# Washington, D.C. 20549 

FORM 10-Q
[X] QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(D) OF THE SECURITIES EXCHANGE ACT OF 1934 For the Quarterly Period Ended March 31, 2001

OR
[ ] TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(D) OF THE SECURITIES EXCHANGE ACT OF 1934 For the Transition Period from $\qquad$ to $\qquad$

Commission file number 0-21656

UNITED COMMUNITY BANKS, INC.
(Exact name of registrant as specified in its charter)
Georgia
(State of Incorporation)
(I.R.S. Employer Identification No.)
P.O. Box 398, 63 Highway 515

Blairsville, Georgia
30512

Address of Principal Executive Offices (Zip Code)
(706) 745-2151
(Telephone Number)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or $15(\mathrm{~d})$ of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.
YES [X] NO [ ]
Common stock, par value \$1 per share: 10,528,900 shares
outstanding as of May 9, 2001

## INDEX

Item 1. Financial Statements .....  1
Consolidated Statement of Income (unaudited) for the Three Months Ended March 31, 2001 and 2000 .....  1
Consolidated Balance Sheet (unaudited) at March 31, 2001 and December 31, 2000 ..... 2
Consolidated Statement of Comprehensive Income (unaudited) for theThree Months Ended March 31, 2001 and 2000.3
Consolidated Statement of Cash Flows (unaudited) for the three Months Ended March 31, 2001 and 2000 ..... 4
Notes to Consolidated Financial Statements. ..... 5

Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations6

Item 3. Quantitative and Qualitative Disclosures About Market Risk.
PART II OTHER INFORMATION
Item 1. Legal Proceedings

Item 2. Changes in Securities
Item 3. Defaults Upon Senior Securities
Item 4. Submission of Matters to a Vote of Security Holders
Item 5. Other Information
Item 6. Exhibits and Reports on Form 8-K
UNITED COMMUNITY BANKS, INC.
CONSOLIDATED STATEMENT OF INCOME
FOR THE THREE MONTHS ENDED MARCH 31, 2000 AND 2001
(in thousands except, except per share data)

## INTEREST INCOME

Interest and fees on loans
Interest on federal funds sold and deposits in banks
Interest on investment securities:

## Taxable

Tax exempt
Total interest income

INTEREST EXPENSE:
Interest on deposits:
Demand
Savings
Time
Other borrowings
Total interest expense
Net interest income
Provision for loan losses

Net interest income after provision for loan losses

NON-INTEREST INCOME:
Service charges and fees
Consulting fees
Mortgage loan and related fees
Securities gains (losses), net
Other
Total non-interest income
TOTAL REVENUE

NON-INTEREST EXPENSE:
Salaries and employee benefits
Occupancy
Other
Total non-interest expense
Income before income taxes
Income taxes
NET INCOME
Net Income available to common shareholders

Earnings per share:
Basic
Diluted

Average shares outstanding
Diluted average shares outstanding

2001 2000
(UNAUDITED)

| \$ | 45,371 | \$ | 38,687 |
| :---: | :---: | :---: | :---: |
|  | 559 |  | 510 |
|  | 7,604 |  | 8,614 |
|  | 899 |  | 979 |
|  | 54,433 |  | 48,790 |


| 3,813 | 4,093 |
| :---: | :---: |
| 533 | 612 |
| 19,015 | 16,835 |
| 5,763 | 5,489 |
| 29,124 | 27,029 |
| 25,309 | 21,761 |
| 1,550 | 1,611 |
| 23,759 | 20,150 |


| 2,203 | 1,700 |
| :---: | :---: |
| 1,341 | 1, 084 |
| 996 | 245 |
| 175 | 5 |
| 1,200 | 1,319 |
| 5,915 | 4,353 |
| 29,674 | 24,503 |


|  | 11,588 |  | 9,903 |
| :---: | :---: | :---: | :---: |
|  | 2,799 |  | 2,532 |
|  | 5,611 |  | 5,027 |
|  | 19,998 |  | 17,462 |
|  | 9,676 |  | 7,041 |
|  | 3,241 |  | 2,250 |
| \$ | 6,435 | \$ | 4,791 |
| \$ | 6,392 | \$ | 4,791 |

$10,790 \quad 10,391$

UNITED COMMUNITY BANKS, INC.
CONSOLIDATED BALANCE SHEET

| (in thousands) |  | $\begin{gathered} \text { MARCH 31, } \\ 2001 \end{gathered}$ | $\begin{gathered} \text { DECEMBER 31, } \\ 2000 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
| ASSETS |  | AUDITED) |  |  |
| Cash and due from banks | \$ | 100,432 | \$ | 82,513 |
| Federal funds sold |  | 49,657 |  | 19,780 |
| Cash and cash equivalents |  | 150,089 |  | 102,293 |
| Securities available for sale |  | 507,630 |  | 532,111 |
| Mortgage loans held for sale |  | 13,117 |  | 6,125 |
| Loans, net of unearned income |  | $1,814,981$ |  | $1,792,055$ |
| Less - Allowance for loan losses |  | $25,133$ |  | $24,698$ |
| Loans, net |  | 1,789,848 |  | 1,767,357 |
| Premises and equipment, net |  | 57,387 |  | 56,930 |
| Accrued interest receivable |  | 25,184 |  | 25,384 |
| Other assets |  | 40,842 |  | 38,679 |
| Total assets | \$ | 2,584, 097 | \$ | 2,528,879 |

## LIABILITIES AND STOCKHOLDERS' EQUITY

## Deposits:

Demand
Interest bearing demand
Savings
Time

Total deposits

Accrued expenses and other liabilities
Federal funds purchased and repurchase agreements
Federal Home Loan Bank advances
Long-term debt
Total liabilities

Stockholders' equity:
Preferred Stock, \$1 par value; \$10 stated value;
10,000,000 shares authorized; issued 287,410
Common stock, $\$ 1$ par value; 50,000,000 shares authorized; $10,522,000$ and $10,514,000$ shares issued and outstanding
Capital surplus

| \$ | 286,666 | \$ | 257,375 |
| :---: | :---: | :---: | :---: |
|  | 447,762 |  | 413,978 |
|  | 89,311 |  | 86,568 |
|  | 1,201,672 |  | 1,237,944 |
|  | 2, 025,411 |  | 1,995, 865 |
|  | 29,540 |  | 23,518 |
|  | 40,801 |  | 52,640 |
|  | 278,024 |  | 257,225 |
|  | 41, 386 |  | 41,243 |
|  | 2,415,162 |  | 2,370,491 |
|  | 2,874 |  | 2,874 |
|  | 10,522 |  | 10,514 |
|  | 59,486 |  | 59,386 |
|  | 91, 057 |  | 85,718 |
|  | 4,996 |  | (104) |
|  | 168,935 |  | 158,388 |
| \$ | 2,584,097 | \$ | 2,528,879 |

Retained earnings
Accumulated other comprehensive income (loss)
Total stockholders' equity

Total liabilities and stockholders' equity

```
UNITED COMMUNITY BANKS, INC.
CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME
    FOR THE THREE MONTHS ENDED MARCH 31, 2000 AND 2001
```

| (in thousands) | 2001 | 2000 |
| :--- | :---: | :---: |
|  | (UNAUDITED) |  |
| NET INCOME | $\$-2,435$ |  |

OTHER COMPREHENSIVE INCOME:
Unrealized holding gains (losses) on investment securities
Reclassification adjustment for gains on investment
securities included in non-interest income
(175)

Total other comprehensive income (loss), before income taxes
NET INCOME

OTHER COMPREHENSIVE INCOME:
Unrealized holding gains (losses) on investment securities
Reclassification adjustment for gains on investment securities included in non-interest income

INCOME TAX EXPENSE (BENEFIT) RELATED TO THE ABOVE ITEMS:
Unrealized holding gains (losses) on investment securities
Reclassification adjustment for gains on investment securities

Total income tax expense (benefit)

Net unrealized holdings gains (losses), on investment securities

Total comprehensive income
8,401
(175)

8,226
--------
(

Reclassificationadjustment forgains investment securities
\$ 6,435 \$ 4,791
$(1,910)$
--------

3,193
(67)

3,126
,100
$(1,184)$
\$ 11,535
\$ 3,607
-------

```
UNITED COMMUNITY BANKS, INC.
CONSOLIDATED STATEMENTS OF CASH FLOWS
    FOR THE THREE MONTHS ENDED MARCH 31, 2000 AND 2001
```

(in thousands)

## OPERATING ACTIVITIES

Net income
Adjustments to reconcile net income to net cash provided by operating activities:

Depreciation, amortization and accretion
Provision for loan losses
Gain on sale of investment securities
Change in assets and liabilities:
Other assets and accrued interest receivable Accrued expenses and other liabilities Mortgage loans held for sale

NET CASH PROVIDED BY OPERATING ACTIVITIES

## INVESTING ACTIVITIES

Proceeds from sales of securities available for sale
Proceeds from maturities and calls of securities available for sale
Purchases of securities available for sale
Proceeds from maturities and calls of securities held to maturity Net increase in loans
Purchase of premises and equipment
Purchase of life insurance contracts
Proceeds from sale of other real estate

NET CASH PROVIDED (USED) BY INVESTING ACTIVITIES

## FINANCING ACTIVITIES

Net change in deposits
Net change in federal funds purchased and repurchase agreements
Net change in notes payable and other borrowings
Net change in FHLB advances
Proceeds from exercise of stock options
Cash paid for dividends on common stock
Cash paid for dividends on preferred stock

NET CASH PROVIDED BY FINANCING ACTIVITIES

Net change in cash and cash equivalents
Cash and cash equivalents at beginning of period

Cash and cash equivalents at end of period

SUPPLEMENTAL DISCLOSURES OF CASH FLOW INFORMATION:
Cash paid during the period for:
Interest
Income Taxes

## 2001

(UNAUDITED)

| \$ | 6,435 | \$ | 4,791 |
| :---: | :---: | :---: | :---: |
|  | 1,337 |  | 1,513 |
|  | 1,550 |  | 1,611 |
|  | (175) |  | (5) |
|  | $(3,595)$ |  | (199) |
|  | 6,022 |  | $(3,739)$ |
|  | $(6,992)$ |  | 1,738 |
|  | 4,582 |  | 5,710 |


| 11,799 | 250 |
| :---: | ---: |
| 40,214 | 12,573 |
| $(19,302)$ | $(32,480)$ |
| - | 740 |
| $(25,667)$ | $(72,634)$ |
| $(1,793)$ | $(1,527)$ |
| - | $(2,650)$ |
| 302 | 65 |
| $-\cdots-\cdots-\cdots-\cdots$ |  |

$(11,839)$
44,185
3,128
1,723
20,799 20,132

108
$(1,053)$
(43)

37, 661

47,796

102, 293
\$ 150,089
============
\$
29,937
778,361
\$ 26,900
2,200,000

UNITED COMMUNITY BANKS, INC. AND SUBSIDIARIES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
NOTE 1 - SIGNIFICANT ACCOUNTING POLICIES
The accounting and financial reporting policies of United Community Banks, Inc. ("United") and its subsidiaries conform to generally accepted accounting principles and general banking industry practices. The consolidated financial statements have not been audited and all material intercompany balances and transactions have been eliminated. A more detailed description of United's accounting policies is included in the 2000 annual report filed on Form 10-K.

In management's opinion, all accounting adjustments necessary to accurately reflect the financial position and results of operations on the accompanying financial statements have been made. These adjustments are considered normal and recurring accruals considered necessary for a fair and accurate presentation. The results for interim periods are not necessarily indicative of results for the full year or any other interim periods.

NOTE 2 - EARNINGS PER SHARE

The following table sets forth the computation of basic and fully diluted earnings per share for three months ended March 31 (in thousands, except per share data):

| (In thousands, except per share data) | 2001 |  | 2000 |  |
| :---: | :---: | :---: | :---: | :---: |
| Basic earnings per share: |  |  |  |  |
| Weighted average shares outstanding |  | 10,516 |  | 10,094 |
| Net income available to common shareholders | \$ | 6,392 | \$ | 4,791 |
| Basic earnings per share |  | . 61 |  | . 48 |
| Diluted earnings per share: |  |  |  |  |
| Weighted average shares outstanding |  | 10,516 |  | 10,094 |
| Net effect of the assumed exercise of stock options based on the treasury stock method using average market price for the period |  | 134 |  | 157 |
| Effect of conversion of subordinated debt |  | 140 |  | 140 |
| Total weighted average shares and common |  |  |  |  |
| Net income available to common shareholders | \$ | 6,392 | \$ | 4,791 |
| Income effect of conversion of subordinated debt, net of tax |  | 36 |  | 36 |
| Net income, adjusted for effect of conversion of subordinated debt, net of tax | \$ | 6,428 | \$ | 4,827 |
| Diluted earnings per share |  | . 60 |  | . 47 |

## FORWARD-LOOKING STATEMENTS

This Form 10-Q, both in Management's Discussion and Analysis section and elsewhere, 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; 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.

## OVERVIEW

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. United's activities are conducted by its wholly-owned subsidiaries, which include a financial services company and eight banking institutions (which banks are collectively referred to as the "Banks" in this discussion).

At March 31, 2001, United had total consolidated assets of $\$ 2.6$ billion, total loans of $\$ 1.8$ billion, total deposits of $\$ 2.0$ billion and stockholders' equity of $\$ 169$ million. For the three months ended March 31, 2001, United's net income was $\$ 6.4$ million, an increase of $\$ 1.6$ million, or $34 \%$ from the same period in 2000, and diluted earnings per share increased to $\$ .60$ in the first quarter of 2001 , from $\$ .47$ in the first quarter of 2000 , or $28 \%$. Return on average common stockholders' equity for the first quarter was 16.16\%, as compared to $15.95 \%$ for 2000.

## RESULTS OF OPERATIONS

Net income was $\$ 6.4$ million for the three months ended March 31, 2001, an increase of $34 \%$ from the $\$ 4.8$ million earned in the first quarter of 2000 . Diluted earnings per common share were $\$ .60$ for the three months ended March 31, 2001, compared with $\$ .47$ for 2000, an increase of $28 \%$. Return on average common equity for the first quarter 2001 was $16.16 \%$, compared with $15.95 \%$ for the first quarter 2000. Return on average assets for the three months ended March 31, 2001 was $1.02 \%$, as compared to $.80 \%$ for the three months ended March 31, 2000.

TABLE 1 - CONDENSED CONSOLIDATED INCOME SUMMARY
For the three months ended March 31, (in thousands, taxable equivalent)
CHANGE

|  | 2001 | 2000 | $\begin{gathered} \text { CHANGE } \\ 2001-2000 \end{gathered}$ |
| :---: | :---: | :---: | :---: |
| Interest income | \$ 55,015 | \$ 49,348 |  |
| Interest expense | 29,124 | 27, 029 |  |
| Net interest income | 25,891 | 22,319 | 16\% |
| Provision for loan losses | 1,550 | 1,611 |  |
| Net interest income after provision for loan losses | 24,341 | 20,708 |  |
| Non-interest income | 5,915 | 4,353 | 36\% |
| Total revenue | 30,256 | 25, 061 | 21\% |
| Non-interest expense | 19,998 | 17,462 | 15\% |
| Income before income taxes | 10,258 | 7,599 | 35\% |
| Income tax expense | 3,823 | 2,808 | 36\% |
| Net income | \$ 6,435 | \$ 4,791 | 34\% |

## NET INTEREST INCOME (TAXABLE EQUIVALENT)

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 $\$ 25.9$ million for the three months ended March 31, 2001, an increase of $\$ 3.6$ million, or $16 \%$ from the level recorded in 2000.

During the first quarter 2001, average interest earning assets increased $\$ 112$ million, or 5\%, over the first quarter 2000 amount. This increase was primarily due to the increased growth in real estate loans. Average loans outstanding were $\$ 1.8$ billion for first quarter of 2001, up $\$ 207$ million, or $13 \%$, compared to first quarter 2000. Average interest bearing liabilities increased $\$ 61$ million, or $3 \%$, over the 2000 average balances. This increase was primarily due to an increase in the level of average interest bearing deposits of $\$ 64$ million.

The banking industry uses two key ratios to measure relative profitability of net interest income. The net interest rate spread 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.

For the three months ended March 31, 2001 and 2000, United's net interest spread was $3.75 \%$ and $3.45 \%$, while the net interest margin was $4.40 \%$ and 3.96\%, respectively. The 44 basis point increase in the net interest margin in 2001 was primarily attributed to management's continued focus on improving net interest margin through a disciplined deposit and loan pricing strategy.

The average cost of interest bearing liabilities for the first quarter 2001 was 5.64\%, an increase of 25 basis points from the first quarter 2000. This was primarily due to accounts opened in the latter half of 2000, which represented a higher rate environment spurred by rate increases by the Federal Reserve Bank. Core deposits, which include transaction accounts, savings accounts and non-brokered certificates of deposit less than \$100,000, represented approximately 79\% of total deposits as of March 31, 2001 and 73\% as of March 31, 2000.

The following table shows the relationship between interest income and expense and the average balances of interest earning assets and interest bearing liabilities for the first quarters of 2001 and 2000.

TABLE 2 －AVERAGE CONSOLIDATED BALANCE SHEETS AND NET INTEREST ANALYSIS FOR THE THREE MONTHS ENDED MARCH 31，
（In thousands，taxable equivalent）

Interest－earning assets：
Loans，net of unearned income（1）
Taxable investments
Tax－exempt investments（1）
Federal funds sold and other interest
deral funds sold and other interest income

TOTAL INTEREST－EARNING ASSETS
Non－interest－earning assets：
Allowance for loan losses
Cash and due from banks
Premises and equipment
Other assets

| \＄1，813， 368 | \＄ | 45，503 | 10．18\％ |
| :---: | :---: | :---: | :---: |
| 445， 209 |  | 7，604 | 6．93\％ |
| 79，296 |  | 1，349 | 6．90\％ |
| 37，668 |  | 559 | 5．94\％ |
| 2，375，541 |  | 55，015 | 9．39\％ |

$(25,418)$
54,19
56,80
59,49
$-\cdots--\cdots$
\＄ $2,520,611$
$=======$

LIABILITIES AND STOCKHOLDERS＇EQUITY
Interest－bearing liabilities：
Interest－bearing deposits：
Transaction accounts
Savings deposits
Certificates of deposit
Total interest－bearing deposits
Federal Home Loan Bank advances Long－term debt and other borrowings

Total borrowed funds

TOTAL INTEREST－BEARING LIABILITIES
Non－interest－bearing liabilities
Non－interest－bearing deposits
Other liabilities
Total liabilities
Stockholders＇equity
TOTAL LIABILITIES
AND STOCKHOLDERS＇EQUITY
NET INTEREST INCOME
Net interest－rate spread

NET INTEREST MARGIN（2）

257,518
3,589
--------
$2,356,334$
--------
164,277
----------
\＄2，520，611
ニーニーニーニーニーー

$$
\begin{aligned}
& \$ 25,891 \\
& ========
\end{aligned}
$$

\＄22， 319
＝ 22,319

3．45\％ ＝＝＝＝＝

3．96\％
（1）Interest income on tax－exempt securities and loans has been increased by $50 \%$ to reflect comparable interest on taxable securities．
（2）Net interest margin is tax equivalent net－interest income divided by average interest－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 |  | 26 | (306) |  | (280) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Savings deposits |  | 2 | (81) |  | (79) |
| Certificates of deposit |  | 921 | 1,259 |  | 2,180 |
| Total interest-bearing deposits |  | 949 | 872 |  | 1,821 |
| FHLB advances |  | (235) | 104 |  | (131) |
| Long-term debt and other borrowings |  | 227 | 178 |  | 405 |
| Total borrowed funds |  | (8) | 282 |  | 274 |
| TOTAL INTEREST-BEARING LIABILITIES |  | 941 | 1,154 |  | 2,095 |
| INCREASE (DECREASE) |  |  |  |  |  |
| IN NET INTEREST INCOME | \$ | 2,635 | \$ 937 | \$ | 3,572 |

## PROVISION FOR LOAN LOSSES

The provision for loan losses for the first quarter was $\$ 1.6$ million for 2001 and 2000. As a percentage of average outstanding loans, the provision for loan losses was . $34 \%$ and $.45 \%$ for 2001 and 2000 , respectively, on an annualized basis. Net loan charge-offs as a percentage of average outstanding loans for the three months ended March 31, 2001 were . $25 \%$ as compared with $.18 \%$ for 2000.

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 the first three months of 2001, totaled $\$ 5.9$ million, compared with $\$ 4.3$ million for 2000 . The following table presents the components of non-interest income for the first three months of 2001 and 2000.

TABLE 4 - NON-INTEREST INCOME
For the Three Months Ended March 31
(in thousands)

|  | 2001 | 2000 | $\begin{aligned} & \text { Change } \\ & 2001-2000 \end{aligned}$ |
| :---: | :---: | :---: | :---: |
| Service charges and fees | \$ 2,340 | \$ 1,857 | 26\% |
| Consulting fees | 1,341 | 1, 084 | 24\% |
| Mortgage loan and related fees | 996 | 245 | 307\% |
| Trust and brokerage fees | 240 | 227 | 6\% |
| Insurance commissions | 217 | 213 | 2\% |
| Securities gains (losses), net | 175 | 5 |  |
| Other | 606 | 722 | (16)\% |
| Total | \$ 5,915 | \$ 4,353 | 36\% |

A significant source of non-interest income for United is service charges and fees on deposit accounts. Service charges and fees for 2001 were $\$ 2.3$ million, compared with $\$ 1.9$ million in the first quarter 2000. The growth in fee revenue was primarily due to the increase in the number of deposit accounts and transaction activity.

Consulting fees for the three months ended March 31, 2001 were $\$ 1.3$ million, an increase of $\$ .3$ million, or $24 \%$, over the first three months of 2000. The increase reflects growth in the number of customers and expanded technology consulting services for network, internet banking, market assessments and web-site development.

Mortgage loan and related fees for the first quarters of 2001 and 2000 were $\$ 1.0$ million and $\$ .2$ million respectively. This increase is the result of a higher volume of mortgage loan originations and service fees due to a favorable interest rate environment. Substantially all of these originated residential mortgages were subsequently sold into the secondary market, including the right to service these loans.

For the three months ended March 31, 2001, total non-interest expense was $\$ 20.0$ million, compared with $\$ 17.5$ million for 2000. The following table presents the components of non-interest expense for the first quarters of 2001 and 2000.

TABLE 5 - NON-INTEREST EXPENSE
For the Three Months Ended March 31 (in thousands)


Total salaries and benefits for the first three months of 2001 totaled $\$ 11.6$ million, an increase of $17 \%$ over the same period in 2000. This increase was primarily due to adding staff to support business growth and new services offered to our customers.

The efficiency ratio measures total operating expenses as a percentage of total revenue, excluding the provision for loan losses, net securities gains (losses) and merger-related expenses. United's efficiency ratio for the three months ended March 31, 2001 was $63.22 \%$ as compared with $65.48 \%$ for the first quarter of 2000 . The decline in the efficiency ratio is due to management's focus to control the level of operating expenses.

## INCOME TAXES

Income taxes, as reported for the first three months of 2001, were \$3.2 million as compared with $\$ 2.3$ million for the three months ended March $31,2000$. The effective tax rates (as a percentage of pre-tax net income) for the first three months of 2001 and 2000 were $33.5 \%$ and $32.0 \%$, respectively. These effective rates are lower than the statutory tax rates, primarily due to interest income on certain investment securities and loans that are exempt from income taxes.

## BALANCE SHEET REVIEW

Total assets at March 31, 2001 were $\$ 2.6$ billion, an increase of $\$ 55$ million from December 31, 2000. Average total assets for the first quarter of $\$ 2.5$ billion increased $\$ 67$ million from the fourth quarter of 2000.

LOANS

At March 31, 2001, total loans were $\$ 1.8$ billion, an increase of $\$ 23$ million from December 31, 2000. Average total loans were $\$ 1.8$ billion in the first quarter 2001, compared with $\$ 1.7$ billion as of December 31, 2000. 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 non-residential. Substantially all of United's loans are to customers located in Georgia and North Carolina, the immediate market areas of the Banks. This includes loan customers who have a seasonal residence in the Banks' market areas.

United manages asset quality and controls credit risk through diversification of the loan portfolio and the application of policies designed to promote 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 charged to earnings is based upon management's judgment of the amount necessary to maintain the allowance at a level adequate to absorb probable losses. 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 in the estimation methods and assumptions used to determine the adequacy of the allowance for loan losses during the first quarter 2001.

The following table presents a summary of changes in the allowance for
loan losses for the three months ended March 31, 2001 and 2000.
TABLE 6 - SUMMARY OF LOAN LOSS EXPERIENCE
(in thousands)

|  | Three Months Ended <br> March <br>  <br> Balance beginning of period <br> Provision for loan losses <br> Loans charged-off <br> Charge-off recoveries <br> Net charge-offs | 2001 |
| :--- | ---: | ---: |


| March 31 | December 31, |
| :---: | :---: |
| 2001 | 2000 |

Total loans:

| At period end | $\$$ | $1,814,981$ |
| :--- | ---: | ---: |
| Average | $1,813,368$ | $\$ 1,792,055$ |
| a percentage of average loans: | $.25 \%$ | $1,687,970$ |
| Net charge-offs | $.34 \%$ | $.18 \%$ |
| Provision for loan losses | $.45 \%$ |  |
| lowance as a percentage of period end loans | $1.38 \%$ | $1.38 \%$ |
| $l o w a n c e$ as a percentage of non-performing loans | $389 \%$ | $444 \%$ |

Management believes that the allowance for loan losses at March 31, 2001, is sufficient to absorb losses inherent in the loan portfolio as of that date based on the best information available. This assessment involves uncertainty and judgment; 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 ASSETS

Non-performing loans, which include non-accrual loans and accruing loans past due over 90 days, totaled $\$ 6.5$ million at March 31, 2001, compared with $\$ 5.6$ million at December 31,2000 and $\$ 3.0$ million at March 31,2000 . At March 31, 2001, the ratio of non-performing loans to total loans was . 36\%, compared with .31\% at December 31, 2000 and .18\% at March 31, 2000. Non-performing assets, which include non-performing loans and foreclosed real estate, totaled $\$ 9.0$ million at March 31, 2001, compared with $\$ 6.7$ million at December 31, 2000 and $\$ 4.0$ million at March 31, 2000.

It is the general policy of the Banks to place loans on non-accrual 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 customers whose loans were on non-accrual status at March 31, 2001. The table below summarizes United's non-performing assets.

TABLE 7- NON-PERFORMING ASSETS

Non-accrual loans
Loans past due 90 days or more and
still accruing
Total non-performing loans
Other real estate owned
Total non-performing assets

| March 31, | December 31, 2001 | 2000 |
| :---: | ---: | :---: |



Total non-performing loans as a percentage of total loans
Total non-performing assets as a percentage of total assets
.36\% . 31\%
35\% . $27 \%$

At March 31, 2001, United had $\$ 9.4$ million of loans that 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 a ten-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.

## INVESTMENT SECURITIES

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 decreased 9\% from December 31, 2000 to March 31, 2001. The decrease in the average securities was related to the current lower rate environment and managing interest rate risk within the securities portfolio and overall mix of earning assets.

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 mortgage-backed securities have adjustable rates, the negative effects of changes in interest rates on income and the carrying values of these securities are somewhat mitigated.

Total average deposits as of March 31, 2001 were $\$ 1.9$ billion, an increase of $\$ 46$ million from December 31, 2000. Average non-interest bearing demand deposit accounts increased $\$ 9$ million and average interest bearing transaction accounts increased \$37 million from December 31, 2000 to March 31, 2001. Average time deposits as of March 31, 2001 were $\$ 1.2$ billion, an increase of $2 \%$ from December 31, 2000.

Time deposits of \$100,000 and greater totaled \$371 million at March 31, 2001, compared with $\$ 383$ million at December 31, 2000. During 1999, United began to utilize "brokered" time deposits, issued in certificates of less than $\$ 100,000$, as an alternative source of cost-effective funding. Average brokered time deposits outstanding at March 31, 2001 and December 31, 2000 were $\$ 57.4$ and $\$ 53.9$ million, respectively.

SHORT-TERM BORROWINGS
At March 31, 2001, all of the Banks were shareholders in the Federal Home Loan Bank of Atlanta. Through this affiliation, secured advances totaling $\$ 278$ million were outstanding at March 31, 2001 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.

## 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.

The Company's net interest income, and the fair value of its financial instruments, are influenced by changes in the level of interest rates. The Company manages its exposure to fluctuations in interest rates through policies established by Asset/Liability Management Committee ("ALCO") of its Subsidiary Banks. The ALCO meets periodically and has responsibility for approving asset/liability management policies, formulating and implementing strategies to improve balance sheet positioning and/or earnings and reviewing the interest rate sensitivity of the Company.

Management utilizes an interest rate simulation model to estimate the sensitivity of net interest income to changes in interest rates. Such estimates are based upon a number of assumptions for each scenario, including the level of balance sheet growth, deposit repricing characteristics and the rate of prepayments.

As of March 31, 2001, United's simulation model indicated that net interest income would increase by $1 \%$ if interest rates increased by 200 basis points over the next twelve months and would also increase by 1\% if interest rates fell by the same amount. United is in an asset sensitive or positive gap position for the next twelve months. This asset sensitive position would generally indicate that United's net interest income would increase should interest rates rise as well as increase should interest rates fall over the next twelve months. 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.

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 2001 and 2000. Derivative financial instruments can be a cost and capital effective means of modifying the repricing characteristics of on-balance 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 contract rate.

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. The following table presents United's cap and floor contracts outstanding at March 31, 2001.

TABLE 8 - CAP AND FLOOR CONTRACTS As of March 31, 2001
(in thousands)

CAP CONTRACTS

| Maturity | NOTIONAL Amount |  | CONTRACT <br> Index | CONTRACT <br> Rate | FAIR Value |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| August 31, 2001 | \$ | 5,000 | Prime | 10\% | \$ |  |
| August 27, 2001 |  | 20,000 | Prime | 10\% |  |  |
| Total | \$ | 25,000 |  |  | \$ |  |

FLOOR CONTRACTS

-16-

The following table presents United's swap contracts outstanding at March 31, 2001.

TABLE 9 - SWAP CONTRACTS
As of March 31, 2001
(in thousands)

| Maturity | NOTIONAL Amount | RATE Received | RATE <br> Paid (1) | FAIR <br> Value |
| :---: | :---: | :---: | :---: | :---: |
| April 2, 2001 | \$ 15,000 | 8.41\% | 8.00\% | \$ (3) |
| April 5, 2001 | 10, 000 | 9.50\% | 8.00\% | - |
| May 8, 2001 | 10,000 | 8.26\% | 8.00\% | 210 |
| June 7, 2001 | 10,000 | 8.69\% | 8.00\% | 12 |
| July 27, 2001 | 10, 000 | 8.85\% | 8.00\% | 14 |
| October 12, 2001 | 10,000 | 9.11\% | 8.00\% | 74 |
| June 7, 2002 | 10, 000 | 9.05\% | 8.00\% | 142 |
| June 14, 2002 | 10,000 | 9.12\% | 8.00\% | 152 |
| June 24, 2002 | 20,000 | 8.80\% | 8.00\% | 335 |
| July 29, 2002 | 25,000 | 9.04\% | 8.00\% | 399 |
| August 10, 2002 | 10,000 | 9.60\% | 8.00\% | 270 |
| March 24, 2003 | 25,000 | 7.80\% | 8.00\% | 55 |
| June 18, 2003 | 25,000 | 7.85\% | 8.00\% | 55 |
| Total/weighted average | \$ 190,000 | $6.58 \%$ | 5.89\% | \$1, 715 |

(1) Based on prime rate at March 31, 2001.

Currently, all of United's derivative financial instruments are classified as fair value hedges. Fair value hedges recognize currently in earnings both the impact of change in the fair value of the derivative financial instrument and the offsetting impact of the change in fair value of the hedged asset or liability. At March 31, 2001, United's derivative financial instruments had an aggregate positive fair value of $\$ 1.7$ million.

United requires all derivative financial instruments be used only for asset/liability management through the hedging of specific transactions or positions, and not for trading or speculative purposes. Management believes that the risk associated with using derivative financial instruments to mitigate interest rate risk sensitivity is minimal and should not have any material unintended impact on United's financial condition or results of operations.

## 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 $\$ 13$ million at March 31, 2001, and typically turn over every 45 days as the closed loans are sold to investors in the secondary market. 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, net cash provided by operating activities was $\$ 4.6$ million during the three months ended March 31, 2001. The major sources of cash provided by operating activities are net income partially offset by changes in other assets and other liabilities. Net cash provided by investing activities of $\$ 5.6$ million consisted primarily of sales, maturities, calls and paydowns of securities of $\$ 52$ million, offset by a net increase in loans and purchases of securities totaling $\$ 25.7$ million and $\$ 19.3$ million, respectively. Net cash provided by financing activities provided the remainder of funding sources for the first quarter 2001. The $\$ 37.6$ million of net cash provided by financing activities consisted primarily of a $\$ 29.5$ million net increase in deposits and a net increase in FHLB advances of $\$ 20.8$ million. In the opinion of management, United's liquidity position at March 31, 2001, is sufficient to meet its expected cash flow requirements.

## CAPITAL RESOURCES AND DIVIDENDS

Stockholders' equity at March 31, 2001 was $\$ 169$ million, an increase of $\$ 11$ million, or $7 \%$, from December 31, 2000. Accumulated other comprehensive income (loss) is not included in the calculation of regulatory capital adequacy ratios. Excluding the change in the accumulated other comprehensive gain, stockholders' equity increased by $3 \%$. Dividends of $\$ 1.1$ million, or $\$ .10$ per share, were declared on common stock during the first quarter of 2001, an increase of $33 \%$ per share from the amount declared in the first quarter 2000. The dividend payout ratios for 2001 and 2000 were $16.34 \%$ and $15.48 \%$, 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.

The following table presents the cash dividends declared in the first quarters of 2001 and 2000 and the respective payout ratios as a percentage of net income.

## TABLE 10 - DIVIDEND PAYOUT INFORMATION

FOR THE THREE MONTHS ENDED MARCH 31,

| 2001 | 2000 |  |
| :---: | :---: | :---: | :---: |
| DIVIDEND |  |  |
| DIVIDEND | PAYOUT \% $\%$ |  |

First quarter $\$ 16.34 \% \quad \$ \quad .075 \quad 15.48 \%$

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.

The following table shows United's capital ratios, as calculated under regulatory guidelines, at March 31, 2001 and December 31, 2000.

TABLE 11
CAPITAL RATIOS
(in thousands)

|  | 2001 | 2000 |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Actual Amount | Regulatory Minimum | Actual Amount | Regulatory Minimum |
| Leverage: |  |  |  |  |
| Amount | \$ 191,463 | \$ 75,352 | \$ 185,700 | \$ 74, 227 |
| Ratio | 7.6\% | 3.0\% | 7.5\% | 3.0\% |
| Tier I Risk Based: |  |  |  |  |
| Amount | \$ 191,463 | \$ 72,615 | \$ 185,700 | \$ 72,111 |
| Ratio | 10.5\% | 4.0\% | 10.3\% | 4.0\% |
| Total Risk Based: |  |  |  |  |
| Amount | \$ 217,438 | \$ 145,230 | \$ 211,761 | \$ 144,223 |
| Ratio | 12.0\% | 8.0\% | 11.7\% | 8.0\% |

United's Tier I capital, which excludes other comprehensive income, consists of stockholders' equity and qualifying capital securities less goodwill and deposit-based intangibles, totaled to $\$ 191$ million at March 31, 2001. 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 $\$ 217$ million at March 31, 2001. The percentage ratios, as calculated under the guidelines, were $10.5 \%$ and $12.0 \%$ for Tier I and Total Risk-based Capital, respectively, at March 31, 2001.

A minimum leverage ratio is required in addition to the risk-based capital standards and is defined as period end stockholders' equity and qualifying capital 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 $3 \%$ 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 $3 \%$ if it is experiencing or anticipating significant growth or is operating with less than well-diversified 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 March 31, 2001 and December 31, 2000 were $7.6 \%$ and $7.5 \%$, respectively.

The capital ratios of United and the Banks currently exceed the minimum ratios required in 2001 as defined by federal regulators. United monitors these ratios to ensure that United and the Banks remain above regulatory minimum guidelines.

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.

PART I ITEM III

QUANTITATIVE AND QUALITATIVE DISCLOSURE ABOUT MARKET RISK
There have been no material changes in United's quantitative and qualitative disclosures about market risk as of March 31, 2001 from that presented in United's Annual Report on Form 10-K for the year ended December 31, 2000.

PART II. OTHER INFORMATION
Item 1. Legal Proceedings - None
Item 2. Changes in Securities - None
Item 3. Defaults upon Senior Securities - None
Item 4. Submission of Matters to a Vote of Securities Holders - None
Item 5. Other Information - None
Item 6. Exhibits and Reports on Form 8-K

There were no reports filed on Form $8-\mathrm{K}$ during this reporting period.
-21-

## SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this Report to be signed on its behalf by the undersigned thereunto duly authorized.

UNITED COMMUNITY BANKS, INC.

By: /s/ Jimmy C. Tallent
Jimmy C. Tallent, President
(Principal Executive Officer)

Date: May 10, 2001

By /s/ Rex S. Schuette
Rex S. Schuette
Chief Financial Officer (Principal Financial Officer)

Date: May 10, 2001

