embedded products used by United. Procedures are established to ensure that any new purchases are properly analyzed for Year 2000 compliance and then inventoried. Vendors and suppliers are contacted to ascertain Year 2000 compliance status and efforts to remediate potential problems.
3. Assessment - Mission critical areas are identified and tested to address potential problem areas. Budgets are developed for expected expenses and other resources needed to adequately address potential problems. The potential risk exposure posed by credit customers and large depositors is also evaluated.
4. Renovation/Analysis - Vendors that supply system applications are requested to provide certification that their product used by United is Year 2000 compliant. Non-compliant systems are renovated or replaced.
5. Testing - All replaced or upgraded systems are tested to ensure full correction of any Year 2000 issues and then reviewed by a third party for validation of corrective action. Contingency plans are tested for effectiveness.
6. Implementation - A final review of all systems after the renovation of problematic areas is completed. Management and system users will carefully assess the status of corrective action.
7. Post-Implementation - Utilizing the contingency plans, the Year 2000 committee will continue to refine backup processes and procedures to be used in a worst-case scenario.

This seven-phase program applies to both information technology ("IT") and non-information technology ("non-IT") systems that are affected by Year 2000 that have been designated by the Year 2000 Committee as "mission critical." For purposes of the Year 2000 project, mission critical systems are defined as any technology element that, if not able to function properly, could result in financial liability, loss of revenue, significant customer service/support problems and damage to United's reputation.

The following table identifies some, but not all, IT and non-IT mission critical systems and elements:

## IT

Mainframe hardware
Mainframe software ATMs
PC network hardware
PC network software

Non-IT
Security systems
HVAC systems
Vault doors
Printed forms
Phone systems

The Federal Financial Institutions Examination Council (FFIEC) issued a statement entitled "Year 2000 Project Management Awareness" in May, 1997. This statement established key milestones that banks and other financial institutions must meet with regard to Year 2000 testing and remediation. The following table sets forth each deadline contained in this statement and where United stands, as of December 31, 1998, with respect to meeting each deadline.
Date
Task
United's Status

June 30, 1998

September 1, 1998

December 31, 1998

March 31, 1999

June 30, 1999

Complete development of all Completed written testing strategies, plans and policies; due diligence to determine Year 2000 risk posed by customers implemented.

Commence testing of internal Completed
mission-critical systems; assessment of customers' Year 2000 preparedness and potential impact on the institution substantially complete.

Testing of internal mission-critical Completed systems substantially complete.

External testing with material third parties begins.

Testing of all mission-critical systems completed and corrective actions substantively completed.

The FFIEC has, under its bank supervisory authority, developed a multi-phase examination process to determine if banks are complying with the provisions of the awareness statement described above. United intends to comply with all regulatory requirements established by banking regulatory agencies.

As is the case with many financial institutions, United is dependent on third parties to provide systems used in daily operations. Examples include, but are not limited to, firms that provided both mainframe and desktop computer hardware, bank processing software that tracks loans and deposits, telecommunications services, check clearing and electrical utilities. Even though many providers of these products have advised that they are Year 2000 compliant, United is performing an independent testing and validation that will confirm that this is the case for each product as it is installed and used in United's operations. Generally speaking, United utilizes hardware and software providers that are registered under the Securities and Exchange Act of 1934; the Commission filings for each provider are being reviewed by management to determine if any significant disclosures with regard to the Year 2000 are made. In addition, United has requested all providers of hardware, software, processing services and other systems that are date-sensitive to provide written certification of the Year 2000 status for their product or service. The following table sets forth United's significant material relationships with third parties that, in the opinion of management, could potentially result in business interruption if the product or service provided is not Year 2000 compliant. This table is not intended to itemize all relationships with third-party service providers.
Product/Service

Bank processing system

## Mainframe

Telecommunications services
Wire transfers
Check clearing

Year 2000 Assessment Status

Certified compliant by manufacturer; being tested internally
In final phase of internal testing
Testing scheduled for first quarter of 1999
Certified compliant by service provider
Certified compliant by service provider

Expected Costs Associated with Addressing Year 2000

As part of United's initiative to assess its state of readiness with regard to Year 2000, a budget was developed by the Year 2000 Committee. The budget is divided into five distinct categories:

| Consulting | costs incurred with the engagement <br> of third-party consultants and solution |
| :---: | :--- |
|  | providers assisting management with the |
|  | Year 2000 project, to review and |
|  | negotiate contracts and insurance coverage |
|  | and to perform audits of United's state |
| of readiness for the Year 2000. |  |

The following table sets forth United's budget for the Year 2000 issue and actual amounts expended as of December 31, 1998. All amounts shown are pre-tax. In addition, the table indicates the percentage of each budget line item (as described above) that is expected to be recognized as current period expense and the percentage that is expected to be recorded as a new asset with expense recognized over the useful life of the asset through charges to depreciation expense.

Year 2000 Budget
(in thousands)

|  |  | Acutal Costs | \% of Budget |
| :---: | :---: | :---: | :---: |
| Budget | \% of Total | Incurred as of | Expended as of |
| Budget | $31-$ Dec-98 | $31-$ Dec-98 |  |



In accordance with recently issued accounting guidelines on how Year 2000 costs should be recognized for financial statement purposes, United intends to recognize as current period expense all costs associated with the consulting, inventory, testing and resources components of the Year 2000 budget. The costs associated with remediation, which comprise approximately $80 \%$ of the Year 2000 budget, are primarily related to the installation of a new wide-area desktop computer network (WAN) that will replace virtually all of the desktop computers, file servers and peripheral equipment currently in use. In addition to being Year 2000 compliant, the new WAN will provide United with a uniform standard desktop computer configuration, internal and external e-mail capability, internet access and savings on telephone communication costs through utilization of the WAN communications backbone for voice communication. United intends to leverage this new WAN technology to increase the levels of employee productivity and improve operating efficiency. The costs of the WAN component of the Year 2000 remediation budget will be recognized over a useful life of three years at a cost of approximately $\$ 450,000$ per year starting in the first quarter of 1999. This annual cost does not include any of the anticipated savings that the United expects to achieve through improved operating efficiency and reduced telecommunications costs over the next three years.

United expects to fund the costs associated with preparing for Year 2000 out of its normal operating cash flows. No major information technology initiatives have been postponed as a result of Year 2000 preparation that would have a material impact on United's financial condition or results of operations.

Credit Risk - United, in the conduct of its ordinary operations, extends credit to individuals, partnerships and corporations. The extension of credit to businesses is based upon an evaluation of the borrower's ability to generate cash flows from operations sufficient to repay principal and interest, in addition to meeting the operating needs of the business. Failure of one of United's business borrowers to adequately prepare for the impact a Year 2000 failure could potentially impair its ability to repay the loan. An example of this would be a loan to a building supply store that has computer accounting systems that fail to recognize Year 2000 and, consequently, are unable to calculate and bill accounts receivable in January 2000. This failure would most likely have a negative impact on the customer's cash flow and, consequently, their ability to repay the loan in accordance with its original terms. United's exposure to Year 2000 credit risk is somewhat mitigated by the fact that only $9 \%$ of the \$1 billion in outstanding loans are to commercial enterprises.

In order to assess the Year 2000 risk within the loan portfolio, United's credit administration department developed a risk determination process to determine if any borrower with total debt of $\$ 100$ thousand or more is dependent upon computer technology. Specifically, this process selectively identified business borrowers including self-employed individuals) that rely on computer technology or use a supply chain that includes vendors that rely on computer technology. After these borrowers were identified, the loan officer responsible for each account completed a survey that includes 30 questions that examine four key components of Year 2000 preparedness: Project Planning; Staffing and Resources; Budget; and Contingency Planning. Based on the results of the survey questions the account officer rated each borrower as a "low," "medium" or "high" risk for Year 2000. The completed surveys and ratings were then independently reviewed by United's Loan Review Department, which had authority to request additional information from the borrower and, if necessary, change the Year 2000 risk rating. As of December 31, 1998, the survey, rating and review process was substantially completed. The survey results and indicated that approximately $45 \%, 48 \%$ and $6 \%$ of the total aggregate credit exposure for surveyed borrowers were rated low, medium and high Year 2000 risks, respectively.

Management believes that the allowance for loan losses at December 31, 1998 is sufficient to absorb losses inherent in the loan portfolio, including losses related to failure of borrowers to adequately prepare the direct and indirect impact a Year 2000 computer failure may have on their business. However, additional charges to the provision for loan loss will be made if, in the estimation of management, the increased risk for loan loss related to Year 2000 is not adequately provided for in the allowance for loan losses as of any balance sheet date.

Liquidity Risk - is the risk to United's earnings and capital arising from an inability to raise sufficient cash to meet obligations as they come due. This risk is a very significant one for United since its primary business is banking, which involves taking deposits that are generally due upon demand. Since United uses these deposits to fund loans and purchase investment securities, a dramatic increase in deposit withdrawals because of Year 2000 problems specific to United or of a more general nature could have an adverse impact on United. Specifically, United could be forced to liquidate investments under adverse market conditions (that is, to sell at a loss) in order to fund a significantly higher level of deposit withdrawal activity. United is assessing its liquidity risk by running various scenarios of deposit withdrawals coincident with the turn of the century, ranging from normal activity to what could be reasonably expected in a panic situation. As of December 31, 1998, the Banks had available federal funds lines of credit totaling approximately $\$ 19$ million and secured borrowing availability at the FHLB and The Federal Reserve Discount Window totaling $\$ 261$ million. In addition, United has a $\$ 15$ million line of credit. Although estimates of deposit withdrawals related to Year 2000 vary widely, management expects liquidity sources to be sufficient to cover deposit withdrawal activity in a variety of scenarios.

Transaction Risk - is the risk to United's income and capital resulting from failure to deliver one of its products or services in a acceptable manner. An example of transaction risk related to Year 2000 is the ability of United's computer system to properly bill customers for loan payments due and account for the payments when received or the ability of a customer to perform a deposit or withdrawal at an ATM. In both of these examples, the individual customer is directly affected and United is impacted by the collective impact of all incorrectly processed customer transactions. Since all
of United's products and services are processed in some manner by computer systems, all aspects of product design, delivery and support are being carefully evaluated in order to determine potential transaction risks.

United's Year 2000 policy also addresses other risks related to the Year 2000 issue which include, but are not limited to, strategic risk (adverse impact on business decisions or the implementation of business decisions, such as acquisitions); reputational risk (impact of bad publicity on customers and United value); and, legal risk (risk of litigation related to adverse impact of Year 2000 issues on United)

United's Year 2000 committee has presented the board of directors with a written Business Remediation and Business Resumption Contingency Policy. The purpose of this policy is to ensure that United is prepared to address any crisis situation(s) that could result from failure of any of United's systems or third-party vendors and suppliers to recognize Year 2000 critical dates. United's Year 2000 contingency policy is modeled after the FFIEC Interagency Statement on Contingency Planning in Connection with Year 2000 issued in May, 1997 and is comprised of four key phases:

1. Organizational Planning - identification of core business processes and establishment of a timeline for a Year 2000 contingency plan.
2. Business Impact Analysis - determination of Year 2000 failure risks for all core business processes and identification of failure scenarios. The minimal level of acceptable service in the event of failure is also determined.
3. Development of Contingency Plans - identification and selection of the most reasonable and cost-effective contingency strategy for each core business process in the event of failure.
4. Contingency Plan Validation - validation of each plan by a qualified independent party and final approval by senior management and the board of directors.

A core business process is, for the purposes of United's Year 2000 contingency planning, defined as a group of interrelated tasks performed as a basic and integral part of United's daily operation. Examples of core business processes include posting of payments on loans and processing of checks, both which require a complex infrastructure of hardware, software, communications and power. Core business processes are further defined by potential impact on United and its operations. "Mission Critical" core business processes are those which, if not functioning properly because of failure to recognize Year 2000, will most likely cause an immediate loss of revenue and crisis-level customer service problems that could damage United's reputation. United's Year 2000 Committee is currently in the process of developing specific contingency plans that detail precisely how the "most likely worst-case scenarios" resulting from system failure will be handled. The objective of contingency planning is not to duplicate the complete functionality of failed systems, but, rather to identify the most economical means of resuming a minimally acceptable level of service in as short a time as possible.

Stock. There is no established public trading market for United's Common Stock. At December 31, 1998, there were 2,874 shareholders of record.

Dividends. United declared cash dividends of $\$ .15$ per common share in 1998 and $\$ .10$ per common share in 1997. Federal and state laws and regulations impose restrictions on the ability of United and the Banks to pay dividends. Additional information regarding this item is included in note 16 to the consolidated financial statements and under the heading of "Supervision and Regulation" in Part I of this report.

The Board of Directors and Stockholders United Community Banks, Inc
Blairsville, Georgia
We have audited the consolidated balance sheets of United Community Banks, Inc. and subsidiaries as of December 31, 1998 and 1997 and the related statements of income, comprehensive income, changes in stockholders' equity, and cash flows for each of the three years in the period ended December 31, 1998. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with generally accepted auditing standards. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of United Community Banks, Inc. and subsidiaries as of December 31, 1998 and 1997, and the results of their operations and their cash flows for each of the three years in the period ended December 31, 1998, in conformity with generally accepted accounting principles.
/s/ Porter Keadle Moore, LLP
Atlanta, Georgia
February 26, 1999

| Assets |  |  |  |
| :---: | :---: | :---: | :---: |
|  |  | 1998 | 1997 |
|  |  |  |  |
| Cash and due from banks, including reserve requirements of $\$ 17,978$ and $\$ 11,000$ | \$ | 48,510 | 60,414 |
| Federal funds sold |  | 7,190 | 8,420 |
| Cash and cash equivalents |  | 55,700 | 68,834 |
| Securities held to maturity (estimated fair value of \$59,106 and \$70,845) |  | 57,393 | 69,559 |
| Securities available for sale |  | 314, 394 | 143,894 |
| Mortgage loans held for sale |  | 8,129 | 3,962 |
| Loans |  | 999, 871 | 823,324 |
| Less allowance for loan losses |  | 11,929 | 10,352 |
| Loans, net |  | 987,942 | 812,972 |
| Premises and equipment, net |  | 38,538 | 27,737 |
| Accrued interest receivable |  | 13,332 | 10,985 |
| Other assets |  | 23,171 | 15,424 |
| Total assets | \$ | 1,498,599 | 1,153,367 |

## Liabilities and Stockholders' Equity

Liabilities:
Deposits:
Demand
Interest-bearing demand
Savings

| \$ | 143,152 | 109, 210 |
| :---: | :---: | :---: |
|  | 270,532 | 189, 280 |
|  | 59,340 | 45, 280 |
|  | 690,100 | 633,309 |
|  | 1,163, 124 | 977, 079 |
|  | 19,574 | 7,274 |
|  | 26,520 | 33, 011 |
|  | 176,854 | 43, 321 |
|  | 1,277 | 14,069 |
|  | 3,500 | 3,500 |
|  | 21,000 | - |
|  | 1,411,849 | 1, 078, 254 |

Commitments
Stockholders' equity:
Preferred stock
Common stock, $\$ 1$ par value; 10,000,000 shares authorized;
7,393,605 and 7,385,105 shares issued and outstanding

|  | 7,394 | 7,385 |
| :---: | :---: | :---: |
|  | 24,808 | 24,699 |
|  | 53,240 | 42,198 |
|  | 1,308 | 831 |
|  | 86,750 | 75,113 |
| \$ | 1,498,599 | 1,153,367 |

(/TABLE>
See accompanying notes to consolidated financial statements.

## UNITED COMMUNITY BANKS, INC. AND SUBSIDIARIES

Consolidated Statements of Income

For the Years Ended December 31, 1998, 1997 and 1996

| 1998 | 1997 | 1996 |
| :--- | :--- | :--- |
| ------ | -- |  |
| $($ In Thousands | Except Per Share | Data) |


| Interest income: |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Interest and fees on loans | \$ | 93, 133 | 76,722 | 57,978 |
| Interest on federal funds sold |  | 1,518 | 1,642 | 1,096 |
| Interest on investment securities: |  |  |  |  |
| Taxable |  | 11,283 | 9, 097 | 6,837 |
| Tax exempt |  | 3,205 | 2,319 | 1,995 |
| Total interest income |  | 109,139 | 89,780 | 67,906 |
| Interest expense: |  |  |  |  |
| Interest on deposits: |  |  |  |  |
| Demand |  | 9,353 | 6,712 | 5,445 |
| Savings |  | 1,478 | 1,190 | 1,147 |
| Time |  | 39,343 | 34,966 | 25,569 |
|  |  | ------- | ----- | $32,161$ |
| Other borrowings |  | 6,466 | 3,680 | 1,930 |
| Total interest expense |  | 56,640 | 46,548 | 34, 091 |
| Net interest income |  | 52,499 | 43,232 | 33,815 |
| Provision for loan losses |  | 2,372 | 2,634 | 1,597 |
| Net interest income after provision for loan losses |  | 50,127 | 40,598 | 32,218 |
| Non-interest income: |  |  |  |  |
| Service charges and fees |  | 3,962 | 3,505 | 2,990 |
| Securities gain (loss), net |  | 800 | 742 | (13) |
| Mortgage loan and other related fees |  | 1,822 | 1,157 | 1,566 |
| Other non-interest income |  | 2,127 | 1,576 | 1,123 |
| Total non-interest income |  | 8,711 | 6,980 | 5,666 |
| Non-interest expense: |  |  |  |  |
| Salaries and employee benefits |  | 22,887 | 17,695 | 13,373 |
| Occupancy |  | 6,676 | 4,726 | 3,570 |
| Other non-interest expense |  | 11,535 | 9,656 | 7,900 |
| Total non-interest expense |  | 41, 098 | 32,077 | 24,843 |
| Income before income taxes |  | 17,740 | 15,501 | 13, 041 |
| Income taxes |  | 5,588 | 4,766 | 4,114 |
| Net income | \$ | 12,152 | 10,735 | 8,927 |
| Basic income per share | \$ | 1.64 | 1.47 | 1.29 |
| Diluted income per share | \$ | 1.62 | 1.46 | 1.26 |

## /TABLE>

See accompanying notes to consolidated financial statements.

UNITED COMMUNITY BANKS, INC. AND SUBSIDIARIES
Consolidated Statements of Comprehensive Income
For the Years Ended December 31, 1998, 1997 and 1996

|  | 1998 |  | 1997 | 1996 |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  | (In Thousands) |  |
| Net income | \$ | 12,152 | 10,735 | 8,927 |
| Other comprehensive income: |  |  |  |  |
| Unrealized holding gains (losses) on investment securities available for sale |  | 1,569 | 2,224 | (606) |
| Less reclassification adjustment for gains (losses) on sales of investment securities available for sale |  | 800 | 742 | (13) |
| Total other comprehensive income (loss), before income taxes |  | 769 | 1,482 | (593) |
| Income tax expense (benefit) related to other comprehensive income: |  |  |  |  |
| Unrealized holding gains (losses) on investment securities available for sale |  | 596 | 845 | (230) |
| Less reclassification adjustment for gains (losses) on sales of investment securities available for sale |  | 304 | 282 | (5) |
| Total income tax expense (benefit) related to other comprehensive income |  | 292 | 563 | (225) |
| Total other comprehensive income (loss), net of tax |  | 477 | 919 | (368) |
| Total comprehensive income | \$ | 12,629 | 11,654 | 8,559 |

## (/TABLE>

See accompanying notes to consolidated financial statements.

UNITED COMMUNITY BANKS, INC. AND SUBSIDIARIES
Consolidated Statements of Changes in Stockholders' Equity
For the Years Ended December 31, 1998, 1997 and 1996

|  | Common Stock |  | Accumulated Other |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Capital | Retained | Comprehensive |  |
|  | Shares | Amount | Surplus | Earnings | Income | Total |
|  | (In Thousands Except Share and Per Share Data) |  |  |  |  |  |
| Balance, December 31, 1995 | 6,944,783 | \$ 6,945 | 18,064 | 23,912 | 280 | 49,201 |
| ```Change in unrealized gain (loss) on securities available for sale, net of tax``` |  |  |  |  |  |  |
| Cash dividends declared, (\$.10 per share) | - | - | - | (677) | - | (677) |
| Common stock issued in conversion of debentures | 178,568 | 179 | 821 | - | - | 1,000 |
| Purchase and retirement of treasury stock of pooled entity | $(38,730)$ | (39) | (369) | - | - | (408) |
| Net income | - | - | - | 8,927 | - | 8,927 |
| Balance, December 31, 1996 | 7,084,621 | 7,085 | 18,516 | 32,162 | (88) | 57,675 |
| Change in unrealized gain (loss) on securities available for sale, net of tax |  | - |  | - | 919 | 919 |
| Cash dividends declared, (\$.10 per share) | - | - | - | (699) | - | (699) |
| Net income | - | - | - | 10,735 | - | 10,735 |
| Proceeds from common stock offering, net of offering cost | 300,000 | 300 | 6,177 | - | - | 6,477 |
| Proceeds from resale of treasury stock of pooled entity | 484 | - | 6 | - | - | 6 |
| Balance, December 31, 1997 | 7,385,105 | 7,385 | 24,699 | 42,198 | 831 | 75,113 |
| Change in unrealized gain on securities available for sale, net of tax |  | - | - | - | 477 | 477 |
| Cash dividends declared, (\$.15 per share) | - | - | - | $(1,110)$ | - | $(1,110)$ |
| Net income | - | - | - | 12,152 | - | 12,152 |
| Proceeds from exercise of stock options | 8,500 | 9 | 109 | - | - | 118 |
| Balance, December 31, 1998 | 7,393,605 | \$ 7,394 | 24,808 | 53,240 | 1,308 | 86,750 |

See accompanying notes to consolidated financial statements.

For the Years Ended December 31, 1998, 1997 and 1996

(/TABLE>
See accompanying notes to consolidated financial statements.

## SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The accounting principles followed by United Community Banks, Inc. ("United") and its subsidiaries and the methods of applying these principles conform with generally accepted accounting principles and with general practices within the banking industry. The following is a description of the more significant of those policies.

Organization and Basis of Presentation
United is a six bank holding company whose business is conducted by its wholly-owned bank subsidiaries. United is subject to regulation under the Bank Holding Company Act of 1956. The consolidated financial statements include the accounts of United Community Banks, Inc. and its wholly-owned commercial bank subsidiaries, United Community Bank, Blairsville, Georgia ("UCB"), Carolina Community Bank, Murphy, North Carolina ("Carolina"), Peoples Bank of Fannin County, Blue Ridge, Georgia ("Peoples"), Towns County Bank, Hiawassee, Georgia ("Towns"), White County Bank, Cleveland, Georgia ("White"), First Clayton Bank and Trust, Clayton, Georgia ("Clayton") (collectively, the "Banks") and United Family Finance Company, Inc. ("Finance"), a finance company subsidiary. All significant intercompany accounts and transactions have been eliminated in consolidation. Certain items in prior years' financial statements have been reclassified to conform with the current financial statement presentations.

The Banks are commercial banks which serve markets throughout North Georgia and Western North Carolina and provide a full range of customary banking services. The Banks are insured and subject to the regulation of the Federal Deposit Insurance Corporation ("FDIC").

In preparing the financial statements, management is required to make estimates and assumptions that affect the reported amounts of assets and liabilities as of the date of the balance sheet and revenues and expenses for the period. Actual results could differ significantly from those estimates.

Material estimates that are particularly susceptible to significant change relate to the determination of the allowance for loan losses and the valuation of real estate acquired in connection with foreclosures or in satisfaction of loans. In connection with these valuations, management obtains independent appraisals for significant properties.

A substantial portion of United's loans are secured by real estate located in North Georgia and Western North Carolina. Accordingly, the ultimate collectibility of a substantial portion of United's loan portfolio is susceptible to changes in the real estate market conditions of this market area.

Investment Securities
United classifies its securities in one of three categories: held to maturity, available for sale, or trading. Trading securities are bought and held principally for the purpose of selling them in the near term. United does not have investments classified in the trading category. Held to maturity securities are those securities for which United has the ability and intent to hold until maturity. All other securities are classified as available for sale.

Available for sale securities are recorded at fair value. Held to maturity securities are recorded at cost, adjusted for the amortization or accretion of premiums or discounts. Unrealized holding gains and losses, net of the related tax effect, on securities available for sale are excluded from income and are reported as a separate component of stockholders' equity until realized. Transfers of securities between categories are recorded at fair value at the date of transfer. Unrealized holding gains or losses associated with transfers of securities from held to maturity to available for sale are recorded as a separate component of stockholders' equity. The unrealized holding gains or losses included in the separate component of stockholders' equity for securities transferred from available for sale to held to maturity are maintained and amortized into income over the remaining life of the security as an adjustment to yield in a manner consistent with the amortization or accretion of premium or discount on the associated security.

UNITED COMMUNITY BANKS, INC. AND SUBSIDIARIES
Notes to Consolidated Financial Statements, continued

SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES, continued
Investment Securities, continued

A decline in the market value of any available for sale or held to maturity investment below cost that is deemed other than temporary is charged to income and establishes a new cost basis for the security.

Premiums and discounts are amortized or accreted over the life of the related security as an adjustment to the yield. Realized gains and losses for securities classified as available for sale and held to maturity are included in income and are derived using the specific identification method for determining the cost of securities sold.

## Mortgage Loans Held for Sale

Mortgage loans held for sale are carried at the lower of aggregate cost or market value. The amount by which cost exceeds market value is accounted for as a valuation allowance. Changes in the valuation allowance are included in the determination of net income of the period in which the change occurs. No market valuation allowances were required at December 31, 1998 or 1997.

Loans and Allowance for Loan Losses
All loans are stated at principal amount outstanding. Interest on loans is primarily calculated by using the simple interest method on daily balances of the principal amount outstanding.

Accrual of interest is discontinued on a loan when management believes, after considering economic and business conditions and collection efforts, that the borrower's financial condition is such that collection of interest is doubtful. When a loan is placed on nonaccrual status, previously accrued and uncollected interest is charged to interest income on loans. Generally, payments on nonaccrual loans are applied to principal.

A loan is impaired when, based on current information and events, it is probable that all amounts due, according to the contractual terms of the loan, will not be collected. Impaired loans are measured based on the present value of expected future cash flows, discounted at the loan's effective interest rate, or at the loan's observable market price, or the fair value of the collateral if the loan is collateral dependent. Interest income on impaired loans is recognized using the cash-basis method of accounting during the time within the period in which the loans were impaired. The Banks had no material amounts of impaired loans at December 31, 1998 or 1997.

The allowance for loan losses is established through a provision for loan losses charged to expense. Loans are charged against the allowance for loan losses when management believes that the collectibility of the principal is unlikely. The allowance represents an amount which, in management's judgment, will be adequate to absorb probable losses on existing loans that may become uncollectible.

Management's judgment in determining the adequacy of the allowance is based on evaluations of the collectibility of loans. These evaluations take into consideration such factors as changes in the nature and volume of the loan portfolio, current economic conditions that may affect the borrower's ability to pay, overall portfolio quality, and review of specific problem loans. In determining the adequacy of the allowance for loan losses, management uses a loan grading system that rates loans in eight different categories. Grades five through eight are assigned allocations of loss based on the standard regulatory loss percentages set forth in the FDIC Interagency Policy Statement on the Allowance for Loan and Lease Losses issued in 1993. Loans graded one through four are allocated loss ranges based on historical loss experience for the previous five years. The combination of these results are compared quarterly to the recorded allowance for loan losses and material deficiencies are adjusted by increasing the provision for loan losses. Management has a devoted internal loan review department that is independent of the lending function to challenge and corroborate the loan grading system and provide additional analysis in determining the adequacy of the allowance for loan losses and the future provisions for estimated loan losses.

UNITED COMMUNITY BANKS, INC. AND SUBSIDIARIES
Notes to Consolidated Financial Statements, continued

SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES, continued
Loans and Allowance for Loan Losses, continued

Management believes the allowance for loan losses is adequate While management uses available information to recognize losses on loans, future additions to the allowance may be necessary based on changes in economic conditions. In addition, various regulatory agencies, as an integral part of their examination process, periodically review United's allowance for loan losses. Such agencies may require United to recognize additions to the allowance based on their judgments of information available to them at the time of their examination.

## Premises and Equipment

Premises and equipment are stated at cost less accumulated depreciation. Depreciation is computed primarily using the straight-line method over the estimated useful lives of the related assets. Costs incurred for maintenance and repairs are expensed currently. The range of estimated useful lives for buildings and improvements is 15 to 40 years, and for furniture and equipment, 3 to 10 years.

## Goodwill and Deposit-Based Intangibles

Goodwill, arising from the excess cost over the fair value of net assets acquired of purchased bank subsidiaries, is amortized on a straight-line basis over periods not exceeding 25 years. Deposit assumption premiums paid in connection with the branch bank purchases are being amortized over 15 years, the estimated life of the deposit base acquired. On an ongoing basis, management reviews the valuation and amortization periods of goodwill and the deposit assumption premiums to determine if events and circumstances require the remaining lives to be reduced.

## Mortgage Servicing Rights

United's mortgage banking division accounts for mortgage servicing rights as a separate asset regardless of whether the servicing rights are acquired through purchase or origination. United's mortgage servicing rights represent the unamortized cost of purchased and originated contractual rights to service mortgages for others in exchange for a servicing fee and ancillary loan administration income. Mortgage servicing rights are amortized over the period of estimated net servicing income and are periodically adjusted for actual and anticipated prepayments of the underlying mortgage loans. Impairment analysis is performed quarterly after stratifying the rights by interest rate. Impairment, defined as the excess of the asset's carrying value over its current fair value, is recognized through a valuation allowance. At December 31, 1998 and 1997, no valuation allowances were required for United's mortgage servicing rights.

United recognized approximately $\$ 15,000$ and $\$ 137,000$ in servicing assets during 1997 and 1996, respectively, and recognized amortization expense relating to servicing assets of approximately \$387,000, \$144,000 and \$267,000 during 1998, 1997 and 1996, respectively. During 1996, United sold mortgage loan servicing rights with a net book value of approximately $\$ 1,254,000$. No such sales occurred during 1998 or 1997.

Deferred tax assets and liabilities are recorded for the future tax consequences attributable to differences between the financial statement carrying amounts of existing assets and liabilities and their respective tax bases. Future tax benefits, such as net operating loss carryforwards, are recognized to the extent that realization of such benefits is more likely than not. Deferred tax assets and liabilities are measured using enacted tax rates expected to apply to taxable income in the years in which the assets and liabilities are expected to be recovered or settled. The effect on deferred tax assets and liabilities of a change in tax rates is recognized in income tax expense in the period that includes the enactment date.

In the event the future tax consequences of differences between the financial reporting bases and the tax bases of United's assets and liabilities results in deferred tax assets, an evaluation of the probability of being able to realize the future benefits indicated by such asset is required. A valuation allowance is provided for the portion of the deferred tax asset when it is more likely than not that some portion or all of the deferred tax asset will not be realized. In assessing the realizability of the deferred tax assets, management considers the scheduled reversals of deferred tax liabilities, projected future taxable income and tax planning strategies.

UNITED COMMUNITY BANKS, INC. AND SUBSIDIARIES
Notes to Consolidated Financial Statements, continued
SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES, continued

## Interest Rate Risk Management

As part of United's overall interest rate risk management, interest rate swaps, floors and caps are utilized. These contracts are designated by United as hedges of interest rate exposures, and interest income or expense derived from these contracts is recorded over the life of the contract as an adjustment to interest income or expense of the instruments hedged.

## Other

Property (other than cash deposits) held by the Banks in a fiduciary or agency capacity for customers is not included in the consolidated balance sheets since such items are not assets of the Banks.

## Comprehensive Income

In 1997, the Financial Accounting Standards Board issued Statement of Financial Accounting Standards ("SFAS") No. 130, "Reporting Comprehensive Income". SFAS No. 130 established standards for the reporting and presentation of comprehensive income and its components in a full set of general-purpose financial statements. United has elected to present comprehensive income in a separate consolidated statement of comprehensive income. Accumulated other comprehensive income is solely related to the net of tax effect of unrealized gains on securities available for sale

## Recent Accounting Pronouncements

In 1998, the Financial Accounting Standards Board issued SFAS No. 133, "Accounting for Derivative Instruments and Hedging Activities". SFAS No. 133 establishes accounting and reporting standards for hedging activities and for derivative instruments including derivative instruments embedded in other contracts. It requires the fair value recognition of derivatives as assets or liabilities in the financial statements. The accounting for the changes in the fair value of a derivative depends on the intended use of the derivative instrument at inception. Instruments used as fair value hedges account for the change in fair value in the income of the period simultaneous with accounting for the fair value change of the item being hedged. Cash flow hedges account for the change in fair value of the effective portion in comprehensive income rather than income, and foreign currency hedges are accounted for in comprehensive income as part of the translation adjustment. Derivative instruments that are not intended as a hedge account for the change in fair value in the income of the period of the change. SFAS No. 133 is effective for all fiscal quarters of all fiscal years beginning after June 15, 1999, but initial application of the statement must be made as of the beginning of the quarter. At the date of initial application, an entity may transfer any held to maturity security into the available for sale or trading categories without calling into question the entity's intent to hold other securities to maturity in the future. United adopted SFAS No. 133 as of January 1, 1999, and transferred all held to maturity securities to available for sale which increased stockholders' equity by $\$ 1.1$ million for the net of tax effect for the unrealized gains.

UNITED COMMUNITY BANKS, INC. AND SUBSIDIARIES
Notes to Consolidated Financial Statements, continued

SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES, continued

## Income Per Share

United is required to report income per common share with and without the dilutive effects of potential common stock issuances from instruments such as options, convertible securities and warrants to be presented on the face of the statements of income. Basic income per common share is based on the weighted average number of common shares outstanding during the period while the effects of potential common shares outstanding during the period are included in diluted income per common share. Additionally, United must reconcile the amounts used in the computation of both basic income per share and diluted income per share. Income per common share amounts for the years ended December 31, 1998, 1997 and 1996 are as follows (dollars and shares in thousands, except for per share data):

|  | Net Income (Numerator) |  | Weighted Average Common Shares (Denominator) | Per Share Amount |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Basic income per share | \$ | 12,152 | 7,392 | \$ | 1.64 |
| Effect of dilutive securities: |  |  |  |  |  |
| Stock options |  | - | 86 |  |  |
| Convertible debentures |  | 187 | 140 |  |  |
| Diluted income per share | \$ | 12,339 | 7,618 | \$ | 1.62 |

(/TABLE>

|  | For the Year Ended December 31, 1997 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Net Income (Numerator) |  | Weighted <br> Average Common Shares (Denominator) | Per Share Amount |  |
| Basic income per share | \$ | 10,735 | 7,301 |  | 1.47 |
| Effect of dilutive securities: |  |  |  |  |  |
| Stock options |  | - | 47 |  |  |
| Convertible debentures |  | 189 | 140 |  |  |
| Diluted income per share | \$ | 10,924 | 7,488 |  | 1.46 |

## (/TABLE>

UNITED COMMUNITY BANKS, INC. AND SUBSIDIARIES

SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES, continued
Income Per Share, continued

|  | For the Year Ended December 31, 1996 |  |  |
| :---: | :---: | :---: | :---: |
|  | Net Income (Numerator) | Weighted Average Common Shares (Denominator) | Per Share Amount |
| Basic income per share | 8,927 | 6,919 | \$ 1.29 |
| Effect of dilutive securities: |  |  |  |
| Stock options | - | 30 |  |
| Convertible debentures | 56 | 161 |  |
| Diluted income per share | 8,983 | 7,110 | \$ 1.26 |

(1) Mergers and Acquisitions

On January 21, 1999, United entered into a definitive agreement to acquire the stock of Adairsville Bancshares, Inc. ("Adairsville"), a bank located in Bartow County, Georgia. As of December 31,
1998, Adairsville had $\$ 37.1$ million of total assets and $\$ 4.0$
million of total equity. This acquisition is expected to close during the first quarter of 1999 and will be accounted for as a purchase transaction.

On January 30, 1998, Peoples assumed deposits of $\$ 23.4$ million and purchased certain assets totaling $\$ 3.7$ million of a branch in Ellijay, Georgia.

Effective September 12, 1997, United acquired, for 646, 257 shares of its $\$ 1$ par value common stock and approximately $\$ 7,000$ paid for fractional shares, all of the outstanding common stock of First Clayton Bancshares, Inc., a $\$ 73$ million one bank holding company, located in Clayton, Georgia. The acquisition was accounted for as a pooling of interests.

On September 28, 1996, UCB assumed deposits of $\$ 23.7$ million and purchased certain assets totaling $\$ 21.1$ million of a branch in Cornelia, Georgia.
(2) Cash Flows

United paid approximately $\$ 56$ million, $\$ 45$ million and $\$ 34$ million in interest on deposits and other liabilities during 1998, 1997 and 1996, respectively.

Schedule of noncash investing and financing activities (in thousands): Conversion of subordinated debentures into 178,568 shares of common stock
Change in unrealized gain (loss) on securities available for sale, net of tax
Change in dividends payable
Deposit liabilities assumed in branch acquisition
Assets acquired in branch acquisition, other than cash and cash equivalents
Investment securities purchase obligations

| 1998 | 1997 | 1996 |
| :---: | :---: | :---: |
|  |  |  |
| - | - | 1,000 |
| 477 | 919 | (368) |
| 93 | (66) | - |
| 23,399 | - | 23,762 |
| 3,246 | - | 21,115 |
| 10,645 | - | - | (/TABLE>

UNITED COMMUNITY BANKS, INC. AND SUBSIDIARIES
Notes to Consolidated Financial Statements, continued
(3) Investment Securities

Investment securities at December 31, 1998 and 1997, are as follows
(in thousands):


## (/TABLE>

The amortized cost and estimated fair value of the securities portfolio at December 31, 1998, by contractual maturity, is presented in the following table. Expected maturities may differ from contractual maturities because borrowers have the right to call or prepay obligations with or without call or prepayment penalties.

$$
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$$

UNITED COMMUNITY BANKS, INC. AND SUBSIDIARIES Notes to Consolidated Financial Statements, continued
(3) Investment Securities, continued


## (/TABLE>

There were no sales of securities held to maturity during 1998, 1997 and 1996. Proceeds from sales of securities available for sale during 1998, 1997 and 1996 were $\$ 33$ million, $\$ 33$ million and $\$ 18$ million, respectively. Gross gains of $\$ 803,000, \$ 767,000$ and $\$ 53,000$ for 1998, 1997 and 1996, respectively, along with gross losses of $\$ 3,000, \$ 25,000$ and $\$ 66,000$ for 1998,1997 and 1996, respectively, were realized on those sales. Income tax expense (benefit) recognized on these gains and losses was \$312,000, $\$ 289,000$ and (\$5,000) in 1998, 1997 and 1996, respectively.

Securities with a carrying value of $\$ 89$ million and $\$ 65$ million at December 31, 1998 and 1997, respectively, were pledged to secure public deposits as required by law.

UNITED COMMUNITY BANKS, INC. AND SUBSIDIARIES
Notes to Consolidated Financial Statements, continued
(4) Loans and Allowance for Loan Losses

Major classifications of loans at December 31, 1998 and 1997, are summarized as follows (in thousands):

|  |  | 1998 | 1997 |
| :---: | :---: | :---: | :---: |
| Commercial, financial and agricultural | \$ | 89,779 | 105,462 |
| Real estate - construction |  | 116,481 | 78,699 |
| Real estate - mortgage |  | 673,631 | 523,629 |
| Consumer |  | 119,980 | 115,534 |
| Total loans |  | 999, 871 | 823,324 |
| Less allowance for loan losses |  | 11,929 | 10,352 |
| Loans, net | \$ | 987,942 | 812,972 |

The Banks grant loans and extensions of credit to individuals and a variety of firms and corporations located primarily in counties in northern Georgia and western North Carolina. Although the Banks have diversified loan portfolios, a substantial portion of the loan portfolios is collateralized by improved and unimproved real estate and is dependent upon the real estate market.

During 1998 and 1997, certain executive officers and directors of United and its Banks, including their immediate families and companies with which they are associated, maintained a variety of banking relationships with the Banks. Total loans outstanding to these persons at December 31, 1998 and 1997 amounted to $\$ 20,222,000$ and $\$ 15,811,000$, respectively. The change from December 31, 1997 to December 31, 1998 reflects payments amounting to $\$ 9,526,000$ and advances of $\$ 13,937,000$. Such loans are made in the ordinary course of business at normal credit terms, including interest rate and collateral requirements, and do not represent more than normal credit risk.

Changes in the allowance for loan losses are summarized as follows (in thousands):

|  |  | 1998 | 1997 | 1996 |
| :---: | :---: | :---: | :---: | :---: |
| Balance at beginning of year | \$ | 10,352 | 8,125 | 6,884 |
| Provisions charged to income |  | 2,372 | 2,634 | 1,597 |
| Loans charged off |  | $(1,288)$ | (797) | (695) |
| Recoveries of loans previously charged off |  | 493 | 390 | 339 |
| Balance at end of year | \$ | 11,929 | 10,352 | 8,125 |

## (/TABLE>

United serviced approximately $\$ 73.6$ and $\$ 103.5$ million of mortgage loans for others at December 31, 1998 and 1997, respectively.

UNITED COMMUNITY BANKS, INC. AND SUBSIDIARIES Notes to Consolidated Financial Statements, continued
(5) Premises and Equipment

Premises and equipment at December 31, 1998 and 1997, are summarized as follows (in thousands):

|  |  | 1998 | 1997 |
| :---: | :---: | :---: | :---: |
| Land and land improvements | \$ | 7,509 | 6,102 |
| Building and improvements |  | 17,678 | 14, 001 |
| Furniture and equipment |  | 19,642 | 15, 018 |
| Construction in progress |  | 5,907 | 2,919 |
|  |  | 50,736 | 38, 040 |
| Less accumulated depreciation |  | 12,198 | 10,303 |
|  | \$ | 38,538 | 27,737 |

Depreciation expense was approximately $\$ 2.6$ million, $\$ 2.1$ million and $\$ 1.6$ million in 1998, 1997 and 1996, respectively.
(6) Time Deposits

The aggregate amount of time deposit accounts with a minimum denomination of $\$ 100,000$ was approximately $\$ 208,120,000$ and $\$ 156,803,000$ at December 31, 1998 and 1997, respectively.

At December 31, 1998, contractual maturities of time deposits are summarized as follows (in thousands):

```
Maturing In:
```

| 1999 | \$ | 582,722 |
| :---: | :---: | :---: |
| 2000 |  | 75,360 |
| 2001 |  | 17,759 |
| 2002 |  | 11,677 |
| 2003 |  | 2,582 |
|  | \$ | 690,100 |

(7) Federal Home Loan Bank Advances

The Banks have advances from the Federal Home Loan Bank ("FHLB") with monthly interest payments and principal payments due at various maturity dates and interest rates ranging from $4.29 \%$ to 7.81\% at December 31, 1998. The FHLB advances are collateralized by first mortgage loans and FHLB stock.

Advances from FHLB outstanding at December 31, 1998 mature as follows (in thousands):

| Year |  |
| :--- | ---: |
| ---- |  |
| 1999 | $\$ 33,083$ |
| 2000 | 5,807 |
| 2001 | 27,307 |
| 2002 | 26,432 |
| 2003 | 47,671 |
| 2004 and thereafter | 36,554 |
|  | ------ |
|  | $\$ 176,854$ |
|  | $=======$ |

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(8) Long-Term Debt and Other Borrowings

Long-term debt and other borrowings at December 31, 1998 and 1997
consisted of the following (in thousands):

Line of credit borrowings, due in quarterly installments of $\$ 321,455$ during 1997, plus interest, through January 2005, secured by common stock of the Bank Subsidiaries. Interest is variable based on the prime rate less $1.25 \%$. The loan agreement, which expires in 2005, contains covenants and restrictions pertaining to the maintenance of certain financial ratios, limitations on the incurrence of additional debt, and the declaration of dividends or other capital transactions and provides for borrowings up to $\$ 15$ million.

12,722
Commercial paper of Finance, due at maturity during 1999 and unsecured. Interest is from $7.00 \%$ to $7.25 \%$ and is payable monthly.
(9) Convertible Subordinated Debentures

On December 31, 1996, the holders of convertible debentures of United due July 1, 2000 (the "2000 Debentures"), which bore interest at a fixed rate of $9 \%$ per annum, converted the 2000 Debentures into an aggregate of 178,568 shares of common stock in accordance with their terms and pursuant to an additional six month period for conversion extended by United in order to comply with certain obligations of United to provide the holders with notice of the conversion termination date.

On December 31, 1996, United also completed a private placement of convertible subordinated debentures due December 31, 2006 (the " 2006 Debentures"). The 2006 Debentures bear interest at the rate of one quarter of one percentage point over the prime rate per annum, payable in quarterly installments commencing on April 1, 1997. The 2006 Debentures may be redeemed, in whole or in part, on or after January 1, 1998, at the option of United upon at least 20 days and not more than 60 days notice, at a redemption price equal to $100 \%$ of the principal amount of the Debentures to be redeemed plus interest accrued and unpaid as of the date of redemption. The holders of the 2006 Debentures not called for redemption will have the right, exercisable at any time up to December 31, 2006, to convert such Debenture at the principal amount thereof into shares of common stock of United at the conversion price of $\$ 25$ per share, subject to adjustment for stock splits and stock dividends.

Certain directors and executive officers of United held convertible debentures totaling \$2,875,000 and \$3,025,000 at December 31, 1998 and 1997, respectively.
(10) Trust Preferred Securities

In July, 1998, United formed a wholly owned Delaware statutory business trust, United Community Capital Trust ("United Trust"), which issued $\$ 21$ million of guaranteed preferred beneficial interests in United's junior subordinated deferrable interest debentures that qualify as Tier 1 capital under Federal Reserve Board guidelines. All of the common securities of United Trust are
owned by United. The proceeds from the issuance of the Common Securities and the Trust Preferred Securities were used by United Trust to purchase $\$ 21.7$ million of junior subordinated debentures of United which carry a fixed interest rate of 8.125 percent. The proceeds received by United from the sale of the junior subordinated debentures were used to prepay line of credit borrowings of approximately $\$ 11.8$ million and for further investments in the Banks. The debentures represent the sole asset of United Trust. The debentures and related income statement effects are eliminated in United's financial statements.

The Trust Preferred Securities accrue and pay distributions semiannually at a fixed rate of 8.125 percent per annum of the stated liquidation value of $\$ 1,000$ per capital security. United has entered into contractual arrangements which, taken collectively, fully and unconditionally guarantee payment of: (i) accrued and unpaid distributions required to be paid on the Trust Preferred Securities; (ii) the redemption price with respect to any Trust Preferred Securities called for redemption by United Trust, and (iii) payments due upon a voluntary or involuntary dissolution, winding up or liquidation of United Trust.

UNITED COMMUNITY BANKS, INC. AND SUBSIDIARIES
Notes to Consolidated Financial Statements, continued
(10) Trust Preferred Securities, continued

The Trust Preferred Securities are mandatorily redeemable upon maturity of the debentures on July 15, 2028, or upon earlier redemption as provided in the indenture. United has the right to redeem the debentures purchased by United Trust: (i) in whole or in part, on or after July 15, 2008, and (ii) in whole (but not in part) at any time within 90 days following the occurrence and during the continuation of a tax event, investment company event or capital treatment time (as defined in the offering circular). As specified in the indenture, if the debentures are redeemed prior to maturity, the redemption price will be the principal amount, any accrued but unpaid interest, plus a premium ranging from 4.06 percent in 2008 to 0.41 percent in 2017.
(11) Income Taxes

During 1998, 1997 and 1996, United made income tax payments of approximately $\$ 6.1$ million, $\$ 5.5$ million and $\$ 4.0$ million respectively.

The components of income tax expense for the years ended December 31, 1998, 1997 and 1996 are as follows (in thousands):

|  |  | 1998 | 1997 | 1996 |
| :---: | :---: | :---: | :---: | :---: |
| Current | \$ | 6,354 | 5,170 | 4, 032 |
| Deferred (reduction) |  | (766) | (404) | 82 |
|  | \$ | 5,588 | 4,766 | 4,114 |

## (/TABLE>

The differences between the provision for income taxes and the amount computed by applying the statutory federal income tax rate (34 percent) to income before income taxes are as follows (in thousands):

Pretax income at statutory rates Add (deduct):
Tax-exempt interest income
Nondeductible interest expense Other


The following summarizes the sources and expected tax consequences of future taxable deductions (income) which comprise the net deferred tax asset at December 31, 1998 and 1997 (in thousands):

|  |  | 1998 | 1997 |
| :---: | :---: | :---: | :---: |
| Deferred tax assets: |  |  |  |
| Allowance for loan losses | \$ | 4,654 | 3,531 |
| Net operating loss and credit carryforwards |  | - | 42 |
| Other |  | 122 | 32 |
| Gross deferred tax assets |  | 4,776 | 3,605 |
| Deferred tax liabilities: |  | ----- |  |
| Premises and equipment |  | $(1,567)$ | $(1,326)$ |
| Unrealized gain on securities available for sale |  | (866) | (541) |
| Other |  | (229) | (65) |
| Gross deferred tax liabilities |  | $(2,662)$ | $(1,932)$ |
| Net deferred tax asset | \$ | 2,114 | 1,673 |

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UNITED COMMUNITY BANKS, INC. AND SUBSIDIARIES
(12) Employee Benefit Plans

United has contributory employee benefit plans covering substantially all employees, subject to certain minimum service requirements. United's contribution to the plans is determined annually by the Board of Directors and amounted to approximately $\$ 1,025,000, \$ 803,000$ and $\$ 583,000$ in 1998, 1997, and 1996, respectively. In December 1998, the Banks purchased life insurance contracts totaling $\$ 8.1$ million. These contracts are to provide income and increase in asset value from which benefits will be paid to certain officers under a salary continuation program anticipated to be completed during 1999.
(13) Regulatory Matters

United and the Banks are subject to various regulatory capital requirements administered by the federal banking agencies.
Failure to meet minimum capital requirements can initiate certain mandatory, and possibly additional discretionary, action by regulators that, if undertaken, could have a direct material effect on the Banks' financial statements. Under capital adequacy guidelines and the regulatory framework for prompt corrective action, the Banks must meet specific capital guidelines that involve quantitative measures of the Banks' assets, liabilities, and certain off-balance sheet items as calculated under regulatory accounting practices. The Banks' capital amounts and classification are also subject to qualitative judgements by the regulators about components, risk weightings, and other factors.

Quantitative measures established by regulation to ensure capital adequacy require the Banks to maintain minimum amounts and ratios of total and Tier 1 capital (as defined) to risk-weighted assets (as defined), and of Tier 1 capital (as defined) to average assets (as defined). Management believes, as of December 31, 1998, that the Banks meet all capital adequacy requirements to which they are subject.

Minimum ratios required by the Banks to ensure capital adequacy are $8 \%$ for total capital to risk weighted assets and $4 \%$ each for Tier 1 capital to risk weighted assets and Tier 1 capital to average assets. Minimum ratios required by the Banks to be well capitalized under prompt corrective action provisions are 10\% for total capital to risk weighted assets, $6 \%$ for Tier 1 capital to risk weighted assets and $5 \%$ for Tier 1 capital to average assets. Minimum amounts required for capital adequacy purposes and to be well capitalized under prompt corrective action provisions are presented below for United and its most significant subsidiaries (in thousands). Prompt corrective action provisions do not apply to bank holding companies.

|  |  |  | imum | Min |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Tot | isk Based | Tier 1 | sk Based | Tier 1 | rage |
|  |  |  | Prompt |  | Prompt |  | Prompt |
|  |  | Capital | Corrective | Capital | Corrective | Capital | Corrective |
| 1998 |  | Adequacy | Action | Adequacy | Action | Adequacy | Action |
| Consolidated | \$ | 83,357 | N/A | 41,678 | N/A | 56,221 | N/A |
| UCB |  | 27,819 | 34,774 | 13,910 | 20,864 | 18,811 | 23,514 |
| Carolina |  | 22,814 | 28,517 | 11,407 | 17,110 | 16,965 | 21,207 |

Consolidated UCB
Carolina
(/TABLE>
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(13) Regulatory Matters, continued

Actual capital amounts and ratios for United and its most significant Banks as of December 31, 1998 and 1997, are as follows (in thousands):

|  |  | Actual |  | Actual |  | Actual |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Total Risk Based |  | Tier 1 Risk Based |  | Tier 1 Leverage |  |
|  |  | Actual |  | Actual |  | Actual |  |
| 1998 |  | Amount | Ratio | Amount | Ratio | Amount | Ratio |
| Consolidated | \$ | 114,637 | 11.00\% | 99,209 | 9.52\% | 99,209 | 7.06\% |
| UCB |  | 39, 272 | 11.29\% | 35, 209 | 10.13\% | 35, 209 | 7.49\% |
| Carolina |  | 30,374 | 10.65\% | 26,808 | 9.40\% | 26,808 | 6.32\% |
| 1997 |  |  |  |  |  |  |  |
| Consolidated | \$ | 81,614 | 10.28\% | 68,184 | 8.59\% | 68,184 | 5.76\% |
| UCB |  | 33, 303 | 10.92\% | 29,733 | 9.75\% | 29,733 | 7.67\% |
| Carolina |  | 23,260 | 10.81\% | 20,566 | 9.56\% | 20,566 | 6.34\% |

## (/TABLE>

As of December 31, 1998 and 1997, the most recent notification from the Federal Deposit Insurance Corporation categorized each of the Banks as well capitalized under the regulatory framework for prompt corrective action.
(14) Commitments

The Banks are parties to financial instruments with off-balancesheet risk in the normal course of business to meet the financing needs of their customers. These financial instruments include commitments to extend credit, letters of credit and financial guarantees. These instruments involve, to varying degrees, elements of credit risk in excess of the amount recognized in the balance sheets. The contract amounts of these instruments reflect the extent of involvement the Banks have in particular classes of financial instruments.

The exposure to credit loss in the event of nonperformance by the other party to the financial instrument for commitments to extend credit and letters of credit and financial guarantees written is represented by the contractual amount of these instruments. The Banks use the same credit policies in making commitments and conditional obligations as for on-balance-sheet instruments. In most cases collateral or other security is required to support financial instruments with credit risk.

The following table summarizes, as of December 31, 1998 and 1997, the contract or notional amount of off-balance sheet instruments (in thousands):

Financial instruments whose contract amounts represent credit risk:

| Commitments to extend credit | $\$$ |
| :--- | :--- |
| Standby letters of credit | $\$$ |
| Interest rate contracts: | $\$$ |
| Swap agreements | $\$$ |
| Floors purchased | $\$$ |


| 129,111 | 106,040 |
| ---: | ---: |
| 8,632 | 2,520 |
|  |  |
| 10,000 | 35,000 |
| - | 50,000 |
| 20,000 | - |

## (/TABLE>

Commitments to extend credit are agreements to lend to a customer as long as there is no violation of any condition established in the contract. Commitments generally have fixed expiration dates or other termination clauses and may require payment of a fee. Since many of the commitments may expire without being drawn upon, the total commitment amounts do not necessarily represent future cash requirements. The Banks evaluate each customer's creditworthiness on a case-by-case basis. The amount of collateral obtained, if deemed necessary, upon extension of credit is based on management's credit evaluation. Collateral held varies, but may include unimproved and improved real estate, certificates of deposit, personal property or other acceptable collateral.
(14) Commitments, continued

Standby letters of credit and financial guarantees written are conditional commitments issued by the Banks to guarantee the performance of a customer to a third party. Those guarantees are primarily issued to local businesses. The credit risk involved in issuing letters of credit is essentially the same as that involved in extending loan facilities to customers. The Banks hold real estate, certificates of deposit, equipment and automobiles as collateral supporting those commitments for which collateral is deemed necessary. The extent of collateral held for those commitments varies.

Derivative financial instruments include forwards, futures, swaps, options, and other instruments with similar characteristics. In general terms, derivative instruments are contracts or agreements whose value can be derived from interest rates, currency exchange rates and financial indices. The Banks use interest rate contracts in balance sheet management activities, the objective of which is to minimize the risk inherent in the asset and liability interest rate structure. The Banks do not use derivative financial instruments for trading purposes. Interest rate contracts include an agreement with a counterparty to exchange cash flow based on the movement of an underlying interest rate included such as the prime rate or the London Interbank Borrowing Rate (LIBOR). A swap agreement involves the exchanges of a series of interest payments, either at a fixed or variable rate, based on a notional amount without the exchange of the underlying principal. An interest rate floor contract allows a party, for a purchase premium, to receive income if a predetermined interest rate falls below a predetermined level. Rate cap agreements are legal contracts that allow the purchaser to place a maximum level on a floating index, and for a one-time, up-front fee, the purchaser has purchased the right to receive income if a predetermined interest rate rises above a predetermined level. Income or expense on interest rate contracts used by the Banks to manage interest rate exposure is recorded on an accrual basis as an adjustment to the yield of the related interest earning asset or interest bearing liability over the period covered by the contracts. Amounts accrued relating to such contracts are included in accrued expenses and other liabilities and amounts prepaid are included in other assets as of the balance sheet date.

The Banks' exposure from these interest rate contracts results from the possibility that one party may default on its contractual obligation (credit risk) or from the movement of interest rates (market risk). Credit risk is limited to the positive market value of the derivative, which is significantly less than its notional value since the notional amount only represents the basis for determining the exchange of the cash flows. Credit risk is minimized by performing credit reviews of the counterparties to the contract or by conducting activities through organized exchanges.
(15) Preferred Stock

United may issue preferred stock in one or more series as established by resolution of the Board of Directors, up to a maximum of 10,000,000 shares. Each resolution shall include the number of shares issued, preferences, special rights and limitations as determined by the Board of Directors. At December 31, 1998 and 1997, there were no preferred shares issued or outstanding.
(16) Stockholders' Equity

Dividends paid by the Banks are the primary source of funds available to United for payment of dividends to its stockholders and other needs. Applicable federal and state statutes and regulations impose restrictions on the amount of dividends that may be declared by the Banks. At December 31, 1998, approximately $\$ 17.2$ million of the Banks' net assets were available for payment of dividends without prior approval from the regulatory authorities. In addition to the formal statutes and regulations, regulatory authorities also consider the adequacy of each Bank's total capital in relation to its assets, deposits and other such items. Capital adequacy considerations could further limit the availability of dividends from the Banks.

During 1997, United issued 300,000 shares of common stock for approximately $\$ 6,477,000$, net of offering costs. The proceeds from this sale of stock were used to inject capital into the Banks and for general corporate purposes.

During 1995, the Board of Directors adopted the Key Employee Stock Option Plan. Under this plan, options can be granted for up to 300,000 shares of United's common stock at a price equal to the fair market value at the date of grant. At December 31, 1998, 76, 296 shares were available for grant under this plan.
(16) Stockholders' Equity, continued SFAS No. 123, "Accounting for Stock-Based Compensation," ("SFAS No. 123") became effective for United on January 1, 1996. This statement encourages, but does not require, entities to compute the fair value of options at the date of grant and to recognize such costs as compensation expense immediately if there is no vesting period or ratably over the vesting period of the options. United has chosen not to adopt the cost recognition principles of this statement and accounts for stock options under Accounting Principles Board Opinion No. 25 and its related interpretations. No compensation expense has been recognized in 1998, 1997 or 1996 related to the stock option plan. Had compensation cost been determined based upon the fair value of the options at the grant dates consistent with the method of SFAS No. 123, United's income and income per share would have been reduced to the pro forma amounts indicated below (in thousands, except per share data):

| Net income | As reported | $\$$ |
| :--- | :--- | :--- |
|  | Pro forma | $\$$ |
| Basic income per share | As reported | $\$$ |
|  | Pro forma | $\$$ |
| Diluted income per share |  |  |
|  | As reported | $\$$ |
|  | Pro forma | $\$$ |

## (/TABLE>

The fair value of each option granted is estimated on the date of grant using the minimum value method with the following weighted average assumptions used for grants in 1998, 1997 and 1996: dividend yield of $1 \%$, risk free interest rate of $6 \%$ and an expected life of 10 years.

A summary of activity in United's stock option plan is presented below:

|  | Option <br> Shares |  | Weighted Average |  | Range of Price Per Share |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Options outstanding at December 31, 1995 | 50, 000 | \$ | 10.00 | \$ | 10.00 |
| Options granted in 1996 | 42,000 | \$ | 18.00 | \$ | 18.00 |
| Options outstanding at December 31, 1996 | 92,000 | \$ | 13.65 | \$ | 10.00-18.00 |
| Options granted in 1997 | 79,704 | \$ | 22.15 | \$ | 22.00-22.51 |
| Options outstanding at December 31, 1997 | 171,704 | \$ | 17.60 | \$ | 10.00-22.51 |
| Options granted in 1998 | 55,500 | \$ | 30.05 | \$ | 30.00-32.50 |
| Options exercised in 1998 | $(8,500)$ | \$ | 13.95 | \$ | 10.00-22.00 |
| Options forfeited in 1998 | $(3,500)$ | \$ | 20.40 | \$ | 18.00-22.00 |
| Options outstanding at December 31, 1998 | 215,204 | \$ | 20.91 | \$ | 10.00-32.50 |

Options on $124,404,102,104$ and 58,400 shares were exercisable at December 31, 1998, 1997 and 1996, respectively. The weighted average grant-date fair value of options granted in 1998, 1997 and 1996 was $\$ 10.63, \$ 7.93$ and $\$ 6.45$, respectively. Such options have a weighted average remaining contractual life of approximately 8 years as of December 31, 1998.
(17) Supplemental Financial Data

Components of other non-interest expenses in excess of $1 \%$ of total interest and non-interest income for the years ended December 31, 1998, 1997 and 1996 are as follows (in thousands):

|  | 1998 | 1997 | 1996 |
| :--- | ---: | ---: | ---: |
| Stationery and supplies | --- | ---- | --- |
| Advertising | $\$ 1,002$ | 831 | 1,152 |
|  | $\$ 1,381$ | 1,486 | 704 |

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(18) United Community Banks, Inc. (Parent Company Only) Financial Information


Statements of Income For the Years Ended December 31, 1998, 1997 and 1996

(18) United Community Banks, Inc. (Parent Company Only) Financial Information, continued
Statements of Cash Flows
For the Years Ended December 31, 1998, 1997 and 1996

| 1998 | 1997 | 1996 |
| :---: | :---: | :---: |
| ------ |  |  |


| Cash flows from operating activities: |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Adjustments to reconcile net income to net cash |  |  |  |  |
| provided by (used in) operating activities: |  |  |  |  |
| Equity in undistributed income of the subsidiaries |  | $(11,217)$ | $(11,174)$ | $(4,888)$ |
| Depreciation, amortization and accretion |  | 387 | 300 | 203 |
| Change in: |  |  |  |  |
| Other assets |  | 1,600 | $(2,567)$ | (33) |
| Accrued interest payable |  | 574 | 27 | (39) |
| Other liabilities |  | $(1,310)$ | (54) | (263) |
| Net cash provided by (used in) operating activities |  | 2,186 | $(2,733)$ | 3,907 |
| Cash flows from investing activities: |  |  |  |  |
| Purchase of premises and equipment |  | $(2,173)$ | $(1,273)$ | - |
| Capital contributions to the subsidiaries |  | $(7,899)$ | $(5,250)$ | $(4,275)$ |
| Net cash used in investing activities |  | $(10,072)$ | $(6,523)$ | $(4,275)$ |
| Cash flows from financing activities: |  |  |  |  |
| Proceeds from convertible subordinated debentures |  | - | - | 3,500 |
| Proceeds from junior subordinated debentures |  | 21,650 | - | - |
| Proceeds from notes payable |  | - | 3,400 | - |
| Repayments of notes payable |  | $(12,722)$ | $(1,131)$ | (856) |
| Proceeds from exercise of stock options |  | 118 | - | - |
| Proceeds from sale of common stock |  | - | 6,477 | - |
| Purchase and retirement of treasury stock of pooled entity |  | - | - | (408) |
| Proceeds from resale of treasury stock of pooled entity |  | - ${ }^{-}$ | 6 | - |
| Dividends paid |  | $(1,017)$ | (765) | (677) |
| Net cash provided by financing activities |  | 8,029 | 7,987 | 1,559 |
| Net change in cash |  | 143 | $(1,269)$ | 1,191 |
| Cash at beginning of year |  | 281 | 1,550 | 359 |
| Cash at end of year | \$ | 424 | 281 | 1,550 |

(/TABLE>
(19) Fair Value of Financial Instruments

SFAS No. 107, "Disclosures about Fair Value of Financial
Instruments," requires disclosure of fair value information about financial instruments, whether or not recognized on the face of the balance sheet, for which it is practicable to estimate that value. The assumptions used in the estimation of the fair value of United's financial instruments are detailed below. Where quoted prices are not available, fair values are based on estimates using discounted cash flows and other valuation techniques. The use of discounted cash flows can be significantly affected by the assumptions used, including the discount rate and estimates of future cash flows. The following disclosures should not be considered a surrogate of the liquidation value of United or its Banks, but rather a good-faith estimate of the increase or decrease in value of financial instruments held by United since purchase, origination, or issuance.

Cash and Cash Equivalents
For cash, due from banks and federal funds sold the carrying amount is a reasonable estimate of fair value.

Securities Held to Maturity and Securities Available for Sale
Fair values for investment securities are based on quoted market prices.

Loans and Mortgage Loans Held for Sale
The fair value of fixed rate loans is estimated by discounting the future cash flows using the current rates at which similar loans would be made to borrowers with similar credit ratings. For variable rate loans, the carrying amount is a reasonable estimate of fair value.

Cash Surrender Value of Life Insurance
The carrying value of cash surrender value of life insurance is a reasonable estimate of fair value.

## Deposits

The fair value of demand deposits, savings accounts and certain money market deposits is the amount payable on demand at the reporting date. The fair value of fixed maturity certificates of deposit is estimated by discounting the future cash flows using the rates currently offered for deposits of similar remaining maturities.

## Federal Funds Purchased and Repurchase Agreements

The carrying amount of federal funds purchased and repurchase agreements is a reasonable estimate of fair value.

Federal Home Loan Bank Advances
The fair value of United's fixed rate borrowings are estimated using discounted cash flows, based on United's current incremental borrowing rates for similar types of borrowing arrangements. For variable rate borrowings the carrying amount is a reasonable estimate of fair value.

Long-Term Debt and Convertible Subordinated Debentures
Long-term debt and convertible subordinated debentures are made using variable rates, thus, the carrying amount is a reasonable estimate of fair value.

Trust Preferred Securities
The fair value of United's trust preferred securities are estimated using discounted cash flows, based on United's current incremental borrowing rates for similar types of borrowing arrangements.

Interest Rate Swaps, Floors and Caps
The fair value of interest rate swaps, floors and caps is obtained from dealer quotes. These values represent the estimated amount United would receive to terminate the contracts or agreements, taking into account current interest rates and, when appropriate, the current creditworthiness of the counterparties.

Commitments to Extend Credit, Standby Letters of Credit and Financial Guarantees Written

Because commitments to extend credit and standby letters of credit are made using variable rates, the contract value is a reasonable estimate of fair value.
(19) Fair Value of Financial Instruments, continued Limitations

Fair value estimates are made at a specific point in time, based on relevant market information and information about the financial instrument. These estimates do not reflect any premium or discount that could result from offering for sale at one time United's entire holdings of a particular financial instrument. Because no market exists for a significant portion of United's financial instruments, fair value estimates are based on many judgments. These estimates are subjective in nature and involve uncertainties and matters of significant judgment and therefore cannot be determined with precision. Changes in assumptions could significantly affect the estimates.

Fair value estimates are based on existing on and off-balance sheet financial instruments without attempting to estimate the value of anticipated future business and the value of assets and liabilities that are not considered financial instruments. Significant assets and liabilities that are not considered financial instruments include the mortgage banking operation, brokerage network, deferred income taxes, premises and equipment and goodwill. In addition, the tax ramifications related to the realization of the unrealized gains and losses can have a significant effect on fair value estimates and have not been considered in the estimates.

The carrying amount and estimated fair values of United's financial instruments at December 31, 1998 and 1997 are as follows (in thousands):

|  |  | December 31, 1998 |  | December 31, 1997 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Carrying Amount | Estimated <br> Fair Value | Carrying Amount | Estimated <br> Fair Value |
| Assets: |  |  |  |  |  |
| Cash and cash equivalents | \$ | 55,700 | 55,700 | 68,834 | 68,834 |
| Securities held to maturity |  | 57,393 | 59,106 | 69,559 | 70,845 |
| Securities available for sale |  | 314,394 | 314,394 | 143,894 | 143,894 |
| Mortgage loans held for sale |  | 8,129 | 8,129 | 3,962 | 3,962 |
| Loans, net |  | 987,942 | 990,708 | 812,972 | 814,855 |
| Cash surrender value of life insurance |  | 8,130 | 8,130 | - | - |
| Liabilities: |  |  |  |  |  |
| Deposits |  | 1,163,124 | 1,164,801 | 977,079 | 981,580 |
| Federal funds purchased and repurchase agreements |  | 26,520 | 26,520 | 33,011 | 33,011 |
| Federal Home Loan Bank advances |  | 176,854 | 172,485 | 43,321 | 43, 087 |
| Long-term debt and other borrowings |  | 1,277 | 1,277 | 14,069 | 14,070 |
| Convertible subordinated debentures |  | 3,500 | 3,500 | 3,500 | 3,500 |
| Trust Preferred Securities |  | 21,000 | 19,336 | - | - |
| Unrecognized financial instruments: |  |  |  |  |  |
| Commitments to extend credit |  | 129,111 | 129,111 | 106, 040 | 106, 040 |
| Standby letters of credit |  | 8,632 | 8,632 | 2,520 | 2,520 |
| Swap agreements |  | - | - | 12 | 156 |
| Floors purchased |  | - | - | 3 | - |
| Rate cap agreements | \$ | 437 | 448 | - | - |

(/TABLE>

