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

FORM 8-K

CURRENT REPORT
Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934
Date of Report (Date of earliest event reported): October 28, 2010

## United Community Banks, Inc.

(Exact name of registrant as specified in its charter)
Georgia
(State or other Jurisdiction of
Incorporation)
63 Highway 515, P.O. Box 398
Blairsville, Georgia 30512
(Address of Principal Executive Offices)
No. 0-21656 (Commission File Number)

No. 58-180-7304
(IRS Employer Identification No.) $3-30512$

Registrant's telephone number, including area code: (706) 781-2265
Not applicable
$\overline{\text { (Former name or former address if changed since last report.) }}$
Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:
o Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
o Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
o Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
o Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

## Item 2.02 Results of Operation and Financial Condition

On October 28, 2010, United Community Banks, Inc. (the "Registrant") issued a news release announcing its financial results for the quarter ended September 30, 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 October 28, 2010 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 September 30, 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 third quarter and first nine months of 2010 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 October 28, 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.

## October 28, 2010

/s/ Rex S. Schuette
Rex S. Schuette
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 \$25.8 MILLION FOR THIRD QUARTER 2010

- Net operating loss at lowest level since second quarter 2009
- Net charge offs and nonperforming assets continue downward trend - to lowest level since first quarter of 2009
- Provision for loan losses of $\$ 50.5$ million is the lowest level since the second quarter of 2008
- Allowance-to-loans ratio increases to 3.67 percent
- Core transaction deposits this quarter up 11 percent on annualized basis

BLAIRSVILLE, GA - October 28, 2010 - United Community Banks, Inc. (NASDAQ: UCBI) today reported a net operating loss from continuing operations of $\$ 25.8$ million, or 30 cents per diluted share, for the third quarter of 2010. The third quarter operating loss excludes a non-cash charge for goodwill impairment of $\$ 210.6$ million, or $\$ 2.22$ per diluted share. Including the goodwill impairment charge, the third quarter net loss was $\$ 236.4$ million, or $\$ 2.52$ per diluted share.

United's net operating loss from continuing operations for the first nine months of 2010 and 2009 was $\$ 119.8$ million and $\$ 99.0$ million, or $\$ 1.35$ and $\$ 2.18$ per diluted share, respectively. In the attached schedules, operating loss from continuing operations for all periods excludes consulting fee revenue and operating expenses of Brintech, Inc. during the periods it was owned by United, and the gain from the sale of the company 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.

The net operating loss from continuing operations for the first nine months of 2010 excludes the $\$ 210.6$ million non-cash charge for goodwill impairment. Including the goodwill impairment charge, United's net loss for the first nine months of 2010 was $\$ 329.2$ million, or $\$ 3.56$ per diluted share.

The net operating loss from continuing operations for the first nine months of 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 the first nine months of 2009 was $\$ 188.5$ million, or $\$ 4.01$ per diluted share.
"We are seeing several positive trends emerging in our credit quality indicators," stated Jimmy Tallent, president and chief executive officer. "Our nonperforming assets, net charge-offs and provision for loan losses continue to decline, appearing to confirm that the worst is behind us. While credit challenges remain, we are optimistic about the opportunities that lie ahead within our geographic footprint."

Tallent further commented, "With the United stock price falling in the third quarter and remaining at a substantial discount to tangible book value for an extended period, the Company could no longer support the $\$ 210.6$ million balance of goodwill on its books. While reporting a charge of this magnitude is discouraging, I want to emphasize that goodwill impairment is a non-cash charge that has no impact on our regulatory capital ratios or our ability to return to profitability."

Total loans were $\$ 4.8$ billion at quarter-end, down $\$ 113$ million from the end of the second quarter and down $\$ 603$ million from a year ago. As of quarter-end, residential construction loans were $\$ 764$ million, or 16 percent of total loans, down $\$ 56$ million from the prior quarter-end and down $\$ 421$ million from a year ago. This decline was net of new lending during the quarter that totaled $\$ 85$ million, primarily commercial and small business loans in metropolitan Atlanta and north Georgia.

Taxable equivalent net interest revenue of $\$ 60$ million was $\$ 3$ million lower than the third quarter of 2009 due to the lower level of interest-earning assets. Average loans and securities declined $\$ 669$ million and $\$ 204$ million, respectively, from the third quarter of 2009. The net interest margin was 3.57 percent for the third quarter of 2010 , up 18 basis points from a year ago but down three basis points from the second quarter. "By staying focused on deposit and loan pricing, we've been able to hold net interest revenue above \$60 million despite continuing attrition in the loan portfolio," Tallent said.
"We grew core transaction deposits for the seventh consecutive quarter with an increase of $\$ 67$ million over the second quarter, or 11 percent on an annualized basis," Tallent stated. "That compares to core deposit growth of $\$ 94$ million during the second quarter of 2010 and $\$ 219$ million from a year ago. There are outstanding opportunities to gain new deposit business due to disruption in the banking industry, particularly within our markets, and our strong service culture. The exceptional growth in our core transaction deposits and our loyal customer base are a testament to the underlying value of our franchise, which I believe is not reflected in our current stock price."

The third quarter 2010 provision for loan losses decreased to $\$ 50.5$ million from $\$ 61.5$ million in the second quarter and $\$ 95$ million a year ago. Net charge-offs were at their lowest level since the first quarter of 2009, down $\$ 11.3$ million from second quarter of 2010 and down $\$ 40.5$ million from the third quarter of 2009 . Non-performing assets decreased to $\$ 348$ million at quarter-end from $\$ 415$ million at September 30, 2009, the lowest level since the first quarter of 2009. The level of nonperforming assets has declined by \$69 million from its peak in the first quarter of 2010.

Operating fee revenue was $\$ 12.9$ million in the third quarter of 2010, compared to $\$ 13.4$ million a year ago. The decrease was caused by net gains related to balance sheet management activities that resulted from the sale of securities in both periods and losses from the prepayment of Federal Home Loan Bank advances in the third quarter of 2010. Excluding the net effect of the balance sheet management activities, operating fee revenue increased $\$ 363,000$ from the third quarter of 2009 . Service charges and fees of $\$ 7.6$ million were down $\$ 490,000$, 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 of $\$ 2.1$ million were up $\$ 239,000$ from a year ago as refinancing activity increased with lower long-term rates. Other fee revenue increased $\$ 339,000$ to $\$ 2.2$ million, due primarily to the acceleration of deferred gains relating to the ineffectiveness of terminated cash flow hedges on certain prime-based loans.

Third quarter operating expenses were $\$ 64.9$ million, excluding non-cash goodwill impairment charges, an increase of $\$ 13.5$ million from a year ago. Foreclosed property costs of $\$ 19.8$ million increased $\$ 11.8$ million from the third quarter of 2009 and accounted for most of the year-over-year increase in total operating expenses. The third quarter 2010 foreclosed property costs included $\$ 5.6$ million for maintenance, property taxes and other related costs, compared to $\$ 3.8$ million last year. In addition, losses relating to the sale of properties totaled $\$ 7.1$ million and write-downs of other foreclosed properties also totaled $\$ 7.1$ million, both to help expedite sales of foreclosed properties. Salary and benefit costs totaled $\$ 24.9$ million, an increase of $\$ 1.0$ million from last year due primarily to decreased capitalization of direct loan origination costs and higher group medical insurance costs. Other operating expenses increased $\$ 759,000$ to $\$ 4.6$ million from a year ago due to an increase in collections expenses and loan workout costs.
"We continued to focus on reducing expenses; most of our controllable costs were either flat or down compared to a year ago," commented Tallent. "The rise in foreclosed property costs and collection expenses resulted from the increase in the number of properties we are managing, as well as the decline in values of properties sold and held for disposition."

Excluding the goodwill impairment charge, the effective tax rate for the third quarter of 2010 was 40 percent, which was consistent with the prior quarter. The effective tax rate for the remainder of 2010 is expected to be 40 percent, slightly higher than the effective tax rate for the full year 2009.

As of September 30, 2010, the capital ratios for United were as follows: Tier 1 Risk Based Capital of 10.4 percent; Leverage of 7.3 percent; and, Total Risk Based Capital of 13.0 percent. The quarterly average tangible equity-to-assets ratio was 9.2 percent and the tangible common equity-to-assets ratio was 6.8 percent.
"While the Company is above the regulatory well-capitalized levels, we continue to evaluate and analyze various capital alternatives to further strengthen our capital position which we believe is prudent in light of the current operating and regulatory environment," stated Tallent.
"There are many positive trends that are encouraging," Tallent said. "Our credit metrics are moving in the right direction with several of them approaching the lowest level since the beginning of the credit cycle in 2008. Also, core customer deposit growth has been the strongest in our company's history. Aside from special items like the non-cash impairment charge this quarter and the loss on sale of nonperforming assets to a private equity firm last quarter, our net operating loss from continuing operations has declined each quarter for the past four consecutive quarters. Residential construction loans, where most of the problems have been, have decreased from a high of 35 percent to 16 percent of total loans. We have widened our net interest margin by growing core deposits and obtaining more favorable loan and time deposit pricing. All the while, our customer satisfaction scores lead the industry, which is a remarkable tribute to 1,821 United bankers serving customers throughout our communities."

## Conference Call

United Community Banks will hold a conference call today, Thursday, October 28, 2010, 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 '16060267.' 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 $\$ 7.0$ 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.

## Safe Harbor

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

$\left.\begin{array}{lrlllllllllll} \\ & & & & & & & & \text { Third } \\ \text { Quarter }\end{array}\right)$
(1) 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.
(2) 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.
(3) 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).
(4) Excludes effect of acquisition related intangibles and associated amortization.
(5) Annualized.
(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

| （in thousands，except per share data；taxable equivalent） | 2010 |  |  |  |  |  | 2009 |  |  |  | For the Nine |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Third Quarter |  | Second Quarter |  | FirstQuarter |  | Fourth Quarter |  | Third Quarter |  | 2010 |  | En |  |
|  |  |  | 2009 |  |  |  |  |  |  |  |  |
| Interest revenue reconciliation |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest revenue－taxable equivalent | \＄ | 84，360 |  |  | \＄ | 87，699 | \＄ | 89，849 | \＄ | 97，481 | \＄ | 101，181 | \＄ | 261，908 | \＄ | 307，480 |
| Taxable equivalent adjustment |  | （511） |  | （500） |  | （493） |  | （601） |  | （580） |  | $(1,504)$ |  | $(1,531)$ |
| Interest revenue（GAAP） | \＄ | 83，849 | \＄ | 87，199 | \＄ | 89，356 | \＄ | 96，880 | \＄ | 100，601 | \＄ | 260，404 | \＄ | 305，949 |
| Net interest revenue reconciliation |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest revenue－taxable equivalent | \＄ | 60，014 | \＄ | 61，627 | \＄ | 61，279 | \＄ | 63，929 | \＄ | 63，004 | \＄ | 182，920 | \＄ | 181，298 |
| Taxable equivalent adjustment |  | （511） |  | （500） |  | （493） |  | （601） |  | （580） |  | $(1,504)$ |  | $(1,531)$ |
| Net interest revenue（GAAP） | \＄ | 59，503 | \＄ | $\underline{61,127}$ | \＄ | 60，786 | \＄ | $\underline{63,328}$ | \＄ | 62，424 | \＄ | $\underline{\text { 181，416 }}$ | \＄ | $\underline{179,767}$ |
| Fee revenue reconciliation |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Operating fee revenue | \＄ | 12，861 | \＄ | 11，579 | \＄ | 11，666 | \＄ | 14，447 | \＄ | 13，389 | \＄ | 36，106 | \＄ | 36，517 |
| Gain from acquisition |  | － |  | － |  | － |  | － |  | － |  |  |  | 11，390 |
| Fee revenue（GAAP） | \＄ | 12，861 | \＄ | 11，579 | \＄ | 11，666 | \＄ | 14，447 | \＄ | $\underline{13,389}$ | \＄ | 36，106 | \＄ | 47，907 |
| Total revenue reconciliation |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total operating revenue | \＄ | 22，375 | \＄ | 11，706 | \＄ | $(2,055)$ | \＄ | $(11,624)$ | \＄ | $(18,607)$ | \＄ | 32，026 | \＄ | $(2,185)$ |
| Taxable equivalent adjustment |  | （511） |  | （500） |  | （493） |  | （601） |  | （580） |  | $(1,504)$ |  | $(1,531)$ |
| Gain from acquisition |  |  |  |  |  |  |  |  |  |  |  |  |  | 11，390 |
| Total revenue（GAAP） | \＄ | 21，864 | \＄ | 11，206 | \＄ | $(2,548)$ | \＄ | $(12,225)$ | \＄ | $(19,187)$ | \＄ | 30，522 | \＄ | 7，674 |
| Expense reconciliation |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Operating expense | \＄ | 64，906 | \＄ | 103，657 | \＄ | 54，820 | \＄ | 60，126 | \＄ | 51，426 | \＄ | 223，383 | \＄ | 156，924 |
| Noncash goodwill impairment charge |  | 210，590 |  | － |  |  |  | － |  | 25，000 |  | 210，590 |  | 95，000 |
| Severance costs |  |  |  | 二 |  | 二 |  | 二 |  |  |  |  |  | 2，898 |
| Operating expense（GAAP） | \＄ | 275，496 | \＄ | $\underline{\text { 103，657 }}$ | \＄ | 54，820 | \＄ | $\underline{60,126}$ | \＄ | 76，426 | \＄ | 433，973 | \＄ | 254，822 |
| Loss from continuing operations before taxes reconciliation |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Taxable equivalent adjustment |  | （511） |  | （500） |  | （493） |  | （601） |  | （580） |  | $(1,504)$ |  | $(1,531)$ |
| Gain from acquisition |  |  |  |  |  |  |  |  |  |  |  |  |  | 11，390 |
| Noncash goodwill impairment charge |  | $(210,590)$ |  | － |  | － |  | － |  | $(25,000)$ |  | $(210,590)$ |  | $(95,000)$ |
| Severance costs |  |  |  |  |  |  |  |  |  |  |  |  |  | $(2,898)$ |
| Loss from continuing operations before taxes（GAAP） | \＄ | （253，632） | \＄ | （92，451） | \＄ | $(57,368)$ | \＄ | $(72,351)$ | \＄ | $(95,613)$ |  | （403，451） |  | $(247,148)$ |
| Income tax benefit reconciliation |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Operating income tax benefit | \＄ | $(16,706)$ | \＄ | $(32,419)$ | \＄ | $(22,417)$ | \＄ | $(31,687)$ | \＄ | $(26,252)$ | \＄ | $(71,542)$ | \＄ | $(60,067)$ |
| Taxable equivalent adjustment |  | （511） |  | （500） |  | （493） |  | （601） |  | （580） |  | $(1,504)$ |  | $(1,531)$ |
| Gain from acquisition，tax expense |  | － |  | － |  | － |  | － |  | － |  | － |  | 4，328 |
| Severance costs，tax benefit |  |  |  | － |  | 二 |  |  |  |  |  | － |  | $(1,101)$ |
| Income tax benefit（GAAP） | \＄ | $(17,217)$ | \＄ | （32，919） | \＄ | （22，910） | \＄ | $(32,288)$ | \＄ | $\underline{(26,832})$ | \＄ | $(73,046)$ | \＄ | $(58,371)$ |
| Diluted loss from continuing operations per common share reconciliation |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Diluted operating loss from continuing operations per common share | \＄ | （．30） | \＄ | （．66） | \＄ | （．39） | \＄ | （．45） | \＄ | （．93） | \＄ | （1．35） | \＄ | （3．04） |
| Gain from acquisition |  |  |  |  |  |  |  |  |  |  |  |  |  | ． 14 |
| Noncash goodwill impairment charge |  | （2．22） |  | － |  | － |  | － |  | （．50） |  | （2．23） |  | （1．93） |
| Severance costs |  |  |  | － |  | － |  | － |  |  |  | － |  | （．04） |
| Diluted loss from continuing operations per common share（GAAP） | \＄ | （2．52） | \＄ | （．66） | \＄ | （．39） | \＄ | （．45） | \＄ | （1．43） | \＄ | （3．58） | \＄ | （4．01） |
| Book value per common share reconciliation |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Tangible book value per common share | \＄ | 5.05 | \＄ | 5.39 | \＄ | 5.62 | S | 6.02 | \＄ | 6.50 | \＄ | 5.05 | \＄ | 6.50 |
| Effect of goodwill and other intangibles |  | 0.09 |  | 2.32 |  | 2.33 |  | 2.34 |  | 2.35 |  | 0.09 |  | 2.35 |
| Book value per common share（GAAP） | \＄ | 5.14 | \＄ | 7.71 | \＄ | 7.95 | \＄ | 8.36 | \＄ | 8.85 | \＄ | 5.14 | \＄ | 8.85 |
| Efficiency ratio from continuing operations reconciliation |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Operating efficiency ratio from continuing operations |  | 89．38\％ |  | 141．60\％ |  | 75．22\％ |  | 78．74\％ |  | 68．35\％ |  | 102．14\％ |  | 72．29\％ |
| Gain from acquisition |  |  |  | － |  | － |  | － |  |  |  |  |  | （3．60） |
| Noncash goodwill impairment charge |  | 290.00 |  | － |  | － |  | － |  | 33.22 |  | 96.29 |  | 41.58 |
| Severance costs |  | 二 |  | 二 |  | 二 |  | － |  | － |  | 二 |  | 1.27 |
| Efficiency ratio from continuing operations（GAAP） |  | 379．38\％ |  | 141．60\％ |  | 75．22\％ |  | 78．74\％ |  | 101．57\％ |  | 198．43\％ |  | 111．54\％ |
| Average equity to assets reconciliation |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Tangible common equity to assets |  | 6．78\％ |  | 6．91\％ |  | 7．13\％ |  | 7．37\％ |  | 5．36\％ |  | 6．94\％ |  | 5．74\％ |
| Effect of preferred equity |  | 2.41 |  | 2.35 |  | 2.26 |  | 2.16 |  | 2.19 |  | 2.34 |  | 2.18 |
| Tangible equity to assets |  | 9.19 |  | 9.26 |  | 9.39 |  | 9.53 |  | 7.55 |  | 9.28 |  | 7.92 |
| Effect of goodwill and other intangibles |  | 2.18 |  | 2.58 |  | 2.51 |  | 2.41 |  | 2.72 |  | 2.42 |  | 2.92 |
| Equity to assets（GAAP） |  | 11．37\％ |  | 11．84\％ |  | 11．90\％ |  | 11．94\％ |  | 10．27\％ |  | 11．70\％ |  | 10．84\％ |
| Actual tangible common equity to risk－weighted assets reconciliation |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Tangible common equity to risk－weighted assets |  | 9．60\％ |  | 9．97\％ |  | 10．03\％ |  | 10．39\％ |  | 10．67\％ |  | 9．60\％ |  | 10．67\％ |
| Effect of other comprehensive income |  | （．81） |  | （．87） |  | （．85） |  | （．87） |  | （．90） |  | （．81） |  | （．90） |
| Effect of deferred tax limitation |  | （2．94） |  | （2．47） |  | （1．75） |  | （1．27） |  | （．58） |  | （2．94） |  | （．58） |
| Effect of trust preferred |  | 1.06 |  | 1.03 |  | 1.00 |  | ． 97 |  | ． 92 |  | 1.06 |  | ． 92 |
| Effect of preferred equity |  | 3.51 |  | 3.41 |  | 3.29 |  | 3.19 |  | 3.04 |  | 3.51 |  | 3.04 |
| Tier I capital ratio（Regulatory） |  | 10．42\％ |  | 11．07\％ |  | 11．72\％ |  | 12．41\％ |  | 13．15\％ |  | 10．42\％ |  | 13．15\％ |

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

| (in millions) | 2010 |  |  |  |  |  | 2009 |  |  |  | Linked Quarter Change |  | Year over Year Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { Third } \\ & \text { Quarter } \end{aligned}$ |  | Second Quarter |  | $\begin{gathered} \text { First } \\ \text { Quarter } \\ \hline \end{gathered}$ |  | Fourth Quarter |  | $\begin{gathered} \text { Third } \\ \text { Quarter } \\ \hline \end{gathered}$ |  |  |  |  |  |
| LOANS BY CATEGORY |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial (sec. by RE) | \$ | 1,781 | \$ | 1,780 | \$ | 1,765 | \$ | 1,779 | \$ | 1,787 | \$ | 1 | \$ | (6) |
| Commercial construction |  | 310 |  | 342 |  | 357 |  | 363 |  | 380 |  | (32) |  | (70) |
| Commercial \& industrial |  | 456 |  | 441 |  | 381 |  | 390 |  | 403 |  | 15 |  | 53 |
| Total commercial |  | 2,547 |  | 2,563 |  | 2,503 |  | 2,532 |  | 2,570 |  | (16) |  | (23) |
| Residential construction |  | 764 |  | 820 |  | 960 |  | 1,050 |  | 1,185 |  | (56) |  | (421) |
| Residential mortgage |  | 1,316 |  | 1,356 |  | 1,390 |  | 1,427 |  | 1,461 |  | (40) |  | (145) |
| Consumer / installment |  | 133 |  | 134 |  | 139 |  | 142 |  | 147 |  | (1) |  | (14) |
| Total loans | \$ | 4,760 | \$ | 4,873 | \$ | 4,992 | \$ | 5,151 | \$ | 5,363 |  | (113) |  | (603) |

LOANS BY MARKET

| Atlanta MSA | \$ | 1,365 | \$ | 1,373 | \$ | 1,404 | \$ | 1,435 | \$ | 1,526 | (8) | (161) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Gainesville MSA |  | 316 |  | 343 |  | 372 |  | 390 |  | 402 | (27) | (86) |
| North Georgia |  | 1,755 |  | 1,808 |  | 1,814 |  | 1,884 |  | 1,942 | (53) | (187) |
| Western North Carolina |  | 719 |  | 738 |  | 756 |  | 772 |  | 786 | (19) | (67) |
| Coastal Georgia |  | 345 |  | 356 |  | 388 |  | 405 |  | 440 | (11) | (95) |
| East Tennessee |  | 260 |  | 255 |  | 258 |  | 265 |  | 267 | 5 | (7) |
| Total loans | \$ | 4,760 | \$ | 4,873 | \$ | 4,992 | \$ | 5,151 | \$ | 5,363 | (113) | (603) |

## RESIDENTIAL CONSTRUCTION

| Dirt loans |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Acquisition \& development | \$ | 190 | \$ | 214 | \$ | 290 | \$ | 332 | \$ | 380 | (24) | (190) |
| Land loans |  | 104 |  | 110 |  | 124 |  | 127 |  | 159 | (6) | (55) |
| Lot loans |  | 303 |  | 311 |  | 321 |  | 336 |  | 336 | (8) | (33) |
| Total |  | 597 |  | 635 |  | 735 |  | 795 |  | 875 | (38) | (278) |
| House loans |  |  |  |  |  |  |  |  |  |  |  |  |
| Spec |  | 109 |  | 125 |  | 153 |  | 178 |  | 218 | (16) | (109) |
| Sold |  | 58 |  | 60 |  | 72 |  | 77 |  | 92 | (2) | (34) |
| Total |  | 167 |  | 185 |  | 225 |  | 255 |  | 310 | (18) | (143) |
| Total residential construction | \$ | 764 | \$ | 820 | \$ | 960 | \$ | 1,050 | \$ | 1,185 | (56) | (421) |
| RESIDENTIAL CONSTRUCTION ATLANTA MSA |  |  |  |  |  |  |  |  |  |  |  |  |
| Dirt loans |  |  |  |  |  |  |  |  |  |  |  |  |
| Acquisition \& development | \$ | 34 | \$ | 40 | \$ | 66 | \$ | 76 | \$ | 100 | (6) | (66) |
| Land loans |  | 27 |  | 32 |  | 43 |  | 43 |  | 61 | (5) | (34) |
| Lot loans |  | 45 |  | 39 |  | 47 |  | 52 |  | 54 | 6 | (9) |
| Total |  | 106 |  | 111 |  | 156 |  | 171 |  | 215 | (5) | (109) |
| House loans |  |  |  |  |  |  |  |  |  |  |  |  |
| Spec |  | 42 |  | 48 |  | 58 |  | 68 |  | 91 | (6) | (49) |
| Sold |  | 11 |  | 10 |  | 14 |  | 16 |  | 22 | 1 | (11) |
| Total |  | 53 |  | 58 |  | 72 |  | 84 |  | 113 | (5) | (60) |
| Total residential construction | \$ | 159 | \$ | 169 | \$ | 228 | \$ | 255 | \$ | 328 | (10) | (169) |

(1) Excludes total loans of $\$ 75.2$ million, $\$ 80.8$ million, $\$ 79.5$ million, $\$ 85.1$ million and $\$ 104.0$ million as of September 30, 2010, June 30, 2010, March 31, 2010, December 31, 2009 and September 30, 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)

| (in thousands) | Third Quarter 2010 |  |  |  |  |  | Second Quarter 2010 |  |  |  |  |  | First Quarter 2010 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Non-performing Loans |  | Foreclosed Properties |  | Total NPAs |  | Non-performing Loans |  | Foreclosed Properties |  | Total NPAs |  | Non-performing Loans |  | Foreclosed Properties |  | Total NPAs |  |
| $\begin{aligned} & \text { NPAs BY } \\ & \text { CATEGORY } \end{aligned}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial (sec. by RE) | \$ | 53,646 | \$ | 14,838 | \$ | 68,484 | \$ | 56,013 | \$ | 13,297 | \$ | 69,310 | \$ | 45,918 | \$ | 21,597 | \$ | 67,515 |
| Commercial construction |  | 17,279 |  | 15,125 |  | 32,404 |  | 17,872 |  | 11,339 |  | 29,211 |  | 23,556 |  | 14,285 |  | 37,841 |
| Commercial \& industrial |  | 7,670 |  | - |  | 7,670 |  | 7,245 |  | - |  | 7,245 |  | 3,610 |  | - |  | 3,610 |
| Total commercial |  | 78,595 |  | 29,963 |  | 108,558 |  | 81,130 |  | 24,636 |  | 105,766 |  | 73,084 |  | 35,882 |  | 108,966 |
| Residential construction |  | 79,321 |  | 73,206 |  | 152,527 |  | 88,375 |  | 74,444 |  | 162,819 |  | 147,326 |  | 74,220 |  | 221,546 |
| Residential mortgage |  | 58,107 |  | 26,795 |  | 84,902 |  | 53,175 |  | 24,830 |  | 78,005 |  | 57,920 |  | 26,173 |  | 84,093 |
| Consumer / installment |  | 1,743 |  | - |  | 1,743 |  | 1,655 |  | - |  | 1,655 |  | 2,472 |  | - |  | 2,472 |
| Total NPAs | \$ | 217,766 | \$ | 129,964 |  | 347,730 | \$ | 224,335 | \$ | 123,910 |  | 348,245 | \$ | 280,802 | \$ | 136,275 |  | 417,077 |
| Balance as a \% of Unpaid Principal |  | 70.0\% |  | 65.9\% |  | 68.4\% |  | 69.4\% |  | 71.9\% |  | 70.3\% |  | 71.6\% |  | 67.5\% |  | 70.2\% |

## NPAs BY

| MARKET |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Atlanta MSA | \$ | 65,304 | \$ | 32,785 | \$ 98,089 | \$ | 74,031 | \$ | 30,605 | \$ 104,636 | \$ | 81,914 | \$ | 36,951 | \$118,865 |
| Gainesville MSA |  | 11,905 |  | 5,685 | 17,590 |  | 10,730 |  | 2,750 | 13,480 |  | 17,058 |  | 3,192 | 20,250 |
| North Georgia |  | 92,295 |  | 67,439 | 159,734 |  | 102,198 |  | 60,597 | 162,795 |  | 109,280 |  | 63,128 | 172,408 |
| Western North Carolina |  | 31,545 |  | 11,559 | 43,104 |  | 22,776 |  | 11,473 | 34,249 |  | 31,353 |  | 8,588 | 39,941 |
| Coastal Georgia |  | 10,611 |  | 10,951 | 21,562 |  | 8,341 |  | 16,548 | 24,889 |  | 33,438 |  | 21,871 | 55,309 |
| East Tennessee |  | 6,106 |  | 1,545 | 7,651 |  | 6,259 |  | 1,937 | 8,196 |  | 7,759 |  | 2,545 | 10,304 |
| Total NPAs | \$ | 217,766 | \$ | 129,964 | \$347,730 | \$ | 224,335 | \$ | 123,910 | \$ 348,245 | \$ | 280,802 | \$ | 136,275 | \$417,077 |

## NPA

ACTIVITY

| Beginning Balance | \$ | 224,335 | \$ | 123,910 | \$348,245 | \$ | 280,802 | \$ | 136,275 | \$ 417,077 | \$ | 264,092 | \$ | 120,770 | \$384,862 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Loans placed on non-accrual |  | 119,783 |  | - | 119,783 |  | 155,007 |  | - | 155,007 |  | 139,030 |  | - | 139,030 |
| Payments received |  | $(11,469)$ |  | - | $(11,469)$ |  | $(12,189)$ |  | - | $(12,189)$ |  | $(5,733)$ |  | - | $(5,733)$ |
| Loan charge-offs |  | $(52,647)$ |  | - | $(52,647)$ |  | $(62,693)$ |  | - | $(62,693)$ |  | $(58,897)$ |  | - | $(58,897)$ |
| Foreclosures |  | $(59,844)$ |  | 59,844 | - |  | $(66,994)$ |  | 66,994 | - |  | $(49,233)$ |  | 49,233 | - |
| Capitalized costs |  | - |  | 601 | 601 |  | - |  | 305 | 305 |  | - |  | 320 | 320 |
| Note / property sales |  | $(2,392)$ |  | $(40,203)$ | $(42,595)$ |  | $(69,598)$ |  | $(68,472)$ | $(138,070)$ |  | $(8,457)$ |  | $(25,951)$ | $(34,408)$ |
| Write downs |  | - |  | $(7,051)$ | $(7,051)$ |  | - |  | $(6,094)$ | $(6,094)$ |  | - |  | $(4,579)$ | $(4,579)$ |
| Net losses on sales |  | - |  | $(7,137)$ | $(7,137)$ |  | - |  | $(5,098)$ | $(5,098)$ |  | - |  | $(3,518)$ | $(3,518)$ |
| Ending Balance | \$ | 217,766 | \$ | 129,964 | \$347,730 | \$ | 224,335 | \$ | 123,910 | \$ 348,245 | \$ | 280,802 | \$ | 136,275 | \$417,077 |



| Consumer / installment | 978 |  | 2.90 | 1,207 |  | 3.53 | 737 |  | 2.12 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total | \$ | 49,998 | 4.12 | \$ | 61,323 | 4.98 | \$ | 56,668 | 4.51 |
| NET CHARGE-OFFS BY MARKET |  |  |  |  |  |  |  |  |  |
| Atlanta MSA | \$ | 13,753 | 3.97\% | \$ | 16,926 | 4.85\% | \$ | 15,545 | 4.32\% |
| Gainesville MSA |  | 1,143 | 1.40 |  | 2,547 | 3.01 |  | 1,675 | 1.92 |
| North Georgia |  | 26,554 | 5.92 |  | 28,100 | 6.19 |  | 29,747 | 6.51 |
| Western North Carolina |  | 5,509 | 2.99 |  | 7,194 | 3.86 |  | 3,695 | 1.96 |
| Coastal Georgia |  | 2,702 | 3.05 |  | 5,581 | 6.07 |  | 5,649 | 5.74 |
| East Tennessee |  | 337 | . 52 |  | 975 | 1.53 |  | 357 | . 55 |
| Total | \$ | 49,998 | 4.12 | \$ | 61,323 | 4.98 | \$ | 56,668 | 4.51 |

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

UNITED COMMUNITY BANKS, INC.

## Consolidated Statement of Income (Unaudited)

| (in thousands, except per share data) | Three Months Ended September 30, |  |  |  | Nine Months Ended September 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2010 |  | 2009 |  | 2010 |  | 2009 |  |
|  |  |  |  |  |  |  |  |  |
| Interest revenue: |  |  |  |  |  |  |  |  |
| Loans, including fees | \$ | 68,419 | \$ | 80,874 | \$ | 211,245 | \$ | 244,445 |
| Investment securities, including tax exempt of \$280, \$328, \$886 and \$956 |  | 14,711 |  | 18,820 |  | 46,743 |  | 60,057 |
| Federal funds sold, commercial paper and deposits in banks |  | 719 |  | 907 |  | 2,416 |  | 1,447 |
| Total interest revenue |  | 83,849 |  | 100,601 |  | 260,404 |  | 305,949 |

## Interest expense:

| Deposits: |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| NOW | 1,705 | 2,528 | 5,304 | 8,708 |
| Money market | 1,930 | 2,711 | 5,516 | 7,217 |
| Savings | 83 | 130 | 250 | 378 |
| Time | 16,099 | 28,183 | 54,015 | 96,300 |
| Total deposit interest expense | 19,817 | 33,552 | 65,085 | 112,603 |
| Federal funds purchased, repurchase agreements and other shortterm borrowings | 1,068 | 613 | 3,162 | 1,761 |
| Federal Home Loan Bank advances | 796 | 1,300 | 2,747 | 3,577 |
| Long-term debt | 2,665 | 2,712 | 7,994 | 8,241 |
| Total interest expense | 24,346 | 38,177 | 78,988 | 126,182 |
| Net interest revenue | 59,503 | 62,424 | 181,416 | 179,767 |
| Provision for loan losses | 50,500 | 95,000 | 187,000 | 220,000 |
| Net interest revenue after provision for loan losses | 9,003 | $(32,576)$ | $(5,584)$ | $(40,233)$ |

## Fee revenue:

| Service charges and fees | 7,648 |  | 8,138 |  | 23,088 |  | 22,729 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Mortgage loan and other related fees | 2,071 |  | 1,832 |  | 5,151 |  | 7,308 |
| Brokerage fees | 731 |  | 456 |  | 1,884 |  | 1,642 |
| Securities gains, net | 2,491 |  | 1,149 |  | 2,552 |  | 741 |
| Gain from acquisition | - |  | - |  | - |  | 11,390 |
| Losses from prepayment of borrowings | $(2,233)$ |  | - |  | $(2,233)$ |  | - |
| Other | 2,153 |  | 1,814 |  | 5,664 |  | 4,097 |
| Total fee revenue | 12,861 |  | 13,389 |  | 36,106 |  | 47,907 |
| Total revenue | 21,864 |  | $(19,187)$ |  | 30,522 |  | 7,674 |
| Operating expenses: |  |  |  |  |  |  |  |
| Salaries and employee benefits | 24,891 |  | 23,889 |  | 72,841 |  | 77,507 |
| Communications and equipment | 3,620 |  | 3,640 |  | 10,404 |  | 10,857 |
| Occupancy | 3,720 |  | 4,063 |  | 11,370 |  | 11,650 |
| Advertising and public relations | 1,128 |  | 823 |  | 3,523 |  | 2,992 |
| Postage, printing and supplies | 1,019 |  | 1,270 |  | 3,009 |  | 3,733 |
| Professional fees | 2,117 |  | 2,358 |  | 6,238 |  | 8,834 |
| Foreclosed property | 19,752 |  | 7,918 |  | 45,105 |  | 17,974 |
| FDIC assessments and other regulatory charges | 3,256 |  | 2,801 |  | 10,448 |  | 12,293 |
| Amortization of intangibles | 793 |  | 813 |  | 2,389 |  | 2,291 |
| Other | 4,610 |  | 3,851 |  | 12,707 |  | 8,793 |
| Loss on sale of nonperforming assets | - |  | - |  | 45,349 |  | - |
| Goodwill impairment | 210,590 |  | 25,000 |  | 210,590 |  | 95,000 |
| Severance costs | - |  | - |  | - |  | 2,898 |
| Total operating expenses | 275,496 |  | 76,426 |  | 433,973 |  | 254,822 |
| Loss from continuing operations before income taxes | $(253,632)$ |  | $(95,613)$ |  | $(403,451)$ |  | $(247,148)$ |
| Income tax benefit | $(17,217)$ |  | $(26,832)$ |  | $(73,046)$ |  | $(58,371)$ |
| Net loss from continuing operations | $(236,415)$ |  | $(68,781)$ |  | $(330,405)$ |  | $(188,777)$ |
| (Loss) income from discontinued operations, net of income taxes | - |  | 63 |  | (101) |  | 285 |
| Gain from sale of subsidiary, net of income taxes and selling costs | - |  | - |  | 1,266 |  | - |
| Net loss | $(236,415)$ |  | $(68,718)$ |  | $(329,240)$ |  | $(188,492)$ |
| Preferred stock dividends and discount accretion | 2,581 |  | 2,562 |  | 7,730 |  | 7,675 |
| Net loss available to common shareholders | \$ (238,996) | \$ | $(71,280)$ | \$ | $(336,970)$ | \$ | $(196,167)$ |

Loss from continuing operations per common share - Basic /

## Diluted

Loss per common share - Basic / Diluted
Weighted average common shares outstanding - Basic / Diluted
\$

| $(2.52)$ | $\$$ | $(1.43)$ | $\$$ | $(3.58)$ |
| ---: | ---: | ---: | ---: | ---: |
| $(2.52)$ | $(1.43)$ | $(3.56)$ | $(4.01)$ |  |
| 94,679 |  | 49,771 | 94,527 | 48,968 |



UNITED COMMUNITY BANKS, INC.

## Consolidated Balance Sheet

| (in thousands, except share and per share data) | September 30, 2010 | $\begin{gathered} \text { December 31, } \\ 2009 \end{gathered}$ |  | $\begin{gathered} \text { September 30, } \\ 2009 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (unaudited) |  | audited) |  | audited) |
| ASSETS |  |  |  |  |  |
| Cash and due from banks | \$ 104,033 | \$ | 126,265 | \$ | 195,559 |
| Interest-bearing deposits in banks | 64,408 |  | 120,382 |  | 78,589 |
| Federal funds sold, commercial paper and short-term investments | 108,579 |  | 129,720 |  | 397,361 |
| Cash and cash equivalents | 277,020 |  | 376,367 |  | 671,509 |
| Securities available for sale | 1,053,518 |  | 1,530,047 |  | 1,532,514 |
| Securities held to maturity (fair value \$263,012) | 256,694 |  | - - |  | - |
| Mortgage loans held for sale | 20,630 |  | 30,226 |  | 20,460 |
| Loans, net of unearned income | 4,759,504 |  | 5,151,476 |  | 5,362,689 |
| Less allowance for loan losses | 174,613 |  | 155,602 |  | 150,187 |
| Loans, net | 4,584,891 |  | 4,995,874 |  | 5,212,502 |
| Assets covered by loss sharing agreements with the FDIC | 144,581 |  | 185,938 |  | 197,914 |
| Premises and equipment, net | 178,842 |  | 182,038 |  | 179,467 |
| Accrued interest receivable | 24,672 |  | 33,867 |  | 35,679 |
| Goodwill and other intangible assets | 12,217 |  | 225,196 |  | 226,008 |
| Foreclosed property | 129,964 |  | 120,770 |  | 110,610 |
| Other assets | 330,020 |  | 319,591 |  | 256,954 |
| Total assets | \$ 7,013,049 | \$ | 7,999,914 | \$ | 8,443,617 |

## LIABILITIES AND SHAREHOLDERS' EQUITY

Liabilities:

| Deposits: |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Demand | \$ | 783,251 | \$ | 707,826 | \$ | 703,054 |
| NOW |  | 1,338,371 |  | 1,335,790 |  | 1,318,264 |
| Money market |  | 804,644 |  | 713,901 |  | 687,780 |
| Savings |  | 186,617 |  | 177,427 |  | 180,738 |
| Time: |  |  |  |  |  |  |
| Less than \$100,000 |  | 1,498,379 |  | 1,746,511 |  | 1,854,726 |
| Greater than \$100,000 |  | 1,033,132 |  | 1,187,499 |  | 1,237,172 |
| Brokered |  | 354,243 |  | 758,880 |  | 839,572 |
| Total deposits |  | 5,998,637 |  | 6,627,834 |  | 6,821,306 |
| Federal funds purchased, repurchase agreements, and other short-term borrowings |  | 103,780 |  | 101,389 |  | 101,951 |
| Federal Home Loan Bank advances |  | 55,125 |  | 114,501 |  | 314,704 |
| Long-term debt |  | 150,126 |  | 150,066 |  | 150,046 |
| Accrued expenses and other liabilities |  | 42,906 |  | 43,803 |  | 48,972 |
| Total liabilities |  | 6,350,574 |  | 7,037,593 |  | 7,436,979 |

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 |  | 217 |
| Series B; \$1,000 stated value; 180,000 shares issued and outstanding |  | 175,378 |  | 174,408 |  | 174,095 |
| Common stock, $\$ 1$ par value; 200,000,000 shares authorized; |  |  |  |  |  |  |
| Common stock issuable; 305,594, 221,906 and 196,818 shares |  | 3,961 |  | 3,597 |  | 3,471 |
| Capital surplus |  | 664,605 |  | 622,034 |  | 620,494 |
| (Accumulated deficit) retained earnings |  | $(316,587)$ |  | 20,384 |  | 62,786 |
| Accumulated other comprehensive income |  | 40,468 |  | 47,635 |  | 51,674 |
| Total shareholders' equity |  | 662,475 |  | 962,321 |  | 1,006,638 |
| Total liabilities and shareholders' equity | \$ | 7,013,049 | \$ | 7,999,914 | \$ | 8,443,617 |

## UNITED COMMUNITY BANKS, INC.

## Average Consolidated Balance Sheets and Net Interest Analysis

For the Three Months Ended September 30,

| (dollars in thousands, taxable equivalent) | 2010 |  |  | 2009 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average Balance | Interest | Avg. <br> Rate | Average Balance | Interest | Avg. Rate |
| Assets: |  |  |  |  |  |  |
| Interest-earning assets: |  |  |  |  |  |  |
| Loans, net of unearned income (1)(2) | \$4,896,471 | \$ 68,540 | 5.55\% | \$5,565,498 | \$ 80,880 | 5.77\% |
| Taxable securities (3) | 1,384,682 | 14,431 | 4.17 | 1,585,154 | 18,492 | 4.67 |
| Tax-exempt securities (1)(3) | 26,481 | 459 | 6.93 | 30,345 | 537 | 7.08 |
| Federal funds sold and other interest-earning assets | 368,108 | 930 | 1.01 | 219,542 | 1,272 | 2.32 |
| Total interest-earning assets | 6,675,742 | 84,360 | 5.02 | 7,400,539 | 101,181 | 5.43 |
| Non-interest-earning assets: |  |  |  |  |  |  |
| Allowance for loan losses | $(194,300)$ |  |  | $(147,074)$ |  |  |
| Cash and due from banks | 107,825 |  |  | 107,062 |  |  |
| Premises and equipment | 179,839 |  |  | 179,764 |  |  |
| Other assets (3) | 752,780 |  |  | 667,908 |  |  |
| Total assets | \$7,521,886 |  |  | \$8,208,199 |  |  |

Liabilities and Shareholders' Equity:

| Interest-bearing liabilities: |
| :--- |
| Interest-bearing deposits: |
| NOW |
| Money market |
| Savings |
| Time less than $\$ 100,000$ |


| Net interest revenue | 60,014 |  | \$ 63,004 |  |
| :---: | :---: | :---: | :---: | :---: |
| Net interest-rate spread |  | 3.36\% |  | 3.12\% |
| Net interest margin (4) |  | 3.57\% |  | 3.39\% |

(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 $\$ 45.4$ million in 2010 and $\$ 13.8$ 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 Nine Months Ended September 30,

| (dollars in thousands, taxable equivalent) | 2010 |  |  | 2009 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average Balance | Interest | Avg. <br> Rate | Average Balance | Interest | Avg. <br> Rate |
| Assets: |  |  |  |  |  |  |
| Interest-earning assets: |  |  |  |  |  |  |
| Loans, net of unearned income (1)(2) | \$5,025,739 | \$ 211,399 | 5.62\% | \$5,612,202 | \$ 244,196 | 5.82\% |
| Taxable securities (3) | 1,458,120 | 45,857 | 4.19 | 1,669,768 | 59,101 | 4.72 |
| Tax-exempt securities (1)(3) | 28,470 | 1,450 | 6.79 | 29,754 | 1,565 | 7.01 |
| Federal funds sold and other interestearning assets | 357,881 | 3,202 | 1.19 | 145,449 | 2,618 | 2.40 |
| Total interest-earning assets | 6,870,210 | 261,908 | 5.09 | 7,457,173 | 307,480 | 5.51 |
| Non-interest-earning assets: |  |  |  |  |  |  |
| Allowance for loan losses | $(191,888)$ |  |  | $(141,255)$ |  |  |
| Cash and due from banks | 104,446 |  |  | 104,444 |  |  |
| Premises and equipment | 180,936 |  |  | 179,569 |  |  |
| Other assets (3) | 758,903 |  |  | 663,674 |  |  |
| Total assets | \$7,722,607 |  |  | \$8,263,605 |  |  |

Liabilities and Shareholders' Equity:

| Interest-bearing liabilities: |  |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Interest-bearing deposits: | $\$ 1,335,034$ | $\$$ | 5,304 | .53 | $\$ 1,284,522$ | $\$$ | 8,708 |
| NOW | 750,685 | 5,516 | .98 | 543,122 | 7,217 | 1.78 |  |
| Money market | 184,420 | 250 | .18 | 177,147 | 378 | .29 |  |
| Savings | $1,612,691$ | 23,968 | 1.99 | $1,918,379$ | 45,859 | 3.20 |  |
| Time less than $\$ 100,000$ | $1,110,195$ | 18,378 | 2.21 | $1,336,876$ | 34,444 | 3.44 |  |
| Time greater than $\$ 100,000$ | 650,588 |  | 11,669 | 2.40 | 726,352 | 15,997 | 2.94 |
| Brokered | $\underline{5,643,613}$ | $\underline{65,085}$ | 1.54 | $\underline{5,986,398}$ | $\underline{112,603}$ | 2.51 |  |
| Total interest-bearing deposits |  |  |  |  |  |  |  |


| Federal funds purchased and other borrowings | 103,697 | 3,162 | 4.08 | 202,008 | 1,761 | 1.17 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Federal Home Loan Bank advances | 100,727 | 2,747 | 3.65 | 241,863 | 3,577 | 1.98 |
| Long-term debt | 150,098 | 7,994 | 7.12 | 150,788 | 8,241 | 7.31 |
| Total borrowed funds | 354,522 | 13,903 | 5.24 | 594,659 | 13,579 | 3.05 |
| Total interest-bearing liabilities | 5,998,135 | 78,988 | 1.76 | 6,581,057 | 126,182 | 2.56 |
| Non-interest-bearing liabilities: |  |  |  |  |  |  |
| Non-interest-bearing deposits | 755,845 |  |  | 684,942 |  |  |
| Other liabilities | 64,622 |  |  | 101,447 |  |  |
| Total liabilities | 6,818,602 |  |  | 7,367,446 |  |  |
| Shareholders' equity | 904,005 |  |  | 896,159 |  |  |
| Total liabilities and shareholders' equity | \$7,722,607 |  |  | \$8,263,605 |  |  |


| Net interest revenue | \$ 182,920 |  | \$ 181,298 |  |
| :---: | :---: | :---: | :---: | :---: |
| Net interest-rate spread |  | 3.33\% |  | 2.95\% |
| Net interest margin (4) |  | 3.56\% |  | 3.25\% |

(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 $\$ 44.1$ million in 2010 and $\$ 13.0$ 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
Third Quarter 2010


EVP \& CFO
rex_schuette@ucbi.com
(706) 781-2266

David P. Shearrow
EVP \& CRO

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.

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

国 Structure

- Centralized underwriting and approval process
- Segregated work-out teams
- Highly skilled ORE disposition group
- Seasoned regional credit professionals
[ 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
(1) Policy
- Ongoing enhancements to credit policy
- Periodic updates to portfolio limits


## Loan Portfolio (total $\$ 4.76$ billion)

## Geographic Diversity



## Commercial Loans (total $\$ 2.55$ billion) <br> U United <br> Emanminty Banks.

Geographic Diversity


| (in millions) |  |  |
| :--- | ---: | ---: |
|  | September 30,2010 |  |
| Loan Type | Amount | Percent |
| Office Buildings | 397 | $22 \%$ |
| Other Small Business | 305 | 17 |
| Retail | 261 | 15 |
| Small Warehouses/Storage | 174 | 10 |
| Churches | 143 | 7 |
| Hotels/Motels | 95 | 6 |
| Convenience Stores | 77 | 4 |
| Franchise / Restaurants | 74 | 4 |
| Multi-Residential Properties | 66 | 4 |
| Farmland | 46 | 3 |
| Manufacturing Facility | 41 | 2 |
| Golf Course/Recreation | 34 | 2 |
| Auto Dealership/Service | 33 | 2 |
| Miscellaneous | 35 | 2 |
|  | 1,781 | $100 \%$ |
| Total Commercial Real Estate | $\$$ |  |


| (in millions) | Sep 30, | $2010$ | Portfolio Characteristics |
| :---: | :---: | :---: | :---: |
| LoanType | Amount | Percent |  |
| Land Development-Vacant (Improved) | \$ 114 | $37 \%$ | 回 \$650k Average loan size |
| Raw Land - Vacant (Unimproved) | 67 | 22 |  |
| Commercial Land Development | 57 | 18 |  |
| Office Buildings | 34 | 11 |  |
| Miscellaneous Construction | 26 | 8 |  |
| Retail Buildings | 9 | 3 |  |
| Churches | 3 | -1 |  |
| Total Commercial Construction | \$ 310 | 100\% |  |

## Residential Mortgage (total $\$ 1.32$ billion)

## Geographic Diversity

s in millions



## Residential Construction (total \$. 76 billion)

## Geographic Diversity


S.193
(in millions)

|  | 3Q10 |  | 2Q10 |  | 3Q09 |  | Variance |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 2Q10 | 3Q09 |  |
| Acquisition \& Development |  |  |  |  |  |  |  |  |  |  |
| Developing Land | \$ | 34 |  |  | \$ | 40 | \$ | 100 | \$ | (6) | \$ | (66) |
| Raw Land |  | 27 |  | 32 |  |  |  | 61 |  | (5) |  | (34) |
| Lot Loans |  | 45 |  | 39 |  | 54 |  | 6 |  | (9) |
| Total |  | 106 |  | 111 |  | 215 |  | (5) |  | (109) |
| Construction Loans |  |  |  |  |  |  |  |  |  |  |
| Spec |  | 42 |  | 48 |  | 91 |  | (6) |  | (49) |
| Sold |  | 11 |  | 10 |  | 22 |  | 1 |  | (11) |
| Total |  | 53 |  | 58 |  | 113 |  | (5) |  | (60) |
| Total Res Construction | \$ | 159 | \$ | 169 | \$ | 328 | \$ | (10) | \$ | (169) |

North Georgia MSA (residential construction)
(in millions)

|  | 3Q10 |  | 2Q10 |  | 3Q09 |  | Variance |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 2Q10 | 3Q09 |  |
| Acquisition \& Development |  |  |  |  |  |  |  |  |  |  |
| Developing Land | \$ | 98 |  |  | \$ | 113 | \$ | 180 | \$ | (15) | \$ | (82) |
| Raw Land |  | 43 |  | 45 |  |  |  | 56 |  | (2) |  | (13) |
| Lot Loans |  | 168 |  | 181 |  | 198 |  | (13) |  | (30) |
| Total |  | 309 |  | 339 |  | 434 |  | (30) |  | (125) |
| Construction Loans |  |  |  |  |  |  |  |  |  |  |
| Spec |  | 38 |  | 44 |  | 71 |  | (6) |  | (33) |
| Sold |  | 22 |  | 24 |  | 30 |  | (2) |  | (8) |
| Total |  | 60 |  | 68 |  | 101 |  | (8) |  | (41) |
| Total Res Construction | \$ | 369 | \$ | 407 | \$ | 535 | \$ | (38) | \$ | (166) |

## Credit Quality

(in millions)
Net Charge-offs
as \% of Average Loans
Allowance for Loan Losses
as \% of Total Loans
as \% of NPLs
as \% of NPLs - Adjusted ( 1 )
Past Due Loans ( $30-89$ Days)
Non-Performing Loans
OREO
Total NPAs

| $3 \mathrm{O}_{10}$ |  | $2 \mathrm{Q}_{10}$ |  | $1{ }^{1} 10$ |  | 4 Qog |  | 30.09 |  | 2 O 09 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 50.0 | \$ | 61.3 | \$ | 56.7 | \$ | 84.6 | \$ | 90.5 | \$ | 58.3 |
|  | 4.12\% |  | 4.98\% |  | 4.51\% |  | 6.37\% |  | $6.57 \%$ |  | 4.18\% |
| \$ | 174.6 | \$ | 174.1 | \$ | 173.9 | \$ | 155.6 | \$ | 150.2 | \$ | 145.7 |
|  | 3.67\% |  | 3.57\% |  | 3.48\% |  | 3.02\% |  | 2.80\% |  | 2.64\% |
|  | 80 |  | 78 |  | 62 |  | 59 |  | 49 |  | 51 |
|  | 257 |  | 234 |  | 142 |  | 190 |  | 149 |  | 82 |
|  | 1.24\% |  | 1.69\% |  | 2.17\% |  | 1.44\% |  | 2.02\% |  | 1.61\% |
| \$ | 217.8 | \$ | 224.3 | \$ | 280.8 | \$ | 264.1 | \$ | 304.4 | \$ | 287.8 |
|  | 129.9 |  | 123.9 |  | 136.3 |  | 120.8 |  | 110.6 |  | 104.8 |
| \$ | 347.7 | \$ | 348.2 | \$ | 417.1 | \$ | 384.9 | \$ | 415.0 | \$ | 392.6 |

As \% of Original Principal Balance
Non-Performing Loans
OREO
$70.0 \%$
65.9

| $69.4 \%$ | $71.6 \%$ | $70.4 \%$ | $73.8 \%$ | $80.1 \%$ |
| :--- | :--- | :--- | :--- | :--- |
| 71.9 | 67.4 | 66.6 | $64.4 \%$ | $64.3 \%$ |

Total NPAs

| as $\%$ of Total Assets | $4.96 \%$ | $4.55 \%$ | $5.32 \%$ | $4.81 \%$ | $4.91 \%$ | $4.63 \%$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| as $\%$ of Loans \& OREO | 7.11 | 6.97 | 8.13 | 7.30 | 7.58 | 6.99 |

(1) Excluding loans with no allocated reserve

## Net Charge-offs by Loan Category

|  | 3Q10 |  |  | \% of Average Loans (Annualized) |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | NCOs |  | $\begin{aligned} & \text { \% of Avg } \\ & \text { Loans } \end{aligned}$ | 2Q10 |  | 1Q10 |  | 4Q09 |  |  | LTM ${ }^{(1)}$ |  |
| Commercial (sec. by RE) | \$ | 14,212 | 3.16 | \% | 2.21 | \% | . 45 | \% | . 86 | \% | 1.67 | \% |
| Commercial Construction |  | 1,972 | 2.40 |  | 1.67 |  | 2.48 |  | 5.03 |  | 2.90 |  |
| Commercial \& Industrial |  | 1,207 | 1.07 |  | . 85 |  | 4.31 |  | . 15 |  | 1.60 |  |
| Total Commercial | \$ | 17,391 | 2.70 |  | 1.91 |  | 1.33 |  | 1.36 |  | 1.83 |  |
| Residential Construction |  | 23,934 | 11.99 |  | 18.71 |  | 17.32 |  | 23.87 |  | 17.97 |  |
| Residential Mortgage |  | 7,695 | 2.29 |  | 1.90 |  | 1.31 |  | 1.93 |  | 1.86 |  |
| Consumer/ Installment |  | 978 | 2.90 |  | 3.53 |  | 2.12 |  | 3.83 |  | 3.10 |  |
| Total Net Charge-offs | \$ | 49,998 | 4.12 |  | 4.98 |  | 4.51 |  | 6.37 |  | 5.00 |  |

(in thousands)

|  | 3Q10 |  |  | \% of Average Loans (Annualized) |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | NCOs |  | \% of Avg Loans | 2Q10 | 1Q10 |  | 4Q09 |  |  | LTM ${ }^{(1)}$ |  |
| MARKETS |  |  |  |  |  |  |  |  |  |  |  |
| Atlanta MSA | \$ | 13,753 | 3.97 \% | 4.85 | \% | 4.32 | \% | 12.07 | \% | 6.30 | \% |
| Gainesville MSA |  | 1,143 | 1.40 | 3.01 |  | 1.92 |  | 2.49 |  | 2.21 |  |
| North Georgia |  | 26,554 | 5.92 | 6.19 |  | 6.51 |  | 3.57 |  | 5.55 |  |
| Western North Carolina |  | 5,509 | 2.99 | 3.86 |  | 1.96 |  | 5.11 |  | 3.48 |  |
| Coastal Georgia |  | 2,702 | 3.05 | 6.07 |  | 5.74 |  | 7.72 |  | 5.65 |  |
| East Tennessee |  | 337 | . 52 | 1.53 |  | . 55 |  | 3.67 |  | 1.57 |  |
| Total | \$ | 49,998 | 4.12 | 4.98 |  | 4.51 |  | 6.37 |  | 5.00 |  |

Note: Dollars in thousands
(1) Based on simple average of the four quarters

## NPAs by Loan Category and Market

(in thousands)

|  | 3Q10 |  |  |  |  |  |  | 3Q10 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | NPLs |  | OREO |  | Total NPAs |  | MARKETS | NPLs |  | OREO |  | Total NPAs |  |
| LOAN CATEGORY |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial (sec, by RE) | \$ | 53,646 | \$ | 14,838 | \$ | 68,484 | Atlanta MSA | \$ | 65,304 | \$ | 32,785 | \$ | 98,089 |
| Commercial Construction |  | 17,279 |  | 15,125 |  | 32,404 | Gainesville MSA |  | 11,905 |  | 5,685 |  | 17,590 |
| Commercial \& Industrial |  | 7,670 |  | - |  | 7,670 | North Georgia |  | 92,295 |  | 67,439 |  | 159,734 |
| Total Commercial |  | 78,595 |  | 29,963 |  | 108,558 | Western N. Carolina |  | 31,545 |  | 11,559 |  | 43,104 |
|  |  |  |  |  |  |  | Coastal Georgia |  | 10,611 |  | 10,951 |  | 21,562 |
| Residential Construction |  | 79,321 |  | 73,206 |  | 152,527 | East Tennessee |  | 6,106 |  | 1,545 |  | 7.651 |
| Residential Mortgage |  | 58,107 |  | 26,795 |  | 84,902 | Total | \$ | 217,766 | \$ | 129,964 | \$ | 347,730 |
| Consumer/ Installment |  | 1,743 |  | - |  | 1,743 |  |  |  |  |  |  |  |
| Total | \$ | 217,766 | \$ | 129,964 | \$ | 347,730 |  |  |  |  |  |  |  |



## Core Earnings

In millions


U United
Community Banks.

| (In Thousands) | 3Q10 |  | Variance |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 2Q10 |  | 3Q09 |  |
| Net Interest Revenue | \$ | 60,014 | \$ | $(1,613)$ | \$ | $(2,990)$ |
| Core Fee Revenue |  | 12,603 |  | 1,024 |  | 363 |
| Gross Revenue |  | 72,617 |  | (589) |  | $(2,627)$ |
| Core Operating Expense (Excl OREO) |  | 45,154 |  | 1,386 |  | 1,646 |
| Pre-Tax, Pre-Credit (Core) | \$ | 27,463 | \$ | $(1,975)$ | \$ | $(4,273)$ |


| Net Interest Margin | $3.57 \%$ | $(.03) \%$ | $.18 \%$ |
| :--- | :--- | :--- | :--- | :--- |

Net Interest Margin


## NIM Characteristics

© Margin changes
-3 bps vs. 2Q10
+18 bps vs. 3Qog

Maintained loan \& CD pricing
( ${ }_{3} \mathrm{Q}$ Excess liquidity - lowered Margin by 12 bps


+ Historically 8 to 12 bps
Significant opportunity after credit cycle $-1 \mathrm{bps}=\$ .7 \mathrm{M}$ NIR


## Margin - Credit Costs



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

Credit Costs Impacting Margin
( Historically 8 to 12 bps
(1) Credit cycle - significant drag on margin but improving

国 Cost 3Q10 vs. Historical - 44 bps (annual earnings impact of $\$ 29$ million)

国 $1 \mathrm{bps}=\$ 667 \mathrm{~K}$ NIR


## Net Operating Loss - From Continuing OperationsU United

| Third Quarter 2010 (In Thousands) | 3Q10 | 2Q10 | 3Q09 |
| :---: | :---: | :---: | :---: |
|  |  |  |  |
| Pre-Tax, Pre-Credit (Core) | \$ 27,463 | \$ 29,438 | \$ 31,736 |
| Provision for Loan Loss | $(50,500)$ | $(61,500)$ | $(95,000)$ |
| Loss on Sale of NPA's | - | $(45,349)$ | - |
| Foreclosed Property Costs: |  |  |  |
| Write-downs | $(14,187)$ | $(11,192)$ | $(4,107)$ |
| Maintenance, Taxes, Etc. | $(5,565)$ | $(3,348)$ | $(3,811)$ |
| Securities Gains (Losses), Net | 2,491 | - | 1,149 |
| FHLB Advance Termination Charge | $(2,233)$ | - | - |
| Income Taxes - Benefit | 16,706 | 32,419 | 26,252 |
| Net Operating Loss ${ }^{(1)}$ | $(25,825)$ | $(59,532)$ | $(43,781)$ |


| Net Operating Loss per Share | (.30) | (.66) | (.93) |
| :--- | :--- | :--- | :--- |

(1) From continuing operations


| Capital Ratios |  |  | U United |
| :---: | :---: | :---: | :---: |
| Well- <br> Capitalized | 3Q10 | 2Q10 | 3Q09 |
| Bank |  |  |  |
| Leverage 5\% | 7.9\% | 8.3\% | 9.8\% |
| Tier 1 RBC 6 | 11.4 | 11.9 | 13.3 |
| Total RBC 10 | 13.2 | 13.8 | 15.1 |
| Holding Company |  |  |  |
| Leverage 5\% | 7.3\% | 7.7\% | 9.5\% |
| Tier 1 RBC 6 | 10.4 | 11.1 | 13.2 |
| Total RBC 10 | 13.0 | 13.8 | 15.8 |
| Tangible Common Equity to: |  |  |  |
| Assets | 6.8\% | 6.9\% | 5.4\% |
| Risk Weighted Assets | 9.6 | 10.0 | 10.7 |
| Tangible Equity to Assets | 9.2 | 9.3 | 7.6 |
| Strong Bank. Strong Service. Strong Future. |  |  | 27 |




## 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"

@ Twenty-seven "community banks"

- Local CEOs with deep roots in their communities
- Resources of $\$ 7.0$ 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
(1) Strategic footprint with substantial banking opportunities
- Operates in a number of the more demographically attractive markets in the U.S.
(国 Disciplined growth strategy
- Organic supported by de novos and selective acquisitions


## Robust Demographics (fast growing markets)

| Markets ${ }^{1}$ | Population (in thousands) | Population Growth (\%) |  |
| :---: | :---: | :---: | :---: |
|  |  | Actual 2000-2010 | Projected 2010-2015 |
| 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

Market Share Opportunities
(excellent growth prospects)

| Markets | $\begin{aligned} & \text { Deposits } \\ & \text { (in billions) }{ }^{(1)} \end{aligned}$ |  | United Deposits ${ }^{(2)}$ |  | Banks | Offices | Deposit Share ${ }^{(1)}$ | Rank ${ }^{(1)}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| North Georgia | \$ | 7.7 | \$ | 2.1 | 11 | 23 | 31 \% | 1 |
| Atlanta MSA |  | 50.0 |  | 1.9 | 10 | 38 | 4 | 7 |
| Gainesville MSA |  | 2.5 |  | . 3 | 1 | 6 | 13 | 3 |
| Coastal Georgia |  | 7.3 |  | . 4 | 2 | 9 | 5 | 8 |
| Westem North Carolina |  | 7.5 |  | 1.0 | 1 | 20 | 14 | 3 |
| East Tennessee |  | 14.9 |  | . 3 | 2 | 10 | 2 | 10 |
| Total Markets | \$ | 89.9 | \$ | 6.0 | 27 | 106 |  |  |

${ }^{1}$ 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.

## Leading Demographics

| Rank | Ticker | Company ${ }^{(1)}$ | State |  | $\begin{aligned} & \text { tal } \\ & \text { s (\$ B) } \end{aligned}$ | 2010-2015 <br> Population Growth ${ }^{(2)}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1 | CFR | Cullen/Frost Bankers, Inc. | TX | \$ | 17.1 | 9.10 \% |
| 2 | SBIB | Sterling Bancshares, Inc. | TX |  | 5.1 | 8.30 |
| 3 | WTNY | Whitney Holding Corporation | LA |  | 11.4 | 8.20 |
| 4 | WAL | Western Alliance Bancorporation | NV |  | 6.0 | 7.75 |
| 5 | PRSP | Prosperity Bancshares, Inc. | TX |  | 9.6 | 7.35 |
| 6 | GBCI | Glacier Bancorp, Inc. | MT |  | 6.2 | 7.25 |
| 7 | UCBI | United Community Banks, Inc. | GA |  | 7.7 | 6.95 |
| 8 | IBOC | International Bancshares Corporation | TX |  | 11.3 | 6.90 |
| 9 | FCNCA | First Citizens Bancshares, Inc. | NC |  | 21.1 | 6.45 |
| 10 | TCBI | Texas Capital Bancshares, Inc. | TX |  | 6.0 | 6.25 |
| 11 | BOKF | BOK Financial Corporation | OK |  | 23.7 | 6.00 |
| 12 | FIBK | First Interstate BancSystem, Inc. | MT |  | 7.2 | 6.00 |
| 13 | FCBN | First Citizens Bancorporation, Inc. | SC |  | 8.7 | 5.80 |
| 14 | SNV | Synovus Financial Corp. | GA |  | 32.4 | 5.40 |
| 15 | STSA | Sterling Financial Corporation | WA |  | 9.7 | 4.50 |
| Note: F <br> (1) Inclu <br> (2) Pop <br> Data S | Financial in udes public ulation gro ource: SN | formation as of June 30, 2010 <br> ly traded companies with assets between $\$ 5$. <br> wth weighted by county (cumulative) <br> Financial | as of Ju | ne 30 |  |  |

## Number of Businesses with 1-49 Employees

$\left.\begin{array}{lcccc} & & \begin{array}{c}\text { Small } \\ \text { Business } \\ \text { Growth }\end{array} & \begin{array}{c}\text { Population } \\ \text { Growth }\end{array} \\ \text { Markets }{ }^{\mathbf{1}} & \mathbf{2 0 0 0} & & \mathbf{2 0 0 0} \mathbf{- \mathbf { 2 0 1 0 }} \\ \mathbf{( \% )}\end{array}\right]$

## The Atlanta MSA is seeing small business growth at nearly double its already significantly increasing population growth.

## Performing Classified Loans

| (in millions) | 3Q10 |  | 2Q10 |  | 1Q10 |  | 4Q09 |  | 3Q09 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| LOANS BY CATEGORY |  |  |  |  |  |  |  |  |  |  |
| Commercial (Sec. by RE) | \$ | 158 | \$ | 141 | \$ | 152 | \$ | 124 | \$ | 93 |
| Commercial Construction |  | 103 |  | 78 |  | 75 |  | 51 |  | 51 |
| Commercial \& Industrial |  | 22 |  | 22 |  | 35 |  | 34 |  | 35 |
| TOTAL COMMERCIAL | \$ | 283 | \$ | 241 | \$ | 262 | \$ | 209 | \$ | 179 |
| Consumer / Installment |  | 3 |  | 4 |  | 4 |  | 4 |  | 3 |
| Residential Construction |  | 177 |  | 149 |  | 154 |  | 197 |  | 208 |
| Residential Mortgage |  | 86 |  | 80 |  | 81 |  | 79 |  | 83 |
| LOANS | \$ | 549 | \$ | 474 | \$ | 501 | \$ | 489 | \$ | 473 |

## Business Mix Loans (at quarter-end)

| (in millions) | 3Q10 |  | 2Q10 |  | 1Q10 |  | 4Q09 |  | 3Q09 |  | $\begin{gathered} \text { 3Q10 } \\ \text { vs. 3Q09 } \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| LOANS BY CATEGORY |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial (sec. by R/E) | \$ | 1,781 | \$ | 1,780 | \$ | 1,765 | \$ | 1,779 | \$ | 1,787 | \$ | (6) |
| Commercial Construction |  | 310 |  | 342 |  | 357 |  | 363 |  | 380 |  | (70) |
| Commercial \& Industrial |  | 456 |  | 441 |  | 381 |  | 390 |  | 403 |  | 53 |
| Total Commercial |  | 2,547 |  | 2,563 |  | 2,503 |  | 2,532 |  | 2,570 |  | (23) |
| Residential Construction |  | 764 |  | 820 |  | 960 |  | 1,050 |  | 1,185 |  | (421) |
| Residential Mortgage |  | 1,316 |  | 1,356 |  | 1,390 |  | 1,427 |  | 1,461 |  | (145) |
| Consumer / Installment |  | 133 |  | 134 |  | 139 |  | 142 |  | 147 |  | (14) |
| TOTAL LOANS | \$ | 4,760 | \$ | 4,873 | \$ | 4,992 | \$ | 5,151 | \$ | 5,363 | \$ | (603) |


| (in millions) | 3Q10 |  | 2Q10 |  | 1Q10 |  | 4Q09 |  | 3Q09 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| LOANS BY MARKET |  |  |  |  |  |  |  |  |  |  |
| Atlanta MSA | \$ | 1,365 | \$ | 1,373 | \$ | 1,404 | \$ | 1,435 | \$ | 1,526 |
| Gainesville MSA |  | 316 |  | 343 |  | 372 |  | 390 |  | 402 |
| North Georgia |  | 1,755 |  | 1,808 |  | 1,814 |  | 1,884 |  | 1,942 |
| Western North Carolina |  | 719 |  | 738 |  | 756 |  | 772 |  | 786 |
| Coastal Georgia |  | 345 |  | 356 |  | 388 |  | 405 |  | 440 |
| East Tennessee |  | 260 |  | 255 |  | 258 |  | 265 |  | 267 |
| Total | \$ | 4,760 | \$ | 4,873 | \$ | 4,992 | \$ | 5,151 | \$ | 5,363 |


| Residential Construction - Total Company |  |  |  |  |  |  | U United |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (in millions) | 3Q10 |  | 2Q10 |  | 1Q10 |  | 4Q09 |  | 3Q09 |  |
| Land Loans |  |  |  |  |  |  |  |  |  |  |
| Developing Land | \$ | 190 | \$ | 214 | \$ | 290 | \$ | 332 | \$ | 380 |
| Raw Land |  | 104 |  | 110 |  | 124 |  | 127 |  | 159 |
| Lot Loans |  | 303 |  | 311 |  | 321 |  | 336 |  | 336 |
| Total |  | 597 |  | 635 |  | 735 |  | 795 |  | 875 |
| Construction Loans |  |  |  |  |  |  |  |  |  |  |
| Spec |  | 109 |  | 125 |  | 153 |  | 178 |  | 218 |
| Sold |  | 58 |  | 60 |  | 72 |  | 77 |  | 92 |
| Total |  | 167 |  | 185 |  | 225 |  | 255 |  | 310 |
| Total Res Construction | \$ | 764 | \$ | 820 | \$ | 960 | \$ | 1,050 | \$ | 1,185 |
| By Region |  |  |  |  |  |  |  |  |  |  |
| Atlanta | \$ | 159 | \$ | 183 | \$ | 228 |  | 255 |  | 328 |
| Gainesville MSA |  | $35$ |  | 25 |  | 42 |  | 51 |  | 56 |
| North Georgia |  | 368 |  | 408 |  | 460 |  | 503 |  | 534 |
| North Carolina |  | 149 |  | 148 |  | 151 |  | 156 |  | 161 |
| Coastal Georgia |  | 35 |  | 37 |  | 55 |  | 60 |  | 77 |
| Tennessee |  | 18 |  | 19 |  | 24 |  | 25 |  | 29 |
|  | \$ | 764 | \$ | 820 | \$ | 960 | \$ | 1,050 | \$ | 1,185 |
| Strong Bank. Strong Service. | Stro | Future |  |  |  |  |  |  |  | 39 |

## Residential Construction - Atlanta MSA

(in millions)
Land Loans
Developing Land
Raw Land
Lot Loans
Total
$\begin{array}{lll}3 \text { 3Q10 } & \text { 2Q10 } & \text { 1Q10 }\end{array}$

| \$ 34 | \$ | 40 | \$ | 66 | \$ | 76 | \$ | 100 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 27 |  | 32 |  | 43 |  | 43 |  | 61 |
| 45 |  | 39 |  | 47 |  | 52 |  | 54 |
| 106 |  | 111 |  | 156 |  | 171 |  | 215 |

Construction Loans
Spec
Sold
Total

Total Res Construction


42

| 48 | 58 | 68 | 91 |
| :---: | :---: | :---: | :---: |
| 10 | 14 | 16 | 22 |
| 58 | 72 | 84 | 113 |

228
\$ 228328

## Residential Construction - North Georgia

(in millions)
Land Loans

Construction Loans
Spec
Sold
Total

| Developing Land | \$ | 98 | \$ | 113 | \$ | 148 | \$ | 172 | \$ | 179 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Raw Land |  | 42 |  | 45 |  | 43 |  | 45 |  | 56 |
| Lot Loans |  | 168 |  | 182 |  | 189 |  | 197 |  | 198 |
| Total |  | 308 |  | 340 |  | 380 |  | 414 |  | 433 |

3Q10

308 2Q10 1Q10 , 4Q09 3Q09 | $\$$ | 179 |
| ---: | ---: |
| 56 |  |
|  | 198 |
|  | 433 |

38
38

| 44 | 54 | 61 | 71 |
| :---: | :---: | :---: | :---: |
| 24 | 26 | 27 | 30 |
| 68 | 80 | 88 | 101 |

Total Res Construction
\$ 368
\$ 408
\$ 460
\$
502
\$ 534

## Business Mix Loans (at year-end)

| (in millions) | 2009 |  | 2008 |  | 2007 |  | 2006 |  | 2005 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| LOANS BY CATEGORY |  |  |  |  |  |  |  |  |  |  |
| Commercial (sec. by R/E) | \$ | 1,779 | \$ | 1,627 | \$ | 1,476 | \$ | 1,230 | \$ | 1,055 |
| Commercial Construction |  | 363 |  | 500 |  | 527 |  | 469 |  | 359 |
| Commercial \& Industrial |  | 390 |  | 410 |  | 418 |  | 296 |  | 237 |
| Total Commercial |  | 2,532 |  | 2,537 |  | 2,421 |  | 1,995 |  | 1,651 |
| Residential Construction |  | 1,050 |  | 1,479 |  | 1,829 |  | 1,864 |  | 1,380 |
| Residential Mortgage |  | 1,427 |  | 1,526 |  | 1,502 |  | 1,338 |  | 1,206 |
| Consumer / Installment |  | 142 |  | 163 |  | 177 |  | 180 |  | 161 |
| TOTAL LOANS | \$ | 5,151 | \$ | 5,705 | \$ | 5,929 | \$ | 5,377 | \$ | 4,398 |


| (in millions) | 2009 |  | 2008 |  | 2007 |  | 2006 |  | 2005 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| LOANS BY MARKET |  |  |  |  |  |  |  |  |  |  |
| Atlanta MSA | \$ | 1,435 | \$ | 1,706 | \$ | 2,002 | \$ | 1,651 | \$ | 1,207 |
| Gainesville MSA |  | 390 |  | 420 |  | 400 |  | 354 |  | 249 |
| North Georgia |  | 1,884 |  | 2,040 |  | 2,060 |  | 2,034 |  | 1,790 |
| Western North Carolina |  | 772 |  | 810 |  | 806 |  | 773 |  | 668 |
| Coastal Georgia |  | 405 |  | 464 |  | 415 |  | 358 |  | 306 |
| East Tennessee |  | 265 |  | 265 |  | 246 |  | 207 |  | 178 |
| Total | \$ | 5,151 | \$ | 5,705 | \$ | 5,929 | \$ | 5,377 | \$ | 4,398 |

## Lending - Credit Summary (as of September 30, 2010) U United

(in millions)
U Legal lending limit ..... \$188
U House lending limit ..... 20

- Project lending limit ..... 12
U Top 25 relationships ..... 447
- $9.4 \%$ of total loans
Regional credit review - Standard underwriting


## NPAs by Loan Category, Market, and Activity

UNITED COMMUNITY BANKS, INC.
Financial Highlights
Credit Quality ${ }^{\text {(1) }}$

(1) Excludes non-performing loans and foreclosed propertics conered by the loss-hbring agreement with the FDIC, related to the sequisition of Southem Comemunity Benk

## Net Charge-offs by Category and Market

UNITED COMMUNITY BANKS, INC.
Financial Highlights
Credit Quality ${ }^{(1)}$

| (in thousands) | Third Quarter 2010 |  |  |  | Second Quarter 2010 |  |  |  | First Quarter 2010 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Net Charge-Offs |  | Net ChargeOffs to Average Loans ${ }^{(2)}$ |  | NetCharge-Offs |  | Net ChargeOffs to Average$\text { Loans }^{(2)}$ |  | Net Charge-Offs |  | Net ChargeOffs to Average Loans ${ }^{(2)}$ |  |
| NET CHARGE-OFFS BY CATEGORY |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial (sec. by RE) | \$ | 14,212 | 3.16 | \% | \$ | 9,757 | 2.21 | \% | \$ | 1,964 | .45 | \% |
| Commercial construction |  | 1,972 | 2.40 |  |  | 1,460 | 1.67 |  |  | 2,206 | 2.48 |  |
| Commercial \& industrial |  | 1,207 | 1.07 |  |  | 867 | 85 |  |  | 4,110 | 4.31 |  |
| Total commercial |  | 17,391 | 2.70 |  |  | 12,084 | 1.91 |  |  | 8,280 | 1.33 |  |
| Residential construction |  | 23,934 | 11.99 |  |  | 41,515 | 18.71 |  |  | 43,100 | 17.32 |  |
| Residential mortgage |  | 7,695 | 2.29 |  |  | 6,517 | 1.90 |  |  | 4,551 | 1.31 |  |
| Consumer / installment |  | 978 | 2.90 |  |  | 1,207 | 3.53 |  |  | 737 | 2.12 |  |
| Total | S | 49,998 | 4.12 |  | S | 61,323 | 4.98 |  | S | 56,668 | 4.51 |  |
| NET CHARGE-OFFS BY MARKET |  |  |  |  |  |  |  |  |  |  |  |  |
| Atlanta MSA | \$ | 13,753 | 3.97 | \% | \$ | 16,926 | 4.85 | \% | S | 15,545 | 4.32 | \% |
| Gainesville MSA |  | 1,143 | 1.40 |  |  | 2,547 | 3.01 |  |  | 1,675 | 1.92 |  |
| North Georgia |  | 26,554 | 5.92 |  |  | 28,100 | 6.19 |  |  | 29,747 | 6.51 |  |
| Western North Carolina |  | 5,509 | 2.99 |  |  | 7,194 | 3.86 |  |  | 3,695 | 1.96 |  |
| Coastal Georgia |  | 2,702 | 3.05 |  |  | 5,581 | 6.07 |  |  | 5,649 | 5.74 |  |
| East Tennessee |  | 337 | . 52 |  |  | 975 | 1.53 |  |  | 357 | . 55 |  |
| Total | S | 49,998 | 4.12 |  | S | 61,323 | 4.98 |  | S | 56,668 | 4.51 |  |

(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

| (in millions) | 3Q 10 |  | 2Q 10 |  | 3Q 09 |  | Variance |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | vs 2Q 10 | vs 3Q 09 |  |
| Loans | \$ | 4,760 |  |  | \$ | 4,873 | \$ | 5,363 | \$ | (113) | \$ | (603) |
| Core (DDA, MMDA, Savings) | \$ | 2,559 | \$ | 2,491 |  |  | \$ | 2,340 | \$ | 68 | \$ | 219 |
| Public Funds |  | 623 |  | 630 |  | 607 |  | (7) |  | 16 |
| CD's |  | 2,463 |  | 2,597 |  | 3035 |  | (134) |  | (572) |
| Total Deposits (excl Brokered) | \$ | 5,645 | \$ | 5,718 | \$ | 5,982 | \$ | (73) | \$ | (337) |
| Loan to Deposit Ratio |  | 84\% |  | 85\% |  | 90\% |  |  |  |  |


| Investment Securities |  | 1,310 |  | 1,488 |  | 1,533 | \$ | (178) | \$ | (223) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Percent of Assets |  | 19\% |  | 19\% |  | 18\% |  |  |  |  |
| Commercial \& Short-Term Paper | \$ | 109 | \$ | 148 | \$ | 397 | \$ | (39) | \$ | (288) |
| Other Interest Bearing Deposits |  | 57 |  | 105 |  | - |  | (48) |  | 57 |
| Excess Fed Reserve |  | 30 |  | 43 |  | 72 |  | (13) |  | (42) |
| Total Excess Liquidity | \$ | 196 | \$ | 296 | \$ | 469 | \$ | (100) | \$ | (273) |

## Wholesale Borrowings - Liquidity

(in millions)

|  |  | used |  |  |  |  |  |  |  | Varia |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | pacity |  | 10 |  | Q10 |  | Q09 |  | Q 10 |  | Q 09 |
| Wholesale Borro |  |  |  |  |  |  |  |  |  |  |  |  |
| Brokered Deposits | \$ | 1,399 | \$ | 354 | \$ | 612 | \$ | 839 | \$ | (258) | \$ | (485) |
| FHLB |  | 631 |  | 55 |  | 104 |  | 315 |  | (49) |  | (260) |
| Fed Funds |  | 30 |  | - |  | - |  | - |  | - |  |  |
| Other Wholesale |  | 180 |  | 104 |  | 104 |  | 102 |  | - |  | 2 |
| Total | \$ | 2,240 | \$ | 513 | \$ | 820 |  | 1,256 | \$ | (307) | \$ | (743) |

Long-Term Debt
Sub-Debt
Trust Preferred Securities
Total Long-Term Debt

| \$ | 96 | \$ | 96 | \$ | 96 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 55 |  | 55 |  | 54 |
| \$ | 151 | \$ | 151 | \$ | 150 |



## Business Mix - Deposits (at quarter-end)

(in millions)

| DEPOSITS BY CATEGORY | 3Q10 |  | 2Q10 |  | 1Q10 |  | 4Q09 |  | 3Q09 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Demand \& Now | \$ | 1,582 | \$ | 1,561 | \$ | 1,489 | \$ | 1,465 | \$ | 1,481 |
| MMDA \& Savings |  | 977 |  | 930 |  | 908 |  | 879 |  | 858 |
| Core Transaction Deposits |  | 2,559 |  | 2,491 |  | 2,397 |  | 2,344 |  | 2,339 |
| Time $<\$ 100,000$ |  | 1,492 |  | 1,569 |  | 1,636 |  | 1,740 |  | 1,848 |
| Public Deposits |  | 561 |  | 564 |  | 611 |  | 597 |  | 557 |
| Total Core Deposits |  | 4,612 |  | 4,624 |  | 4,644 |  | 4,681 |  | 4,744 |
| Time > \$100,000 |  | 971 |  | 1,028 |  | 1,059 |  | 1,138 |  | 1,187 |
| Public Deposits |  | 62 |  | 66 |  | 73 |  | 49 |  | 50 |
| Total Customer Deposits |  | 5,645 |  | 5,718 |  | 5,776 |  | 5,869 |  | 5,981 |
| Brokered Deposits |  | 354 |  | 612 |  | 711 |  | 759 |  | 840 |
| Total Deposits | \$ | 5,999 | \$ | 6,330 | \$ | 6,487 | \$ | 6,628 | \$ | 6,821 |

## Core Transaction Deposits

Geographic Diversity


## NPA Sale in 20

## 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

| CATEGORY (in millions) |  | MARKETS (in millions) |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Commercial | \$ 29.4 | Atlanta | \$ | 10.7 |
| Commercial Construction | 11.3 | Gainesville |  | 13.5 |
| Residential Construction | 62.4 | N. Georgia |  | 50.0 |
| Total | \$ 103.1 | Coastal Georgia |  | 7.6 |
|  |  | North Carolina |  | 21.3 |
|  |  |  | \$ | 103.1 |

## NPA Sale - Fair Value Accounting

## 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)



## Southern Community Bank

U United
Emm Community Banks．
（\＄in millions）
（1）Purchased－June 19， 2009
（⿴囗十一 Nine years old－Enhances presence in southside metro Atlanta markets
（a 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
－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

|  | $\underline{3 Q 10}$ | $\underline{2 Q 10}$ | $\underline{1 Q 10}$ | $\underline{4 Q 09}$ | $\underline{2 Q 09}$ |
| :--- | ---: | :--- | :---: | :---: | ---: |
| Loans | $\$ 75$ | $\$ 81$ | $\$ 79$ | $\$ 85$ | $\$ 110$ |
| OREO | 30 | 33 | 32 | 34 | 25 |
| FDIC receivable | $\underline{40}$ | $\underline{43}$ | $\underline{58}$ | $\underline{67}$ | $\underline{95}$ |
| $\quad$ Total Covered Assets | $\underline{\$ 145}$ | $\underline{\$ 157}$ | $\underline{\$ 169}$ | $\underline{\$ 186}$ | $\underline{\$ 230}$ |

－Pre－tax gain on acquisition of $\$ 11.4$
（1）Accretive to earnings per share

## Non-GAAP Reconciliation Tables

(in thousands except EPS)

Core fee revenue reconciliation ${ }^{(1)}$
Core fee revenue
Securities gains (losses), net
SCB Acquisition Gain
Fee Revenue (GAAP)
Core operating expense reconciliation ${ }^{(1)}$
Core operating expense
Foreclosed property expense
Noncash goodwill impairment charge
Loss from sale of nonperforming assets Operating expense (GAAP)

Diluted loss per common share reconciliation ${ }^{(1)}$
Diluted operating loss per common share
Noncash goodwill impairment charge
Diluted loss per common share (GAAP)

Operating Earnings to GAAP Earnings Reconciliation

| 3Q 10 |  | 2Q 10 |  | 3Q09 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 12,861 | \$ | 11,579 | \$ | 13,389 |
|  | - |  | - |  | - |
|  | - |  | - |  | - |
| \$ | 12,861 | \$ | 11,579 | \$ | 13,389 |


|  | $\begin{array}{r} (.30) \\ (2.22) \end{array}$ | \$ | 66) | (.93) |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | - |  | (.50) |  |
| \$ | (2.52) | \$ |  | \$ |  |

(1) From continuing operations

## Non-GAAP Reconciliation Tables



## Analyst Coverage

- FBR Capital
(Market Perform - Aug 19, 2010)


## U FIG Partners

(Outperform - Jul 28, 2010)

- Guggenheim Securities, LLC
(Neutral - Sep 10, 2010)

U Keefe, Bruyette \& Woods
(Market Perform - Sep 29, 2010)

U Macquarie Capital (USA)
(Neutral - Aug 5, 2010)
@ Sandler O'Neill \& Partners (Hold - Sep 29, 2010)

U Soleil (Tenner Investment Research) (Hold - Jul 26, 2010)

UStephens, Inc.
(Equal Weight - Jul 28, 2010)

U Sterne Agee \& Leach, Inc. (Neutral-Sep 3, 2010)

## @ SunTrust Robinson Humphrey (Buy - Aug 25, 2010)

U Raymond James \& Assoc.
(Outperform 2 - Sep 17, 2010)

United Community Banks, Inc.
Investor Presentation
Third Quarter 2010


