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

## FORM 8-K

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

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

## United Community Banks, Inc.

(Exact name of registrant as specified in its charter)


## Item 2.02 Results of Operation and Financial Condition

On January 28, 2011, United Community Banks, Inc. (the "Registrant") issued a news release announcing its financial results for the quarter ended December 31, 2010 (the "News Release"). The News Release, including financial schedules, is attached as Exhibit 99.1 to this report. In connection with issuing the News Release, on January 28, 2011 at 11:00 a.m. EST, the Registrant intends to hold a conference call/webcast to discuss the News Release. In addition to the News Release, during the conference call the Registrant intends to discuss certain financial information contained in the December 31, 2010 Investor Presentation (the "Investor Presentation") which will be posted to the Registrant's website. The Investor Presentation is attached as Exhibit 99.2 to this report.

The presentation of the Registrant's financial results included operating performance measures and core earnings measures, which are measures of performance determined by methods other than in accordance with generally accepted accounting principles, or GAAP. Management included non-GAAP operating performance and core earnings measures because it believes they are useful for evaluating the Registrant's operations and performance over periods of time, and uses operating performance and core earnings measures in managing and evaluating the Registrant's business and intends to refer to them in discussions about the Registrant's operations and performance. Operating performance measures for the fourth quarter of 2010 exclude the effects of an $\$ 11.75$ million pre-tax partial recovery of a 2007 fraud loss and third quarter 2010 operating performance measures exclude the effects of a $\$ 210.6$ million non-cash goodwill impairment charge. Operating performance measures for 2009 exclude the effects of $\$ 25$ million and $\$ 70$ million, in non-cash goodwill impairment charges in the third and first quarters, respectively, (bringing the total goodwill impairment charge for the year 2009 to $\$ 95$ million), $\$ 2.9$ million in non-recurring severance charges related to a reduction in workforce recorded in the first quarter and an $\$ 11.4$ million gain in the second quarter from the acquisition of Southern Community Bank that resulted from a bargain purchase. These items have been excluded from operating performance measures because management believes that the items are non-recurring in nature and do not reflect overall trends in the Registrant's earnings. Additionally, core earnings measures exclude credit related costs such as the provision for loan losses, the loss from sale of nonperforming assets to Fletcher International in the second quarter of 2010 and foreclosed property expense, securities gains and losses, income taxes and other items of a non-recurring nature. Core earnings are useful in evaluating the underlying earnings performance trends of the Registrant. Management believes these non-GAAP performance measures may provide users of the Registrant’s financial information with a meaningful measure for assessing the Registrant's financial results and comparing those financial results to prior periods.

Operating performance and core earnings measures should be viewed in addition to, and not as an alternative or substitute for, the Registrant's performance measures determined in accordance with GAAP, and is not necessarily comparable to non-GAAP performance measures that may be presented by other companies.

## Item 9.01 Financial Statements and Exhibits

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

### 99.1 Press Release, dated January 28, 2011

99.2 Investor Presentation, Fourth Quarter 2010

SIGNATURES
Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

|  | /s/Rex S. Schuette |
| :--- | :--- |
| Rex S. Schuette |  |
| January 28, 2011 | Executive Vice President and |
| Chief Financial Officer |  |

## For Immediate Release

For more information:
Rex S. Schuette
Chief Financial Officer
(706) 781-2266

Rex Schuette@ucbi.com

## UNITED COMMUNITY BANKS, INC. REPORTS

 NET OPERATING LOSS OF \$23.6 MILLION FOR FOURTH QUARTER 2010- Net operating loss lowest since second quarter 2009
- Credit measures continue to improve; nonperforming assets lowest since 2008
- Allowance-to-loans ratio increases to 3.79 percent
- Core transaction deposits up 12 percent annualized

BLAIRSVILLE, GA - January 28, 2011 - United Community Banks, Inc. (NASDAQ: UCBI) today reported a net operating loss from continuing operations of $\$ 23.6$ million, or 28 cents per diluted share, for the fourth quarter of 2010 . The fourth quarter operating loss excludes a partial recovery of $\$ 11.8$ million, or eight cents per diluted share, from a previously incurred fraud loss related to two failed real estate developments in western North Carolina. Including the recovery, the fourth quarter net loss was $\$ 16.4$ million, or 20 cents per diluted share.

For 2010 and 2009, United's net operating losses from continuing operations were $\$ 143.4$ million and $\$ 139.1$ million, or $\$ 1.62$ and $\$ 2.47$ per diluted share, respectively. In the attached schedules, operating losses from continuing operations for all periods exclude consulting fee revenue and operating expenses of Brintech, Inc. during the periods it was owned by United. Also excluded is the gain from the sale of Brintech in the first quarter of 2010. The net income or loss from Brintech’s discontinued operations is reported as a separate line in the consolidated statement of income.

In addition to excluding the fourth quarter partial recovery of the fraud loss from western North Carolina, the net operating loss from continuing operations for the full year 2010 excludes the $\$ 210.6$ million non-cash charge for goodwill impairment. Including the partial recovery and goodwill impairment charge, United's net loss for the full year 2010 was $\$ 345.6$ million, or $\$ 3.76$ per diluted share.

The net operating loss from continuing operations for the full year 2009 excludes $\$ 95$ million in non-cash charges for impairment of goodwill and $\$ 1.8$ million in severance costs, net of taxes, relating to a reduction in work force. Also excluded is the $\$ 7.1$ million gain, net of taxes, on the acquisition of Southern Community Bank in the second quarter 2009. These charges and gains were considered non-operating items and therefore were excluded from operating earnings. Including these non-operating items, United's net loss for 2009 was $\$ 228.3$ million, or $\$ 3.95$ per diluted share.
"We are encouraged by the improving trends in our credit quality indicators," said Jimmy Tallent, president and chief executive officer. "Credit quality improved from the third quarter in every measure, with nonperforming assets, net charge-offs and provision for loan losses falling to their lowest levels in many quarters. At the same time, the housing market and general economy within our footprint remain weak, so we look toward the future with guarded optimism."

Total loans were $\$ 4.6$ billion at quarter-end, down $\$ 156$ million from the end of the third quarter and down $\$ 547$ million from a year ago. Residential construction loans were $\$ 695$ million, or 15 percent of total loans, down $\$ 69$ million from the end of the third quarter and down $\$ 355$ million from a year ago. The decline in loans was net of new lending that totaled $\$ 78$ million during the fourth quarter and $\$ 320$ million for the full year, primarily commercial and small business loans in metropolitan Atlanta and north Georgia.

Taxable equivalent net interest revenue of $\$ 60.1$ million was $\$ 3.8$ million lower than the fourth quarter of 2009 due to the lower level of interest-earning assets. Average loans and securities declined $\$ 589$ million and $\$ 175$ million, respectively, from the fourth quarter of 2009. The net interest margin was 3.58 percent for the fourth quarter of 2010, up 18 basis points from a year ago and up one basis point from the third quarter.
"While remaining sharply focused on deposit and loan pricing, we've maintained liquidity significantly above historical levels in light of the uncertain times," Tallent said. "This excess liquidity lowered our margin by 30 basis points in the fourth quarter and 19 basis points in the third quarter."
"We grew core transaction deposits for the eighth consecutive quarter," Tallent continued. "The fourth quarter increase was $\$ 77$ million, 12 percent on an annualized basis," Tallent continued. "This brought our 2010 core deposit growth to $\$ 291$ million, a 12 percent increase."
"We continue to see tremendous core deposit growth opportunities in our markets due to disruption in the banking environment," Tallent said. "We have launched a new core deposit marketing initiative that stresses our strong customer service culture, and is already showing great promise."

The fourth quarter 2010 operating provision for loan losses decreased from $\$ 50.5$ million in the third quarter and from $\$ 90$ million a year ago, to $\$ 47.8$ million in the fourth quarter. Operating net charge-offs continued their downward trend to $\$ 47.7$ million in the fourth quarter, $\$ 2.3$ million less than the third quarter and $\$ 36.9$ million less than the fourth quarter of 2009 . The operating provision for loan losses and operating net charge-offs for the fourth quarter of 2010 exclude the partial recovery of $\$ 11.8$ million from the fraud loss incurred in 2007 in western North Carolina.

Non-performing assets decreased to $\$ 321$ million at quarter-end from $\$ 348$ million at September 30 and from $\$ 385$ million at December 31, 2009.

Operating fee revenue was $\$ 12.4$ million in the fourth quarter of 2010 , compared to $\$ 14.4$ million a year ago. The fourth quarter of 2009 included $\$ 2.0$ million in securities gains which accounts for the decrease. Service charges and fees of $\$ 7.0$ million were down $\$ 1.2$ million, due primarily to lower overdraft fees resulting from recent regulatory changes that require customers to give consent before using United’s overdraft services. Mortgage loan fees were up $\$ 217,000$ from a year ago, to $\$ 1.9$ million, due to higher refinancing activity resulting from low long-term interest rates. Other fee revenue increased $\$ 676,000$ to $\$ 2.8$ million, due primarily to the acceleration of deferred gains relating to the ineffectiveness of terminated cash flow hedges on certain prime-based loans.

Fourth quarter operating expenses were $\$ 64.9$ million, up $\$ 4.8$ million from a year ago due to higher foreclosed property costs. Foreclosed property costs were $\$ 20.6$ million, a $\$ 6.2$ million increase from the fourth quarter of 2009 reflecting additional losses from declining real estate values. Fourth quarter 2010 foreclosed property costs, including maintenance, property taxes and other related costs were even with last year at $\$ 4.8$ million. Losses relating to the sale of properties totaled $\$ 7.8$ million and write-downs of other foreclosed properties totaled $\$ 8.0$ million. The losses and write-downs increased $\$ 451,000$ and $\$ 5.8$ million, respectively, compared to fourth quarter 2009, which helped expedite sales of foreclosed properties. Salary and benefit costs totaled $\$ 23.8$ million, a decrease of $\$ 284,000$ from last year due primarily to lower stock-based compensation expense. Other operating expenses decreased $\$ 530,000$ from a year ago, to $\$ 3.9$ million, due primarily to lower ATM network costs and appraisal fees.

The effective tax rate for the fourth quarter of 2010 was 43 percent, up slightly from the 40 percent in the third quarter due to the statute expiration of certain state tax returns and resulting release of related reserves. Absent the tax reserve adjustment, the effective tax rate would have been 40 percent, which is the expected effective rate for 2011.

As of December 31, 2010, the capital ratios for United were as follows: Tier 1 Risk Based of 9.7 percent; Leverage of 6.8 percent; and, Total Risk Based of 12.1 percent. The quarterly average tangible equity-to-assets ratio was 8.8 percent and the tangible common equity-to-assets ratio was 6.4 percent.
"The last three years have been difficult, to state the obvious," Tallent said. "We are seeing encouraging signs, however; our credit metrics are moving in the right direction with several approaching their lowest levels since the beginning of the credit cycle in 2008. Core customer deposit growth has been the strongest in our history and we've made great strides increasing the net interest margin with deference to the need to maintain higher-than-normal levels of liquidity. We've rebalanced our loan portfolio by shrinking residential construction loans to 15 percent of the portfolio from a high of 35 percent."
"As to capital, we exceed regulatory well-capitalized levels but continue to evaluate alternatives to further strengthen our position," Tallent said. "We believe this course is prudent in light of the operating and regulatory environment, and are very pleased that these efforts have advanced substantially. We expect to announce a capital plan by the end of the first quarter of 2011."

Conference Call
United Community Banks will hold a conference call today, Friday, January 28, 2011, at 11 a.m. ET to discuss the contents of this news release and to share business highlights for the quarter. To access the call, dial (877) 380-5665 and use the password '35075160.' The conference call also will be webcast and can be accessed by selecting 'Calendar of Events' within the Investor Relations section of the company's website at www.ucbi.com.

About United Community Banks, Inc.
Headquartered in Blairsville, United Community Banks is the third-largest bank holding company in Georgia. United Community Banks has assets of $\$ 7.4$ billion and operates 27 community banks with 106 banking offices throughout north Georgia, the Atlanta region, coastal Georgia, western North Carolina and east Tennessee. The Company specializes in providing personalized community banking services to individuals and small to mid-size businesses. United Community Banks also offers the convenience of 24 -hour access through a network of ATMs, telephone and on-line banking. United Community Banks common stock is listed on the Nasdaq Global Select Market under the symbol UCBI. Additional information may be found at the Company's web site at www.ucbi.com.

This news release contains forward-looking statements, as defined by Federal Securities Laws, including statements about financial outlook and business environment. These statements are provided to assist in the understanding of future financial performance and such performance involves risks and uncertainties that may cause actual results to differ materially from those in such statements. Any such statements are based on current expectations and involve a number of risks and uncertainties. For a discussion of some factors that may cause such forward-looking statements to differ materially from actual results, please refer to the section entitled "ForwardLooking Statements" on page 3 of United Community Banks, Inc.'s annual report filed on Form 10-K with the Securities and Exchange Commission.

## UNITED COMMUNITY BANKS, INC.

## Financial Highlights

## Selected Financial Information

| (in thousands, except per share data; taxable equivalent) | 2010 |  |  |  | 2009 <br> Fourth <br> Quarter | Fourth <br> Quarter <br> 2010-2009 <br> Change | For the Twelve Months Ended |  | $\begin{gathered} \text { YTD } \\ \text { 2010-2009 } \\ \text { Change } \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Fourth Quarter | Third Quarter | Second Quarter | $\begin{gathered} \text { First } \\ \text { Quarter } \end{gathered}$ |  |  |  |  |  |
|  |  |  |  |  |  |  | 2010 | 2009 |  |
| INCOME SUMMARY |  |  |  |  |  |  |  |  |  |
| Interest revenue | \$ 81,215 | \$ 84,360 | \$ 87,699 | \$ 89,849 | \$ 97,481 |  | \$ 343,123 | \$ 404,961 |  |
| Interest expense | 21,083 | 24,346 | 26,072 | 28,570 | 33,552 |  | 100,071 | 159,734 |  |
| Net interest revenue | 60,132 | 60,014 | 61,627 | 61,279 | 63,929 | (6)\% | 243,052 | 245,227 | (1)\% |
| Operating provision for loan <br> losses (1) 47,750 50,500 61,500 75,000 90,000 234,750 310,000 |  |  |  |  |  |  |  |  |  |
| Operating fee revenue (2) | 12,442 | 12,861 | 11,579 | 11,666 | 14,447 | (14) | 48,548 | 50,964 | (5) |
| Total operating revenue (1)(2) | 24,824 | 22,375 | 11,706 | $(2,055)$ | $(11,624)$ |  | 56,850 | $(13,809)$ |  |
| Operating expenses (3) | 64,918 | 64,906 | 58,308 | 54,820 | 60,126 | 8 | 242,952 | 217,050 | 12 |
| Loss on sale of nonperforming assets | - | - | 45,349 | - | - |  | 45,349 | - |  |
| Operating loss from continuing operations before taxes | $(40,094)$ | $(42,531)$ | $(91,951)$ | $(56,875)$ | $(71,750)$ | 44 | $(231,451)$ | $(230,859)$ |  |
| Operating income tax benefit | $(16,520)$ | $(16,706)$ | $(32,419)$ | $(22,417)$ | $(31,687)$ |  | $(88,062)$ | $(91,754)$ |  |
| Net operating loss from continuing operations (1)(2)(3) | $(23,574)$ | $(25,825)$ | $(59,532)$ | $(34,458)$ | $(40,063)$ | 41 | $(143,389)$ | $(139,105)$ | (3) |
| Gain from acquisition, net of tax expense | - | - | - | - | - |  | - | 7,062 |  |
| Noncash goodwill impairment charges | - | $(210,590)$ | - | - | - |  | $(210,590)$ | $(95,000)$ |  |
| Severance costs, net of tax benefit | - | - | - | - | - |  | - | $(1,797)$ |  |
| Partial reversal of fraud loss provision, net of tax expense | 7,179 | - | - | - | - |  | 7,179 | - |  |
| (Loss) income from discontinued operations | - | - | - | (101) | 228 |  | (101) | 513 |  |
| Gain from sale of subsidiary, net of income taxes and selling costs | - | - | - | 1,266 | - |  | 1,266 | - |  |
| Net loss | $(16,395)$ | $(236,415)$ | $(59,532)$ | $(33,293)$ | $(39,835)$ | 59 | $(345,635)$ | $(228,327)$ | (51) |
| Preferred dividends and discount accretion | 2,586 | 2,581 | 2,577 | 2,572 | 2,567 |  | 10,316 | 10,242 |  |
| Net loss available to common shareholders | $\underline{\text { \$(18,981) }}$ | $\underline{\text { \$(238,996) }}$ | $\underline{\text { \$ (62,109) }}$ | \$ (35,865) | \$ (42,402) |  | $\underline{\text { \$(355,951) }}$ | $\underline{\text { \$(238,569) }}$ |  |

## PERFORMANCE

## MEASURES

Per common share
$\left.\begin{array}{lccccccccccccccc}\begin{array}{c}\text { Diluted operating loss } \\ \text { from continuing } \\ \text { operations (1)(2)(3) }\end{array} & \$ & (.28) & \$ & (.30) & \$ & (.66) & \$ & (.39) & \$ & (.45) & 38 & \$ & (1.62) & \$ & (2.47)\end{array} \quad 34\right)$

Operating efficiency

| ratio from continuing | 89.45 | 89.38 | 141.60 | 75.22 | 78.74 | 98.98 | 73.97 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| operations (2)(3) | 8.85 | 11.37 | 11.84 | 11.90 | 11.94 | 11.01 | 11.12 |
| Equity to assets | 8.75 | 9.19 | 9.26 | 9.39 | 9.53 | 9.15 | 8.33 |
| Tangible equity to assets <br> (5) | 8.35 | 6.78 | 6.91 | 7.13 | 7.37 | 6.80 | 6.15 |

## ASSET QUALITY *

| Non-performing loans | \$179,094 | \$ 217,766 | \$ 224,335 | \$ 280,802 | \$ 264,092 | \$ 179,094 | \$ 264,092 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Foreclosed properties | 142,208 | 129,964 | 123,910 | 136,275 | 120,770 | 142,208 | 120,770 |
| Total non-performing assets (NPAs) | 321,302 | 347,730 | 348,245 | 417,077 | 384,862 | 321,302 | 384,862 |
| Allowance for loan losses | 174,695 | 174,613 | 174,111 | 173,934 | 155,602 | 174,695 | 155,602 |
| Operating net charge-offs <br> (1) | 47,668 | 49,998 | 61,323 | 56,668 | 84,585 | 215,657 | 276,669 |
| Allowance for loan losses to loans | 3.79\% | 3.67\% | 3.57\% | 3.48\% | 3.02\% | 3.79\% | 3.02\% |
| Operating net charge-offs to average loans (1)(6) | 4.03 | 4.12 | 4.98 | 4.51 | 6.37 | 4.42 | 5.03 |
| NPAs to loans and foreclosed properties | 6.77 | 7.11 | 6.97 | 8.13 | 7.30 | 6.77 | 7.30 |
| NPAs to total assets | 4.32 | 4.96 | 4.55 | 5.32 | 4.81 | 4.32 | 4.81 |

## AVERAGE BALANCES (\$

| Loans | \$ | 4,768 | \$ | 4,896 | \$ | 5,011 | \$ | 5,173 | \$ | 5,357 | (11) | \$ | 4,961 | \$ | 5,548 | (11) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Investment securities |  | 1,354 |  | 1,411 |  | 1,532 |  | 1,518 |  | 1,529 | (11) |  | 1,453 |  | 1,656 | (12) |
| Earning assets |  | 6,680 |  | 6,676 |  | 6,854 |  | 7,085 |  | 7,487 | (11) |  | 6,822 |  | 7,465 | (9) |
| Total assets |  | 7,338 |  | 7,522 |  | 7,704 |  | 7,946 |  | 8,287 | (11) |  | 7,626 |  | 8,269 | (8) |
| Deposits |  | 6,294 |  | 6,257 |  | 6,375 |  | 6,570 |  | 6,835 | (8) |  | 6,373 |  | 6,713 | (5) |
| Shareholders' equity |  | 649 |  | 855 |  | 912 |  | 945 |  | 989 | (34) |  | 840 |  | 920 | (9) |
| Common shares - basic (thousands) |  | 94,918 |  | 94,679 |  | 94,524 |  | 94,390 |  | 94,219 |  |  | 94,624 |  | 60,374 |  |
| Common shares - diluted (thousands) |  | 94,918 |  | 94,679 |  | 94,524 |  | 94,390 |  | 94,219 |  |  | 94,624 |  | 60,374 |  |

## AT PERIOD END (\$ in

| Loans * | \$ 4,604 | S | 4,760 | \$ | 4,873 | \$ | 4,992 | \$ | 5,151 | (11) | \$ | 4,604 | \$ | 5,151 | (11) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Investment securities | 1,490 |  | 1,310 |  | 1,488 |  | 1,527 |  | 1,530 | (3) |  | 1,490 |  | 1,530 | (3) |
| Total assets | 7,443 |  | 7,013 |  | 7,652 |  | 7,837 |  | 8,000 | (7) |  | 7,443 |  | 8,000 | (7) |
| Deposits | 6,469 |  | 5,999 |  | 6,330 |  | 6,488 |  | 6,628 | (2) |  | 6,469 |  | 6,628 | (2) |
| Shareholders' equity | 636 |  | 662 |  | 904 |  | 926 |  | 962 | (34) |  | 636 |  | 962 | (34) |
| Common shares outstanding (thousands) | 94,685 |  | 94,433 |  | 94,281 |  | 94,176 |  | 94,046 |  |  | 94,685 |  | 94,046 |  |

(1) Excludes the partial reversal of a previously established provision for fraud-related loan losses of $\$ 11.8$ million, net of tax expense of $\$ 4.6$ million in 2010. Operating charge-offs also exclude the $\$ 11.8$ million related partial recovery of the previously charged off amount.
(2) Excludes the gain from acquisition of $\$ 11.4$ million, (income tax expense of $\$ 4.3$ million) in the second quarter of 2009 and revenue generated by discontinued operations in all periods presented.
(3) Excludes goodwill impairment charges of $\$ 211$ million in the third quarter of 2010 and $\$ 25$ million and $\$ 70$ million in the third and first quarters of 2009, respectively, severance costs of $\$ 2.9$ million, (income tax benefit of $\$ 1.1$ million) in the first quarter of 2009 and expenses relating to discontinued operations for all periods presented.
(4) Net loss available to common shareholders, which is net of preferred stock dividends, divided by average realized common equity, which excludes accumulated other comprehensive income (loss).
(5) Excludes effect of acquisition related intangibles and associated amortization.
(6) Annualized.
(7) Number of new shares issued for shares currently held.

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


## UNITED COMMUNITY BANKS, INC.

## Selected Financial Information

## For the Years Ended December 31,

| (in thousands, except per share data; taxable equivalent) | 2010 |  | 2009 |  | 2008 |  | 2007 |  | 2006 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| INCOME SUMMARY |  |  |  |  |  |  |  |  |  |  |
| Net interest revenue | \$ | 243,052 | \$ | 245,227 | \$ | 238,704 | \$ | 274,483 | \$ | 237,880 |
| Operating provision for loan losses (1) |  | 234,750 |  | 310,000 |  | 184,000 |  | 37,600 |  | 14,600 |
| Operating fee revenue (2) |  | 48,548 |  | 50,964 |  | 46,081 |  | 53,701 |  | 41,671 |
| Total operating revenue (1)(2) |  | 56,850 |  | $(13,809)$ |  | 100,785 |  | 290,584 |  | 264,951 |
| Operating expenses (3) |  | 242,952 |  | 217,050 |  | 200,335 |  | 181,730 |  | 155,306 |
| Loss on sale of nonperforming assets |  | 45,349 |  |  |  | - |  | - |  | - |
| Operating (loss) income from continuing operations before taxes |  | $(231,451)$ |  | $(230,859)$ |  | $(99,550)$ |  | 108,854 |  | 109,645 |
| Operating income taxes |  | $(88,062)$ |  | $(91,754)$ |  | $(35,651)$ |  | 40,266 |  | 41,249 |
| Net operating (loss) income from continuing operations |  | $(143,389)$ |  | $(139,105)$ |  | $(63,899)$ |  | 68,588 |  | 68,396 |
| Gain from acquisition, net of tax |  | - |  | 7,062 |  | - |  | - |  | - |
| Noncash goodwill impairment charges |  | $(210,590)$ |  | $(95,000)$ |  | - |  | - |  |  |
| Severance cost, net of tax benefit |  | - |  | $(1,797)$ |  | - |  | - |  | - |
| Fraud loss provision and subsequent recovery, net of tax benefit |  | 7,179 |  |  |  |  |  | $(10,998)$ |  |  |
| Net (loss) income from discontinued operations |  | (101) |  | 513 |  | 449 |  | 403 |  | 419 |
| Gain from sale of subsidiary, net of income taxes and selling costs |  | 1,266 |  | - |  | - |  | - |  |  |
| Net (loss) income |  | $(345,635)$ |  | $(228,327)$ |  | $(63,450)$ |  | 57,993 |  | 68,815 |
| Preferred dividends and discount accretion |  | 10,316 |  | 10,242 |  | 724 |  | 18 |  | 19 |
| Net (loss) income available to common shareholders | \$ | $(355,951)$ | \$ | $(238,569)$ | \$ | (64,174) | \$ | 57,975 | \$ | 68,796 |

PERFORMANCE MEASURES

| PERFORMANCE MEASURES |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Per common share: |  |  |  |  |  |  |  |  |  |  |
| Diluted operating (loss) earnings from continuing |  |  |  |  |  |  |  |  |  |  |
| Diluted (loss) earnings from continuing operations |  | (3.77) |  | (3.96) |  | (1.36) |  | 1.24 |  | 1.65 |
| Diluted (loss) earnings |  | (3.76) |  | (3.95) |  | (1.35) |  | 1.24 |  | 1.66 |
| Cash dividends declared (rounded) |  | - |  | - |  | . 18 |  | . 36 |  | . 32 |
| Stock dividends declared (6) |  | - |  | 3 for 130 |  | 2 for 130 |  | - |  | - |
| Book value |  | 4.84 |  | 8.36 |  | 16.95 |  | 17.73 |  | 14.37 |
| Tangible book value (5) |  | 4.76 |  | 6.02 |  | 10.39 |  | 10.94 |  | 10.57 |
| Key performance ratios: |  |  |  |  |  |  |  |  |  |  |
| Return on equity (4) |  | (57.08)\% |  | (34.40)\% |  | (7.82)\% |  | 7.79\% |  | 13.28\% |
| Return on assets |  | (4.53) |  | (2.76) |  | (.76) |  | . 75 |  | 1.09 |
| Net interest margin |  | 3.56 |  | 3.29 |  | 3.18 |  | 3.88 |  | 4.05 |
| Operating efficiency ratio from continuing operations (2) (3) |  | 98.98 |  | 73.97 |  | 70.00 |  | 55.53 |  | 55.30 |
| Equity to assets |  | 11.01 |  | 11.12 |  | 10.22 |  | 9.61 |  | 8.06 |
| Tangible equity to assets (5) |  | 9.15 |  | 8.33 |  | 6.67 |  | 6.63 |  | 6.32 |
| Tangible common equity to assets (5) |  | 6.80 |  | 6.15 |  | 6.57 |  | 6.63 |  | 6.32 |
| Tangible common equity to risk-weighted assets (5) |  | 9.05 |  | 10.39 |  | 8.34 |  | 8.21 |  | 8.09 |
| ASSET QUALITY * |  |  |  |  |  |  |  |  |  |  |
| Non-performing loans | \$ | 179,094 | \$ | 264,092 | \$ | 190,723 | \$ | 28,219 | \$ | 12,458 |
| Foreclosed properties |  | 142,208 |  | 120,770 |  | 59,768 |  | 18,039 |  | 1,196 |
| Total non-performing assets (NPAs) |  | 321,302 |  | 384,862 |  | 250,491 |  | 46,258 |  | 13,654 |
| Allowance for loan losses |  | 174,695 |  | 155,602 |  | 122,271 |  | 89,423 |  | 66,566 |
| Operating net charge-offs (1) |  | 215,657 |  | 276,669 |  | 151,152 |  | 21,834 |  | 5,524 |
| Allowance for loan losses to loans |  | 3.79\% |  | 3.02\% |  | 2.14\% |  | 1.51\% |  | 1.24\% |
| Operating net charge-offs to average loans (1) |  | 4.42 |  | 5.03 |  | 2.57 |  | . 38 |  | . 12 |
| NPAs to loans and foreclosed properties |  | 6.77 |  | 7.30 |  | 4.35 |  | . 78 |  | . 25 |
| NPAs to total assets |  | 4.32 |  | 4.81 |  | 2.92 |  | . 56 |  | . 19 |
| AVERAGE BALANCES (\$ in millions) |  |  |  |  |  |  |  |  |  |  |
| Loans | \$ | 4,961 | \$ | 5,548 | \$ | 5,891 | \$ | 5,735 | \$ | 4,801 |
| Investment securities |  | 1,453 |  | 1,656 |  | 1,489 |  | 1,278 |  | 1,042 |
| Earning assets |  | 6,822 |  | 7,465 |  | 7,504 |  | 7,071 |  | 5,877 |
| Total assets |  | 7,626 |  | 8,269 |  | 8,319 |  | 7,731 |  | 6,287 |
| Deposits |  | 6,373 |  | 6,713 |  | 6,524 |  | 6,029 |  | 5,017 |
| Shareholders' equity |  | 840 |  | 920 |  | 850 |  | 743 |  | 507 |
| Common shares - Basic (thousands) |  | 94,624 |  | 60,374 |  | 47,369 |  | 45,948 |  | 40,413 |
| Common shares - Diluted (thousands) |  | 94,624 |  | 60,374 |  | 47,369 |  | 46,593 |  | 41,575 |
| AT YEAR END (\$ in millions) |  |  |  |  |  |  |  |  |  |  |
| Loans * | \$ | 4,604 | \$ | 5,151 | \$ | 5,705 | \$ | 5,929 | \$ | 5,377 |
| Investment securities |  | 1,490 |  | 1,530 |  | 1,617 |  | 1,357 |  | 1,107 |
| Total assets |  | 7,443 |  | 8,000 |  | 8,592 |  | 8,207 |  | 7,101 |
| Deposits |  | 6,469 |  | 6,628 |  | 7,004 |  | 6,076 |  | 5,773 |
| Shareholders' equity |  | 636 |  | 962 |  | 989 |  | 832 |  | 617 |
| Common shares outstanding (thousands) |  | 94,685 |  | 94,046 |  | 48,009 |  | 46,903 |  | 42,891 |

(1) Excludes pre-tax provision for fraud-related loan losses and related charge-offs of $\$ 18$ million, net of income tax benefit of $\$ 7$ million in 2007 and subsequent recovery of $\$ 11.8$ million, net of tax expense of $\$ 4.6$ million in 2010.
(2) Excludes the gain from acquisition of $\$ 11.4$ million, net of income tax expense of $\$ 4.3$ million in 2009.
(3) Excludes the goodwill impairment charges of $\$ 211$ million and $\$ 95$ million in 2010 and 2009, respectively, and severance costs of $\$ 2.9$ million, net of income tax benefit of $\$ 1.1$ million in 2009.
(4) Net (loss) income available to common shareholders, which is net of preferred stock dividends, divided by average realized common equity, which excludes accumulated other comprehensive income (loss).
(5) Excludes effect of acquisition related intangibles and associated amortization.
(6) Number of new shares issued for shares currently held.

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

UNITED COMMUNITY BANKS, INC.
Operating Earnings to GAAP Earnings Reconciliation
Selected Financial Information

(Loss) income from continuing operations before taxes reconciliation
Operating (loss) income from continuing operations before taxes
Taxable equivalent adjustment
Gain from acquisition
Noncash goodwill impairment charge

| \$ (40,094) | \$ $(42,531)$ | \$ (91,951) | \$ $(56,875)$ | \$ $(71,750)$ | \$ $(231,451)$ | \$ $(230,859)$ | \$ $(99,550)$ | \$ 108,854 | \$ 109,645 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (497) | (511) | (500) | (493) | (601) | $(2,001)$ | $(2,132)$ | $(2,261)$ | $(1,881)$ | $(1,868)$ |
| - | - | - | - | - | - | 11,390 | - | - | - |
| - | $(210,590)$ | - | - | - | $(210,590)$ | $(95,000)$ | - | - | - |
| - |  | - | - | - | - | $(2,898)$ | - | - | - |
| 11,750 | - | - | - | - | 11,750 | - | - | $(18,000)$ | - |
| \$(28,841) | \$ (253,632) | \$ (92,451) | \$(57,368) | \$(72,351) | \$ (432,292) | \$ (319,499) | \$(101,811) | \$ 88,973 | \$ 107,777 |

Income tax (benefit) expense reconciliation
Operating income tax
(benefit) expense
Taxable equivalent adjustment

Gain from acquisition, tax expense Severance costs, tax benefit
Provision for special fraud-related loan loss and partial recovery, tax
Income tax (benefit) expense (GAAP)

| \$ $(16,520)$ | \$ | $(16,706)$ | \$ $(32,419)$ | \$ $(22,417)$ | \$ $(31,687)$ | \$ | $(88,062)$ | \$ | $(91,754)$ | \$ | $(35,651)$ | \$ | 40,266 |  | 41,249 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (497) |  | (511) | (500) | (493) | (601) |  | $(2,001)$ |  | $(2,132)$ |  | $(2,261)$ |  | $(1,881)$ |  | $(1,868)$ |
| - |  | - | - | - | - |  | - |  | 4,328 |  | - |  | - |  |  |
| - |  | - | - | - | - |  | - |  | $(1,101)$ |  | - |  | - |  | - |
| 4,571 |  | - | - | - | - |  | 4,571 |  | - |  | - |  | $(7,002)$ |  |  |
| \$(12,446) | \$ | $(17,217)$ | \$ (32,919) | \$ (22,910) | \$ (32,288) | \$ | $(85,492)$ | \$ | $(90,659)$ | \$ | $(37,912)$ | \$ | 31,383 | \$ | 39,381 |

Diluted (loss) income from continuing operations per common share reconciliation
Diluted operating (loss) income from continuing operations per common share
Gain from acquisition
Noncash goodwill impairment charge
Severance costs
Provision for special fraud-related loan loss and partial recovery Diluted (loss) income from continuing operations per common share (GAAP)

| $\$(.28)$ | $\$$ | $(.30)$ | $\$$ | $(.66)$ | $\$$ | $(.39)$ | $\$$ | $(.45)$ | $\$$ | $(1.62)$ | $\$$ | $(2.47)$ | $\$$ | $(1.36)$ | $\$$ | 1.47 | $\$$ | 1.65 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |

- ${ }^{-1}$

| Effect of goodwill and other intangibles | . 08 |  | . 09 | 2.32 | 2.33 | 2.34 | . 08 | 2.34 | 6.56 |  | 6.79 |  | 3.80 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Book value per common share (GAAP) | 4.84 | S | 5.14 | 7.71 |  | 8.3 | 4.84 | 8.36 | 16.9 |  |  |  |  |

## Efficiency ratio from continuing

operations reconciliation

| Operating efficiency ratio from continuing operations | 89.45\% | 89.38\% | 141.60\% | 75.22\% | 78.74\% | 98.98\% | 73.97\% | 70.00\% | 55.53\% | 55.30\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Gain from acquisition | - | - | - | - | - | - | (2.77) | - | - | - |
| Noncash goodwill impairment charge | - | 290.00 | - | - | - | 72.29 | 31.17 | - | - | - |
| Severance costs | - | - | - | - | - | - | . 95 | - | - | - |
| Efficiency ratio from continuing operations (GAAP) | 89.45\% | 379.38\% | 141.60\% | 75.22\% | 78.74\% | 171.27\% | 103.32\% | 70.00\% | 55.53\% | 55.30\% |

Average equity to assets
reconciliation


| Actual tangible common equity to risk-weighted assets reconciliation |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Tangible common equity to riskweighted assets | 9.05\% |  | 9.60\% |  | 9.97\% |  | 10.03\% |  | 10.39\% |  | 9.05\% |  | 10.39\% |  | 8.34\% |  | 8.21\% |  | 8.09\% |
| Effect of other comprehensive income | (.62) |  | (.81) |  | (.87) |  | (.85) |  | (.87) |  | (.62) |  | (.87) |  | (.91) |  | (.23) |  | . 07 |
| Effect of deferred tax limitation | (3.34) |  | (2.94) |  | (2.47) |  | (1.75) |  | (1.27) |  | (3.34) |  | (1.27) |  | - |  | - |  | - |
| Effect of trust preferred | 1.06 |  | 1.06 |  | 1.03 |  | 1.00 |  | . 97 |  | 1.06 |  | . 97 |  | . 88 |  | . 65 |  | . 81 |
| Effect of preferred equity | 3.52 |  | 3.51 |  | 3.41 |  | 3.29 |  | 3.19 |  | 3.52 |  | 3.19 |  | 2.90 |  | - |  | . 01 |
| Tier I capital ratio (Regulatory) | 9.67\% |  | 10.42\% |  | 11.07\% |  | 11.72\% |  | 12.41 $\%$ |  | 9.67\% |  | 12.41\% |  | 11.21\% |  | 8.63\% |  | 8.98\% |
| Net charge-offs reconciliation |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Operating net charge-offs | \$ 47,668 | \$ | 49,998 | \$ | 61,323 | \$ | 56,668 | \$ | 84,585 | \$ | 215,657 | \$ | 276,669 | \$ | 151,152 | \$ | 21,834 | \$ | 5,524 |
| Fraud related charge-offs and subsequent partial recovery | $(11,750)$ |  | - |  | - |  | - |  | - |  | $(11,750)$ |  | - |  | - |  | 18,000 |  |  |
| Net charge-offs (GAAP) | \$ 35,918 | \$ | 49,998 | \$ | 61,323 | \$ | 56,668 | \$ | 84,585 | \$ | 203,907 | \$ | 276,669 | \$ | 151,152 | \$ | 39,834 | \$ | 5,524 |

Net charge-offs to average loans
reconciliation
Operating net charge-offs to average loans and subsequent partial recovery

Net charge-offs to average loans (GAAP) $\overline{\underline{3.03}} \% \underline{\underline{4.12} \%}{ }^{4.98} \% \xlongequal{4.51} \%{ }^{6.37} \%$ $\qquad$

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


## LOANS BY MARKET

$\left.\begin{array}{lrrrrrrrrrrr}\text { Atlanta MSA } & \$ & 1,310 & \$ & 1,365 & \$ & 1,373 & \$ & 1,404 & \$ & 1,435 & (55)\end{array}\right)$ (125)

## RESIDENTIAL

| CONSTRUCTION |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Dirt loans |  |  |  |  |  |  |  |  |  |  |  |  |
| Acquisition \& development | \$ | 174 | \$ | 190 | \$ | 214 | \$ | 290 | \$ | 332 | (16) | (158) |
| Land loans |  | 99 |  | 104 |  | 110 |  | 124 |  | 127 | (5) | (28) |
| Lot loans |  | 275 |  | 303 |  | 311 |  | 321 |  | 336 | (28) | (61) |
| Total |  | 548 |  | 597 |  | 635 |  | 735 |  | 795 | (49) | (247) |


| House loans |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Spec |  | 97 |  | 109 |  | 125 |  | 153 |  | 178 | (12) | (81) |
| Sold |  | 50 |  | 58 |  | 60 |  | 72 |  | 77 | (8) | (27) |
| Total |  | 147 |  | 167 |  | 185 |  | 225 |  | 255 | (20) | (108) |
| Total residential construction | \$ | 695 | \$ | 764 | \$ | 820 | \$ | 960 | \$ | 1,050 | (69) | (355) |


| RESIDENTIAL CONSTRUCTION ATLANTA MSA |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Dirt loans |  |  |  |  |  |  |  |  |  |  |  |  |
| Acquisition \& development | \$ | 30 | \$ | 34 | \$ | 40 | \$ | 66 | \$ | 76 | (4) | (46) |
| Land loans |  | 23 |  | 27 |  | 32 |  | 43 |  | 43 | (4) | (20) |
| Lot loans |  | 32 |  | 45 |  | 39 |  | 47 |  | 52 | (13) | (20) |
| Total |  | 85 |  | 106 |  | 111 |  | 156 |  | 171 | (21) | (86) |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| House loans |  |  |  |  |  |  |  |  |  |  |  |  |
| Spec |  | 38 |  | 42 |  | 48 |  | 58 |  | 68 | (4) | (30) |
| Sold |  | 10 |  | 11 |  | 10 |  | 14 |  | 16 | (1) | (6) |
| Total |  | 48 |  | 53 |  | 58 |  | 72 |  | 84 | (5) | (36) |
| Total residential construction | \$ | 133 | \$ | 159 | \$ | 169 | \$ | 228 | \$ | 255 | (26) | (122) |

(1) Excludes total loans of $\$ 68.2$ million, $\$ 75.2$ million, $\$ 80.8$ million, $\$ 79.5$ million and $\$ 85.1$ million as of December 31, 2010, September 30, 2010, June 30, 2010, March 31, 2010 and December 31, 2009, respectively, that are covered by the loss-sharing agreement with the FDIC, related to the acquisition of Southern Community Bank.

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

| (in millions) | 2010 |  | 2009 |  | 2008 |  | 2007 |  | 2006 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| LOANS BY CATEGORY |  |  |  |  |  |  |  |  |  |  |
| Commercial (sec. by RE) | \$ | 1,761 | \$ | 1,779 | \$ | 1,627 | \$ | 1,476 | \$ | 1,230 |
| Commercial construction |  | 297 |  | 363 |  | 500 |  | 527 |  | 469 |
| Commercial \& industrial |  | 441 |  | 390 |  | 410 |  | 418 |  | 296 |
| Total commercial |  | 2,499 |  | 2,532 |  | 2,537 |  | 2,421 |  | 1,995 |
| Residential construction |  | 695 |  | 1,050 |  | 1,479 |  | 1,829 |  | 1,864 |
| Residential mortgage |  | 1,279 |  | 1,427 |  | 1,526 |  | 1,502 |  | 1,338 |
| Consumer / installment |  | 131 |  | 142 |  | 163 |  | 177 |  | 180 |
| Total loans | \$ | 4,604 | \$ | 5,151 | \$ | 5,705 | \$ | 5,929 | \$ | 5,377 |
| LOANS BY MARKET |  |  |  |  |  |  |  |  |  |  |
| Atlanta MSA | \$ | 1,310 | \$ | 1,435 | \$ | 1,706 | \$ | 2,002 | \$ | 1,651 |
| Gainesville MSA |  | 312 |  | 390 |  | 420 |  | 399 |  | 354 |
| North Georgia |  | 1,689 |  | 1,884 |  | 2,040 |  | 2,060 |  | 2,034 |
| Western North Carolina |  | 702 |  | 772 |  | 810 |  | 806 |  | 773 |
| Coastal Georgia |  | 335 |  | 405 |  | 464 |  | 416 |  | 358 |
| East Tennessee |  | 256 |  | 265 |  | 265 |  | 246 |  | 207 |
| Total loans | \$ | 4,604 | \$ | 5,151 | \$ | 5,705 | \$ | 5,929 | \$ | 5,377 |

(1) Excludes total loans of $\$ 68.2$ million and $\$ 85.1$ million as of December 31, 2010 and 2009, respectively, that are covered by the loss-sharing agreement with the FDIC, related to the acquisition of Southern Community Bank.

UNITED COMMUNITY BANKS, INC.

## Financial Highlights

Credit Quality (1)

|  | Fourth Quarter 2010 |  |  |  |  | Third Quarter 2010 |  |  |  |  | Second Quarter 2010 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (in thousands) | Non-performing Loans |  | Foreclosed Properties |  | Total NPAs | Non-performing Loans |  | Foreclosed Properties |  | $\begin{aligned} & \text { Total } \\ & \text { NPAs } \end{aligned}$ | Non-performing Loans |  | Foreclosed Properties |  | Total NPAs |  |
| NPAs BY CATEGORY |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| $\begin{aligned} & \text { Commercial (sec. by } \\ & \text { RE) } \end{aligned}$ | \$ | 44,927 | \$ | 23,659 | \$ 68,586 | \$ | 53,646 | \$ | 14,838 | \$ 68,484 | \$ | 56,013 | \$ | 13,297 | \$ | 69,310 |
| Commercial construction |  | 21,374 |  | 17,808 | 39,182 |  | 17,279 |  | 15,125 | 32,404 |  | 17,872 |  | 11,339 |  | 29,211 |
| Commercial \& industrial |  | 5,611 |  | - | 5,611 |  | 7,670 |  | - | 7,670 |  | 7,245 |  | - |  | 7,245 |
| Total commercial |  | 71,912 |  | 41,467 | 113,379 |  | 78,595 |  | 29,963 | 108,558 |  | 81,130 |  | 24,636 |  | 105,766 |
| Residential construction |  | 54,505 |  | 78,231 | 132,736 |  | 79,321 |  | 73,206 | 152,527 |  | 88,375 |  | 74,444 |  | 162,819 |
| Residential mortgage |  | 51,083 |  | 22,510 | 73,593 |  | 58,107 |  | 26,795 | 84,902 |  | 53,175 |  | 24,830 |  | 78,005 |
| Consumer / installment |  | 1,594 |  | - | 1,594 |  | 1,743 |  | - | 1,743 |  | 1,655 |  | - |  | 1,655 |
| Total NPAs | \$ | 179,094 | \$ | 142,208 | \$321,302 | \$ | 217,766 | \$ | 129,964 | \$347,730 | \$ | 224,335 | \$ | 123,910 | \$ | 348,245 |
| Balance as a \% of Unpaid |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Principal |  | 67.2\% |  | 64.4\% | 65.9\% |  | 70.0\% |  | 65.9\% | 68.4\% |  | 69.4\% |  | 71.9\% |  | 70.3\% |


| NPAs BY MARKET |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Atlanta MSA | \$ | 48,289 | \$ | 41,154 | \$ 89,443 | \$ | 65,304 | \$ | 32,785 | \$ 98,089 | \$ | 74,031 | \$ | 30,605 | \$ | 104,636 |
| Gainesville MSA |  | 5,171 |  | 9,273 | 14,444 |  | 11,905 |  | 5,685 | 17,590 |  | 10,730 |  | 2,750 |  | 13,480 |
| North Georgia |  | 83,551 |  | 66,211 | 149,762 |  | 92,295 |  | 67,439 | 159,734 |  | 102,198 |  | 60,597 |  | 162,795 |
| Western North Carolina |  | 25,832 |  | 11,553 | 37,385 |  | 31,545 |  | 11,559 | 43,104 |  | 22,776 |  | 11,473 |  | 34,249 |
| Coastal Georgia |  | 11,145 |  | 11,901 | 23,046 |  | 10,611 |  | 10,951 | 21,562 |  | 8,341 |  | 16,548 |  | 24,889 |
| East Tennessee |  | 5,106 |  | 2,116 | 7,222 |  | 6,106 |  | 1,545 | 7,651 |  | 6,259 |  | 1,937 |  | 8,196 |
| Total NPAs | \$ | 179,094 | \$ | 142,208 | \$ 321,302 | \$ | 217,766 | \$ | 129,964 | \$ 347,730 | \$ | 224,335 | \$ | 123,910 |  | 348,245 |
| NPA ACTIVITY |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Beginning Balance <br> Loans placed on nonaccrual | \$ | 217,766 | \$ | 129,964 | \$ 347,730 | \$ | 224,335 | \$ | 123,910 | \$ 348,245 | \$ | 280,802 | \$ | 136,275 | , | 417,077 |
|  |  | 81,023 |  | - | 81,023 |  | 119,783 |  | - | 119,783 |  | 155,007 |  | - |  | 155,007 |
| Payments received |  | $(7,250)$ |  | - | $(7,250)$ |  | $(11,469)$ |  | - | $(11,469)$ |  | $(12,189)$ |  | - |  | $(12,189)$ |
| Loan charge-offs |  | $(47,913)$ |  | - | $(47,913)$ |  | $(52,647)$ |  | - | $(52,647)$ |  | $(62,693)$ |  | - |  | $(62,693)$ |
| Foreclosures |  | $(61,432)$ |  | 61,432 | - |  | $(59,844)$ |  | 59,844 | - |  | $(66,994)$ |  | 66,994 |  | - |
| Capitalized costs |  | - |  | 170 | 170 |  | (2, |  | 601 | 601 |  | (69,598) |  | 305 |  | 305 |
| Note / property sales |  | $(3,100)$ |  | $(33,509)$ | $(36,609)$ |  | $(2,392)$ |  | $(40,203)$ | $(42,595)$ |  | $(69,598)$ |  | $(68,472)$ |  | $(138,070)$ |
| Write downs |  | - |  | $(8,031)$ | $(8,031)$ |  | - |  | $(7,051)$ | $(7,051)$ |  | - |  | $(6,094)$ |  | $(6,094)$ |
| Net losses on sales |  | - |  | $(7,818)$ | $(7,818)$ |  | - |  | $(7,137)$ | $(7,137)$ |  | - |  | (5,098) |  | $(5,098)$ |
| Ending Balance | \$ | 179,094 | \$ | 142,208 | \$321,302 | \$ | 217,766 | \$ | 129,964 | \$347,730 | \$ | 224,335 | \$ | 123,910 | \$ | 348,245 |


| (in thousands) | Fourth Quarter 2010 (3) |  |  | Third Quarter 2010 |  |  | Second Quarter 2010 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Net <br> Charge-Offs |  | Net Charge- <br> Offs to Average Loans (2) | $\begin{gathered} \text { Net } \\ \text { Charge-Offs } \end{gathered}$ |  | Net ChargeOffs to Average Loans (2) | Net <br> Charge-Offs |  | Net ChargeOffs to Average Loans (2) |
| NET CHARGE-OFFS BY CATEGORY |  |  |  |  |  |  |  |  |  |
| Commercial (sec. by RE) | \$ | 6,493 | 1.45\% | \$ | 14,212 | 3.16\% | \$ | 9,757 | 2.21\% |
| Commercial construction |  | 3,924 | 5.12 |  | 1,972 | 2.40 |  | 1,460 | 1.67 |
| Commercial \& industrial |  | 2,891 | 2.54 |  | 1,207 | 1.07 |  | 867 | . 85 |
| Total commercial |  | 13,308 | 2.09 |  | 17,391 | 2.70 |  | 12,084 | 1.91 |
| Residential construction |  | 24,497 | 13.28 |  | 23,934 | 11.99 |  | 41,515 | 18.71 |
| Residential mortgage |  | 9,176 | 2.80 |  | 7,695 | 2.29 |  | 6,517 | 1.90 |
| Consumer / installment |  | 687 | 2.06 |  | 978 | 2.90 |  | 1,207 | 3.53 |
| Total | \$ | 47,668 | 4.03 | \$ | 49,998 | 4.12 | \$ | 61,323 | 4.98 |

## NET CHARGE-OFFS BY

## MARKET

| Atlanta MSA | \$ | 15,222 | 4.48\% | \$ | 13,753 | 3.97\% | \$ | 16,926 | 4.85\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Gainesville MSA |  | 3,434 | 4.37 |  | 1,143 | 1.40 |  | 2,547 | 3.01 |
| North Georgia |  | 18,537 | 4.26 |  | 26,554 | 5.92 |  | 28,100 | 6.19 |
| Western North Carolina |  | 5,154 | 2.87 |  | 5,509 | 2.99 |  | 7,194 | 3.86 |
| Coastal Georgia |  | 3,670 | 4.27 |  | 2,702 | 3.05 |  | 5,581 | 6.07 |
| East Tennessee |  | 1,651 | 2.53 |  | 337 | . 52 |  | 975 | 1.53 |
| Total | \$ | 47,668 | 4.03 | \$ | 49,998 | 4.12 | \$ | 61,323 | 4.98 |

(1) Excludes non-performing loans and foreclosed properties covered by the loss-sharing agreement with the FDIC, related to the acquisition of Southern Community Bank.
(2) Annualized.
(3) North Carolina residential construction net charge offs for the fourth quarter of 2010 exclude a $\$ 11.8$ million partial recovery of a 2007 fraud-related charge-off.

UNITED COMMUNITY BANKS, INC.
Consolidated Statement of Income (Unaudited)

| (in thousands, except per share data) | Three Months Ended December 31, |  |  |  | Twelve Months Ended December 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2010 |  | 2009 |  | 2010 |  | 2009 |  |
| Interest revenue: |  |  |  |  |  |  |  |  |
| Loans, including fees | \$ | 66,659 | \$ | 78,064 | \$ | 277,904 | \$ | 322,509 |
| Investment securities, including tax exempt of \$251, \$336, \$1,137 and \$1,322 |  | 13,215 |  | 17,313 |  | 59,958 |  | 77,370 |
| Federal funds sold, commercial paper and deposits in banks |  | 844 |  | 1,503 |  | 3,260 |  | 2,950 |
| Total interest revenue |  | 80,718 |  | 96,880 |  | 341,122 |  | 402,829 |

## Interest expense:

| Deposits: |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| NOW | 1,662 | 2,315 | 6,966 | 11,023 |
| Money market | 2,036 | 2,328 | 7,552 | 9,545 |
| Savings | 81 | 105 | 331 | 483 |
| Time | 12,868 | 24,026 | 66,883 | 120,326 |
| Total deposit interest expense | 16,647 | 28,774 | 81,732 | 141,377 |
| Federal funds purchased, repurchase agreements and other short-term borrowings | 1,073 | 1,081 | 4,235 | 2,842 |
| Federal Home Loan Bank advances | 608 | 1,045 | 3,355 | 4,622 |
| Long-term debt | 2,755 | 2,652 | 10,749 | 10,893 |
| Total interest expense | 21,083 | 33,552 | 100,071 | 159,734 |
| Net interest revenue | 59,635 | 63,328 | 241,051 | 243,095 |
| Provision for loan losses | 36,000 | 90,000 | 223,000 | 310,000 |
| Net interest revenue after provision for loan losses | 23,635 | $(26,672)$ | 18,051 | $(66,905)$ |
| Fee revenue: |  |  |  |  |
| Service charges and fees | 7,039 | 8,257 | 30,127 | 30,986 |
| Mortgage loan and other related fees | 1,868 | 1,651 | 7,019 | 8,959 |
| Brokerage fees | 778 | 443 | 2,662 | 2,085 |
| Securities gains, net | - | 2,015 | 2,552 | 2,756 |
| Gain from acquisition | - | - | - | 11,390 |
| Losses from prepayment of borrowings | - | - | $(2,233)$ | - |
| Other | 2,757 | 2,081 | 8,421 | 6,178 |
| Total fee revenue | 12,442 | 14,447 | 48,548 | 62,354 |
| Total revenue | 36,077 | $(12,225)$ | 66,599 | $(4,551)$ |

Operating expenses:

| Salaries and employee benefits |  | 23,777 |  | 24,061 |  | 96,618 |  | 101,568 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Communications and equipment |  | 3,377 |  | 3,819 |  | 13,781 |  | 14,676 |
| Occupancy |  | 4,024 |  | 4,003 |  | 15,394 |  | 15,653 |
| Advertising and public relations |  | 1,102 |  | 958 |  | 4,625 |  | 3,950 |
| Postage, printing and supplies |  | 1,063 |  | 1,307 |  | 4,072 |  | 5,040 |
| Professional fees |  | 3,016 |  | 2,646 |  | 9,254 |  | 11,480 |
| Foreclosed property |  | 20,602 |  | 14,391 |  | 65,707 |  | 32,365 |
| FDIC assessments and other regulatory charges |  | 3,299 |  | 3,711 |  | 13,747 |  | 16,004 |
| Amortization of intangibles |  | 771 |  | 813 |  | 3,160 |  | 3,104 |
| Other |  | 3,887 |  | 4,417 |  | 16,594 |  | 13,210 |
| Loss on sale of nonperforming assets |  | - |  | - |  | 45,349 |  | - |
| Goodwill impairment |  | - |  | - |  | 210,590 |  | 95,000 |
| Severance costs |  | - |  | - |  | - |  | 2,898 |
| Total operating expenses |  | 64,918 |  | 60,126 |  | 498,891 |  | 314,948 |
| Loss from continuing operations before income taxes |  | $(28,841)$ |  | $(72,351)$ |  | $(432,292)$ |  | $(319,499)$ |
| Income tax benefit |  | $(12,446)$ |  | $(32,288)$ |  | $(85,492)$ |  | $(90,659)$ |
| Net loss from continuing operations |  | $(16,395)$ |  | $(40,063)$ |  | $(346,800)$ |  | $(228,840)$ |
| (Loss) income from discontinued operations, net of income taxes |  | - |  | 228 |  | (101) |  | 513 |
| Gain from sale of subsidiary, net of income taxes and selling costs |  | - |  | - |  | 1,266 |  |  |
| Net loss |  | $(16,395)$ |  | $(39,835)$ |  | $(345,635)$ |  | $(228,327)$ |
| Preferred stock dividends and discount accretion |  | 2,586 |  | 2,567 |  | 10,316 |  | 10,242 |
| Net loss available to common shareholders | \$ | $(18,981)$ | \$ | $(42,402)$ | \$ | $(355,951)$ | \$ | $(238,569)$ |

Loss from continuing operations per common share - Basic /
Diluted
\$
(.20)
(.45) \$
(3.77) \$
Loss per common share - Basic / Diluted
(.20)
(.45)
(3.76)

UNITED COMMUNITY BANKS, INC.
Consolidated Balance Sheet
$\left.\begin{array}{lrrrr}\text { (in thousands, except share and per share data) } & & \begin{array}{c}\text { December 31, } \\ \mathbf{2 0 1 0}\end{array} & \begin{array}{c}\text { December 31, } \\ \text { 2009 }\end{array} \\ \hline \text { ASSETS } & & \\ \text { (unaudited) }\end{array}\right)$

LIABILITIES AND SHAREHOLDERS' EQUITY

| Liabilities: |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Deposits: |  |  |  |  |
| Demand | \$ | 793,414 | \$ | 707,826 |
| NOW |  | 1,424,781 |  | 1,335,790 |
| Money market |  | 891,252 |  | 713,901 |
| Savings |  | 183,894 |  | 177,427 |
| Time: |  |  |  |  |
| Less than \$100,000 |  | 1,496,700 |  | 1,746,511 |
| Greater than \$100,000 |  | 1,002,359 |  | 1,187,499 |
| Brokered |  | 676,772 |  | 758,880 |
| Total deposits |  | 6,469,172 |  | 6,627,834 |
| Federal funds purchased, repurchase agreements, and other short-term borrowings |  | 101,067 |  | 101,389 |
| Federal Home Loan Bank advances |  | 55,125 |  | 114,501 |
| Long-term debt |  | 150,146 |  | 150,066 |
| Accrued expenses and other liabilities |  | 32,171 |  | 43,803 |
| Total liabilities |  | 6,807,681 |  | 7,037,593 |
| Shareholders' equity: |  |  |  |  |
| Preferred stock, \$1 par value; 10,000,000 shares authorized; |  |  |  |  |
| Series A; \$10 stated value; 21,700 shares issued and outstanding |  | 217 |  | 217 |
| Series B; \$1,000 stated value; 180,000 shares issued and outstanding |  | 175,711 |  | 174,408 |
| Common stock, \$1 par value; 200,000,000 shares authorized; |  |  |  |  |
| 94,685,003 and 94,045,603 shares issued and outstanding |  | 94,685 |  | 94,046 |
| Common stock issuable; 336,437 and 221,906 shares |  | 3,894 |  | 3,597 |
| Capital surplus |  | 665,496 |  | 622,034 |
| (Accumulated deficit) retained earnings |  | $(335,567)$ |  | 20,384 |
| Accumulated other comprehensive income |  | 31,079 |  | 47,635 |
| Total shareholders' equity |  | 635,515 |  | 962,321 |
| Total liabilities and shareholders' equity | \$ | 7,443,196 | \$ | 7,999,914 |

## UNITED COMMUNITY BANKS, INC.

## Average Consolidated Balance Sheets and Net Interest Analysis

For the Three Months Ended December 31,


Liabilities and Shareholders' Equity
Interest-bearing liabilities:

| Interest-bearing deposits: |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| NOW | \$ 1,436,976 | \$ | 1,662 | . 46 | \$ 1,334,578 | \$ | 2,315 | . 69 |
| Money market | 870,884 |  | 2,036 | . 93 | 726,680 |  | 2,328 | 1.27 |
| Savings | 184,651 |  | 81 | . 17 | 178,191 |  | 105 | . 23 |
| Time less than \$100,000 | 1,489,933 |  | 6,292 | 1.68 | 1,812,823 |  | 10,952 | 2.40 |
| Time greater than \$100,000 | 1,010,104 |  | 4,736 | 1.86 | 1,215,579 |  | 8,074 | 2.64 |
| Brokered | 491,477 |  | 1,840 | 1.49 | 844,462 |  | 5,000 | 2.35 |
| Total interest-bearing deposits | 5,484,025 |  | 16,647 | 1.20 | 6,112,313 |  | 28,774 | 1.87 |


| Federal funds purchased and other borrowings | 102,830 |  | 1,073 | 4.14 | 105,130 |  | 1,081 | 4.08 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Federal Home Loan Bank advances | 58,712 |  | 608 | 4.11 | 156,979 |  | 1,045 | 2.64 |
| Long-term debt | 150,137 |  | 2,755 | 7.28 | 150,060 |  | 2,652 | 7.01 |
| Total borrowed funds | 311,679 |  | 4,436 | 5.65 | 412,169 |  | 4,778 | 4.60 |
| Total interest-bearing liabilities | 5,795,704 |  | 21,083 | 1.44 | 6,524,482 |  | 33,552 | 2.04 |
| Non-interest-bearing liabilities: |  |  |  |  |  |  |  |  |
| Non-interest-bearing deposits | 809,604 |  |  |  | 722,739 |  |  |  |
| Other liabilities | 83,452 |  |  |  | 50,044 |  |  |  |
| Total liabilities | 6,688,760 |  |  |  | 7,297,265 |  |  |  |
| Shareholders' equity | 649,111 |  |  |  | 989,279 |  |  |  |
| Total liabilities and shareholders' equity | \$ 7,337,871 |  |  |  | \$ 8,286,544 |  |  |  |
| Net interest revenue |  | \$ | 60,132 |  |  | \$ | 63,929 |  |
| Net interest-rate spread |  |  |  | 3.39\% |  |  |  | 3.13\% |
| Net interest margin (4) |  |  |  | 3.58\% |  |  |  | 3.40\% |

(1) Interest revenue on tax-exempt securities and loans has been increased to reflect comparable interest on taxable securities and loans. The rate used was $39 \%$, reflecting the statutory federal income tax rate and the federal tax adjusted state income tax rate.
(2) Included in the average balance of loans outstanding are loans where the accrual of interest has been discontinued.
(3) Securities available for sale are shown at amortized cost. Pretax unrealized gains of $\$ 40.8$ million in 2010 and $\$ 22.1$ million in 2009 are included in other assets for purposes of this presentation.
(4) Net interest margin is taxable equivalent net-interest revenue divided by average interest-earning assets.

## UNITED COMMUNITY BANKS, INC.

## Average Consolidated Balance Sheets and Net Interest Analysis

For the Twelve Months Ended December 31,

| (dollars in thousands, taxable equivalent) | 2010 |  |  | 2009 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average Balance | Interest | Avg. Rate | Average Balance | Interest | Avg. Rate |
| Assets: |  |  |  |  |  |  |
| Interest-earning assets: |  |  |  |  |  |  |
| Loans, net of unearned income (1)(2) | \$ 4,960,805 | \$ 278,149 | 5.61\% | \$ 5,547,915 | \$ 322,284 | 5.81\% |
| Taxable securities (3) | 1,425,322 | 58,821 | 4.13 | 1,626,032 | 76,048 | 4.68 |
| Tax-exempt securities (1)(3) | 27,827 | 1,860 | 6.68 | 30,460 | 2,164 | 7.10 |
| Federal funds sold and other interest-earning assets | 408,359 | 4,293 | 1.05 | 260,232 | 4,465 | 1.72 |
| Total interest-earning assets | 6,822,313 | 343,123 | 5.03 | 7,464,639 | 404,961 | 5.43 |
| Non-interest-earning assets: |  |  |  |  |  |  |
| Allowance for loan losses | $(190,227)$ |  |  | $(146,535)$ |  |  |
| Cash and due from banks | 106,582 |  |  | 105,127 |  |  |
| Premises and equipment | 180,379 |  |  | 180,381 |  |  |
| Other assets (3) | 706,586 |  |  | 665,775 |  |  |
| Total assets | \$7,625,633 |  |  | \$8,269,387 |  |  |

Liabilities and Shareholders' Equity
Interest-bearing liabilities:

| Interest-bearing deposits: |  |  |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| NOW | $\$ 1,360,729$ | $\$$ | 6,966 | .51 | $\$ 1,297,139$ | $\$$ | 11,023 | .85 |
| Money market | 780,982 | 7,552 | .97 | 589,389 | 9,545 | 1.62 |  |  |
| Savings | 184,479 | 331 | .18 | 177,410 | 483 | .27 |  |  |
| Time less than $\$ 100,000$ | $1,581,750$ | 30,260 | 1.91 | $1,891,774$ | 56,811 | 3.00 |  |  |
| Time greater than $\$ 100,000$ | $1,084,967$ | 23,114 | 2.13 | $1,306,302$ | 42,518 | 3.25 |  |  |
| Brokered | 610,483 | 13,509 | 2.21 | 756,122 | 20,997 | 2.78 |  |  |
| Total interest-bearing deposits | $\mathbf{5 , 6 0 3 , 3 9 0}$ | $\mathbf{8 1 , 7 3 2}$ | 1.46 | $\underline{6,018,136}$ | 141,377 | 2.35 |  |  |


| Federal funds purchased and other borrowings | 103,479 | 4,235 | 4.09 | 177,589 | 2,842 | 1.60 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Federal Home Loan Bank advances | 90,137 | 3,355 | 3.72 | 220,468 | 4,622 | 2.10 |
| Long-term debt | 150,107 | 10,749 | 7.16 | 150,604 | 10,893 | 7.23 |
| Total borrowed funds | 343,723 | 18,339 | 5.34 | 548,661 | 18,357 | 3.35 |
| Total interest-bearing liabilities | 5,947,113 | 100,071 | 1.68 | 6,566,797 | 159,734 | 2.43 |
| Non-interest-bearing liabilities: |  |  |  |  |  |  |
| Non-interest-bearing deposits | 769,395 |  |  | 694,469 |  |  |
| Other liabilities | 69,367 |  |  | 88,490 |  |  |
| Total liabilities | 6,785,875 |  |  | 7,349,756 |  |  |
| Shareholders' equity | 839,758 |  |  | 919,631 |  |  |
| Total liabilities and shareholders' equity | $\underline{\text { \$7,625,633 }}$ |  |  | $\underline{\underline{\text { 8,269,387 }}}$ |  |  |
| Net interest revenue |  | \$ 243,052 |  |  | \$ 245,227 |  |
| Net interest-rate spread |  |  | 3.35\% |  |  | 3.00\% |
| Net interest margin (4) |  |  | 3.56\% |  |  | 3.29\% |

(1) Interest revenue on tax-exempt securities and loans has been increased to reflect comparable interest on taxable securities and loans. The rate used was $39 \%$, reflecting the statutory federal income tax rate and the federal tax adjusted state income tax rate.
(2) Included in the average balance of loans outstanding are loans where the accrual of interest has been discontinued.
(3) Securities available for sale are shown at amortized cost. Pretax unrealized gains of $\$ 43.2$ million in 2010 and $\$ 15.3$ million in 2009 are included in other assets for purposes of this presentation.
(4) Net interest margin is taxable equivalent net-interest revenue divided by average interest-earning assets.

## United Community Banks, Inc.

Investor Presentation
Fourth Quarter 2010


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President \& CEO

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\% in Customer Satisfaction

This presentation contains forward-looking statements, as defined by Federal Securities Laws, including statements about financial outlook and business environment. These statements are provided to assist in the understanding of future financial performance. Such performance involves risks and uncertainties that may cause actual results to differ materially from those in such statements. Any such statements are based on current expectations and involve a number of risks and uncertainties. For a discussion of factors that may cause such forward-looking statements to differ materially from actual results, please refer to United Community Banks, Inc.'s Annual Report filed on Form 10-K with the Securities and Exchange Commission.

## Non-GAAP Measures

This presentation also contains non-GAAP financial measures determined by methods other than in accordance with generally accepted accounting principles ("GAAP"). Such non-GAAP financial measures include the following: net interest margin - pre credit, core fee revenue, core operating expense, core earnings, net operating (loss) income and net operating (loss) earnings per share, tangible common equity to tangible assets, tangible equity to tangible assets and tangible common equity to risk-weighted assets. The most comparable GAAP measures to these measures are: net interest margin, fee revenue, operating expense, net (loss) income, diluted (loss) earnings per share and equity to assets.

Management uses these non-GAAP financial measures because we believe it is useful for evaluating our operations and performance over periods of time, as well as in managing and evaluating our business and in discussions about our operations and performance. Management believes these non-GAAP financial measures provide users of our financial information with a meaningful measure for assessing our financial results and credit trends, as well as comparison to financial results for prior periods. These non-GAAP financial measures should not be considered as a substitute for financial measures determined in accordance with GAAP and may not be comparable to other similarly titled financial measures used by other companies. For a reconciliation of the differences between our non-GAAP financial measures and the most comparable GAAP measures, please refer to the 'Non-GAAP Reconcilement Tables' at the end of the Appendix of this presentation. We have not reconciled tangible common equity to tangible assets and core earnings to the extent such numbers are presented on a forward-looking basis based on management's internal stress test or SCAP methodology. Estimates that would be required for such reconciliations cannot reliably be produced without unreasonable effort.

## @ Credit

@ Loan and Deposit Growth
@ Core Earnings
@ Capital


## Proactively Addressing Credit Environment

(1) Structure

- Centralized underwriting and approval process
- Segregated work-out teams
- Highly skilled ORE disposition group
- Seasoned regional credit professionals
(0) Process
- Continuous external loan review
- Intensive executive management involvement:
- Weekly past due meetings
- Weekly NPA/ORE meetings
- Quarterly criticized watch loan review meetings
- Quarterly pass commercial and CRE portfolio review meetings
- Internal loan review of new credit relationships
- Ongoing stress testing... commenced in 2007
(0) Policy
- Ongoing enhancements to credit policy
- Periodic updates to portfolio limits


## Loan Portfolio (total $\$ 4.60$ billion)

## Geographic Diversity



## Commercial Loans (total \$2.50 billion)

Geographic Diversity


1 in Customer Satisfaction
(in millions)
Loan Type
Office Buildings
Other Small Business
Retail
Small Warehouses/Storage
Churches
Hotels/Motels
Convenience Stores
Franchise / Restaurants
Multi-Residential Properties
Farmland
Golf Course/Recreation
Auto Dealership/Service
Daycare Facility
Carwash
Funeral Home
Total
1 in Customer Satisfaction

| December 31, 2010 |  |
| :---: | :---: |
| $\frac{\text { Amount }}{\$ 406} \frac{\text { Percent }}{23 \%}$ |  |

$323 \quad 18$
$251 \quad 14$
$177 \quad 10$
1448
925
$76 \quad 4$
$75 \quad 4$
$65 \quad 4$
$50 \quad 3$
$33 \quad 2$
$32 \quad 2$
$\begin{array}{rrr} & 15 & 1 \\ & 11 & 1 \\ & 11 \\ & 1,761 & \\ & & 100\end{array}$

## Portfolio Characteristics

国56\% owner-occupied
(19 Typical owner-occupied: small business, doctors, dentists, attorneys, CPAs
\$ $\$ 12$ million project limit
(\$447K average loan size

Commercial Construction (by loan type)
(in millions)

|  | December 31, 2010 |  |  |
| :--- | ---: | ---: | ---: |
| Loan Type | Amount |  | Percent |
| Land Develop - Vacant (Improved) | $\$ 108$ | $37 \%$ |  |
| Raw Land - Vacant (Unimproved) | 73 | 24 |  |
| Commercial Land Development | 59 | 20 |  |
| Miscellaneous Construction | 27 | 9 |  |
| Office Buildings | 17 | 6 |  |
| Retail Buildings | 7 | 2 |  |
| Churches | 3 | 1 |  |
| Carwash | 2 | 1 |  |
| Poultry Houses | 1 | 0 |  |
| Total Commercial Construction | $\$$ | 297 | $100 \%$ |
|  |  |  |  |


| Portfolio Characteristics |
| :---: |
| $\$ 650 \mathrm{k}$ Average loan size |

1 in Customer Satisfaction mporied by cunbie servermose

## Residential Mortgage (total $\$ 1.28$ billion)

Geographic Diversity
sin millions



## Residential Construction (total $\$ .70$ billion)

UUnited
Community Banks.

## Geographic Diversity

$s$ in millions



North Georgia MSA (residential construction)
(in millions)

|  | 4Q10 |  | 3Q10 |  | 4Q09 |  | Variance |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 3Q10 | 4Q09 |  |
| Acquisition \& Development |  |  |  |  |  |  |  |  |  |  |
| Developing Land | \$ | 88 |  |  | \$ | 98 | \$ | 172 | \$ | (10) | \$ | (84) |
| Raw Land |  | 40 |  | 42 |  |  |  | 45 |  | (2) |  | (5) |
| Lot Loans |  | 159 |  | 168 |  | 197 |  | (9) |  | (38) |
| Total |  | 287 |  | 308 |  | 414 |  | (21) |  | (127) |
| Construction Loans |  |  |  |  |  |  |  |  |  |  |
| Spec |  | 31 |  | 38 |  | 61 |  | (7) |  | (30) |
| Sold |  | 21 |  | 22 |  | 27 |  | (1) |  | (6) |
| Total |  | 52 |  | 60 |  | 88 |  | (8) |  | (36) |
| Total Res Construction | \$ | 339 | \$ | 368 | \$ | 502 | \$ | (29) | \$ | (163) |

## Atlanta MSA (residential construction)

(in millions)

|  | 4Q10 |  | 3Q10 |  | 4Q09 |  | Variance |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 3Q10 | 4Q09 |  |
| Acquisition \& Development |  |  |  |  |  |  |  |  |  |  |
| Developing Land | \$ | 30 |  |  | \$ | 34 | \$ | 76 | \$ | (4) | \$ | (46) |
| Raw Land |  | 23 |  | 27 |  |  |  | 43 |  | (4) |  | (20) |
| Lot Loans |  | 32 |  | 45 |  | 52 |  | (13) |  | (20) |
| Total |  | 85 |  | 106 |  | 171 |  | (21) |  | (86) |
| Construction Loans |  |  |  |  |  |  |  |  |  |  |
| Spec |  | 38 |  | 42 |  | 68 |  | (4) |  | (30) |
| Sold |  | 10 |  | 11 |  | 16 |  | (1) |  | (6) |
| Total |  | 48 |  | 53 |  | 84 |  | (5) |  | (36) |
| Total Res Construction | \$ | 133 | \$ | 159 | \$ | 255 | \$ | (26) | \$ | (122) |

## Credit Quality



## Net Charge-offs by Loan Category

|  | 4Q10 ${ }^{(1)}$ |  |  | \% of Average Loans (Annualized) |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | NCOs |  | $\begin{gathered} \text { \% of Avg } \\ \text { Loans } \end{gathered}$ | 3Q10 |  | 2Q10 |  | 1Q10 |  |  | LTM $^{(2)}$ |  |
| Commercial (sec. by RE) | \$ | 6,493 | 1.45 | \% | 3.16 | \% | 2.21 | \% | .45 | \% | 1.82 | \% |
| Commercial Construction |  | 3,924 | 5.12 |  | 2.40 |  | 1.67 |  | 2.48 |  | 2.92 |  |
| Commercial \& Industrial |  | 2,891 | 2.54 |  | 1.07 |  | . 85 |  | 4.31 |  | 2.19 |  |
| Total Commercial | \$ | 13,308 | 2.09 |  | 2.70 |  | 1.91 |  | 1.33 |  | 2.01 |  |
| Residential Construction |  | 24,497 | 13.28 |  | 11.99 |  | 18.71 |  | 17.32 |  | 15.33 |  |
| Residential Mortgage |  | 9,176 | 2.80 |  | 2.29 |  | 1.90 |  | 1.31 |  | 2.08 |  |
| Consumer/ Installment |  | 687 | 2.06 |  | 2.90 |  | 3.53 |  | 2.12 |  | 2.65 |  |
| Total Net Charge-offs | \$ | 47,668 | 4.03 |  | 4.12 |  | 4.98 |  | 4.51 |  | 4.41 |  |

[^0]
## Net Charge-offs by Market

(in thousands)

|  | 4Q10 |  | \% of Average Loans (Annualized) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | NCOs | \% of Avg Loans | 3Q10 |  | 2Q10 | 1Q10 | LTM $^{(1)}$ |
| MARKETS |  |  |  |  |  |  |  |
| Atlanta MSA | \$ 15,222 | 4.48 \% | 3.97 | \% | 4.85 \% | 4.32 \% | 4.41 \% |
| Gainesville MSA | 3,434 | 4.37 | 1.40 |  | 3.01 | 1.92 | 2.68 |
| North Georgia | 18,537 | 4.26 | 5.92 |  | 6.19 | 6.51 | 5.73 |
| Western North Carolina ${ }^{(2)}$ | 5,154 | 2.87 | 2.99 |  | 3.86 | 1.96 | 2.92 |
| Coastal Georgia | 3,670 | 4.27 | 3.05 |  | 6.07 | 5.74 | 4.78 |
| East Tennessee | 1,651 | 2.53 | . 52 |  | 1.53 | . 55 | 1.28 |
| Total | \$47,668 | 4.03 | 4.12 |  | 4.98 | 4.51 | 4.41 |

(1) Based on simple average of the four quarters
(2) Excludes fraud loss recovery of $\$ 12.750 \mathrm{M}$

## NPAs by Loan Category and Market

(in thousands)

|  | 4Q10 |  |  |  |  |  |  | 4Q10 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | NPLs |  | OREO |  | Total NPAs |  | MARKETS | NPLs |  | OREO |  | Total NPAs |  |
| LOAN CATEGORY |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial (sec. by RE) | \$ | 44,927 | \$ | 23,659 | \$ | 68,586 | Atlanta MSA | \$ | 48,289 | \$ | 41,154 | \$ | 89,443 |
| Commercial Construction |  | 21,374 |  | 17,808 |  | 39,182 | Gainesville MSA |  | 5,171 |  | 9,273 |  | 14,444 |
| Commercial \& Industrial |  | 5,611 |  | - |  | 5,611 | North Georgia |  | 83,551 |  | 66,211 |  | 149,762 |
| Total Commercial |  | 71,912 |  | 41,467 |  | 113,379 | Western N. Carolina |  | 25,832 |  | 11,553 |  | 37,385 |
|  |  |  |  |  |  |  | Coastal Georgia |  | 11,145 |  | 11,901 |  | 23,046 |
| Residential Construction |  | 54,505 |  | 78,231 |  | 132,736 | East Tennessee |  | 5,106 |  | 2,116 |  | 7,222 |
| Residential Mortgage |  | 51,083 |  | 22,510 |  | 73,593 | Total | \$ | 179,094 | \$ | 142,208 | \$ | 321,302 |
| Consumer/ Installment |  | 1,594 |  | - |  | 1,594 |  |  |  |  |  |  |  |
| Total | \$ | 179,094 | \$ | 142,208 | \$ | 321,302 |  |  |  |  |  |  |  |



Core Earnings
In millions


## Core Earnings Summary

| (In Thousands) | 4Q10 |  | Variance |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 3Q10 |  | 4Q09 |  |
| Net Interest Revenue | \$ | 60,132 | \$ | 118 | \$ | $(3,797)$ |
| Fee Revenue |  | 11,760 |  | (843) |  | 12 |
| Gross Revenue |  | 71,892 |  | (725) |  | $(3,785)$ |
| Operating Expense (Excl OREO) |  | 44,316 |  | (838) |  | $(1,419)$ |
| Pre-Tax, Pre-Credit (Core) | \$ | 27,576 | \$ | 113 | \$ | $(2,366)$ |


| Net Interest Margin | $3.58 \%$ | $.01 \%$ | $.18 \%$ |
| :---: | :---: | :---: | :---: | :---: |



NIM Characteristics
(0) Margin changes
+1 bps vs. 3Q10
+18 bps vs. 4 Oog
(1) Maintained loan \& CD pricing

国 4 Q Excess liquidity - lowered Margin by 30 bps
(a) Excluding impact of nonaccrual loans, OREO and interest reversals

## Margin－Credit Costs


$\square$ Interest Reversals
$\square$ Carry Cost of NPAs
－Lost Interest on C／Os

## Credit Costs Impacting Margin

（⿴囗玉 Historically 8 to 12 bps
（0）Credit cycle－significant drag on margin but improving
（1）Cost 4O10 vs．Historical－ 35 bps （annual earnings impact of $\$ 23$ million）
（1 1 bps $=\$ 670 \mathrm{~K}$ NIR
（0）Declining trend due to improvements in credit quality
(\$ in millions)


## Net Operating Loss - From Continuing OperationsU United <br> 3 Community Banks

| (In Thousands) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 4Q10 |  | 3Q10 |  | 4Q09 |  |
| Pre-Tax, Pre-Credit (Core) | \$ | 27,576 | \$ | 27,463 | \$ | 29,942 |
| Provision for Loan Loss |  | $(47,750)$ |  | $(50,500)$ |  | $(90,000)$ |
| Foreclosed Property Costs: |  |  |  |  |  |  |
| Write-downs |  | $(15,849)$ |  | $(14,188)$ |  | $(9,576)$ |
| Maintenance, Taxes, Etc. |  | $(4,753)$ |  | $(5,564)$ |  | $(4,815)$ |
| Securities Gains, Net |  | - |  | 2,491 |  | 2,015 |
| Gain from Sale of Tax Credits |  | 682 |  | - |  | 684 |
| Prepayment of FHLB Advances |  | - |  | $(2,233)$ |  |  |
| Income Taxes - Benefit |  | 16,520 |  | 16,706 |  | 31,687 |
| Net Operating Loss | \$ | $(23,574)$ | \$ | $(25,825)$ | \$ | $(40,063)$ |
| Net Operating Loss per Share | \$ | (.28) | \$ | (.30) | \$ | (.45) |

(In Thousands)

|  | 4Q10 | 3Q10 | 4Q09 |
| :---: | :---: | :---: | :---: |
| Net Operating Loss | \$ $(23,574)$ | \$ (25,825) | \$ (40,063) |
| Earnings from Discontinued Operations | - | - | 228 |
| Partial Recovery of Fraud Loss (11,750 pre-tax) | 7,179 | - | - |

Goodwill Impairment Charge - $\quad(210,590)$

Net Loss
\$ $(16,395) \quad \$(236,415) \quad \$(39,835)$

| Preferred Stock Div (TARP) | $(2,586)$ |  | $(2,581)$ |  | $(2,567)$ |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Net Loss per Share | $\$$ | $(.20)$ | $\$$ | $(2.52)$ | $\$$ |
| Book Value | 4.84 |  | 5.14 | $(.45)$ |  |
| Tangible Book Value | 4.76 | 5.05 | 8.36 |  |  |


|  | Well- <br> Capitalized | Guideline | DEC '10 | SEP '10 | DEC '09 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Bank |  |  |  |  |  |
| Tier 1 RBC | 6 \% | > 9 \% | 10.7 \% | 11.4 \% | 13.2 \% |
| Total RBC | 10 | $>11$ | 12.5 | 13.2 | 15.0 |
| Leverage | 5 | $>8$ | 7.5 | 7.9 | 8.8 |

Holding Company
Tangible Common Equity to:
Assets
Risk Weighted Assets
Tangible Equity to Assets

6.8
7.1
9.6
10.4
9.2
9.4



## Experienced Proven Leadership

|  |  | Joined <br> UCBI | Years in <br> Banking |
| :--- | :--- | :---: | :---: |
| Jimmy Tallent | President \& CEO | 1984 | 36 |
| Guy Freeman | Chief Operating Officer | 1992 | 52 |
| Rex Schuette | Chief Financial Officer | 2001 | 33 |
| David Shearrow | Chief Risk Officer | 2007 | 29 |
| Glenn White | President, Atlanta Region | 2007 | 36 |
| Craig Metz | Marketing | 2002 | 18 |
| Bill Gilbert | Retail Banking | 2000 | 34 |

## Business and Operating Model

## ＂Community bank service，large bank resources＂

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

国 Service is point of differentiation
－Golden rule of banking $\checkmark$＂The Bank That SERVICE Built＂
－Ongoing customer surveys
$\checkmark$ 95＋\％satisfaction rate
（⿴囗 Strategic footprint with substantial banking opportunities
－Operates in a number of the more demographically attractive markets in the U．S．

## （⿴囗玉 Disciplined growth strategy

－Organic supported by de novos and selective acquisitions

## Robust Demographics (fast growing markets)

U United
Community Banks.

| Markets ${ }^{1}$ | Population <br> (in thousands) | Population Growth (\%) |  |
| :---: | :---: | :---: | :---: |
|  |  | $\begin{gathered} \text { Actual } \\ 2000-2010 \\ \hline \end{gathered}$ | $\begin{aligned} & \text { Projected } \\ & \text { 2010-2015 } \end{aligned}$ |
| North Georgia | 394 | 23 \% | 7 \% |
| Atlanta MSA | 5,611 | 32 | 10 |
| Gainesville MSA | 191 | 37 | 13 |
| Coastal Georgia | 373 | 11 | 5 |
| Western North Carolina | 429 | 12 | 4 |
| East Tennessee | 860 | 14 | 6 |
| Total Markets |  |  |  |
| Georgia | 10,014 | 22 | 7 |
| North Carolina | 9,552 | 19 | 8 |
| Tennessee | 6,366 | 12 | 5 |
| United States | 311,213 | 11 | 4 |

```
\({ }^{1}\) Population data is for 2010 and includes those markets where United takes deposits. Source: SNL
(excellent growth prospects)
\begin{tabular}{|c|c|c|c|c|c|c|c|c|}
\hline Markets & \multicolumn{2}{|l|}{Market Deposits (in billions) \({ }^{(1)}\)} & \multicolumn{2}{|l|}{United Deposits \({ }^{(2)}\)} & Banks & Offices & Deposit Share \({ }^{(1)}\) & Rank \({ }^{(1)}\) \\
\hline North Georgia & \$ & 7.7 & \$ & 2.5 & 11 & 23 & 31 \% & 1 \\
\hline Atlanta MSA & & 50.0 & & 2.0 & 10 & 38 & 4 & 7 \\
\hline Gainesville MSA & & 2.5 & & . 3 & 1 & 6 & 13 & 3 \\
\hline Coastal Georgia & & 7.3 & & . 4 & 2 & 9 & 5 & 8 \\
\hline Westem North Carolina & & 7.5 & & 1.0 & 1 & 20 & 13 & 3 \\
\hline East Tennessee & & 14.9 & & . 3 & 2 & 10 & 2 & 10 \\
\hline Total Markets & \$ & 89.9 & \$ & 6.5 & 27 & 106 & & \\
\hline
\end{tabular}
\({ }^{1}\) FDIC deposit market share and rank as of \(6 / 10\) for markets where United takes deposits. Source: SNL and FDIC.
\({ }^{2}\) Based on current quarter.

\section*{Leading Demographics}
\begin{tabular}{|c|c|c|c|c|c|}
\hline Rank & Ticker & Company \({ }^{(1)}\) & State & Total Assets (\$ B) & \begin{tabular}{l}
2010-2015 \\
Population Growth \({ }^{(2)}\)
\end{tabular} \\
\hline 1 & CFR & Cullen/Frost Bankers, Inc. & TX & \$17.7 & 9.05 \% \\
\hline 2 & WAL & Western Alliance Bancorporation & AZ & 6.2 & 7.85 \\
\hline 3 & PRSP & Prosperity Bancshares, Inc. & TX & 9.5 & 7.35 \\
\hline 4 & GBCI & Glacier Bancorp, Inc. & MT & 6.3 & 7.25 \\
\hline 5 & FCNCA & First Citizens Bancshares, Inc. & NC & 20.8 & 7.20 \\
\hline 6 & IBOC & International Bancshares Corporation & TX & 12.1 & 7.00 \\
\hline 7 & UCBI & United Community Banks, Inc. & GA & 7.4 & 7.00 \\
\hline 8 & TCBI & Texas Capital Bancshares, Inc. & TX & 6.3 & 6.75 \\
\hline 9 & HBHC & Hancock Holding Company & MS & 8.1 & 6.25 \\
\hline 10 & FCBN & First Citizens Bancorporation, Inc. & SC & 8.6 & 6.00 \\
\hline 11 & FIBK & First Interstate BancSystem, Inc. & MT & 7.3 & 5.95 \\
\hline 12 & BOKF & BOK Financial Corporation & OK & 24.4 & 5.90 \\
\hline 13 & SNV & Synous Financial Corp. & GA & 31.0 & 5.05 \\
\hline 14 & FHN & First Horizon National Corporation & TN & 24.7 & 4.40 \\
\hline 15 & CBCYB & Central Bancompany, Inc. & MO & 9.4 & 4.30 \\
\hline Note: Fi
(1) Inclu
(2) Popula
Data So & inancial in
udes public
ulation gro
ource: SN & formation as of September 30,2010
cly traded companies with assets betwee
Wth weighted by county (cumulative)
Financial & on as of & Septembe & 30,2010 \\
\hline
\end{tabular}

\section*{Small Business Market Growth}

\section*{Number of Businesses with 1 - 49 Employees}
\begin{tabular}{|c|c|c|c|c|}
\hline Markets \({ }^{1}\) & 2000 & 2006 & \begin{tabular}{l}
Small \\
Business \\
Growth \\
(\%)
\end{tabular} & \begin{tabular}{l}
Population Growth
2000-2010 \\
(\%)
\end{tabular} \\
\hline North Georgia & 6,453 & 7,693 & 19 & 23 \\
\hline Atlanta MSA & 70,893 & 126,200 & 78 & 32 \\
\hline Gainesville MSA & 3,158 & 3,824 & 21 & 37 \\
\hline Coastal Georgia & 9,441 & 10,210 & 8 & 11 \\
\hline Western North Carolina & 10,274 & 11,544 & 12 & 12 \\
\hline East Tennessee & 16,273 & 17,839 & 10 & 14 \\
\hline
\end{tabular}

The Atlanta MSA is seeing small business growth at nearly double its already significantly increasing population growth.
\({ }^{1}\) Population data is for 2009, SNL;
Business demographics, U.S. Census Statistics of U.S. Businesses, 2008 \& 2006; County Business Patterns 2000-2006

\section*{Performing Classified Loans}
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|}
\hline (in millions) & \multicolumn{2}{|r|}{4Q10} & \multicolumn{2}{|r|}{3Q10} & \multicolumn{2}{|r|}{2Q10} & \multicolumn{2}{|r|}{1Q10} & \multicolumn{2}{|r|}{4Q09} \\
\hline \multicolumn{11}{|l|}{LOANS BY CATEGORY} \\
\hline Commercial (Sec. by RE) & \$ & 157 & \$ & 157 & \$ & 141 & \$ & 152 & \$ & 124 \\
\hline Commercial Construction & & 90 & & 103 & & 78 & & 75 & & 51 \\
\hline Commercial \& Industrial & & 17 & & 22 & & 22 & & 35 & & 34 \\
\hline TOTAL COMMERCIAL & & 264 & & 282 & & 241 & & 262 & & 209 \\
\hline Consumer / Installment & & 3 & & 4 & & 4 & & 4 & & 4 \\
\hline Residential Construction & & 159 & & 178 & & 149 & & 154 & & 197 \\
\hline Residential Mortgage & & 86 & & 86 & & 80 & & 81 & & 80 \\
\hline LOANS & \$ & 512 & \$ & 550 & \$ & 474 & \$ & 501 & \$ & 490 \\
\hline
\end{tabular}

\section*{Business Mix Loans (at quarter-end)}
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|c|c|}
\hline (in millions) & \multicolumn{2}{|r|}{4Q10} & \multicolumn{2}{|r|}{3Q10} & \multicolumn{2}{|r|}{2Q10} & \multicolumn{2}{|r|}{1Q10} & \multicolumn{2}{|r|}{4Q09} & \multicolumn{2}{|l|}{\[
\begin{gathered}
\text { 4Q10 vs. } \\
\text { 4Q09 }
\end{gathered}
\]} \\
\hline \multicolumn{13}{|l|}{LOANS BY CATEGORY} \\
\hline Commercial (sec. by R/E) & \$ & 1,761 & \$ & 1,781 & \$ & 1,780 & \$ & 1,765 & \$ & 1,779 & & (18) \\
\hline Commercial Construction & & 297 & & 310 & & 342 & & 357 & & 363 & & (66) \\
\hline Commercial \& Industrial & & 441 & & 456 & & 441 & & 381 & & 390 & & 51 \\
\hline Total Commercial & & 2,499 & & 2,547 & & 2,563 & & 2,503 & & 2,532 & & (33) \\
\hline Residential Construction & & 695 & & 764 & & 820 & & 960 & & 1,050 & & (355) \\
\hline Residential Mortgage & & 1,279 & & 1,316 & & 1,356 & & 1,390 & & 1,427 & & (148) \\
\hline Consumer / Installment & & 131 & & 133 & & 134 & & 139 & & 142 & & (11) \\
\hline TOTAL LOANS & \$ & 4,604 & \$ & 4,760 & \$ & 4,873 & \$ & 4,992 & \$ & 5,151 & \$ & (547) \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|c|c|c|c|}
\hline (in millions) & 4Q10 & 3Q10 & 2Q10 & 1Q10 & 4Q09 & \[
\begin{aligned}
& \text { 4Q10 vs. } \\
& \text { 4Q09 }
\end{aligned}
\] \\
\hline \multicolumn{7}{|l|}{LOANS BY MARKET} \\
\hline Atlanta MSA & \$ 1,310 & \$ 1,365 & \$ 1,373 & \$ 1,404 & \$ 1,435 & \$ (125) \\
\hline Gainesville MSA & 312 & 316 & 343 & 372 & 390 & (78) \\
\hline North Georgia & 1,689 & 1,755 & 1,808 & 1,814 & 1,884 & (195) \\
\hline Western North Carolina & 702 & 719 & 738 & 756 & 772 & (70) \\
\hline Coastal Georgia & 335 & 345 & 356 & 388 & 405 & (70) \\
\hline East Tennessee & 256 & 260 & 255 & 258 & 265 & (9) \\
\hline Total & \$ 4,604 & \$ 4,760 & \$ 4,873 & \$ 4,992 & \$ 5,151 & \$ (547) \\
\hline
\end{tabular}

\section*{Residential Construction - Total Company}
(in millions)

Land Loans
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|c|c|}
\hline Developing Land & \$ & 174 & \$ & 190 & \$ & 214 & \$ & 290 & \$ & 332 & \$ & (158) \\
\hline Raw Land & & 99 & & 104 & & 110 & & 124 & & 127 & & (28) \\
\hline Lot Loans & & 275 & & 303 & & 311 & & 321 & & 336 & & (61) \\
\hline Total & & 548 & & 597 & & 635 & & 735 & & 795 & & (247) \\
\hline
\end{tabular}

Construction Loans
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|c|c|}
\hline Spec & & 97 & & 109 & & 125 & & 153 & & 178 & & (81) \\
\hline Sold & & 50 & & 58 & & 60 & & 72 & & 77 & & (27) \\
\hline Total & & 147 & & 167 & & 185 & & 225 & & 255 & & (108) \\
\hline Total Res Construction & \$ & 695 & \$ & 764 & \$ & 820 & \$ & 960 & \$ & 1,050 & \$ & (355) \\
\hline
\end{tabular}

By Region
Atlanta
Gainesville MSA
North Georgia
North Carolina
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|c|}
\hline \$ & 133 & \$ & 159 & \$ & 183 & \$ & 228 & \$ & 255 & \$ & (122) \\
\hline & 36 & & 35 & & 25 & & 42 & & 51 & & (15) \\
\hline & 339 & & 368 & & 408 & & 460 & & 503 & & (164) \\
\hline & 140 & & 149 & & 148 & & 151 & & 156 & & (16) \\
\hline & 30 & & 35 & & 37 & & 55 & & 60 & & (30) \\
\hline & 17 & & 18 & & 19 & & 24 & & 25 & & (8) \\
\hline \$ & 695 & \$ & 764 & \$ & 820 & \$ & 960 & \$ & ,050 & \$ & (355) \\
\hline
\end{tabular}

\section*{Residential Construction - Atlanta MSA}

U United
Em Community Banks
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|c|c|}
\hline (in millions) & \multicolumn{2}{|r|}{4Q10} & \multicolumn{2}{|r|}{3Q10} & \multicolumn{2}{|r|}{2Q10} & \multicolumn{2}{|r|}{1Q10} & \multicolumn{2}{|r|}{4Q09} & \multicolumn{2}{|l|}{4Q10 vs. 4Q09} \\
\hline \multicolumn{13}{|l|}{Land Loans} \\
\hline Developing Land & \$ & 30 & \$ & 34 & \$ & 40 & \$ & 66 & \$ & 76 & \$ & (46) \\
\hline Raw Land & & 23 & & 27 & & 32 & & 43 & & 43 & & (20) \\
\hline Lot Loans & & 32 & & 45 & & 39 & & 47 & & 52 & & (20) \\
\hline Total & & 85 & & 106 & & 111 & & 156 & & 171 & & (86) \\
\hline
\end{tabular}

Construction Loans
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|c|c|}
\hline Spec & & 38 & & 42 & & 48 & & 58 & & 68 & & (30) \\
\hline Sold & & 10 & & 11 & & 10 & & 14 & & 16 & & (6) \\
\hline Total & & 48 & & 53 & & 58 & & 72 & & 84 & & (36) \\
\hline Total Res Construction & \$ & 133 & \$ & 159 & \$ & 169 & \$ & 228 & \$ & 255 & \$ & (122) \\
\hline
\end{tabular}

\section*{Residential Construction - North Georgia}
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|c|c|}
\hline (in millions) & \multicolumn{2}{|r|}{4Q10} & \multicolumn{2}{|r|}{3Q10} & \multicolumn{2}{|r|}{2Q10} & \multicolumn{2}{|r|}{1Q10} & \multicolumn{2}{|r|}{4Q09} & \multicolumn{2}{|l|}{\[
\begin{aligned}
& \text { 4Q10 vs. } \\
& \text { 4Q09 }
\end{aligned}
\]} \\
\hline \multicolumn{13}{|l|}{Land Loans} \\
\hline Developing Land & \$ & 88 & \$ & 98 & \$ & 113 & \$ & 148 & \$ & 173 & \$ & (85) \\
\hline Raw Land & & 40 & & 42 & & 45 & & 43 & & 45 & & (5) \\
\hline Lot Loans & & 159 & & 168 & & 182 & & 189 & & 197 & & (38) \\
\hline Total & & 287 & & 308 & & 340 & & 380 & & 415 & & (128) \\
\hline
\end{tabular}

Construction Loans
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|c|c|}
\hline Spec & & 31 & & 38 & & 44 & & 54 & & 61 & & (30) \\
\hline Sold & & 21 & & 22 & & 24 & & 26 & & 27 & & (6) \\
\hline Total & & 52 & & 60 & & 68 & & 80 & & 88 & & (36) \\
\hline Total Res Construction & \$ & 339 & \$ & 368 & \$ & 408 & \$ & 460 & \$ & 503 & \$ & (164) \\
\hline
\end{tabular}

\section*{Business Mix Loans (at year-end)}
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|}
\hline (in millions) & \multicolumn{2}{|r|}{2010} & \multicolumn{2}{|r|}{2009} & \multicolumn{2}{|r|}{2008} & \multicolumn{2}{|r|}{2007} & \multicolumn{2}{|r|}{2006} \\
\hline \multicolumn{11}{|l|}{LOANS BY CATEGORY} \\
\hline Commercial (sec. by R/E) & \$ & 1,761 & \$ & 1,779 & \$ & 1,627 & \$ & 1,476 & \$ & 1,230 \\
\hline Commercial Construction & & 297 & & 363 & & 500 & & 527 & & 469 \\
\hline Commercial \& Industrial & & 441 & & 390 & & 410 & & 418 & & 296 \\
\hline Total Commercial & & 2,499 & & 2,532 & & 2,537 & & 2,421 & & 1,995 \\
\hline Residential Construction & & 695 & & 1,050 & & 1,479 & & 1,829 & & 1,864 \\
\hline Residential Mortgage & & 1,279 & & 1,427 & & 1,526 & & 1,502 & & 1,338 \\
\hline Consumer / Installment & & 131 & & 142 & & 163 & & 177 & & 180 \\
\hline TOTAL LOANS & \$ & 4,604 & \$ & 5,151 & \$ & 5,705 & \$ & 5,929 & \$ & 5,377 \\
\hline
\end{tabular}

Loans - Markets Served (at year-end)
\begin{tabular}{|c|c|c|c|c|c|}
\hline (in millions) & 2010 & 2009 & 2008 & 2007 & 2006 \\
\hline \multicolumn{6}{|l|}{LOANS BY MARKET} \\
\hline Atlanta MSA & \$ 1,310 & \$ 1,435 & \$ 1,706 & \$ 2,002 & \$ 1,651 \\
\hline Gainesville MSA & 312 & 390 & 420 & 399 & 354 \\
\hline North Georgia & 1,689 & 1,884 & 2,040 & 2,060 & 2,034 \\
\hline Western North Carolina & 702 & 772 & 810 & 806 & 773 \\
\hline Coastal Georgia & 335 & 405 & 464 & 416 & 358 \\
\hline East Tennessee & 256 & 265 & 265 & 246 & 207 \\
\hline Total & \$ 4,604 & \$ 5,151 & \$ 5,705 & \$ 5,929 & \$ 5,377 \\
\hline
\end{tabular}
(in millions)
U Legal lending limit \$182

U House lending limit 20
- Project lending limit

12

U Top 25 relationships 441
-9.6\% of total loans

Regional credit review - Standard underwriting

\section*{NPAs by Loan Category, Market, and Activity}

Credit Quality \({ }^{(1)}\)

\({ }^{(1)}\) Exeludes non-performing loans and foreelosed properties coverod by the loss-sharing agreement with the FDIC, related to the acguisition of Southern Community Bank.

\section*{NPAs by Loan Category, Market, and Activity (contd United}

Credit Quality \({ }^{(1)}\)
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|c|c|}
\hline \multirow[b]{2}{*}{(in thowsands)} & \multicolumn{6}{|c|}{First Quarter 2010} & \multicolumn{6}{|c|}{Fourth Quarter 2009} \\
\hline & \multicolumn{2}{|l|}{Non-performing L.oans} & \multicolumn{2}{|r|}{Foreclosed Propertics} & \multicolumn{2}{|r|}{\[
\begin{aligned}
& \text { Total } \\
& \text { NPAs }
\end{aligned}
\]} & \multicolumn{2}{|l|}{Non-performing L.oans} & \multicolumn{2}{|r|}{Forcelosed Properties} & \multicolumn{2}{|r|}{\[
\begin{aligned}
& \text { Total } \\
& \text { NPAs }
\end{aligned}
\]} \\
\hline \multicolumn{13}{|l|}{NPAs BY CATEGORY} \\
\hline Commercial (sec. by RE) & S & 45,918 & \$ & 21,597 & \$ & 67,515 & \$ & 37,040 & S & 15,842 & \$ & 52,882 \\
\hline Commercial construction & & 23,556 & & 14,285 & & 37,841 & & 19,976 & & 9,761 & & 29,737 \\
\hline Commercial \& industrial & & 3,610 & & . & & 3,610 & & 3,946 & & . & & 3,946 \\
\hline Total commercial & & 73,084 & & 35,882 & & 108,966 & & 60,962 & & 25,603 & & 86,565 \\
\hline Residential construction & & 147,326 & & 74,220 & & 221,546 & & 142,332 & & 76,519 & & 218,851 \\
\hline Residential mortgage & & 57,920 & & 26,173 & & 84,093 & & 58,767 & & 18,648 & & 77,415 \\
\hline Consumer / installment & & 2,472 & & . & & 2,472 & & 2,031 & & . & & 2,031 \\
\hline Total NPAs & S & 280.802 & S & 136.275 & S & 417.077 & S & 264,092 & S & 120,770 & \$ & 384.862 \\
\hline Balance as a \(\%\) of Unpaid Principal & & 71.6\% & & 67.5\% & & 70.2\% & & 70.4\% & & 66.6\% & & 69.2\% \\
\hline \multicolumn{13}{|l|}{NPAs BY MARKET} \\
\hline Atlanta MSA & S & 81,914 & \$ & 36,951 & \$ & 118,865 & S & 106,536 & S & 41,125 & \$ & 147,661 \\
\hline Gainesville MSA & & 17,058 & & 3,192 & & 20,250 & & 5,074 & & 2.614 & & 7,688 \\
\hline North Georgia & & 109,280 & & 63,128 & & 172,408 & & 87,598 & & 53,072 & & 140,670 \\
\hline Western North Carolina & & 31,353 & & 8,588 & & 39,941 & & 29,610 & & 5,096 & & 34,706 \\
\hline Coastal Georgia & & 33,438 & & 21,871 & & 55,309 & & 26,871 & & 17,150 & & 44,021 \\
\hline East Tennessee & & 7,759 & & 2,545 & & 10,304 & & 8,403 & & 1,713 & & 10,116 \\
\hline Total NPAs & S & 280,802 & S & 136,275 & S & 417,077 & S & 264,092 & S & 120,770 & S & 384,862 \\
\hline \multicolumn{13}{|l|}{NPA ACTIVITY} \\
\hline Beginning Balance & \$ & 264,092 & \$ & 120,770 & \$ & 384,862 & \$ & 304,381 & S & 110,610 & \$ & 414,991 \\
\hline Loans placed on non-accrual & & 139,030 & & - & & 139,030 & & 174,898 & & - & & 174,898 \\
\hline Payments received & & \((5,733)\) & & - & & \((5,733)\) & & \((26,935)\) & & - & & \((26,935)\) \\
\hline Loan charge-offs & & ( 58,897 ) & & - & & ( 58,897 ) & & \((88,427)\) & & - & & \((88,427)\) \\
\hline Foreclosures & & \((49,233)\) & & 49,233 & & . & & (79,983) & & 79,983 & & . \\
\hline Capitalizod costs & & - & & 320 & & 320 & & . & & 981 & & 981 \\
\hline Note/ property sales & & \((8,457)\) & & \((25,951)\) & & \((34,408)\) & & (19,842) & & (61,228) & & (81,070) \\
\hline Write downs & & . & & \((4,579)\) & & \((4,579)\) & & . & & \((2,209)\) & & \((2,209)\) \\
\hline Net gains (losses) on sales & & - & & \((3,518)\) & & (3,518) & & - & & (7367) & & (7,367) \\
\hline Ending Balance & S & 280,802 & S & 136,275 & 5 & 417,077 & S & 264,092 & S & 120,770 & S & 384,862 \\
\hline
\end{tabular}
(1) Excludes non-performing loans and foreclesed properties covered by the loss-sharing agreement with the FDIC, related to the acquisition of Southern

\section*{Net Charge-offs by Category and Market}

Credit Quality \({ }^{\text {(1) }}\)
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|c|c|}
\hline \multirow[b]{2}{*}{(in thousands)} & \multicolumn{4}{|c|}{Fourth Quarter 2010 \({ }^{(9)}\)} & \multicolumn{4}{|c|}{Third Quarter 2010} & \multicolumn{4}{|c|}{Second Quarter 2010} \\
\hline & \multicolumn{2}{|r|}{\[
\begin{gathered}
\text { Net } \\
\text { Charge-Offs }
\end{gathered}
\]} & \multicolumn{2}{|l|}{Net ChargeOffs to Averuge Loans \({ }^{(2)}\)} & \multicolumn{2}{|r|}{\[
\begin{gathered}
\text { Net } \\
\text { Charge-Offs }
\end{gathered}
\]} & \multicolumn{2}{|l|}{Net ChargeOffs to Average Loans \({ }^{(2)}\)} & \multicolumn{2}{|r|}{\[
\begin{gathered}
\text { Net } \\
\text { Charge-Offs }
\end{gathered}
\]} & \multicolumn{2}{|l|}{Net ChargeOffs to Averuge Loans \({ }^{(2)}\)} \\
\hline \multicolumn{13}{|l|}{NET CHARGE-OFFS BY CATEGORY} \\
\hline Commercial (sec. by RE) & S & 6,493 & 1.45 & \% & S & 14,212 & 3.16 & \% & S & 9,757 & 2.21 & \% \\
\hline Commercial construction & & 3,924 & 5.12 & & & 1,972 & 2.40 & & & 1,460 & 1.67 & \\
\hline Commercial \& industrial & & 2,891 & 2.54 & & & 1,207 & 1.07 & & & 867 & 85 & \\
\hline Total commercial & & 13,308 & 2.09 & & & 17,391 & 2.70 & & & 12,084 & 1.91 & \\
\hline Residential construction & & 24,497 & 13.28 & & & 23,934 & 11.99 & & & 41,515 & 18.71 & \\
\hline Residential mortgage & & 9,176 & 2.80 & & & 7,695 & 2.29 & & & 6,517 & 1.90 & \\
\hline Consumer / installment & & 687 & 2.06 & & & 978 & 2.90 & & & 1,207 & 3.53 & \\
\hline Total & S & 47,668 & 4.03 & & S & 49,998 & 4.12 & & S & 61,323 & 4.98 & \\
\hline \multicolumn{13}{|l|}{NET CHARGE-OFFS BY MARKET} \\
\hline Atlanta MSA & \$ & 15,222 & 4.48 & \% & S & 13,753 & 3.97 & \% & S & 16,926 & 4.85 & \% \\
\hline Gainesville MSA & & 3,434 & 4.37 & & & 1,143 & 1.40 & & & 2,547 & 3.01 & \\
\hline North Georgia & & 18,537 & 4.26 & & & 26,554 & 5.92 & & & 28,100 & 6.19 & \\
\hline Western North Carolina & & 5,154 & 2.87 & & & 5,509 & 2.99 & & & 7,194 & 3.86 & \\
\hline Coastal Georgia & & 3,670 & 4.27 & & & 2,702 & 3.05 & & & 5,581 & 6.07 & \\
\hline East Tennessee & & 1,651 & 2.53 & & & 337 & . 52 & & & 975 & 1.53 & \\
\hline Total & S & 47,668 & 4.03 & & S & 49,998 & 4.12 & & S & 61,323 & 4.98 & \\
\hline
\end{tabular}

\footnotetext{
\({ }^{(1)}\) Excludes non-performing loans and foreclosed properties covered by the loss-sharing agreement with the FDIC, related to the acquisition of Southern Community Bank.
\({ }^{(2)}\) Annualized.
\({ }^{(7)}\) North Carolina residential construction net charge offs for the fourth quarter of 2010 exclude a \(\$ 11.8\) million partial recovery of a 2007 fraud-related charge-off
}

\title{
Net Charge-offs by Category and Market (Contd.)
}

Credit Quality \({ }^{(1)}\)

(1) Excludes non-performing loans and foreclosed properties covered by the loss-sharing agreement with the FDIC, related to the acquisition of Southern Community Bank. (2) Annualized.

Loans / Deposits - Liquidity
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|}
\hline \multirow[t]{2}{*}{(in millions)} & \multicolumn{2}{|r|}{\multirow[b]{2}{*}{4Q 10}} & \multicolumn{2}{|r|}{\multirow[b]{2}{*}{3Q 10}} & \multicolumn{2}{|r|}{\multirow[b]{2}{*}{4Q 09}} & \multicolumn{4}{|c|}{Variance} \\
\hline & & & & & & & \multicolumn{2}{|r|}{vs 3Q 10} & \multicolumn{2}{|l|}{vs 4Q 09} \\
\hline Loans & \$ & 4,604 & \$ & 4,760 & \$ & 5,151 & \$ & (156) & \$ & (547) \\
\hline Core (DDA, MMDA, Savings) & \$ & 2,636 & \$ & 2,559 & \$ & 2,345 & \$ & 77 & \$ & 291 \\
\hline Public Funds & & 725 & & 623 & & 646 & & 102 & & 79 \\
\hline CD's & & 2,431 & & 2,463 & & 2,878 & & (32) & & (447) \\
\hline Total Deposits (excl Brokered) & \$ & 5,792 & \$ & 5,645 & \$ & 5,869 & \$ & 147 & \$ & (77) \\
\hline Loan to Deposit Ratio & & 79\% & & 84\% & & 88\% & & & & \\
\hline Investment Securities & \$ & 1,490 & \$ & 1,310 & \$ & 1,530 & \$ & 180 & \$ & (40) \\
\hline Percent of Assets & & 20\% & & 19\% & & 19\% & & & & \\
\hline Commercial \& Short-Term Paper & \$ & 442 & \$ & 109 & \$ & 130 & \$ & 333 & \$ & 312 \\
\hline Floating Rate Securities & & 183 & & - & & - & & 183 & & 183 \\
\hline Excess Fed and Other Cash & & 117 & & 43 & & 100 & & 74 & & 17 \\
\hline Total Excess Liquidity & \$ & 742 & \$ & 152 & \$ & 230 & \$ & 590 & \$ & 512 \\
\hline
\end{tabular}

\section*{Wholesale Borrowings - Liquidity}
(in millions)
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|c|c|}
\hline \multirow[b]{3}{*}{Wholesale Borrowings} & \multicolumn{2}{|l|}{\multirow[t]{2}{*}{Unused Capacity}} & \multicolumn{2}{|r|}{\multirow[b]{2}{*}{4Q10}} & \multicolumn{2}{|r|}{\multirow[b]{2}{*}{3Q10}} & \multicolumn{2}{|r|}{\multirow[b]{2}{*}{4Q09}} & \multicolumn{4}{|c|}{Variance} \\
\hline & & & & & & & & & \multicolumn{2}{|l|}{vs 4Q 10} & \multicolumn{2}{|l|}{vs 4Q 09} \\
\hline & \multirow[b]{2}{*}{\$} & \multirow[b]{2}{*}{1,184} & \multirow[t]{2}{*}{} & \multirow[b]{2}{*}{\$ 677} & \multirow[b]{2}{*}{\$} & \multirow[b]{2}{*}{\$ 354} & \multirow[t]{2}{*}{} & \multirow[b]{2}{*}{\$ 759} & \multirow[t]{2}{*}{} & \multirow[b]{2}{*}{\$ 323} & \multirow[t]{2}{*}{} & \multirow[b]{2}{*}{\$ (82)} \\
\hline Brokered Deposits & & & & & & & & & & & & \\
\hline FHLB & & 804 & & 55 & & 55 & & 115 & & - & & (60) \\
\hline Fed Funds & & 50 & & - & & - & & - & & - & & - \\
\hline Other Wholesale & & 233 & & 101 & & 104 & & 101 & & (3) & & - \\
\hline Total & \$ & 2,271 & \$ & 833 & \$ & 513 & \$ & 975 & \$ & 320 & \$ & (142) \\
\hline
\end{tabular}

Long-Term Debt


\section*{Business Mix - Deposits (at quarter-end)}
(in millions)
\begin{tabular}{|c|c|c|c|c|c|c|c|}
\hline DEPOSITS BY CATEGORY & 4Q10 & 3Q10 & 2Q10 & 1 Q10 & 4Q09 & \multicolumn{2}{|l|}{\[
\begin{gathered}
\text { 4Q10 vs. } \\
\text { 4Q09 } \\
\hline
\end{gathered}
\]} \\
\hline Demand \& Now & \$ 1,573 & \$ 1,582 & \$ 1,561 & \$ 1,489 & \$ 1,465 & \$ & 108 \\
\hline MMDA \& Savings & 1,063 & 977 & 930 & 908 & 880 & & 183 \\
\hline Core Transaction Deposits & 2,636 & 2,559 & 2,491 & 2,397 & 2,345 & & 291 \\
\hline Time \(<\$ 100,000\) & 1,491 & 1,492 & 1,569 & 1,636 & 1,740 & & (249) \\
\hline Public Deposits & 663 & 561 & 564 & 611 & 597 & & 66 \\
\hline Total Core Deposits & 4,790 & 4,612 & 4,624 & 4,644 & 4,682 & & 108 \\
\hline Time > \$100,000 & 940 & 971 & 1,028 & 1,059 & 1,138 & & (198) \\
\hline Public Deposits & 62 & 62 & 66 & 73 & 49 & & 13 \\
\hline Total Customer Deposits & 5,792 & 5,645 & 5,718 & 5,776 & 5,869 & & (78) \\
\hline Brokered Deposits & 677 & 354 & 612 & 711 & 759 & & (82) \\
\hline Total Deposits & \$ 6,469 & \$ 5,999 & \$ 6,330 & \$ 6,487 & \$ 6,628 & \$ & (160) \\
\hline 1 in Customer Satisfaction & & & & & & & 5 \\
\hline
\end{tabular}

\section*{Core Transaction Deposits}


\section*{Sold \$103 Million NPA's - With a \(\$ 65\) Million Capital Option and Warrant}
- Completed sale on April 30, 2010
- Accelerates disposition of the more illiquid assets
\begin{tabular}{|lllllr|}
\hline CATEGORY (in millions) & & & & MARKETS (in millions) \\
\hline Commercial & \(\$\) & 29.4 & & Atlanta & \(\$\) \\
Commercial Construction & & 11.3 & & Gainesville & \\
Residential Construction & & 62.4 & & 13.5 \\
\cline { 2 - 2 } Total & N. Georgia & & 50.0 \\
& & & Coastal Georgia & 7.6 \\
& & & North Carolina & 21.3 \\
\cline { 5 - 6 } & & & \(\$ 103.1\) \\
\hline
\end{tabular}

\section*{Fair Value Accounting - Warrant / Option to Purchase Equity}
- Increase to Capital Surplus - \(\$ 39.8\) million
- Pre-tax expense charge - \(\$ 45.3\) million; after-tax cost - \(\$ 30.0\) million
- GAAP Capital +\$9.8million - Slight Negative to "Regulatory Capital" (DTA)
\begin{tabular}{|c|c|c|c|c|c|c|}
\hline \multicolumn{7}{|l|}{(in millions)} \\
\hline & \multicolumn{2}{|l|}{Income Statement} & & \multicolumn{3}{|l|}{\begin{tabular}{l}
Capital \\
Surplus
\end{tabular}} \\
\hline Fair Value of Warrants / Option & \$ & (39.8) & & \$ & & 39.8 \\
\hline Loan Discount (3.5\% to 5.8\%) & & (4.5) & & & & \\
\hline Closing Costs & & (1.0) & & & & \\
\hline Total Charge to Expense & & (45.3) & & & & \\
\hline Tax Benefit & & 15.3 & & & & \\
\hline Impact on Net Loss & & (30.0) & & & & 39.8 \\
\hline Impact on GAAP Equity & & & & & & \\
\hline
\end{tabular}

\section*{Southern Community Bank}


(1) Four banking offices in southside metro Atlanta MSA - Fayetteville, Coweta and Henry counties
@ 54 employees (Reduced by 17 after conversion in September 2009)
- \$208 in customer deposits, including \$53 core deposits
(⿴囗 FDIC assisted transaction: 80\% guarantee on \(\$ 109\) loss threshold, \(95 \%\) above
- Fully discounted bid with no credit exposure
- Accounted for credit related items (at FMV) as "covered assets" on balance sheet
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|c|c|}
\hline & \multicolumn{2}{|r|}{\(4 \mathrm{O}_{10}\)} & \multicolumn{2}{|l|}{\(3 \mathrm{Q}_{10}\)} & \multicolumn{2}{|r|}{\(2 \mathrm{O}_{10}\)} & \multicolumn{2}{|r|}{1010} & \multicolumn{2}{|l|}{\(4{ }_{4}\)} & \multicolumn{2}{|r|}{2 O 09} \\
\hline Loans & \$ & 68 & \$ & & \$ & 81 & \$ & 79 & \$ & 85 & \$ & 110 \\
\hline OREO & & 32 & & 30 & & 33 & & 32 & & 34 & & 25 \\
\hline FDIC Receivable & & 32 & & 40 & & 43 & & 58 & & 67 & & 5 \\
\hline Total Covered Assets & \$ & 132 & \$ & 145 & & 157 & \$ & 169 & \$ & & & 230 \\
\hline
\end{tabular}
- Pre-tax gain on acquisition of \(\$ 11.4\)
(accretive to earnings per share

\section*{Non-GAAP Reconciliation Tables}
(in thousands except EPS)
\begin{tabular}{|c|c|c|c|c|c|c|}
\hline \multirow[t]{2}{*}{} & \multicolumn{6}{|l|}{Operating Earnings to GAAP Earnings Reconciliation} \\
\hline & \multicolumn{2}{|r|}{4Q 10} & \multicolumn{2}{|r|}{3Q 10} & \multicolumn{2}{|r|}{4Q09} \\
\hline \multicolumn{7}{|l|}{Core fee revenue reconciliation \({ }^{(1)}\)} \\
\hline Core fee revenue & \$ & 11,760 & \$ & 12,603 & \$ & 11,748 \\
\hline Securities gains (losses), net & & - & & 2,491 & & 2,015 \\
\hline Loss on prepayment of FHLB advances & & - & & \((2,233)\) & & - \\
\hline Gain from sale of tax credits & & 682 & & - & & 684 \\
\hline Fee Revenue (GAAP) & \$ & 12,442 & \$ & 12,861 & \$ & 14,447 \\
\hline \multicolumn{7}{|l|}{Core operating expense reconciliation \({ }^{(1)}\)} \\
\hline Core operating expense & \$ & 44,316 & \$ & 45,154 & \$ & 45,735 \\
\hline Foreclosed property expense & & 20,602 & & 19,752 & & 14,391 \\
\hline Noncash goodwill impairment charge & & - & & 210,590 & & - \\
\hline Operating expense (GAAP) & \$ & 64,918 & \$ & 275,496 & \$ & 60,126 \\
\hline \multicolumn{7}{|l|}{Diluted loss per common share reconciliation \({ }^{(1)}\)} \\
\hline Diluted operating loss per common share & \$ & (.28) & \$ & (.30) & \$ & (.45) \\
\hline Noncash goodwill impairment charge & & - & & (2.22) & & - \\
\hline Provision for special fraud-related loan loss and partial recovery & & . 08 & & - & & \(-\) \\
\hline Diluted loss per common share (GAAP) & \$ & (.20) & \$ & (2.52) & \$ & (.45) \\
\hline
\end{tabular}
(1) From continuing operations

\section*{Non-GAAP Reconciliation Tables}


Analyst Coverage
U United
Community Banks.
- FBR Capital
(Market Perform - Oct 28, 2010)

U FIG Partners
(Outperform - Jan 3, 2011)
U Guggenheim Securities, LLC
(Neutral - Jan 4, 2011)

U Keefe, Bruyette \& Woods
(Market Perform - Oct 29, 2010)
Macquarie Capital (USA)
(Neutral - Jan 3, 2011)

U Raymond James \& Assoc.
(Market Perform - Nov 1, 2010)

U Sandler O'Neill \& Partners
(Hold - Jan 3, 2011)

U Stephens, Inc.
(Equal Weight - Nov 1, 2010)

U Sterne Agee \& Leach, Inc.
(Neutral-Oct 28, 2010)

凹 SunTrust Robinson Humphrey
(Neutral (2) - Oct 28, 2010)

United Community Banks, Inc.
Investor Presentation
Fourth Quarter 2010
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[^0]:    (1) Excludes $\$ 11.75$ million partial recovery of 2007 fraud loss.
    (2) Based on simple average of the four quarters

