

2016

INVESTOR PRESENTATION

Fourth Quarter 2016
January 25, 2017



Disclosures

CAUTIONARY STATEMENT

This investor presentation may contain forward-looking statements, as defined by federal securities laws, including statements about United and its financial outlook and business environment. These statements are based on current expectations and are provided to assist in the understanding of our operations and future financial performance. Our operations and such performance involves risks and uncertainties that may cause actual results to differ materially from those expressed or implied in any such statements. For a discussion of some of the risks and other factors that may cause such forward-looking statements to differ materially from actual results, please refer to United Community Banks, Inc.'s filings with the Securities and Exchange Commission, including its 2015 Annual Report on Form 10-K and its most recent quarterly report on Form 10-Q under the sections entitled "Forward-Looking Statements." Forward-looking statements speak only as of the date they are made, and we undertake no obligation to update or revise forward-looking statements.

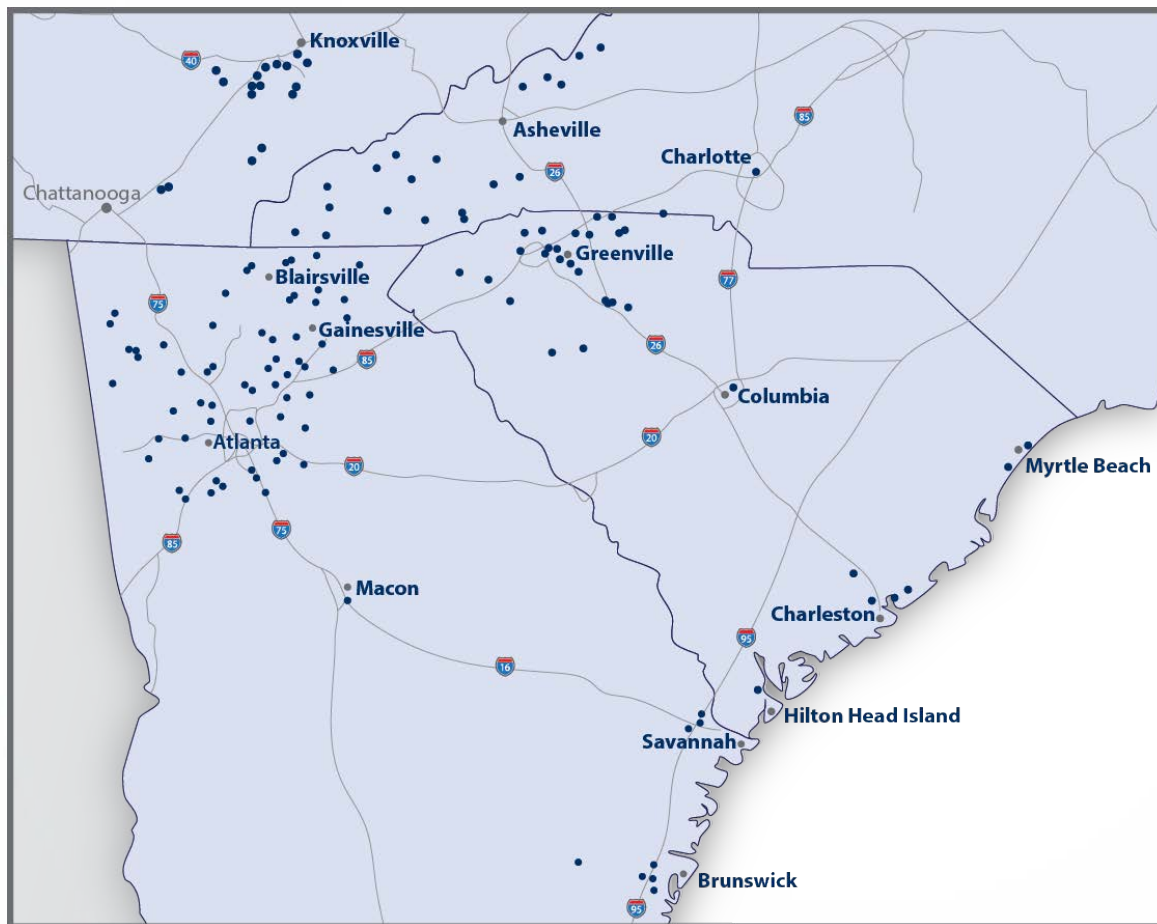
NON-GAAP MEASURES

This presentation includes financial information determined by methods other than in accordance with generally accepted accounting principles ("GAAP"). This financial information includes certain operating performance measures, which exclude merger-related and other charges that are not considered part of recurring operations, such as "operating net income,"

"operating net income per diluted share," "tangible book value," "operating return on common equity," "operating return on tangible common equity," "operating return on assets," "operating dividend payout ratio," "operating efficiency ratio," "average tangible equity to average assets," "average tangible common equity to average assets" and "tangible common equity to risk-weighted assets." The most comparable GAAP measures to these measures are: net income, net income available to common shareholders, diluted income per common share, ROE, ROA, efficiency ratio, dividend payout ratio, expenses, net income, and equity to assets.

Management has included these non-GAAP measures because we believe they may provide useful supplemental information for evaluating our underlying performance trends. Further, management uses these measures in managing and evaluating our business and intends to refer to them in discussions about our operations and performance. Operating performance measures should be viewed in addition to, and not as an alternative to or substitute for, measures determined in accordance with GAAP, and are not necessarily comparable to non-GAAP measures that may be presented by other companies. For a reconciliation of the differences between our non-GAAP financial measures and the most comparable GAAP measures, please refer to the 'Non-GAAP Reconciliation Tables' included in the exhibits to this presentation.

Snapshot of United Community Banks, Inc.



- Headquartered in Blairsville, GA
- Regional Headquarters in Greenville, SC
- Four state regional community bank: GA, NC, SC and TN
- One of the largest community banks in the Southeast
- Established in 1950
- 139 locations
- 1,961 employees



Market Data

| | |
|---------------------------|---------|
| Ticker | UCBI |
| Price (as of 1/20/2017) | \$27.90 |
| Market Cap | \$2.0B |
| P/E (2017e) | 17.8x |
| P/TBV | 215% |
| Avg. Daily Vol. (LTM) | 537,000 |
| Institutional Ownership | 87.2% |
| Quarterly Dividend (4Q16) | \$0.08 |

Fourth Quarter 2016

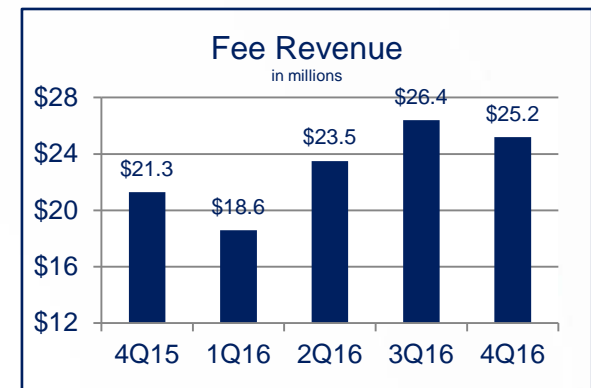
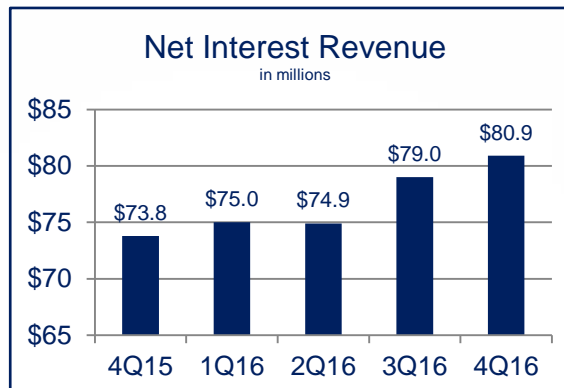
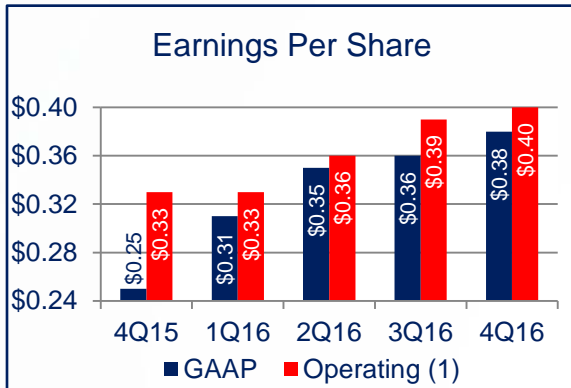
| | |
|-------------------|---------|
| Assets | \$10.7B |
| Loans | \$6.9B |
| Deposits | \$8.6B |
| EPS – GAAP | \$0.38 |
| EPS – Operating | \$0.40 |
| Total RBC | 12.1% |
| CET1 | 11.3% |
| NPA/Assets | 0.28% |
| ROA – GAAP | 1.03% |
| ROA – Operating | 1.10% |
| ROCE – GAAP | 9.89% |
| ROTCE – Operating | 12.47% |

United Foundation – The Bank that SERVICE Built

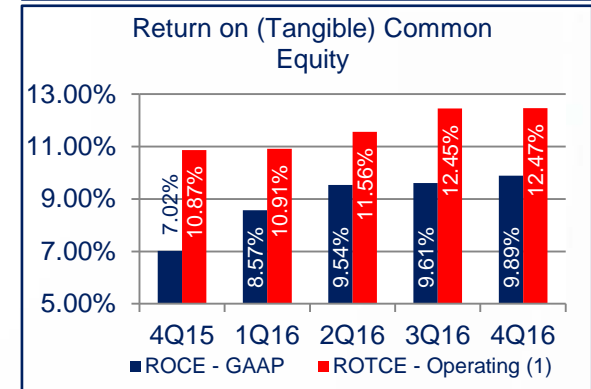
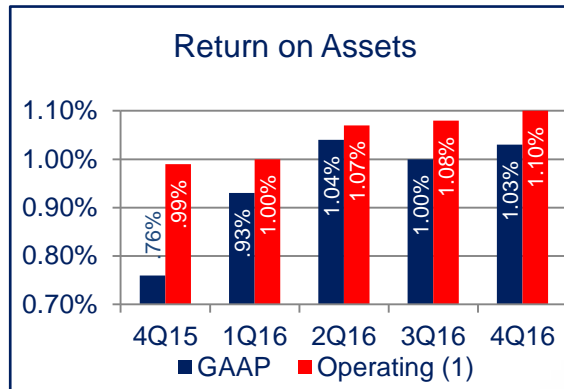
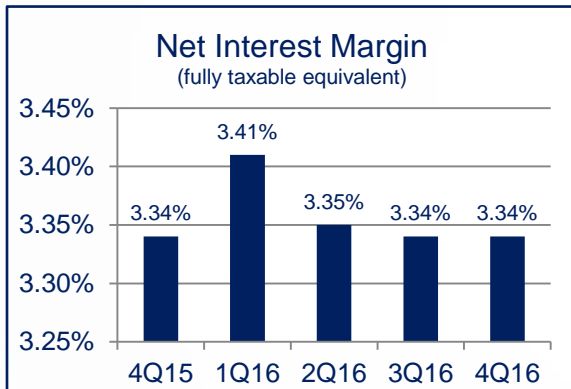


Fourth Quarter 2016 Highlights

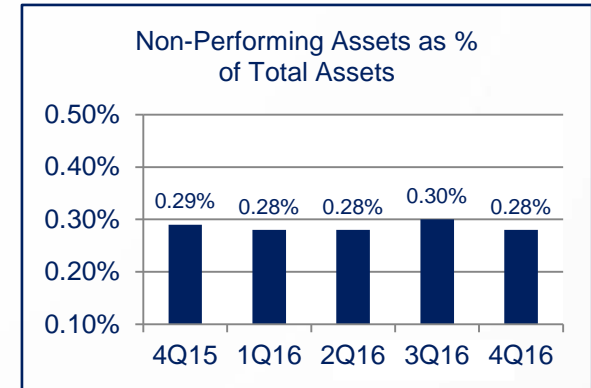
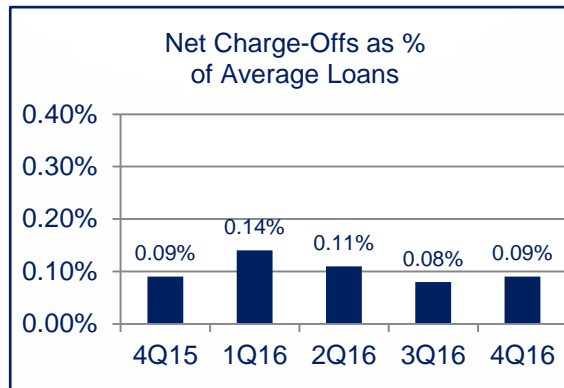
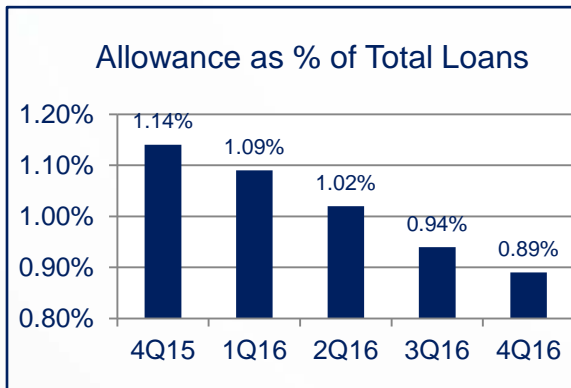
EARNINGS



PROFITABILITY



ASSET QUALITY



Fourth Quarter 2016 Highlights

| | 2015 | 2016 | | | | Variance - Incr / (Decr) | |
|--|----------|----------|----------|----------|----------|--------------------------|----------|
| | 4Q | 1Q | 2Q | 3Q | 4Q | 3Q16 | 4Q15 |
| | | | | (3) | | | |
| EARNINGS SUMMARY (\$ in thousands) | | | | | | | |
| Net Income Available to Common Shareholders - GAAP | \$18,183 | \$22,274 | \$25,266 | \$25,874 | \$27,221 | \$ 1,347 | \$ 9,038 |
| Net Income Available to Common Shareholders - Operating ⁽¹⁾ | 23,775 | 23,923 | 25,997 | 27,833 | 28,906 | 1,073 | 5,131 |
| Net Interest Revenue | 73,764 | 74,952 | 74,918 | 78,989 | 80,925 | 1,936 | 7,161 |
| Fee Revenue | 21,284 | 18,606 | 23,497 | 26,361 | 25,233 | (1,128) | 3,949 |
| Expenses - GAAP | 65,488 | 57,885 | 58,060 | 64,023 | 61,321 | (2,702) | (4,167) |
| Expenses - Operating ⁽¹⁾ | 56,410 | 55,232 | 56,884 | 60,871 | 60,180 | (691) | 3,770 |
| PER SHARE DATA | | | | | | | |
| Diluted EPS - GAAP | \$ 0.25 | \$ 0.31 | \$ 0.35 | \$ 0.36 | \$ 0.38 | \$ 0.02 | \$ 0.13 |
| Diluted EPS - Operating ⁽¹⁾ | 0.33 | 0.33 | 0.36 | 0.39 | 0.40 | 0.01 | 0.07 |
| Book Value per Share | 14.02 | 14.35 | 14.80 | 15.12 | 15.06 | (0.06) | 1.04 |
| Tangible Book Value per Share | 12.06 | 12.40 | 12.84 | 13.00 | 12.95 | (0.05) | 0.89 |
| KEY OPERATING PERFORMANCE MEASURES | | | | | | | |
| Return on Assets - GAAP | 0.76 % | 0.93 % | 1.04 % | 1.00 % | 1.03 % | 0.03 % | 0.27 % |
| Return on Assets - Operating ⁽¹⁾ | 0.99 | 1.00 | 1.07 | 1.08 | 1.10 | 0.02 | 0.11 |
| Return on Common Equity - GAAP | 7.02 | 8.57 | 9.54 | 9.61 | 9.89 | 0.28 | 2.87 |
| Return on Tangible Common Equity - Operating ⁽¹⁾ | 10.87 | 10.91 | 11.56 | 12.45 | 12.47 | 0.02 | 1.60 |
| Net Interest Margin (fully taxable equivalent) | 3.34 | 3.41 | 3.35 | 3.34 | 3.34 | - | - |
| Efficiency Ratio - GAAP | 68.97 | 61.94 | 59.02 | 60.78 | 57.65 | (3.13) | (11.32) |
| Efficiency Ratio - Operating ⁽¹⁾ | 59.41 | 59.10 | 57.82 | 57.79 | 56.58 | (1.21) | (2.83) |
| ASSET QUALITY | | | | | | | |
| Allowance for Loan Losses to Loans | 1.14 % | 1.09 % | 1.02 % | 0.94 % | 0.89 % | (0.05) % | (0.25) % |
| NPAs to Loans and Foreclosed Properties | 0.46 | 0.45 | 0.44 | 0.46 | 0.43 | (0.03) | (0.03) |
| NPAs to Total Assets | 0.29 | 0.28 | 0.28 | 0.30 | 0.28 | (0.02) | (0.01) |
| AT PERIOD END (\$ in millions) | | | | | | | |
| Loans | \$ 5,995 | \$ 6,106 | \$ 6,287 | \$ 6,725 | \$ 6,921 | \$ 196 | \$ 926 |
| Investment Securities | 2,656 | 2,757 | 2,677 | 2,560 | 2,762 | 202 | 106 |
| Total Assets | 9,616 | 9,781 | 9,928 | 10,298 | 10,709 | 411 | 1,093 |
| Deposits | 7,873 | 7,960 | 7,857 | 8,442 | 8,638 | 196 | 765 |

⁽¹⁾ See non-GAAP reconciliation table slides at the end of the exhibits ⁽²⁾ Includes Tideland as of the acquisition date of July 1, 2016

Fourth Quarter 2016 Highlights

| | | 4Q16 | 3Q16 | 4Q15 |
|--------------------------------|--------------------------|---------|---------|---------|
| Net Income (\$ in millions) | GAAP | \$ 27.2 | \$ 25.9 | \$ 18.2 |
| | Operating ⁽¹⁾ | 28.9 | 27.8 | 23.8 |
| EPS | GAAP | .38 | .36 | .25 |
| | Operating ⁽¹⁾ | .40 | .39 | .33 |
| ROA | GAAP | 1.03% | 1.00% | 0.76% |
| | Operating ⁽¹⁾ | 1.10 | 1.08 | 0.99 |
| ROCE | GAAP | 9.89 | 9.61 | 7.02 |
| ROTCE | Operating ⁽¹⁾ | 12.47 | 12.45 | 10.87 |

Protecting High-Quality Balance Sheet ⁽¹⁾

- | | |
|--------------------|---|
| Asset Quality | <ul style="list-style-type: none"> ▶ Top-Quartile Credit Quality Performance <ul style="list-style-type: none"> • No provision compared with a recovery of \$300 thousand in 3Q16 and provision of \$300 thousand in 4Q15 • Net charge-offs to loans of 0.09% - increased 1bp from 3Q16 and unchanged from 4Q15 • NPAs were 0.28% of total assets compared with 0.30% in 3Q16 and 0.29% in 4Q15 • Allowance was 0.89% of total loans compared with 0.94% at 3Q16 and 1.14% at 4Q15 |
| Capital Management | <ul style="list-style-type: none"> ▶ Solid and Well-Capitalized Regulatory Capital Ratios <ul style="list-style-type: none"> • Tier I Common to Risk Weighted Assets of 11.3% and Tier I Leverage of 8.5% • Tier I Risk Based Capital of 11.3% and Total Risk Based Capital of 12.1% ▶ Committed to Returning Value to Shareholders While Balancing Reinvestment in United <ul style="list-style-type: none"> • Quarterly dividend of \$0.08 in 4Q16 and 3Q16 and \$0.07 per share in 2Q16 and 1Q16 compared with \$0.06 in 4Q15 • Dividend payout ratio of 21.1% in 4Q16 compared with 22.2% in 3Q16 and 24.0% in 4Q15; on an operating basis, the dividend payout ratio was 20.0%, 20.5% and 18.2%, respectively • Stock repurchases to-date of \$13.6 million (764,000 shares / average price of \$17.85 per share) – authorized \$50 million |

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

Fourth Quarter 2016 Highlights

Increasing Profitability

| | |
|--|---|
| Net Interest Revenue | <ul style="list-style-type: none"> ▶ \$80.9 Million – Increased from 3Q16 and from 4Q15 <ul style="list-style-type: none"> • Increased \$1.9 million from 3Q16 and \$7.2 million from 4Q15 • Average loans increased to \$6.81 billion in 4Q16 from \$6.68 billion in 3Q16 and \$5.98 billion in 4Q15 • Average investment securities increased to \$2.69 billion in 4Q16 from \$2.61 billion in 3Q16 and 4Q15 |
| Taxable Equivalent Net Interest Margin | <ul style="list-style-type: none"> ▶ 3.34% - Unchanged from 3Q16 and 4Q15 <ul style="list-style-type: none"> • Loan yield increased to 4.18% in 4Q16 from 4.14% in 3Q16 and decreased from 4.22% in 4Q15 <ul style="list-style-type: none"> ○ Decline from 4Q15 due to pricing pressures and higher mix of floating-rate loans ○ Linked quarter increase due to rising short-term interest rates • Investment securities yield increased to 2.39% in 4Q16 from 2.38% in 3Q16 and 2.31% in 4Q15 • Funding costs increased to 0.41% in 4Q16 from 0.39% in 3Q16 and 0.36% in 4Q15 |
| Fee Revenue | <ul style="list-style-type: none"> ▶ \$25.2 Million – Fee Revenue Expansion Focus Through Targeted Growth Initiatives <ul style="list-style-type: none"> • Decreased \$1.1 million from 3Q16 and increased \$3.9 million from 4Q15 • Linked quarter growth in gains from sales of SBA government guaranteed loans of \$549 thousand and mortgage loan and related fees of \$477 thousand offset partially by a decline of \$1.5 million in other fee revenue due primarily to lower customer derivative and merchant services fees. • Year-over-year growth in gains from the sales of SBA government guaranteed loans of \$1.0 million, mortgage loan and related fees of \$3.2 million and other fee revenue of \$1.0 million. |

Fourth Quarter 2016 Highlights

Generating Growth

Loan Growth

- ▶ \$6.92 Billion - Well-Diversified Loan Portfolio
 - Increased \$196 million from 3Q16, or 12% annualized and \$619 million from 4Q15, or 10% (excluding mergers)
 - Strong loan production of \$747 million vs. \$641 million in 3Q16 and \$590 million in 4Q15

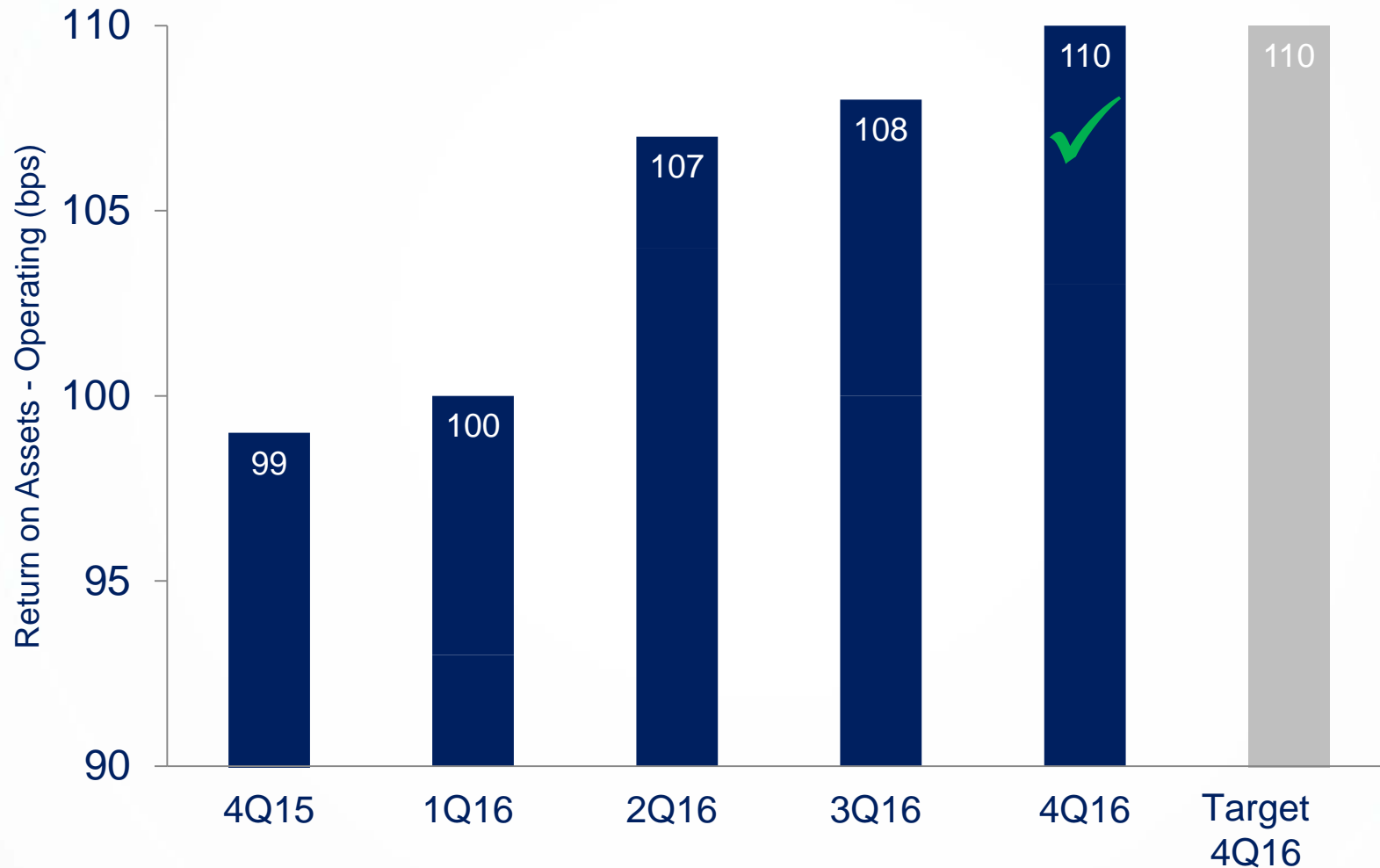
Core Transaction Deposits

- ▶ \$5.9 Billion – Solid Low-Cost Core Transaction Deposits
 - Increased \$62 million from 3Q16, or 4% annualized, and \$489 million from 4Q15, or 9%, excluding deposits acquired in mergers

Acquisitions

- ▶ 2016 - Tidelands Bancshares, Inc.
 - Closed merger with Tidelands Bancshares, Inc., headquartered in Mt. Pleasant, South Carolina, on July 1, 2016
 - Added seven branches to our Coastal, South Carolina footprint
 - System conversion completed in November 2016
 - Strategic purchase completes a two-step plan, accelerating growth in attractive coastal South Carolina markets, providing additional organic growth from the lift-out of an experienced lending team and was immediately accretive to operating earnings

Path to 1.10% ROA (Operating) by Q416



Protecting High-Quality Balance Sheet

Credit Quality



\$ in millions

| | 4Q15 | 1Q16 | 2Q16 | 3Q16 | 4Q16 |
|-------------------------------|----------|----------|----------|----------|----------|
| Net Charge-offs | \$ 1.3 | \$ 2.1 | \$ 1.7 | \$ 1.4 | \$ 1.5 |
| as % of Average Loans | 0.09 % | 0.14 % | 0.11 % | 0.08 % | 0.09 % |
| Allowance for Loan Losses | \$ 68.4 | \$ 66.3 | \$ 64.3 | \$ 63.0 | \$ 61.4 |
| as % of Total Loans | 1.14 % | 1.09 % | 1.02 % | 0.94 % | 0.89 % |
| as % of NPLs | 302 | 296 | 301 | 292 | 285 |
| Past Due Loans (30 - 89 Days) | 0.26 % | 0.21 % | 0.22 % | 0.33 % | 0.25 % |
| Non-Performing Loans | \$ 22.6 | \$ 22.4 | \$ 21.3 | \$ 21.6 | \$ 21.5 |
| OREO | 4.9 | 5.2 | 6.2 | 9.2 | 8.0 |
| Total NPAs | 27.5 | 27.6 | 27.5 | 30.8 | 29.5 |
| Performing Classified Loans | 127.5 | 121.1 | 118.5 | 121.6 | 114.3 |
| Total Classified Assets | \$ 155.0 | \$ 148.7 | \$ 146.0 | \$ 152.4 | \$ 143.8 |
| as % of Tier 1 / Allowance | 17 % | 16 % | 15 % | 15 % | 14 % |
| Accruing TDRs | \$ 83.0 | \$ 72.8 | \$ 73.3 | \$ 70.1 | \$ 67.8 |
| Total NPAs | | | | | |
| as % of Total Assets | 0.29 | 0.28 | 0.28 | 0.30 | 0.28 |
| as % of Loans & OREO | 0.46 | 0.45 | 0.44 | 0.46 | 0.43 |

Protecting High-Quality Balance Sheet

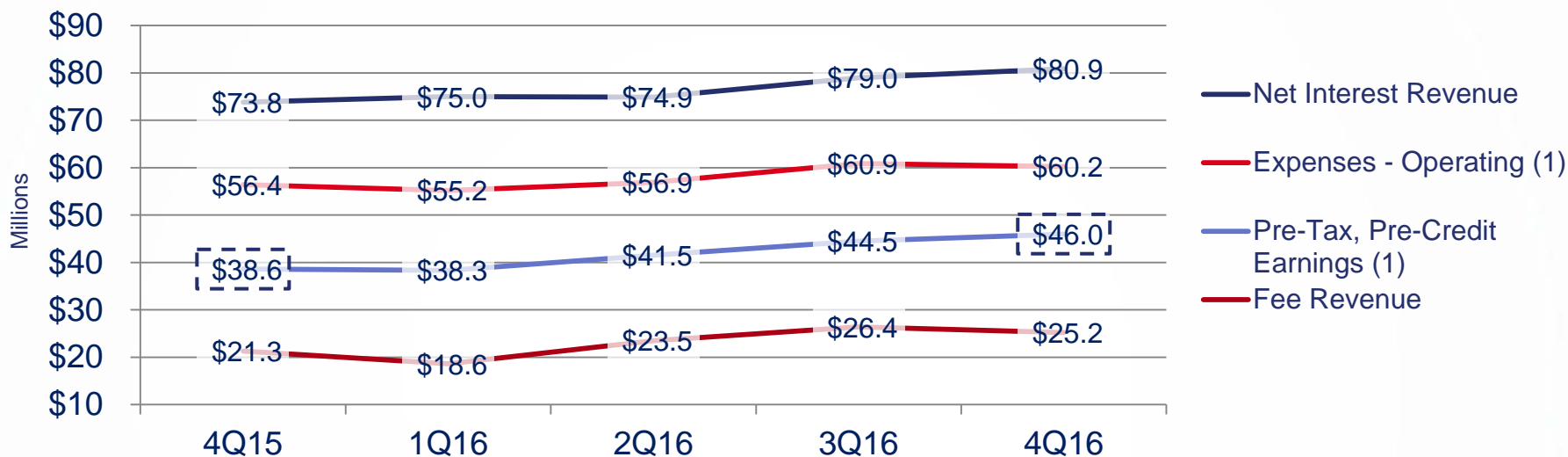
Prudent Capital Management

| Holding Company | 4Q16 | 3Q16 | 2Q16 | 1Q16 | 4Q15 |
|--|-------|-------|-------|-------|-------|
| Tier I Risk-Based Capital | 11.3% | 11.0% | 11.4% | 11.3% | 11.5% |
| Total Risk-Based Capital | 12.1 | 11.9 | 12.4 | 12.3 | 12.5 |
| Leverage | 8.5 | 8.4 | 8.5 | 8.4 | 8.3 |
| Tier I Common Risk-Based Capital | 11.3 | 11.0 | 11.4 | 11.3 | 11.5 |
| Tangible Common Equity to Risk-Weighted Assets | 11.9 | 12.2 | 12.9 | 12.8 | 12.8 |
| Average Tangible Equity to Average Assets | 9.0 | 9.0 | 9.4 | 9.4 | 9.4 |

- ▶ All regulatory capital ratios significantly above “well-capitalized”
- ▶ Stock repurchases of \$13.6 million through September 30, 2016 (764,000 shares / average price of \$17.85 per share); None in 4Q16
- ▶ Paid fourth quarter shareholder dividend of \$0.08 per share on January 5, 2017 to shareholders of record on December 15, 2016; Up \$0.02 per share from 4Q15
- ▶ Tidelands acquisition completed on July 1, 2016. No shares issued
- ▶ Palmetto acquisition lowered Leverage ratio in 4Q15 (full quarter impact of average assets)
- ▶ Continued strong earnings and \$98.5 million of future DTA recovery driving regulatory capital growth

Increasing Profitability

Earnings, Fee Revenue, and Expenses



Earnings (pre-tax, pre-credit)

\$ in thousands

| | 4Q16 | 3Q16 | 4Q15 |
|--|------------------|-----------------|-----------------|
| Net Interest Revenue | \$ 80,925 | \$ 1,936 | \$ 7,161 |
| Fee Revenue | 25,233 | (1,128) | 3,949 |
| Gross Revenue | 106,158 | 808 | 11,110 |
| Expenses - Operating ⁽¹⁾ | 60,180 | (691) | 3,770 |
| Pre-Tax, Pre-Credit Earnings ⁽¹⁾ | 45,978 | 1,499 | 7,340 |
| Merger-Related and Other Charges | (1,141) | (2,011) | (7,937) |
| Provision for Credit Losses | - | 300 | (300) |
| Income Taxes | (17,616) | 1,863 | 6,564 |
| Net Income - GAAP | \$ 27,221 | \$ 1,347 | \$ 9,013 |

Net Interest Margin 3.34 % - % - %
(fully taxable equivalent)

Fee Revenue

\$ in thousands

| | 4Q16 | 3Q16 | 4Q15 |
|--------------------------------|------------------|-------------------|-----------------|
| Overdraft Fees | \$ 3,545 | \$ (103) | \$ (327) |
| Interchange Fees | 5,250 | (33) | (195) |
| Other Service Charges | 1,858 | (30) | (325) |
| Total Service Charges and Fees | 10,653 | (166) | (847) |
| Mortgage Loan & Related Fees | 6,516 | 477 | 3,226 |
| Brokerage Fees | 911 | (288) | (147) |
| Gains from SBA Loan Sales | 3,028 | 549 | 1,033 |
| Securities Gains, Net | 60 | (201) | (318) |
| Other | 4,065 | (1,499) | 1,002 |
| Fee Revenue | \$ 25,233 | \$ (1,128) | \$ 3,949 |

Expenses

\$ in thousands

| | 4Q16 | 3Q16 | 4Q15 |
|--|------------------|-------------------|-------------------|
| Salaries & Employee Benefits | \$ 35,677 | \$ (801) | \$ 2,738 |
| Communications & Equipment | 4,753 | (166) | 18 |
| Occupancy | 5,210 | 78 | 544 |
| FDIC Assessment | 1,413 | 1 | (50) |
| Advertising & Public Relations | 1,151 | 63 | 173 |
| Postage, Printing & Supplies | 1,353 | (98) | 60 |
| Professional Fees | 2,773 | (387) | (558) |
| Other Expense | 7,850 | 619 | 845 |
| Expenses - Operating ⁽¹⁾ | 60,180 | (691) | 3,770 |
| Merger-Related and Other Charges | 1,141 | (2,011) | (7,937) |
| Expenses - GAAP | \$ 61,321 | \$ (2,702) | \$ (4,167) |

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

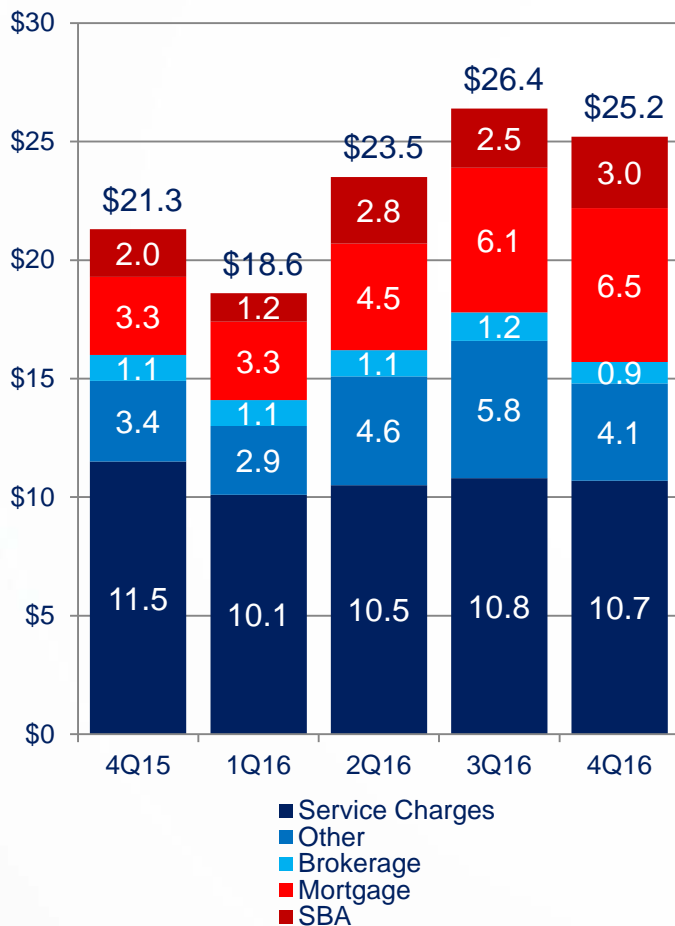
Increasing Profitability

Fee Revenue

Driving Fee Revenue Through Core Banking Infrastructure

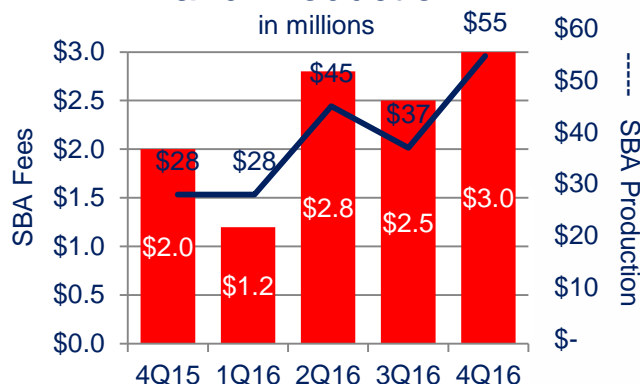
Fee Revenue

in millions



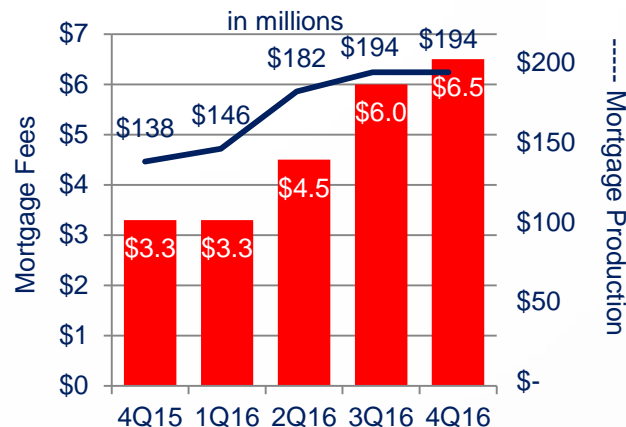
SBA Fees (Gains) and Production

in millions



Mortgage Fees and Production

in millions



SBA

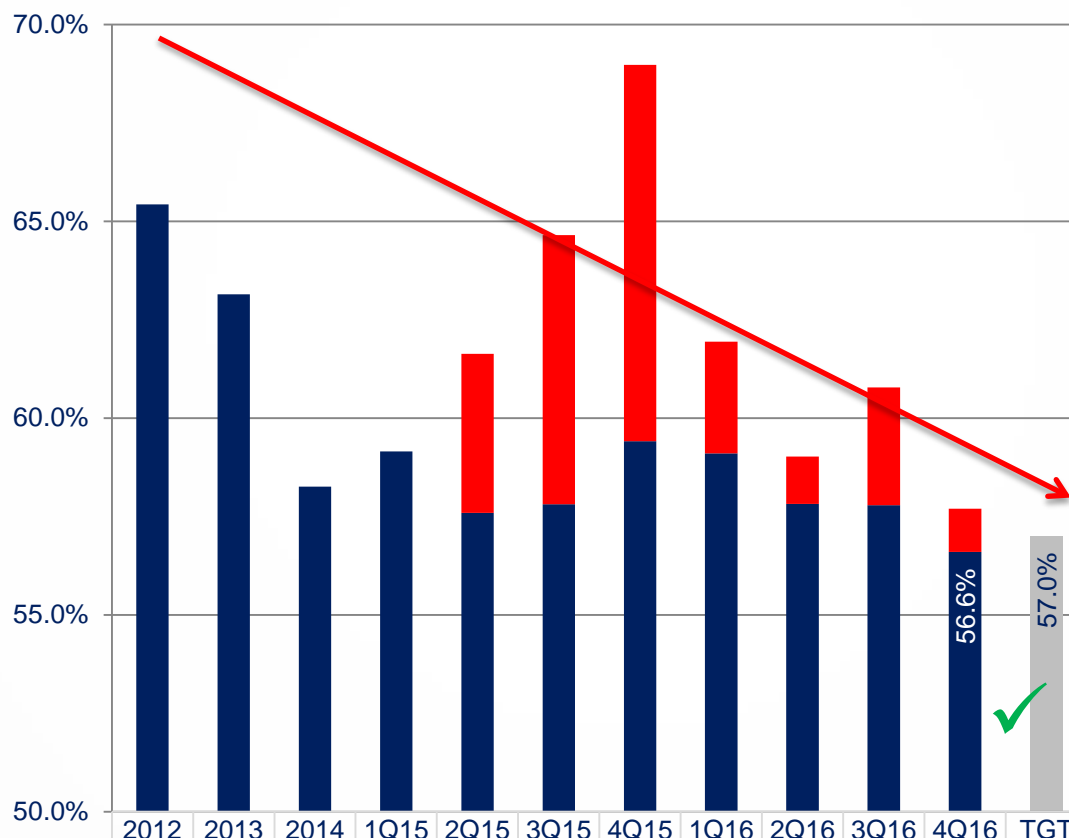
- ▶ 4Q16 Sales \$41 million
- ▶ 2016 Sales \$120 million
- ▶ 2015 Sales \$71 million
- ▶ Target market: small businesses with revenue between \$1 million and \$25 million
- ▶ Two Channels
 - Footprint
 - National Verticals

Mortgage

- ▶ Growth Strategy
 - Building on proven strengths in legacy markets of capturing business from a large percentage of United customers
 - Increase sales capacity in metro area growth markets
 - Compete favorably on product and service with banks and non-banks of all sizes

Expense Discipline

Efficiency Ratio ⁽¹⁾



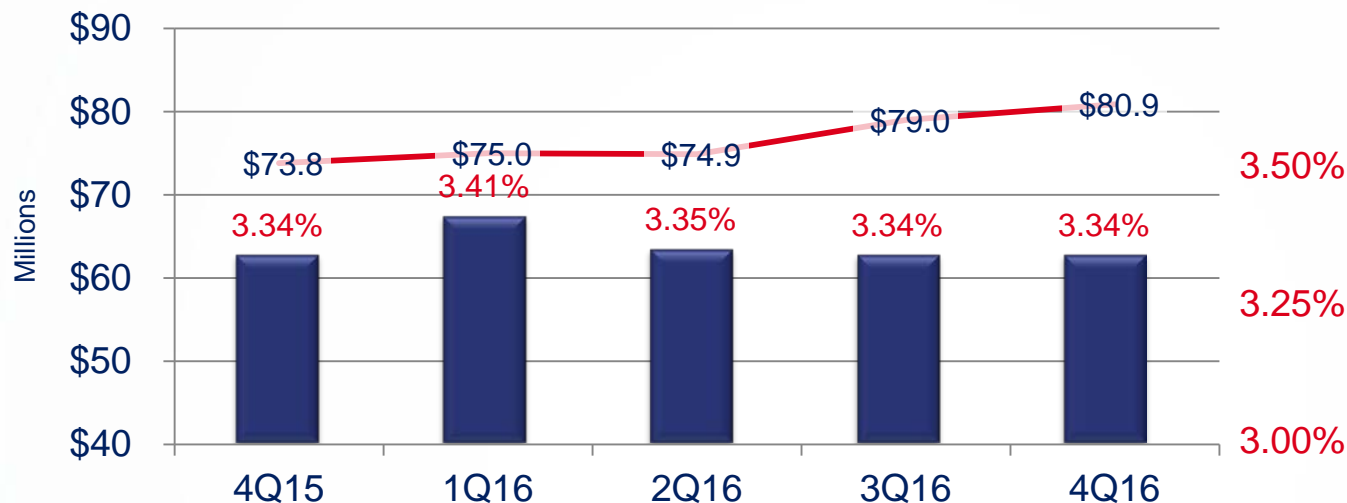
- ▶ Efficiency improvements are attributable to various expense reduction initiatives while maintaining high business growth
- ▶ Declining trend sustained while making substantial investments in growth and infrastructure

| | 2012 | 2013 | 2014 | 1Q15 | 2Q15 | 3Q15 | 4Q15 | 1Q16 | 2Q16 | 3Q16 | 4Q16 | TGT |
|----------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| GAAP | 65.4% | 63.1% | 58.3% | 59.2% | 61.6% | 64.7% | 69.0% | 61.9% | 59.0% | 60.8% | 57.7% | |
| Non-GAAP Adjustments | 0.0% | 0.0% | 0.0% | 0.0% | 4.0% | 6.8% | 9.6% | 2.8% | 1.2% | 3.0% | 1.1% | |
| Operating | 65.4% | 63.1% | 58.3% | 59.2% | 57.6% | 57.8% | 59.4% | 59.1% | 57.8% | 57.8% | 56.6% | 57.0% |

Increasing Profitability

Key Drivers of Net Interest Revenue / Margin

Net Interest Revenue & Margin ⁽¹⁾



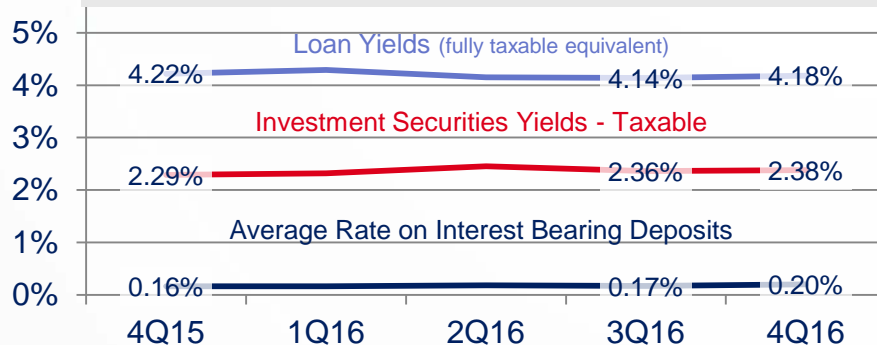
3Q16 Impacted By

NET INTEREST REVENUE

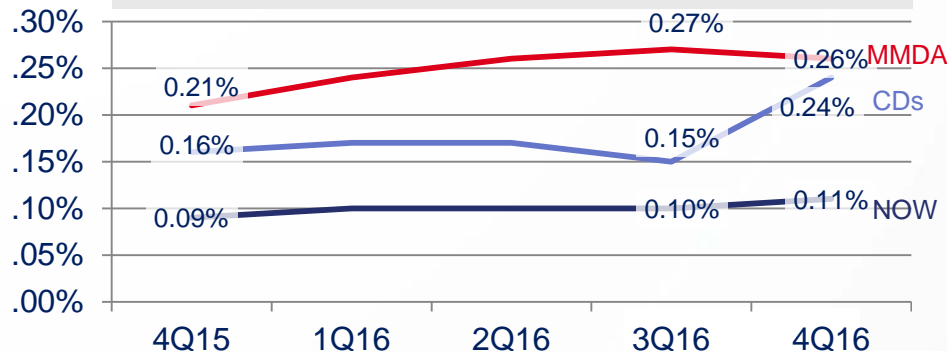
- Tidelands acquisition on July 1, 2016
- Margin steady; Continued loan pricing pressures offset by benefit of rising short-term interest rates

Net Interest Revenue Key Drivers

Loan / Securities / Deposit Yields



Customer Deposit Pricing ⁽²⁾



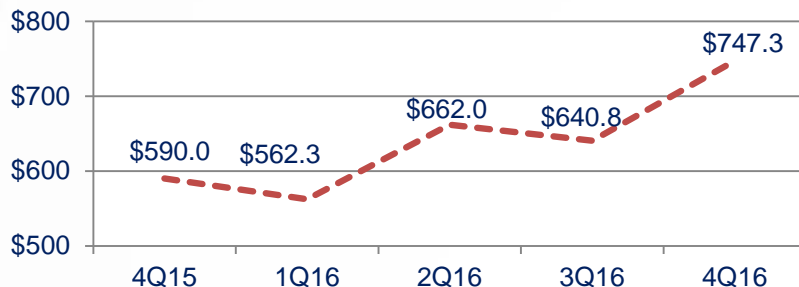
⁽¹⁾ Net interest margin is calculated on a fully taxable equivalent basis ⁽²⁾ Excludes brokered deposits

Generating Growth

New Loans Funded and Advances⁽¹⁾

\$ in millions

New Loans Funded and Advances



New Loans Funded and Advances by Category

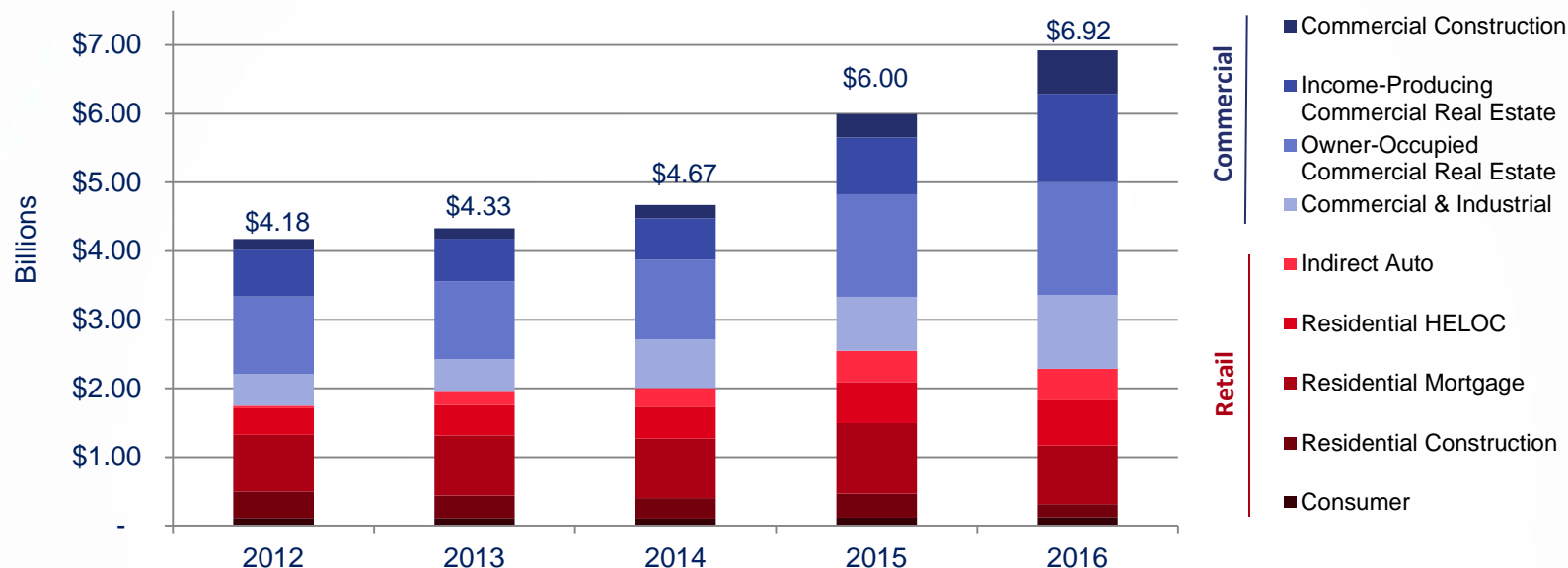
| | 4Q16 | 3Q16 | 4Q15 | Variance-Incr(Decr) | |
|--------------------------|----------|----------|----------|---------------------|----------|
| | | | | 3Q16 | 4Q15 |
| Commercial & Industrial | \$ 168.0 | \$ 140.0 | \$ 160.5 | \$ 28.0 | \$ 7.5 |
| Owner-Occupied CRE | 139.5 | 92.8 | 85.9 | 46.7 | 53.6 |
| Income-Producing CRE | 160.4 | 148.0 | 102.2 | 12.4 | 58.2 |
| Commercial Constr. | 10.7 | 45.7 | 41.3 | (35.0) | (30.6) |
| Total Commercial | 478.6 | 426.5 | 389.9 | 52.1 | 88.7 |
| Residential Mortgage | 68.7 | 39.8 | 31.8 | 28.9 | 36.9 |
| Residential HELOC | 60.6 | 66.4 | 41.0 | (5.8) | 19.6 |
| Residential Construction | 83.7 | 46.7 | 33.2 | 37.0 | 50.5 |
| Consumer | 55.7 | 61.4 | 94.1 | (5.7) | (38.4) |
| Total | \$ 747.3 | \$ 640.8 | \$ 590.0 | \$ 106.5 | \$ 157.3 |

New Loans Funded and Advances by Region

| | 4Q16 | 3Q16 | 4Q15 | Variance-Incr(Decr) | |
|---------------------------|----------|----------|----------|---------------------|----------|
| | | | | 3Q16 | 4Q15 |
| Atlanta | \$ 143.6 | \$ 110.6 | \$ 94.7 | \$ 33.0 | 48.9 |
| Coastal Georgia | 34.4 | 53.6 | 59.2 | (19.2) | (24.8) |
| North Georgia | 74.4 | 71.0 | 61.0 | 3.4 | 13.4 |
| North Carolina | 36.1 | 35.4 | 27.6 | .7 | 8.5 |
| Tennessee | 34.6 | 35.1 | 27.3 | (.5) | 7.3 |
| Gainesville | 20.3 | 9.8 | 21.5 | 10.5 | (1.2) |
| South Carolina | 146.3 | 120.4 | 68.3 | 25.9 | 78.0 |
| Total Community Banks | 489.7 | 435.9 | 359.6 | 53.8 | 130.1 |
| Asset-based Lending | 38.0 | 9.7 | 18.4 | 28.3 | 19.6 |
| Commercial RE | 48.3 | 37.8 | 47.5 | 10.5 | 0.8 |
| Senior Care | 17.4 | 4.8 | - | 12.6 | 17.4 |
| Middle Market | 32.8 | 51.6 | 48.2 | (18.8) | (15.4) |
| SBA | 54.7 | 37.0 | 24.1 | 17.7 | 30.6 |
| Builder Finance | 24.9 | 25.2 | 19.2 | (0.3) | 5.7 |
| Total Specialized Lending | 216.1 | 166.1 | 157.4 | 50.0 | 58.7 |
| Indirect Auto | 41.5 | 38.8 | 73.0 | 2.7 | (31.5) |
| Total | \$ 747.3 | \$ 640.8 | \$ 590.0 | \$ 106.5 | \$ 157.3 |

Generating Growth

Loan Mix



Loans by Category in millions

| | 2012 | 2013 | 2014 | 2015 | 2016 |
|--------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| Commercial & Industrial | \$ 456 | \$ 471 | \$ 710 | \$ 785 | \$ 1,070 |
| Owner-Occupied CRE | 1,254 | 1,238 | 1,257 | 1,571 | 1,650 |
| Income-Producing CRE | 891 | 807 | 767 | 1,021 | 1,282 |
| Commercial Constr. | 407 | 336 | 364 | 518 | 634 |
| Total Commercial | 3,008 | 2,852 | 3,098 | 3,895 | 4,636 |
| Residential Mortgage | 517 | 604 | 614 | 764 | 857 |
| Residential HELOC | 375 | 430 | 456 | 589 | 655 |
| Residential Construction | 122 | 136 | 131 | 176 | 190 |
| Consumer | 115 | 111 | 104 | 115 | 124 |
| Indirect Auto | 38 | 196 | 269 | 456 | 459 |
| Total Loans | \$ 4,175 | \$ 4,329 | \$ 4,672 | \$ 5,995 | \$ 6,921 |

Loans by Region in millions

| | 2012 | 2013 | 2014 | 2015 | 2016 |
|-------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| North Georgia | \$ 1,364 | \$ 1,240 | \$ 1,163 | \$ 1,125 | \$ 1,097 |
| Atlanta MSA | 1,204 | 1,235 | 1,243 | 1,259 | 1,399 |
| North Carolina | 579 | 572 | 553 | 549 | 545 |
| Coastal Georgia | 400 | 423 | 456 | 537 | 581 |
| Gainesville MSA | 261 | 255 | 257 | 254 | 248 |
| East Tennessee ⁽¹⁾ | 283 | 280 | 280 | 504 | 504 |
| South Carolina ⁽²⁾ | - | 4 | 30 | 819 | 1,233 |
| Total Community Banks | 4,091 | 4,009 | 3,982 | 5,047 | 5,607 |
| Specialized Lending | 46 | 124 | 421 | 492 | 855 |
| Indirect Auto ⁽³⁾ | 38 | 196 | 269 | 456 | 459 |
| Total Loans | \$ 4,175 | \$ 4,329 | \$ 4,672 | \$ 5,995 | \$ 6,921 |

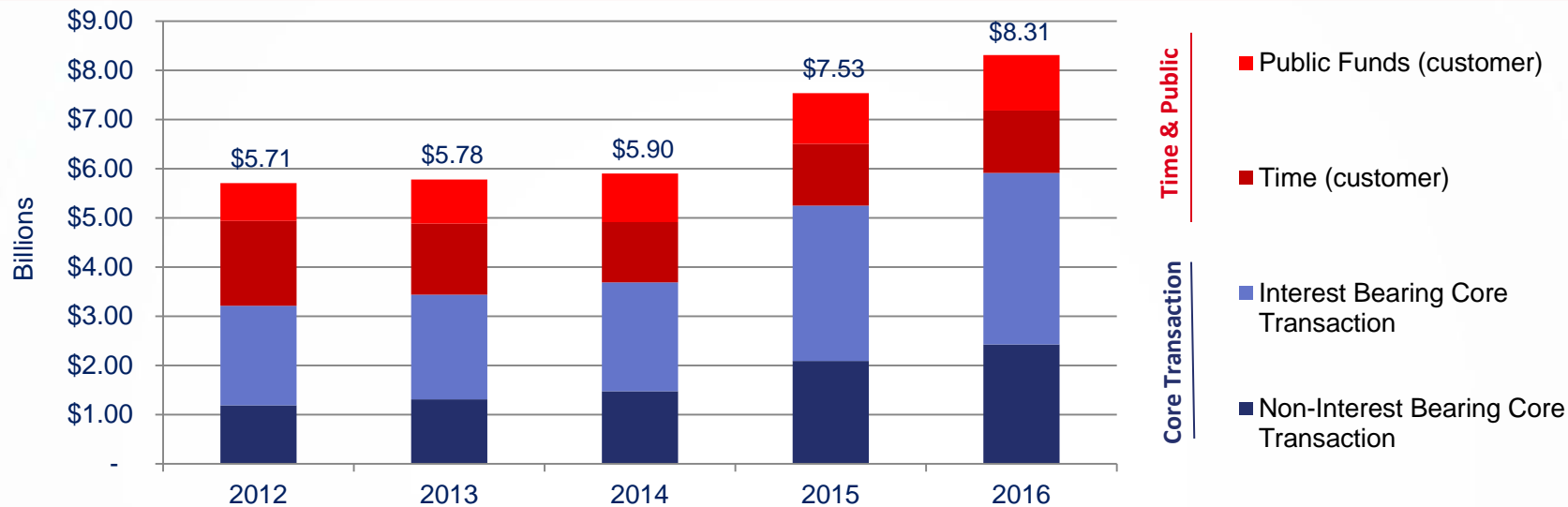
⁽¹⁾Includes \$244 million from the acquisition of FNB on May 1, 2015

⁽²⁾Includes \$733 million and \$306 million, respectively, from the acquisitions of Palmetto on September 1, 2015 and Tidelands on July 1, 2016

⁽³⁾Includes \$63 million from the acquisition of Palmetto on September 1, 2015

Generating Growth

Customer Deposit Mix



Deposits by Category in millions

| | 2012 | 2013 | 2014 | 2015 | 2016 |
|----------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| Non-Interest Bearing Core | | | | | |
| Demand Deposit | \$ 1,188 | \$ 1,311 | \$ 1,471 | \$ 2,089 | \$ 2,423 |
| Interest Bearing Core | | | | | |
| NOW | 654 | 659 | 668 | 1,109 | 1,114 |
| MMDA | 1,145 | 1,218 | 1,259 | 1,584 | 1,830 |
| Savings | 226 | 250 | 292 | 469 | 548 |
| Total Interest Bearing Core | 2,025 | 2,127 | 2,219 | 3,162 | 3,492 |
| Total Core Trans Deposits | 3,213 | 3,438 | 3,690 | 5,251 | 5,915 |
| Time (Customer) | 1,724 | 1,445 | 1,223 | 1,251 | 1,267 |
| Public Funds (Customer) | 770 | 894 | 989 | 1,032 | 1,128 |
| Brokered | 245 | 412 | 425 | 339 | 328 |
| Total Deposits | \$ 5,952 | \$ 6,189 | \$ 6,327 | \$ 7,873 | \$ 8,638 |

Core Transaction Deposit Growth by Category & Region in millions

| | 2012 | 2013 | 2014 | 2015 | 2016 |
|-------------------------------|---------------|---------------|---------------|-----------------|---------------|
| Demand Deposit | \$ 232 | \$ 123 | \$ 161 | \$ 618 | \$ 334 |
| NOW | (65) | 4 | 9 | 441 | 5 |
| MMDA | 115 | 73 | 41 | 325 | 246 |
| Savings | 29 | 24 | 41 | 177 | 79 |
| Growth by Category | \$ 311 | \$ 224 | \$ 252 | \$ 1,561 | \$ 664 |
| Atlanta MSA | \$ 160 | \$ 75 | \$ 84 | \$ 223 | \$ 168 |
| North Georgia | 41 | 62 | 90 | 158 | 133 |
| North Carolina | 47 | 42 | 35 | 63 | 62 |
| Coastal Georgia | 38 | 2 | 22 | 24 | 16 |
| East Tennessee ⁽¹⁾ | 9 | 4 | 8 | 234 | (16) |
| Gainesville MSA | 16 | 19 | 10 | 34 | 48 |
| South Carolina ⁽²⁾ | - | 20 | 3 | 825 | 253 |
| Growth by Region | \$ 311 | \$ 224 | \$ 252 | \$ 1,561 | \$ 664 |

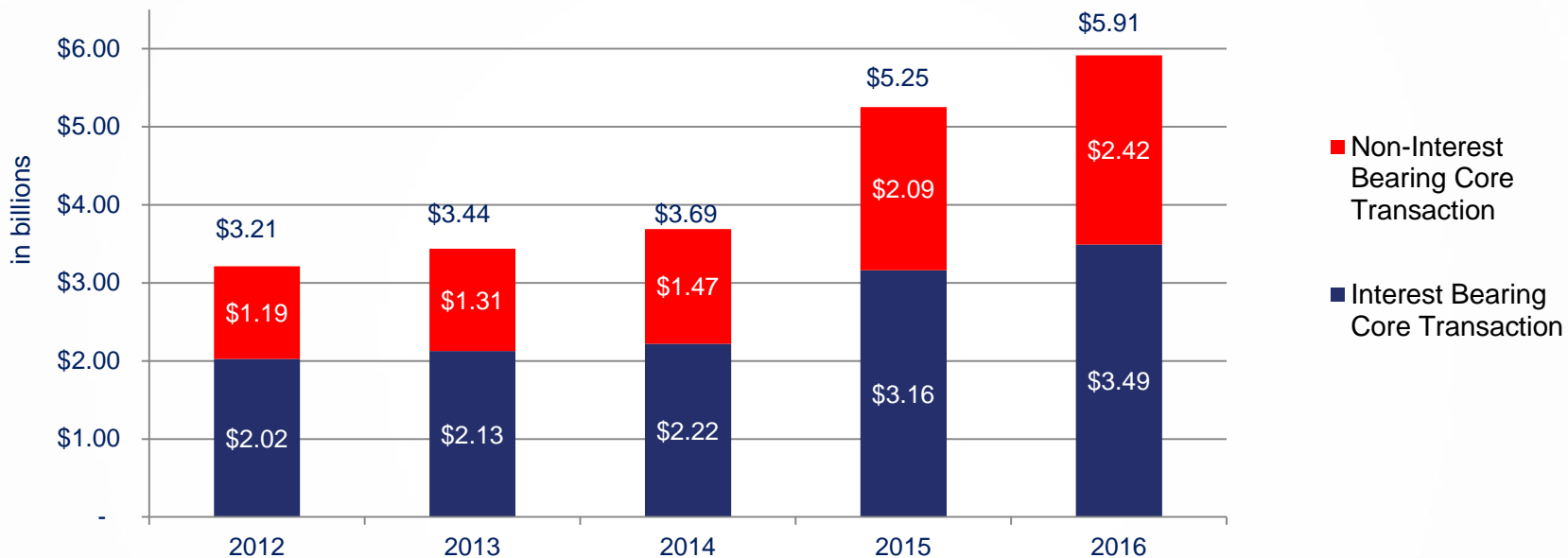
⁽¹⁾Includes \$247 million from the acquisition of FNB on May 1, 2015

⁽²⁾Includes \$790 million and \$175 million, respectively, from the acquisition of Palmetto on September 1, 2015 and Tideland on July 1, 2016

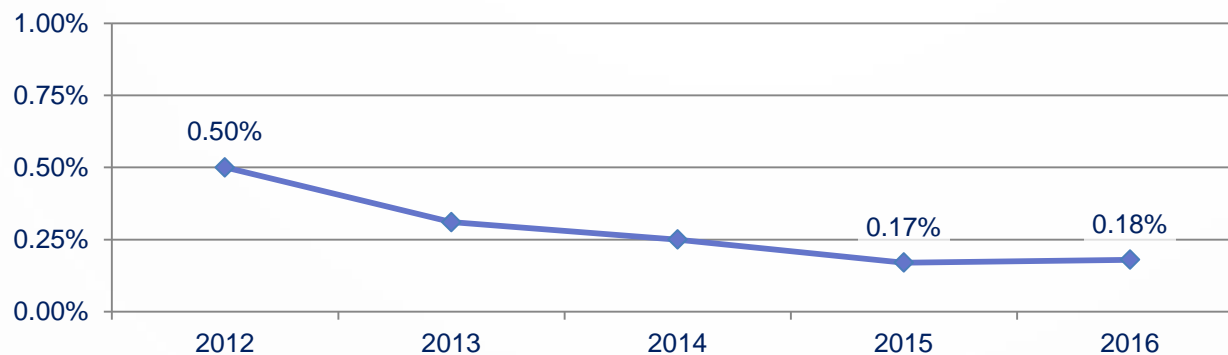
Generating Growth

Customer Deposit Mix

High-Quality, Low-Cost Core Transaction Deposit Base



Cost of Interest Bearing Deposits



Generating Growth

Acquisition of Tidelands Bancshares, Inc.

Transaction Summary

- Closed on July 1, 2016
- Conversion completed on November 11, 2016
- \$11.2 million aggregate transaction value; 100% cash consideration
 - \$2.2 million value to common, or \$0.52 per common share
 - \$9.0 million to redeem TARP, which represents a 56% discount
- Target cost savings: approximately \$5.0 million (completed 4Q16)
- Total credit mark: \$17.8 million
 - Loan mark of \$15.4 million gross or 4.8% of gross loans
 - OREO mark of \$2.4 million or 24% of year-end 2015 balances
 - Covers nonaccrual loans and OREO of \$20.5 million
- Estimated \$0.09 to \$0.10 EPS accretive in 2017
- Tangible book value dilution of approximately 1.5% with expected earn-back in just over two years
- Anticipated internal rate of return in excess of 20%

Transaction Rationale

- Significantly accelerates UCBI's Coastal South Carolina expansion and leverages existing lift-out team of experienced bankers and in-market resources, fully executing the two-step Coastal SC growth plan
- Tidelands' markets are in the top 10 fastest growing in the U.S
- Significant cost synergies enhance already compelling deal economics
- Consistent with UCBI's Southeastern expansion strategy
- Projected earnings accretion offsets the estimated earnings reduction associated with crossing the \$10 billion threshold
- Integration risk is offset by merger experience / preparedness and local management already in place

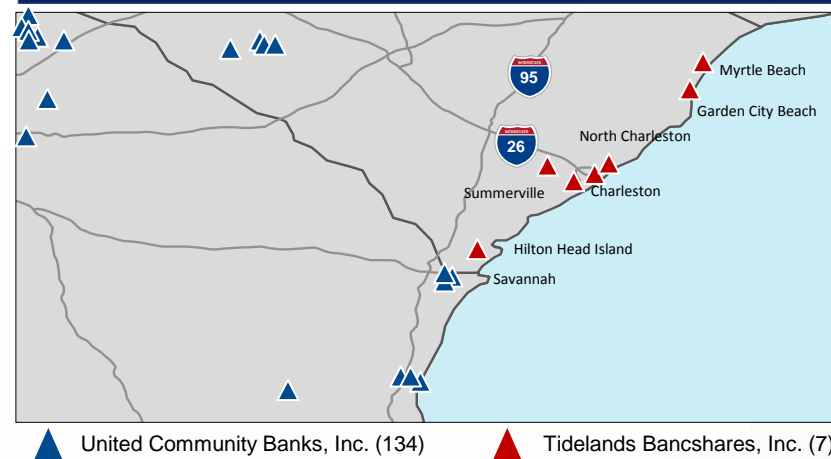
Source: SNL Financial - Financial Metrics as of December 31, 2015

⁽¹⁾ NPAs / Assets = (Nonaccrual Loans + OREO) / Total Assets

Company Overview

| | |
|------------------------------|---|
| Headquarters | Mt. Pleasant, SC |
| Established | 2003 |
| Branches (7) | Charleston (4) Myrtle Beach (2) Hilton Head (1) |
| Assets (\$MM) | \$451 |
| Total Gross Loans (\$MM) | \$306 |
| Deposits (\$MM) | \$402 |
| NPAs / Assets ⁽¹⁾ | 4.40% |

Combined Branch Map



EXHIBITS

Fourth Quarter 2016

Who We Are

Protecting High-Quality Balance Sheet

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

Increasing Profitability

- ▶ Achieved 1.10% ROA (operating) target in 4Q16, up from 0.99% in 4Q15
- ▶ Managing a steady margin with minimal accretion income
- ▶ Fee revenue expansion through focused growth initiatives
- ▶ Continued operating expense discipline while investing in growth opportunities
- ▶ Executing on M&A cost savings
- ▶ High-quality, low-cost core deposit base

Generating Growth

- ▶ Entered into and continue to target new markets with team lift-outs (Charleston, Greenville, Atlanta)
- ▶ Continuous emphasis on and enhancement of Mortgage product offerings to drive loan and revenue growth
- ▶ Addition of Specialized Lending platforms (income-property, asset-based, middle-market, SBA, senior living, builder finance) and actively pursuing additional lending platforms
- ▶ Acquisitions that fit our footprint and culture and deliver desired financial returns

Protecting High-Quality Balance Sheet

Disciplined Credit Processes



Granular Portfolio – Exposure and Industry Limits

| | | |
|------------------------|---------|--|
| •Legal Lending Limit | \$ 268M | Concentration limits set for all segments of the portfolio |
| •House Lending Limit | 28M | |
| •Project Lending Limit | 17M | |
| •Top 25 Relationships | 397M | |

Consistent Underwriting

STRUCTURE

- Centralized underwriting and approval process for consumer credit
- Distributed Regional Credit Officers (reporting to Credit) for commercial
- Dedicated Special Assets team
- Eight of the top twelve credit leaders recruited post-crisis

PROCESS

- Weekly Senior Credit Committee
- Continuous external loan review
- Monthly commercial asset quality review
- Monthly retail asset quality review meetings
- Centralized consumer collections
- Bi-weekly Potential NAL and NAL/ORE meetings
- Quarterly criticized watch loan review meetings
- Quarterly portfolio review meetings

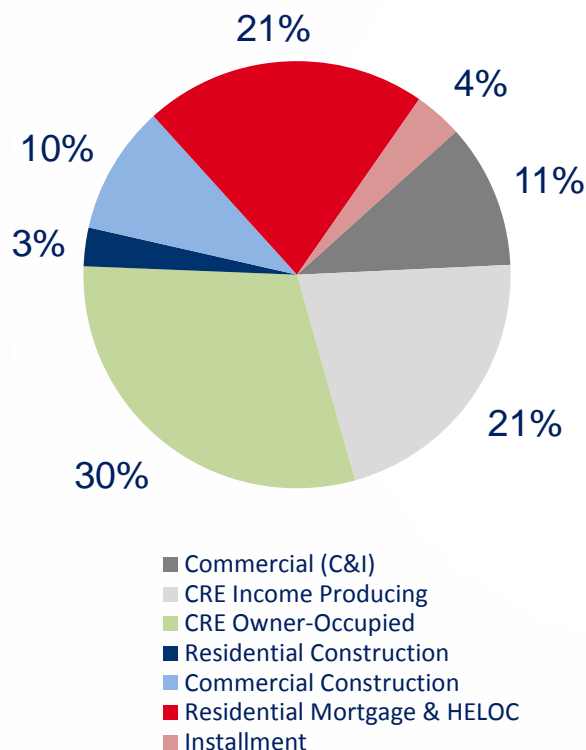
POLICY

- Continuous review and enhancements to credit policy
- Quarterly reviews of portfolio limits and concentrations

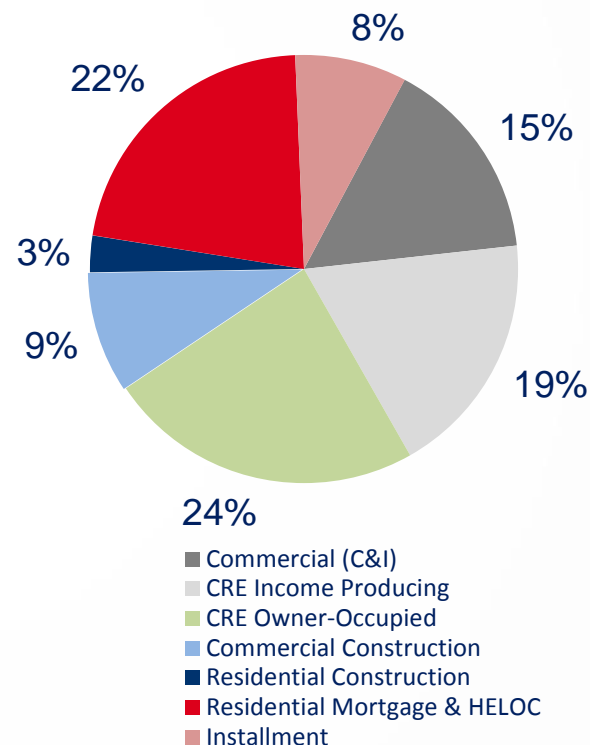
Protecting High-Quality Balance Sheet

Loan Portfolio Diversification

**\$4.2 Billion Loan Portfolio
as of 12/31/2012**



**\$6.9 Billion Loan Portfolio
as of 12/31/2016**

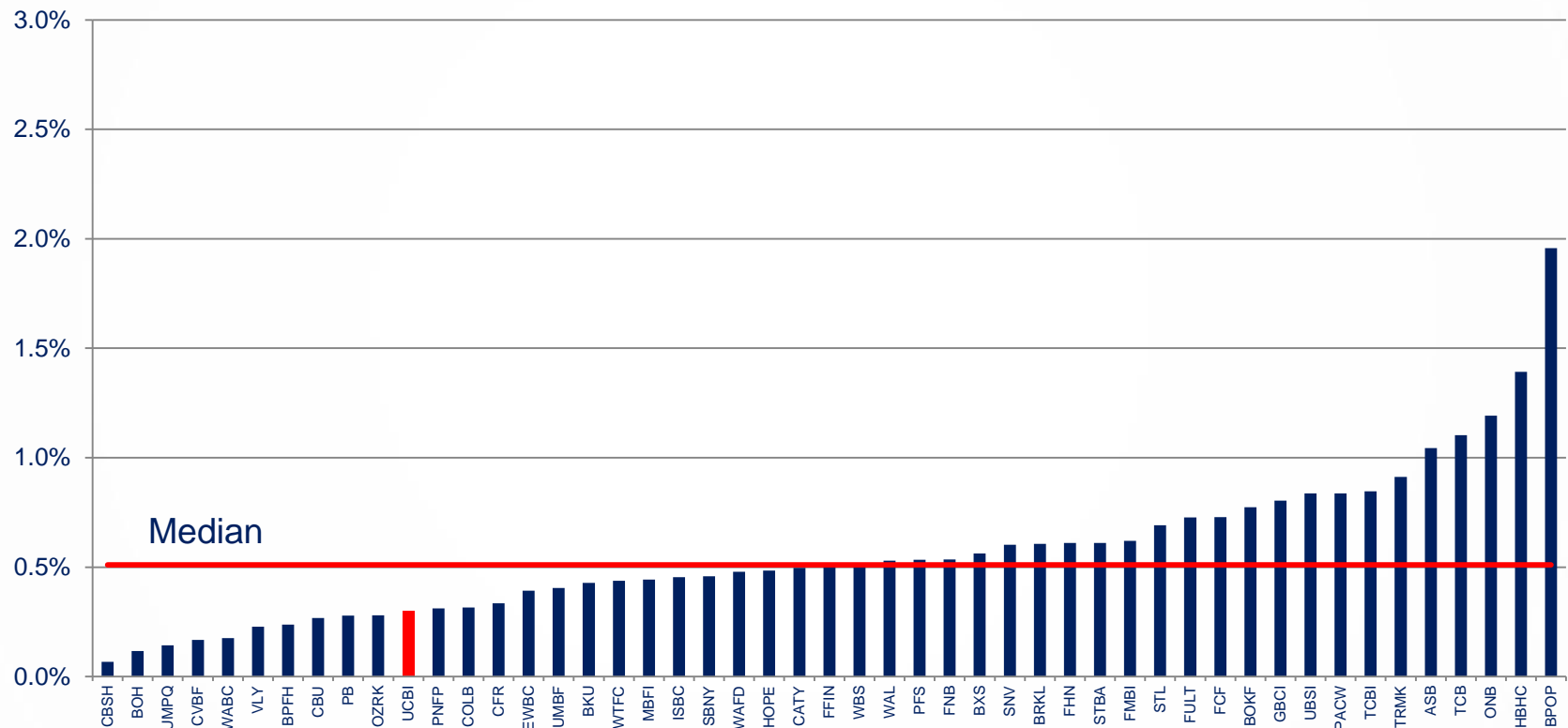


- Specialized Lending, which began in 2013, had loans totaling \$855 million at December 31, 2016 (12% of the loan portfolio).

Protecting High-Quality Balance Sheet

Excellent Credit Performance and Management

3Q16 NPA Ratio



- ▶ Eight of the top twelve credit leaders recruited post-crisis
- ▶ Centralization of special assets
- ▶ Centralization of consumer loan underwriting and approval
- ▶ Changed commercial approval process, including a Senior Credit Committee for visibility and culture building
- ▶ Instituted highly-disciplined concentration management process
- ▶ Dedicated credit officers for all specialty businesses and community markets

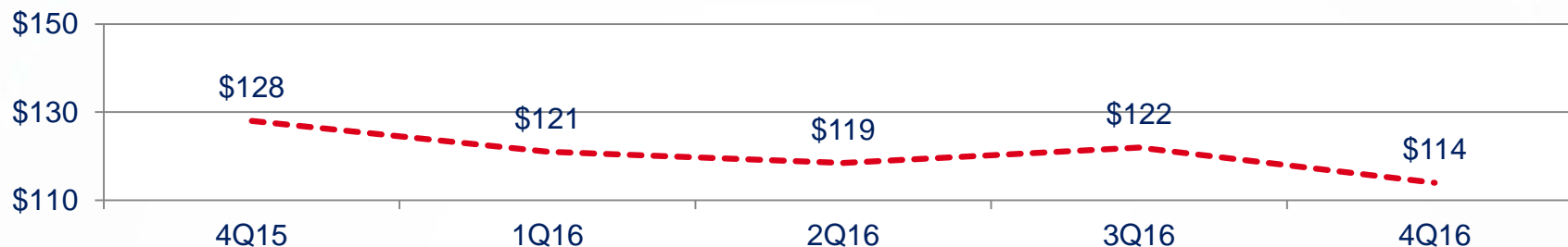
Source: SNL Financial LC

Note: Peer comparison banks comprise the KBW Regional Bank Index (ticker: KRX)

Protecting High-Quality Balance Sheet

Performing Classified Loans

\$ in millions



By Category

| | 4Q15 | 1Q16 | 2Q16 | 3Q16 | 4Q16 |
|-------------------------------|---------------|---------------|---------------|---------------|---------------|
| Commercial & Industrial | \$ 6 | \$ 9 | \$ 9 | \$ 10 | \$ 9 |
| Owner-Occupied CRE | 45 | 38 | 38 | 42 | 42 |
| Total Commercial & Industrial | 51 | 47 | 47 | 52 | 51 |
| Income-Producing CRE | 38 | 38 | 35 | 32 | 29 |
| Commercial Construction | 8 | 5 | 6 | 9 | 9 |
| Total Commercial | 97 | 90 | 88 | 93 | 89 |
| Residential Mortgage | 18 | 20 | 20 | 18 | 15 |
| Residential HELOC | 7 | 6 | 6 | 5 | 5 |
| Residential Construction | 4 | 3 | 3 | 4 | 3 |
| Consumer / Installment | 2 | 2 | 2 | 2 | 2 |
| Total Performing Classified | <u>\$ 128</u> | <u>\$ 121</u> | <u>\$ 119</u> | <u>\$ 122</u> | <u>\$ 114</u> |
| Classified to Tier 1 + ALL | 17 % | 16 % | 15 % | 15 % | 14 % |

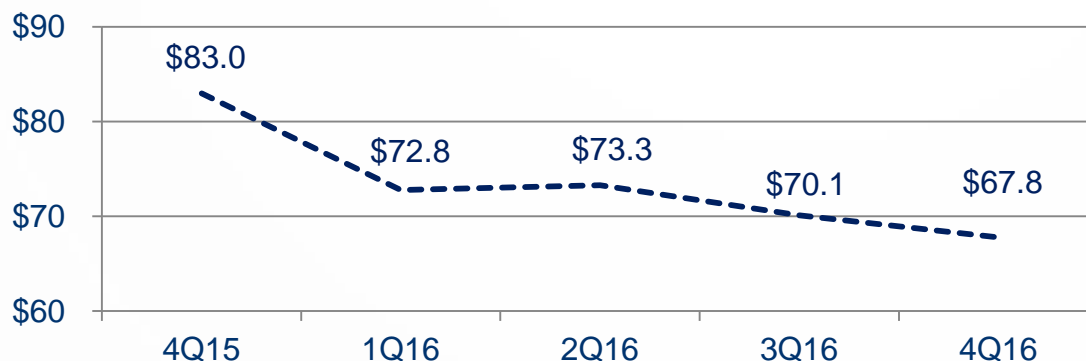
Protecting High-Quality Balance Sheet

TDRs

\$ in millions

| LOAN TYPE | Accruing | | | Non-Accruing | | | Total TDRs | | |
|--------------------------|---------------------|---------|---------|---------------------|--------|--------|---------------------|---------|---------|
| | 4Q16 ⁽¹⁾ | 3Q16 | 4Q15 | 4Q16 ⁽¹⁾ | 3Q16 | 4Q15 | 4Q16 ⁽¹⁾ | 3Q16 | 4Q15 |
| Commercial & Industrial | \$ 1.3 | \$ 1.8 | \$ 2.8 | \$ 0.1 | \$ - | \$ - | \$ 1.4 | \$ 1.8 | \$ 2.8 |
| Owner-Occupied CRE | 24.5 | 25.0 | 32.3 | 1.7 | 2.2 | 1.3 | 26.2 | 27.2 | 33.6 |
| Income-Producing CRE | 23.6 | 24.2 | 18.7 | .1 | .1 | .4 | 23.7 | 24.3 | 19.1 |
| Commercial Construction | 4.1 | 4.5 | 14.3 | .9 | .9 | .3 | 5.0 | 5.4 | 14.6 |
| Total Commercial | 53.5 | 55.5 | 68.1 | 2.8 | 3.2 | 2.0 | 56.3 | 58.7 | 70.1 |
| Residential Mortgage | 11.8 | 12.4 | 12.4 | 1.9 | 1.5 | 1.4 | 13.7 | 13.9 | 13.8 |
| Residential HELOC | .1 | .1 | .2 | - | - | - | 0.1 | 0.1 | 0.2 |
| Residential Construction | 1.4 | 1.2 | 1.4 | .2 | .2 | - | 1.6 | 1.4 | 1.4 |
| Consumer / Installment | 1.0 | .9 | .9 | .4 | .4 | .2 | 1.4 | 1.3 | 1.1 |
| Total TDRs | \$ 67.8 | \$ 70.1 | \$ 83.0 | \$ 5.3 | \$ 5.3 | \$ 3.6 | \$ 73.1 | \$ 75.4 | \$ 86.6 |

Accruing TDRs



► 0.9% of accruing TDRs are past due 30 – 89 days

► 63.5% of accruing TDRs are pass credits

Protecting High-Quality Balance Sheet

Commercial Real Estate Diversification

Commercial Construction

in millions

| | Committed | | | Outstanding | | |
|--------------------------------------|-----------------|--------------|----------|---------------|--------------|----------|
| | \$ | | % | \$ | | % |
| Retail Building | 146 | 14.1 | % | 79 | 12.5 | % |
| Multi-Residential | 120 | 11.5 | | 81 | 12.8 | |
| Office Buildings | 108 | 10.4 | | 53 | 8.4 | |
| Assisted Living/Nursing Home/Rehab | 87 | 8.4 | | 13 | 2.0 | |
| Commercial Residential CIP: Spec | 86 | 8.3 | | 58 | 9.1 | |
| Land Develop - Vacant (Improved) | 72 | 6.9 | | 58 | 9.1 | |
| Commercial Residential Land | 66 | 6.4 | | 64 | 10.1 | |
| Development: Builder Lots | | | | | | |
| Other Properties | 61 | 5.9 | | 37 | 5.8 | |
| Hotels / Motels | 60 | 5.8 | | 20 | 3.1 | |
| Raw Land - Vacant (Unimproved) | 42 | 4.0 | | 33 | 5.2 | |
| Commercial Residential CIP: Presold | 37 | 3.6 | | 22 | 3.5 | |
| Commercial Residential Land | 32 | 3.1 | | 27 | 4.3 | |
| Development: Subdivisions in | | | | | | |
| Warehouse | 31 | 3.0 | | 24 | 3.8 | |
| Commercial Land Development | 26 | 2.5 | | 24 | 3.8 | |
| Churches | 26 | 2.5 | | 11 | 1.7 | |
| Commercial Residential Raw Land | 20 | 1.9 | | 17 | 2.7 | |
| Restaurants / Franchise | 15 | 1.4 | | 10 | 1.6 | |
| Leasehold Property | 3 | 0.3 | | 3 | 0.5 | |
| Total Commercial Construction | \$ 1,038 | 100.0 | % | \$ 634 | 100.0 | % |

Commercial Real Estate – Income Producing

in millions

| | Committed | | | Outstanding | | |
|--|-----------------|--------------|----------|-----------------|--------------|----------|
| | \$ | | % | \$ | | % |
| Retail Building | 332 | 24.5 | % | 313 | 24.4 | % |
| Office Buildings | 309 | 22.8 | | 297 | 23.2 | |
| Investor Residential | 183 | 13.5 | | 182 | 14.2 | |
| Warehouse | 125 | 9.2 | | 117 | 9.1 | |
| Hotels / Motels | 106 | 7.8 | | 95 | 7.4 | |
| Multi-Residential | 94 | 6.9 | | 86 | 6.7 | |
| Other Properties | 69 | 5.1 | | 55 | 4.3 | |
| Convenience Stores | 46 | 3.4 | | 44 | 3.4 | |
| Restaurants / Franchise Fast Food | 34 | 2.5 | | 34 | 2.7 | |
| Manufacturing Facility | 24 | 1.8 | | 24 | 1.9 | |
| Leasehold Property | 17 | 1.2 | | 17 | 1.3 | |
| Automotive Service | 6 | 0.4 | | 6 | 0.5 | |
| Daycare Facility | 5 | 0.4 | | 5 | 0.4 | |
| Mobile Home Parks | 4 | 0.3 | | 4 | 0.3 | |
| Automotive Dealership | 3 | 0.2 | | 3 | 0.2 | |
| Total Commercial Real Estate - Income Producing | \$ 1,357 | 100.0 | % | \$ 1,282 | 100.0 | % |

Committed Average Loan Size

(in thousands)



| | |
|--------------------------|-------|
| •Commercial Construction | \$582 |
| •Commercial RE: | |
| •Composite CRE | 402 |
| •Owner-Occupied | 396 |
| •Income-Producing | 410 |

Outstanding Average Loan Size

(in thousands)



| | |
|--------------------------|-------|
| •Commercial Construction | \$357 |
| •Commercial RE: | |
| •Composite CRE | 382 |
| •Owner-Occupied | 376 |
| •Income-Producing | 391 |

Protecting High-Quality Balance Sheet

Liquidity

\$ in millions

| | Capacity | 4Q16 | 3Q16 | 4Q15 | vs 3Q16 | vs 4Q15 |
|---|-----------------|-----------------|-----------------|-----------------|---------------|---------------|
| WHOLESALE BORROWINGS | | | | | | |
| Brokered Deposits ⁽¹⁾ | \$ 1,071 | \$ 328 | \$ 359 | \$ 339 | \$ (31) | \$ (11) |
| FHLB | 1,226 | 709 | 449 | 430 | 260 | 279 |
| Holding Company LOC | 50 | - | - | - | - | - |
| Fed Funds | 860 | 5 | 25 | - | (20) | 5 |
| Other Wholesale | 1,155 | - | 10 | 17 | (10) | (17) |
| Total | <u>\$ 4,362</u> | <u>\$ 1,042</u> | <u>\$ 843</u> | <u>\$ 786</u> | <u>\$ 199</u> | <u>\$ 256</u> |
| LONG-TERM DEBT (par) | | | | | | |
| Senior Debt | | \$ 160 | \$ 160 | \$ 160 | \$ - | \$ - |
| Trust Preferred Securities | | 20 | 20 | 6 | - | 14 |
| Total Long-Term Debt | | <u>\$ 180</u> | <u>\$ 180</u> | <u>\$ 166</u> | <u>\$ -</u> | <u>\$ 14</u> |
| Cash | | \$ 43 | \$ 49 | \$ 50 | \$ (6) | \$ (7) |
| Loans / Deposits | | | | | | |
| Loans | | \$ 6,921 | \$ 6,725 | \$ 5,995 | \$ 196 | \$ 926 |
| Core (DDA, MMDA, Savings) | | \$ 5,915 | \$ 5,853 | \$ 5,251 | \$ 62 | \$ 664 |
| Public Funds | | 1,128 | 910 | 1,032 | 218 | 96 |
| CD's | | 1,267 | 1,320 | 1,251 | (53) | 16 |
| Total Customer Deposits (excl Brokered) | | <u>\$ 8,310</u> | <u>\$ 8,083</u> | <u>\$ 7,534</u> | <u>\$ 227</u> | <u>\$ 776</u> |
| Loan to Customer Deposit Ratio | | 83% | 83% | 80% | | |
| Investment Securities | | | | | | |
| Available for Sale -Fixed | | \$ 1,831 | \$ 1,584 | \$ 1,648 | \$ 247 | \$ 183 |
| -Floating | | 601 | 631 | 643 | (30) | (42) |
| Held to Maturity -Fixed | | 327 | 342 | 361 | (15) | (34) |
| -Floating | | 3 | 3 | 4 | - | (1) |
| Total Investment Securities | | <u>\$ 2,762</u> | <u>\$ 2,560</u> | <u>\$ 2,656</u> | <u>\$ 202</u> | <u>\$ 106</u> |
| Floating as % of Total Securities | | 22% | 25% | 24% | | |

Wholesale Borrowings

Holding Company Long-Term Debt / Cash

Loans / Customer Deposits

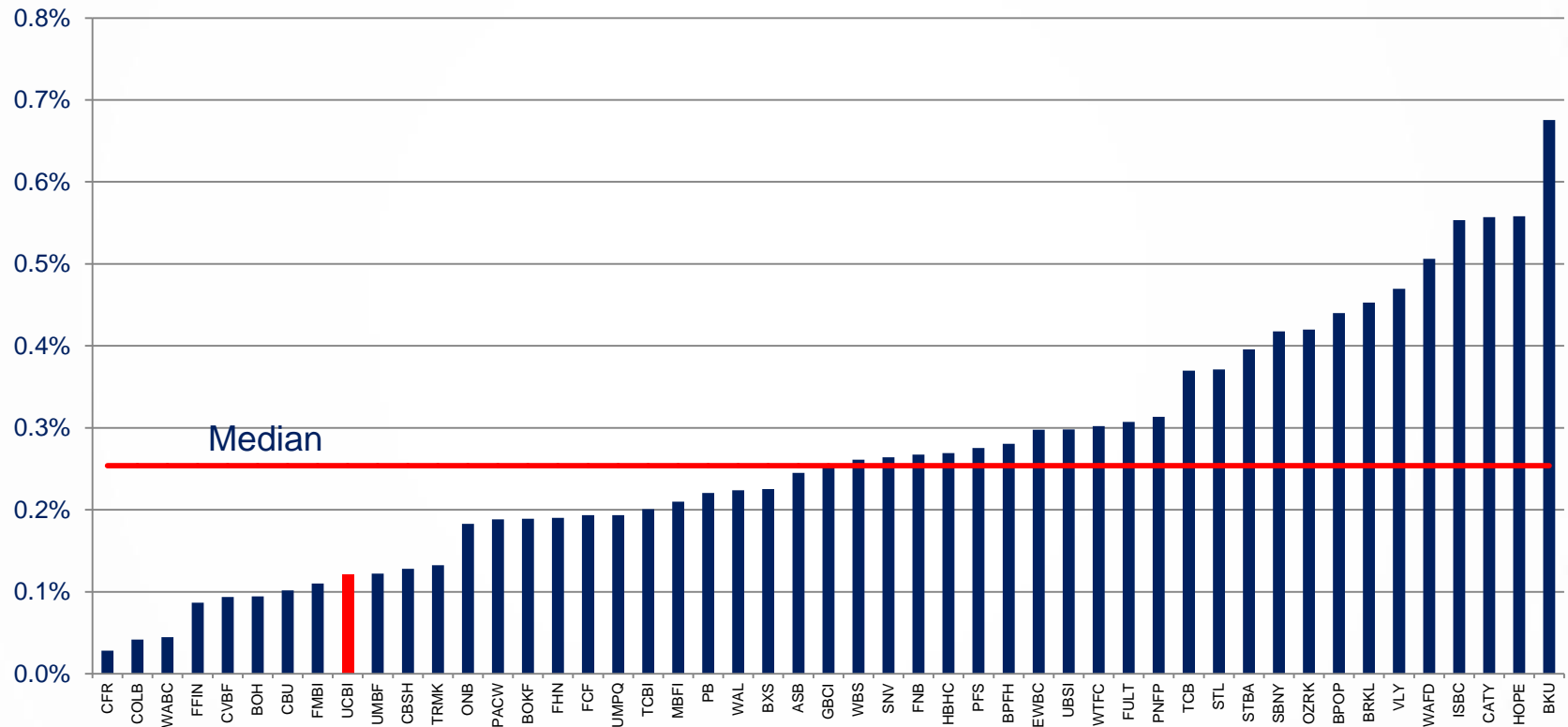
Investment Securities

⁽¹⁾ Estimated brokered deposit total capacity at 10% of assets

Increasing Profitability

High-Quality, Low-Cost Core Deposit Base

3Q16 Cost of Deposits

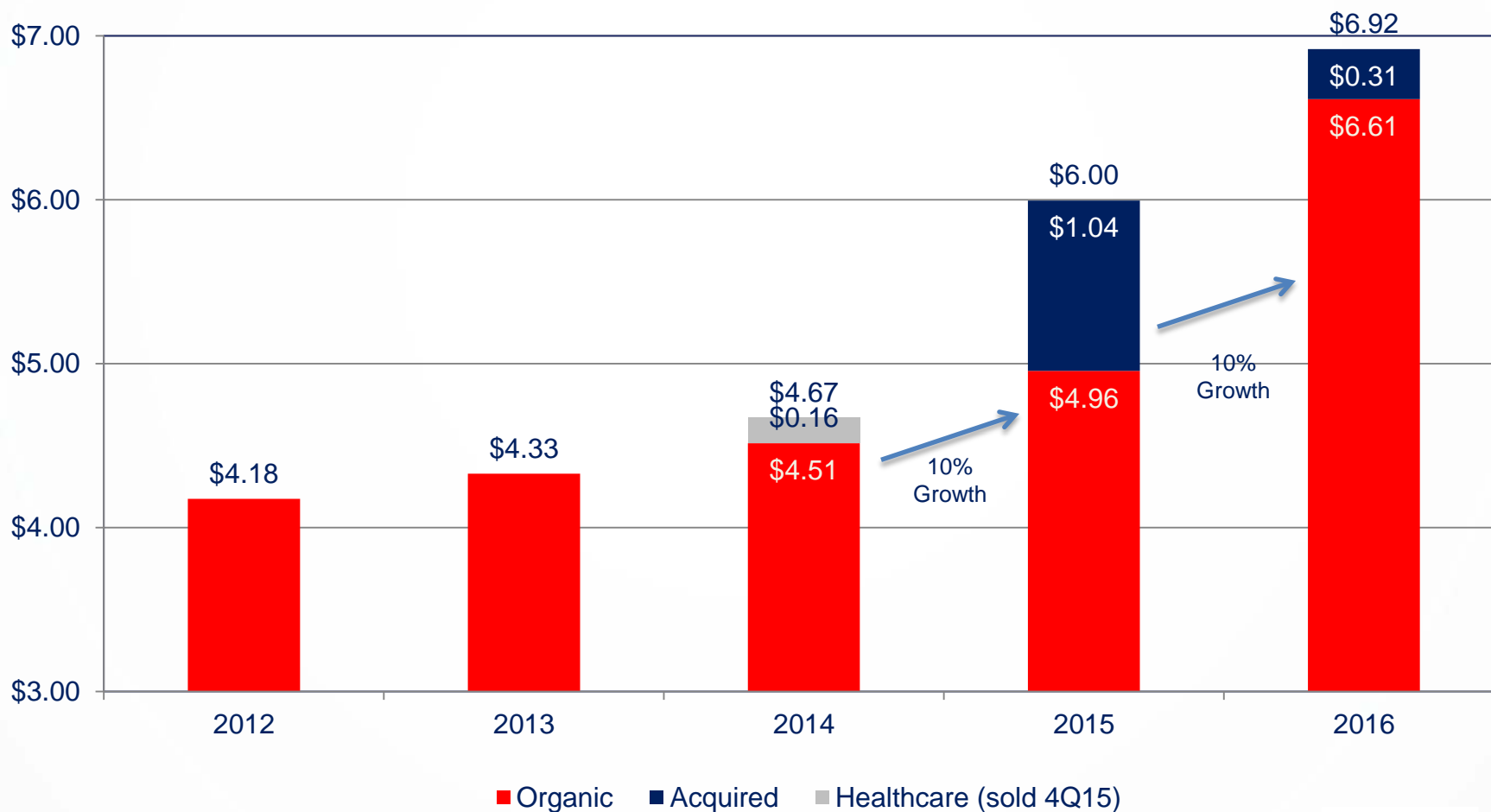


- ▶ Our third quarter 2016 total cost of deposits was 12 basis points, which compared favorably to peers with a median of 25 basis points
- ▶ Core deposits (excludes Jumbo CDs / Brokered) comprised approximately 90% of our total customer deposits at September 30, 2016

Generating Growth

Steady Loan Growth

Total Loans
in billions



Generating Growth

Market Share Opportunities

\$ in billions

| Excellent Growth Opportunities | | | | | | | |
|-----------------------------------|---------------------------|---------------------------|-----------|------------|-------------------------|-------------|--|
| | Market Deposits (1) | United Deposits (2) | Banks | Offices | Deposit Share (1) | Rank (1) | |
| North Georgia | \$ 6.5 | \$ 2.3 | 9 | 22 | 36 % | 1 | |
| Atlanta, Georgia | 66.2 | 2.6 | 10 | 36 | 4 | 7 | |
| Gainesville, Georgia | 3.2 | 0.4 | 1 | 5 | 11 | 4 | |
| Coastal Georgia | 8.7 | 0.3 | 2 | 7 | 4 | 8 | |
| Western North Carolina | 11.9 | 1.0 | 1 | 19 | 8 | 3 | |
| East Tennessee | 17.4 | 0.5 | 2 | 11 | 3 | 6 | |
| Upstate South Carolina | 23.2 | 1.1 | 4 | 25 | 5 | 7 | |
| Coastal South Carolina | 20.8 | 0.4 | 1 | 7 | 2 | 14 | |
| Loan Production Offices | - | - | - | 7 | | | |
| Total Markets, September 30, 2016 | <u>\$ 157.9</u> | <u>\$ 8.6</u> | <u>30</u> | <u>139</u> | | | |

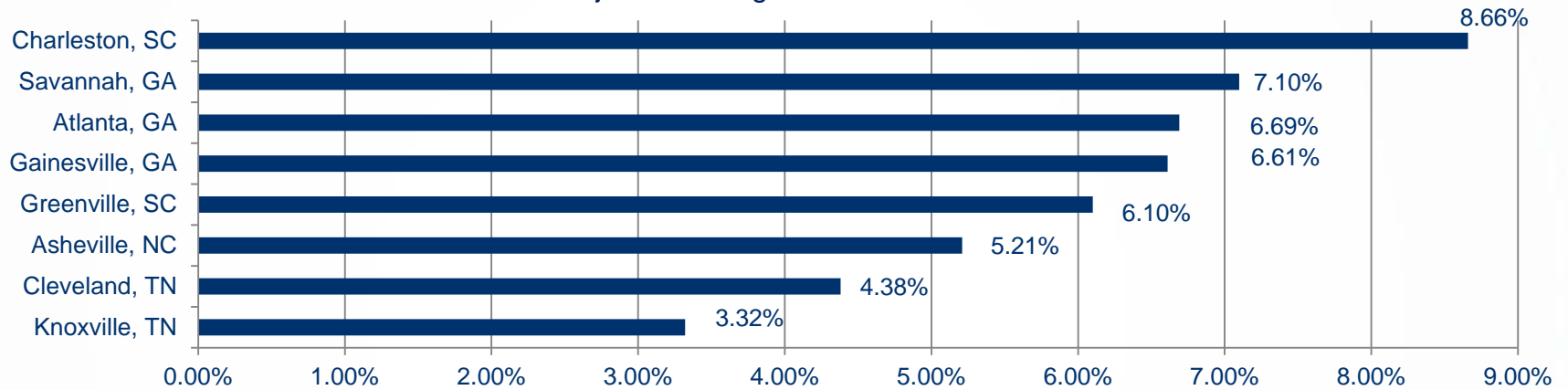
⁽¹⁾FDIC deposit market share and rank as of June 30, 2016 for markets where United takes deposits. Data Source: FDIC.

⁽²⁾Based on current quarter.

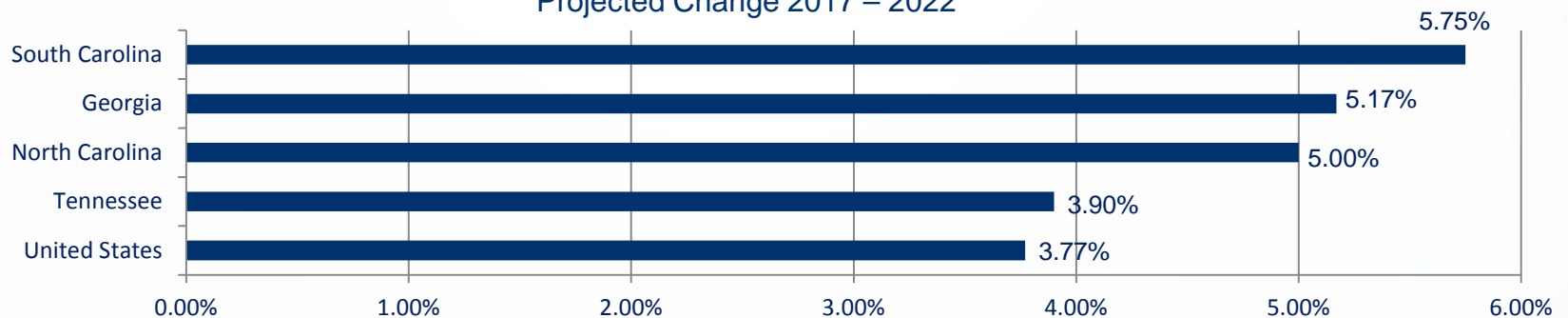
Generating Growth

Market Share Demographics

Key MSA Growth Markets
Projected Change 2017 - 2022



State Population Growth
Projected Change 2017 - 2022

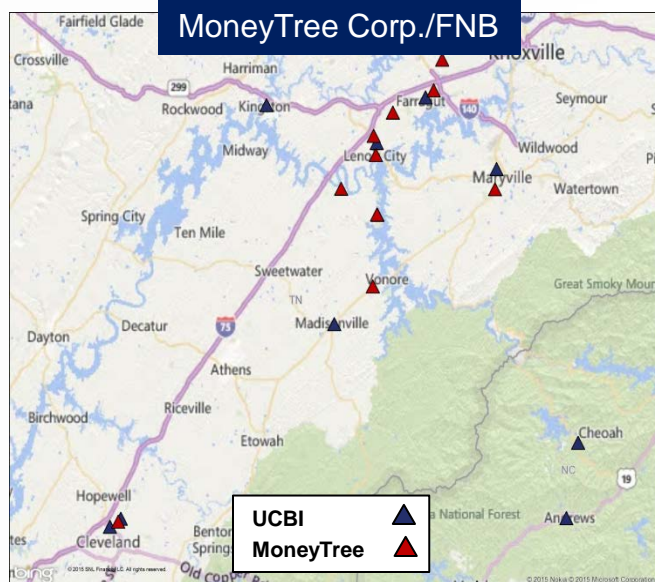


Generating Growth

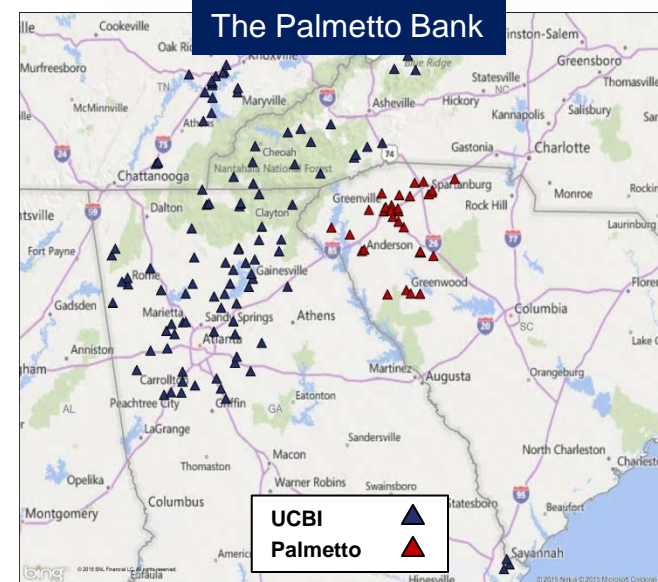
Mergers & Acquisitions Strategy

- ▶ M&A accelerates our growth strategy in new and existing markets and can be accomplished more efficiently than with a de novo plan; we seek to pair M&A with organic growth opportunities, including adding teams of local bankers to quickly increase growth.
- ▶ We are interested in pursuing transactions in our target markets including:
 - Coastal South Carolina – Charleston, Myrtle Beach, Hilton Head;
 - East Tennessee – Knoxville to Chattanooga and Cleveland;
 - Atlanta – Northern region; and
 - North Carolina – Western (Asheville area) to Eastern (Raleigh/Cary area).
- ▶ While larger transformational deals are not out of the question, we have decided to focus on roll-up targets, as we believe there are more actionable opportunities with a shorter time to complete and less risk.
- ▶ We carefully evaluate and price potential acquisitions with specific financial return targets in mind, including:
 - Year one EPS accretion, not including transaction expenses;
 - TBV dilution threshold in the low single digits and earnback within three years; and
 - IRR of 20%+.

2015 Acquisitions



- Closed on May 1 with successful operational conversion on July 18-19; business has remained stable
- Added a \$425 million, 107 year old community bank
- Doubled UCBI's East TN presence in key markets – Knoxville, Lenoir City and Cleveland
- Consolidated six branches – three UCBI and three MoneyTree / FNB branches and now have 12 branches
- Executed on cost savings, which exceeded original estimates due mainly to branch overlap and back office redundancies
- Expect EPS accretion of 3% in 2017
- TBV dilution of <1% and breakeven in < 3 years



- Closed on September 1 with successful operational conversion on February 21-22
- Added a \$1.2 billion, 109 year old community bank with 25 branches covering Upstate SC
- United had previously established a regional headquarters in Greenville, including several members of Executive Management; however, only one existing branch
- Retained Senior Management positions in Banking, Mortgage, Finance and Ops/IT for business continuity and to lead growth
- Targeted cost savings fully realized in 2Q16
- Double-digit EPS accretion in 2017 with TBV earnback < 5 years and IRR > 20%

Experienced Proven Leadership

- Over 40 years in banking
- Led company from \$42 million in assets in 1989 to \$10.7 billion today
- Trustee of Young Harris College
- Georgia Power Company Board Member
- GA Economic Developers Association Spirit of Georgia Award recipient

Jimmy C. Tallent
Chairman & CEO
Joined 1984



- Over 30 years in banking
- Responsible for overall banking, credit and operations
- Former Consultant and Special Assistant to the CEO and EVP of Commercial Banking for TD Bank Financial Group; and President & CEO of The South Financial Group

H. Lynn Harton
Board, President & COO
Joined 2012



- Over 35 years in banking
- Responsible for accounting, finance and reporting activities, M&A and investor relations
- Former CAO and Controller for State Street Corporation
- Former ABA Accounting Committee Chairman

Rex S. Schuette
EVP & CFO
Joined 2001



- Over 35 years in banking
- Responsible for 30 community banks with 140 banking offices
- Formerly of Riegel Textile Credit Union; President of Farmers and Merchants Bank
- Former Georgia Board of Natural Resources Board Chairman

Bill M. Gilbert
President,
Community Banking
Joined 2000



- Over 20 years experience in consumer and banking law
- Responsible for legal, enterprise risk management, and compliance
- Chairman of the Georgia Bankers Association Bank Counsel Section
- Member of the American Bankers Association Regional General Counsels

Bradley J. Miller
EVP, CRO &
General Counsel
Joined 2007



- Over 25 years in banking
- Responsible for credit risk including credit underwriting, policy and special assets
- Former EVP & Executive Credit Officer for TD Bank, NA and Chief Credit Officer of The South Financial Group.

Robert A. Edwards
EVP & CCO
Joined 2015



- Over 25 years in lending
- Responsible for specialized lending
- Former SBA head: TD Bank and Carolina First's SBA programs; President of UPS Capital Business Credit
- Highly decorated Commander in the U.S. Naval Reserve Intelligence Program (retired)

Richard W. Bradshaw
President,
Specialized Lending
Joined 2014



Non-GAAP Reconciliation Tables

\$ in thousands, except per share data

| | 4Q15 | 1Q16 | 2Q16 | 3Q16 | 4Q16 |
|--|------------------|------------------|------------------|------------------|------------------|
| Net Income | | | | | |
| Net income - GAAP | \$ 18,208 | \$ 22,295 | \$ 25,266 | \$ 25,874 | \$ 27,221 |
| Merger-related and other charges | 9,078 | 2,653 | 1,176 | 3,152 | 1,141 |
| Tax benefit on merger-related and other charges | (3,486) | (1,004) | (445) | (1,193) | (432) |
| Impairment of deferred tax asset on cancelled nonqualified stock options | - | - | - | - | 976 |
| Net income - Operating | <u>\$ 23,800</u> | <u>\$ 23,944</u> | <u>\$ 25,997</u> | <u>\$ 27,833</u> | <u>\$ 28,906</u> |
| Diluted Earnings per share | | | | | |
| Diluted earnings per share - GAAP | \$ 0.25 | \$ 0.31 | \$ 0.35 | \$ 0.36 | \$ 0.38 |
| Merger-related and other charges | 0.08 | 0.02 | 0.01 | 0.03 | 0.01 |
| Impairment of deferred tax asset on cancelled nonqualified stock options | - | - | - | - | 0.01 |
| Diluted earnings per share - Operating | <u>\$ 0.33</u> | <u>\$ 0.33</u> | <u>\$ 0.36</u> | <u>\$ 0.39</u> | <u>\$ 0.40</u> |
| Return on Assets | | | | | |
| Return on assets - GAAP | 0.76 % | 0.93 % | 1.04 % | 1.00 % | 1.03 % |
| Merger-related and other charges | 0.23 | 0.07 | 0.03 | 0.08 | 0.03 |
| Impairment of deferred tax asset on cancelled nonqualified stock options | - | - | - | - | 0.04 |
| Return on assets - Operating | <u>0.99 %</u> | <u>1.00 %</u> | <u>1.07 %</u> | <u>1.08 %</u> | <u>1.10 %</u> |
| Return on Tangible Common Equity | | | | | |
| Return on common equity - GAAP | 7.02 % | 8.57 % | 9.54 % | 9.61 % | 9.89 % |
| Effect of merger-related charges | 2.16 | 0.63 | 0.27 | 0.73 | 0.26 |
| Impairment of deferred tax asset on cancelled nonqualified stock options | - | - | - | - | 0.36 |
| Return on common equity - Operating | <u>9.18</u> | <u>9.20</u> | <u>9.81</u> | <u>10.34</u> | <u>10.51</u> |
| Effect of goodwill and intangibles | 1.69 | 1.71 | 1.75 | 2.11 | 1.96 |
| Return on tangible common equity - Operating | <u>10.87 %</u> | <u>10.91 %</u> | <u>11.56 %</u> | <u>12.45 %</u> | <u>12.47 %</u> |
| Expenses | | | | | |
| Expenses - GAAP | \$ 65,488 | \$ 57,885 | \$ 58,060 | \$ 64,023 | \$ 61,321 |
| Merger-related charges | (3,109) | (2,653) | (1,176) | (3,152) | (1,141) |
| Impairment charge on real estate held for future use | (5,969) | - | - | - | - |
| Expenses - Operating | <u>\$ 56,410</u> | <u>\$ 55,232</u> | <u>\$ 56,884</u> | <u>\$ 60,871</u> | <u>\$ 60,180</u> |
| Pre-Tax, Pre-Credit Earnings | | | | | |
| Pre-Tax Earnings - GAAP | \$ 29,260 | \$ 35,873 | \$ 40,655 | \$ 41,627 | \$ 44,837 |
| Merger-related charges | 3,109 | 2,653 | 1,176 | 3,152 | 1,141 |
| Impairment charge on real estate held for future use | 5,969 | - | - | - | - |
| Provision for credit losses | 300 | (200) | (300) | (300) | - |
| Pre-Tax, Pre-Credit Earnings - Operating | <u>\$ 38,638</u> | <u>\$ 38,326</u> | <u>\$ 41,531</u> | <u>\$ 44,479</u> | <u>\$ 45,978</u> |
| Efficiency Ratio | | | | | |
| Efficiency Ratio - GAAP | 68.97 % | 61.94 % | 59.02 % | 60.78 % | 57.65 % |
| Merger-related and other charges | (9.56) | (2.84) | (1.20) | (2.99) | (1.07) |
| Efficiency Ratio - Operating | <u>59.41 %</u> | <u>59.10 %</u> | <u>57.82 %</u> | <u>57.79 %</u> | <u>56.58 %</u> |