

# SunTrust Robinson Humphrey

## 2017 Financial Services Conference

May 22 – 23, 2017



# Disclosures

## CAUTIONARY STATEMENT

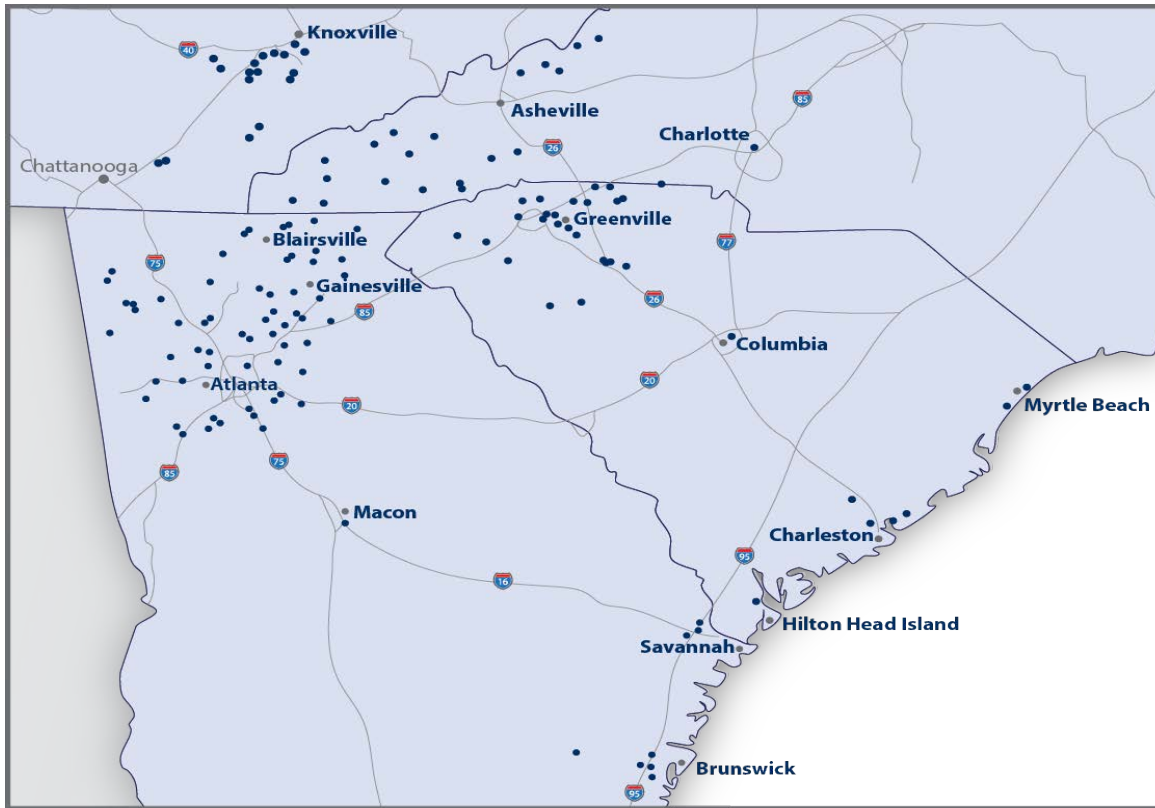
This investor presentation may contain forward-looking statements, as defined by federal securities laws, including statements about United and its financial outlook and business environment. These statements are based on current expectations and are provided to assist in the understanding of our operations 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 2016 Annual Report on Form 10-K under the section 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 measures include: "Net income – operating," "Net income available to common shareholders – operating," "Earnings per share – operating," "Diluted earnings per share – operating," "Tangible book value per share," "Return on common equity – operating," "Return on tangible common equity – operating," "Return on assets – operating," "Efficiency ratio – operating," "Expenses – operating," "Tangible common equity to risk-weighted assets," and "Average tangible equity to average assets." This presentation also includes "pre-tax, pre-credit earnings," which excludes the provision for credit losses, income taxes and merger-related and other charges.

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. To the extent applicable, reconciliations of these non-GAAP measures to the most directly comparable GAAP measures can be found in 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
- 134 locations
- 1,955 employees

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## Market Data

Ticker	UCBI
Price (as of 4/24/2017)	\$27.67
Market Cap	\$2.0B
P/E (2017e)	17.2x
P/TBV	208%
Avg. Daily Vol. (LTM)	540,000
Institutional Ownership	90.8%
Quarterly Dividend (1Q17)	\$0.09

## First Quarter 2017

Assets	\$10.7B
Loans	\$7.0B
Deposits	\$8.8B
EPS – GAAP	\$0.33
EPS – Operating	\$0.39
Total RBC	12.3%
CET1	11.4%
NPAs/Assets	0.23%
ROA – GAAP	0.89%
ROA – Operating	1.07%
ROCE – GAAP	8.54%
ROTCE – Operating	12.10%



# United Foundation

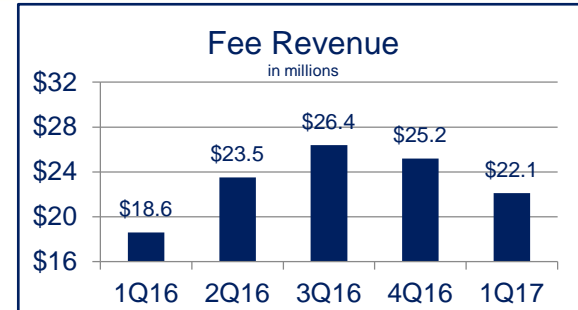
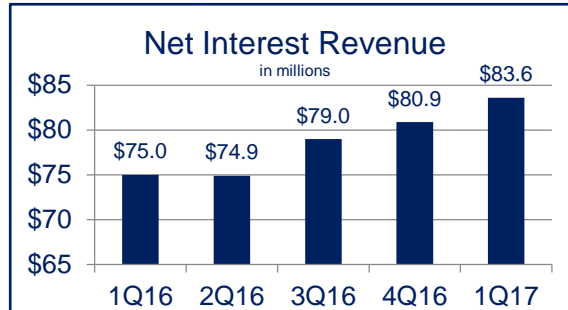
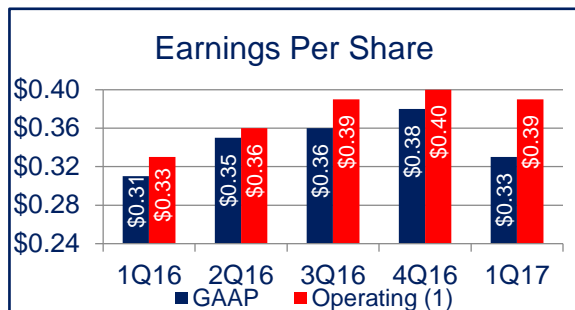
## The Bank that SERVICE Built®



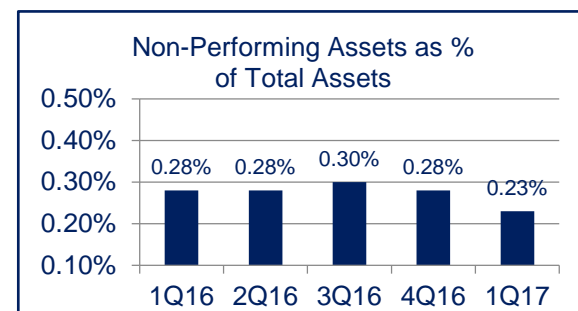
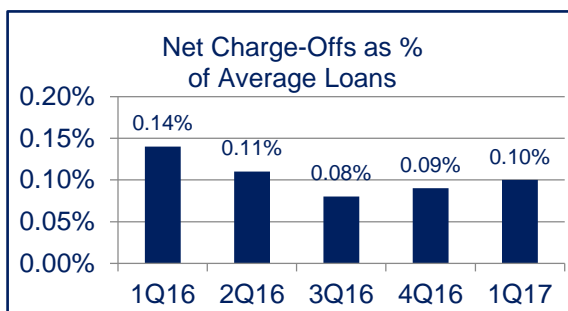
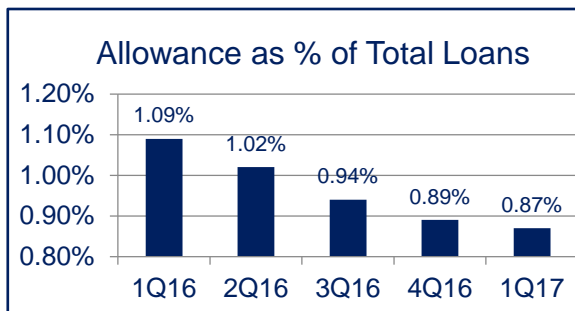
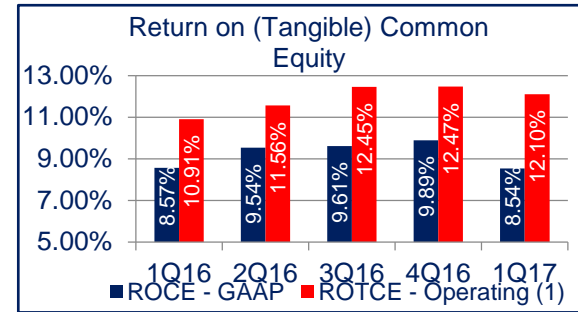
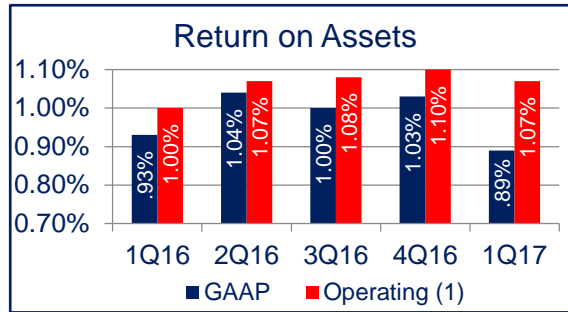
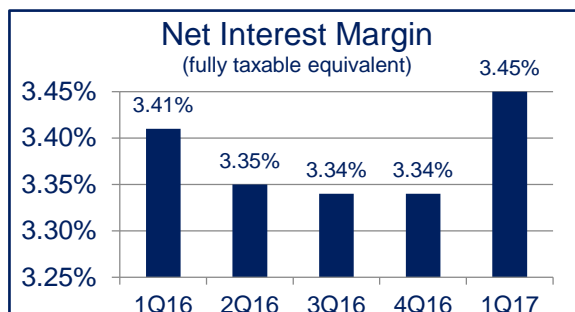


# First Quarter 2017 Highlights

## EARNINGS



## ASSET QUALITY PROFITABILITY



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

# First Quarter 2017 Highlights

	2016				2017	Variance - Incr / (Decr)	
	1Q	2Q	3Q (3)	4Q	1Q	4Q16	1Q16
<b>EARNINGS SUMMARY (\$ in thousands)</b>							
Net Income Available to Common Shareholders - GAAP	\$22,274	\$25,266	\$25,874	\$27,221	\$23,524	\$ (3,697)	\$ 1,250
Net Income Available to Common Shareholders - Operating <sup>(1)</sup>	23,923	25,997	27,833	28,906	28,220	(686)	4,297
Net Interest Revenue	74,952	74,918	78,989	80,925	83,554	2,629	8,602
Fee Revenue	18,606	23,497	26,361	25,233	22,074	(3,159)	3,468
Expenses - GAAP	57,885	58,060	64,023	61,321	62,826	1,505	4,941
Expenses - Operating <sup>(1)</sup>	55,232	56,884	60,871	60,180	60,772	592	5,540
<b>PER SHARE DATA</b>							
Diluted EPS - GAAP	\$ 0.31	\$ 0.35	\$ 0.36	\$ 0.38	\$ 0.33	\$ (0.05)	\$ 0.02
Diluted EPS - Operating <sup>(1)</sup>	0.33	0.36	0.39	0.40	0.39	(0.01)	0.06
Book Value per Share	14.35	14.80	15.12	15.06	15.40	0.34	1.05
Tangible Book Value per Share	12.40	12.84	13.00	12.95	13.30	0.35	0.90
<b>KEY OPERATING PERFORMANCE MEASURES</b>							
Return on Assets - GAAP	0.93 %	1.04 %	1.00 %	1.03 %	0.89 %	(0.14) %	(0.04) %
Return on Assets - Operating <sup>(1)</sup>	1.00	1.07	1.08	1.10	1.07	(0.03)	0.07
Return on Common Equity - GAAP	8.57	9.54	9.61	9.89	8.54	(1.35)	(0.03)
Return on Tangible Common Equity - Operating <sup>(1)</sup>	10.91	11.56	12.45	12.47	12.10	(0.37)	1.19
Net Interest Margin (fully taxable equivalent)	3.41	3.35	3.34	3.34	3.45	0.11	0.04
Efficiency Ratio - GAAP	61.94	59.02	60.78	57.65	59.29	1.64	(2.65)
Efficiency Ratio - Operating <sup>(1)</sup>	59.10	57.82	57.79	56.58	57.35	0.77	(1.75)
<b>ASSET QUALITY</b>							
Allowance for Loan Losses to Loans	1.09 %	1.02 %	0.94 %	0.89 %	0.87 %	(0.02) %	(0.22) %
NPAs to Loans and Foreclosed Properties	0.45	0.44	0.46	0.43	0.36	(0.07)	(0.09)
NPAs to Total Assets	0.28	0.28	0.30	0.28	0.23	(0.05)	(0.05)
<b>AT PERIOD END (\$ in millions)</b>							
Loans	\$ 6,106	\$ 6,287	\$ 6,725	\$ 6,921	\$ 6,965	\$ 44	\$ 859
Investment Securities	2,757	2,677	2,560	2,762	2,767	5	10
Total Assets	9,781	9,928	10,298	10,709	10,732	23	951
Deposits	7,960	7,857	8,442	8,638	8,752	114	792

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

<sup>(2)</sup> Includes Tideland as of the acquisition date of July 1, 2016

# Capital Ratios

## Prudent Capital Management

Holding Company	1Q17	4Q16	3Q16	2Q16	1Q16
Tier I Risk-Based Capital	11.5%	11.3%	11.0%	11.4%	11.3%
Total Risk-Based Capital	12.3	12.1	11.9	12.4	12.3
Leverage	8.6	8.5	8.4	8.5	8.4
Tier I Common Risk-Based Capital	11.4	11.3	11.0	11.4	11.3
Tangible Common Equity to Risk-Weighted Assets	12.1	11.9	12.2	12.9	12.8
Average Tangible Equity to Average Assets	9.0	9.0	9.0	9.4	9.4

- ▶ All regulatory capital ratios significantly above “well-capitalized”
- ▶ Continued strong earnings and \$88.8 million of future DTA recovery driving regulatory capital growth
- ▶ Paid first quarter shareholder dividend of \$0.09 per share on April 5, 2017 to shareholders of record on March 15, 2017; Up from \$0.08 per share in 4Q16 and \$0.07 per share in 1Q16
- ▶ Stock repurchases of \$13.6 million through September 30, 2016 (764,000 shares / average price of \$17.85 per share); No purchases since 3Q16
- ▶ Tideland's acquisition completed on July 1, 2016. No shares issued

# Increasing Profitability

## Earnings, Fee Revenue, and Expenses



### Earnings (pre-tax, pre-credit)

\$ in thousands

	Variance - Incr/(Decr)		
	1Q17	4Q16	1Q16
Net Interest Revenue	\$ 83,554	\$ 2,629	\$ 8,602
Fee Revenue	22,074	(3,159)	3,468
Gross Revenue	105,628	(530)	12,070
Expenses - Operating <sup>(1)</sup>	60,772	592	5,540
<b>Pre-Tax, Pre-Credit Earnings <sup>(1)</sup></b>	<b>44,856</b>	<b>(1,122)</b>	<b>6,530</b>
Provision for Credit Losses	(800)	800	1,000
Release of disproportionate tax effects lodged in OCI	(3,400)	3,400	3,400
Merger-Related and Other Charges	(2,054)	913	(599)
Income Taxes	(15,078)	(2,538)	1,500
<b>Net Income - GAAP</b>	<b>\$ 26,924</b>	<b>\$ (3,697)</b>	<b>\$ 1,229</b>

Net Interest Margin      3.45 %      0.11 %      0.04

### Fee Revenue

\$ in thousands

	Variance - Incr/(Decr)		
	1Q17	4Q16	1Q16
Overdraft Fees	\$ 3,397	\$ (148)	\$ 4
Interchange Fees	5,388	138	415
Other Service Charges	1,819	(39)	59
Total Service Charges and Fees	10,604	(49)	478
Mortgage Loan & Related Fees	4,424	(2,092)	1,135
Brokerage Fees	1,410	499	357
Gains from SBA Loan Sales	1,959	(1,069)	722
Securities Gains, Net	(2)	(62)	(381)
Other	3,679	(386)	1,157
<b>Fee Revenue</b>	<b>\$22,074</b>	<b>\$ (3,159)</b>	<b>\$ 3,468</b>

### Expenses

\$ in thousands

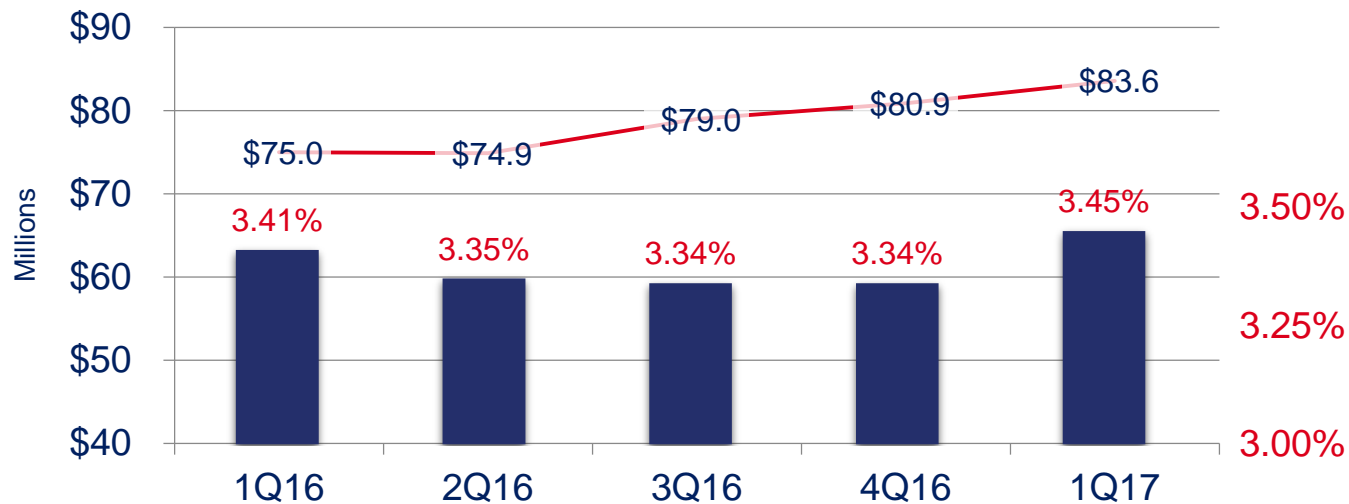
	Variance - Incr/(Decr)		
	1Q17	4Q16	1Q17
Salaries & Employee Benefits	\$ 36,691	\$ 1,014	\$ 3,629
Communications & Equipment	4,918	165	628
Occupancy	4,949	(261)	226
FDIC Assessment	1,283	(130)	(241)
Advertising & Public Relations	1,061	(90)	197
Postage, Printing & Supplies	1,370	17	90
Professional Fees	3,044	271	344
Other Expense	7,456	(394)	667
<b>Expenses - Operating <sup>(1)</sup></b>	<b>60,772</b>	<b>592</b>	<b>5,540</b>
Merger-Related and Other Charges	2,054	913	(599)
<b>Expenses - GAAP</b>	<b>\$ 62,826</b>	<b>\$ 1,505</b>	<b>\$ 4,941</b>

<sup>(1)</sup> 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

## Net Interest Revenue / Margin <sup>(1)</sup>



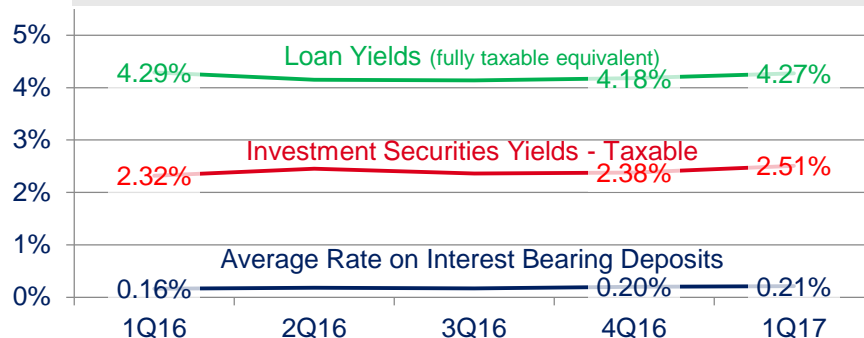
### 1Q17 Impacted By

NET INTEREST REVENUE

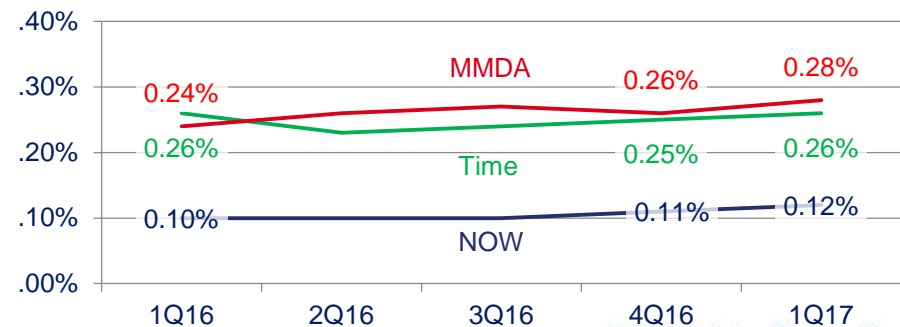
- ▶ Accelerated discount accretion on called asset-backed securities
- ▶ Benefit of rising short-term interest rates

### Key Drivers

#### Loan / Securities / Deposit Yields



#### Customer Deposit Pricing <sup>(2)</sup>



<sup>(1)</sup> Net interest margin is calculated on a fully-taxable equivalent basis

<sup>(2)</sup> Excludes brokered deposits

# Generating Growth

## New Loans Funded and Advances<sup>(1)</sup>

\$ in millions

### New Loans Funded and Advances



### New Loans Funded and Advances by Category

	1Q17	4Q16	1Q16	Variance-Incr(Decr)	
				4Q16	1Q16
Commercial & Industrial	\$ 106.8	\$ 168.0	\$ 133.9	\$ (61.2)	\$ (27.1)
Owner-Occupied CRE	79.5	139.5	79.4	(60.0)	0.1
Income-Producing CRE	102.2	160.4	114.3	(58.2)	(12.1)
Commercial Constr.	116.3	10.7	54.8	105.6	61.5
<b>Total Commercial</b>	<b>404.8</b>	<b>478.6</b>	<b>382.4</b>	<b>(73.8)</b>	<b>22.4</b>
Residential Mortgage	45.1	68.7	9.6	(23.6)	35.5
Residential HELOC	53.9	60.6	49.7	(6.7)	4.2
Residential Construction	56.2	83.7	28.9	(27.5)	27.3
Consumer	55.3	55.7	91.7	(.4)	(36.4)
<b>Total</b>	<b>\$ 615.3</b>	<b>\$ 747.3</b>	<b>\$ 562.3</b>	<b>\$ (132.0)</b>	<b>\$ 53.0</b>

### New Loans Funded and Advances by Region

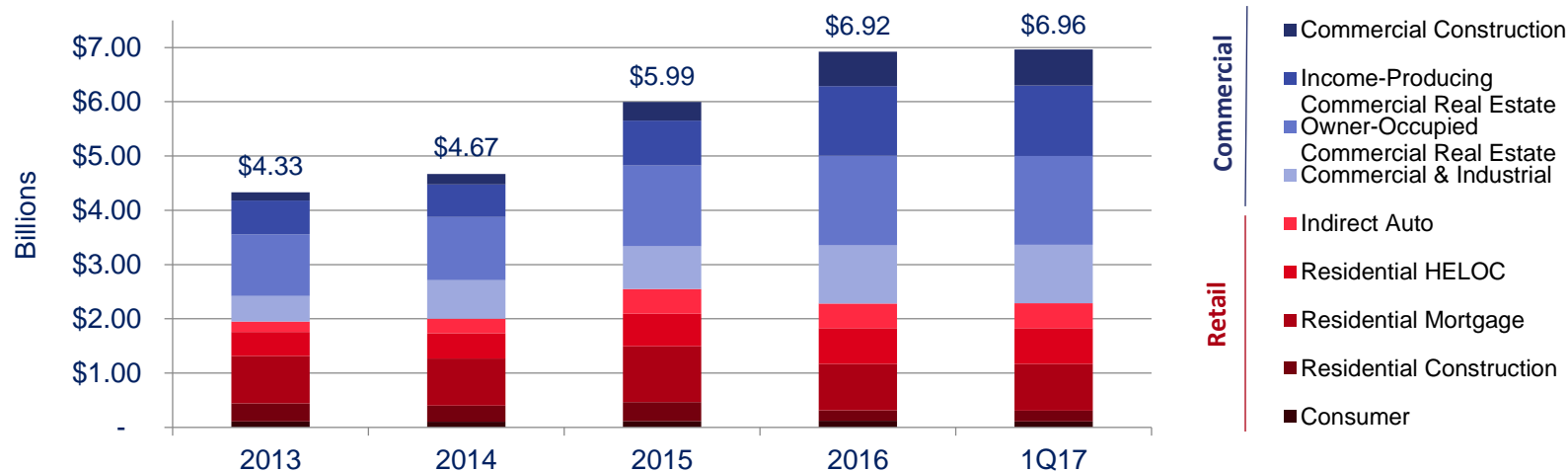
	1Q17	4Q16	1Q16	Variance-Incr(Decr)	
				4Q16	1Q16
Atlanta	\$ 112.6	\$ 143.6	\$ 89.0	\$ (31.0)	23.6
Coastal Georgia	44.3	34.4	39.2	9.9	5.1
North Georgia	63.2	74.4	51.3	(11.2)	11.9
North Carolina	30.2	36.1	30.4	(5.9)	(0.2)
Tennessee	19.7	34.6	27.7	(14.9)	(8.0)
Gainesville	31.7	20.3	12.5	11.4	19.2
South Carolina	121.1	146.3	97.5	(25.2)	23.6
<b>Total Community Banks</b>	<b>422.8</b>	<b>489.7</b>	<b>347.6</b>	<b>(66.9)</b>	<b>75.2</b>
Asset-based Lending	19.7	38.0	30.0	(18.3)	(10.3)
Commercial RE	42.0	48.3	22.8	(6.3)	19.2
Senior Care	24.1	17.4	-	6.7	24.1
Middle Market	14.0	32.8	39.3	(18.8)	(25.3)
SBA	25.0	54.7	21.5	(29.7)	3.5
Builder Finance	26.5	24.9	31.4	1.6	(4.9)
<b>Total Specialized Lending</b>	<b>151.3</b>	<b>216.1</b>	<b>145.0</b>	<b>(64.8)</b>	<b>6.3</b>
Indirect Auto	41.2	41.5	69.7	(.3)	(28.5)
<b>Total</b>	<b>\$ 615.3</b>	<b>\$ 747.3</b>	<b>\$ 562.3</b>	<b>\$ (132.0)</b>	<b>\$ 53.0</b>

Note – Certain prior period amounts have been reclassified to conform to the current presentation

<sup>(1)</sup> Represents new loans funded and net loan advances (net of payments on lines of credit)

# Generating Growth

## Loan Mix



### Loans by Region in millions

	2013	2014	2015	2016	1Q17
North Georgia	\$ 1,240	\$ 1,163	\$ 1,125	\$ 1,097	\$ 1,076
Atlanta MSA	1,235	1,243	1,259	1,399	1,408
North Carolina	572	553	549	545	541
Coastal Georgia	423	456	537	581	591
Gainesville MSA	255	257	254	248	252
East Tennessee <sup>(1)</sup>	280	280	504	504	483
South Carolina <sup>(2)</sup>	4	30	819	1,233	1,243
<b>Total Community Banks</b>	<b>4,009</b>	<b>3,982</b>	<b>5,047</b>	<b>5,607</b>	<b>5,594</b>
Specialized Lending	124	421	492	855	911
Indirect Auto <sup>(3)</sup>	196	269	456	459	460
<b>Total Loans</b>	<b>\$ 4,329</b>	<b>\$ 4,672</b>	<b>\$ 5,995</b>	<b>\$ 6,921</b>	<b>\$ 6,965</b>

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

<sup>(2)</sup>Includes \$733 million and \$306 million, respectively, from the acquisitions of Palmetto on September 1, 2015 and Tideland on July 1, 2016

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

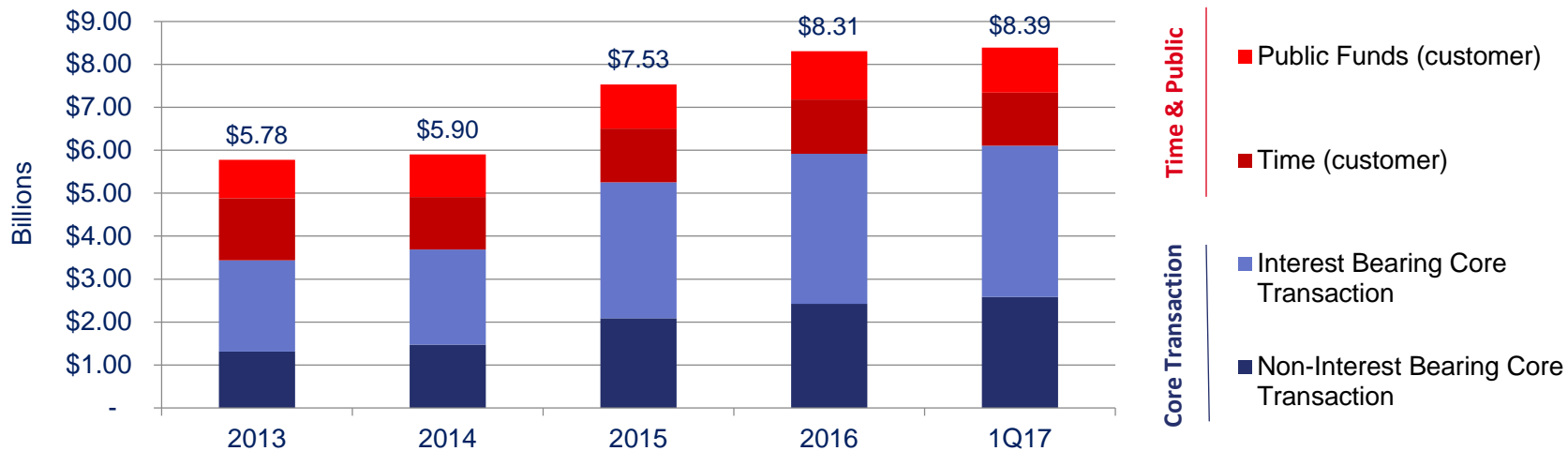
### Loans by Category in millions

	2013	2014	2015	2016	1Q17
Commercial & Industrial	\$ 471	\$ 710	\$ 785	\$ 1,070	\$ 1,080
Owner-Occupied CRE	1,238	1,257	1,571	1,650	1,633
Income-Producing CRE	807	767	1,021	1,282	1,297
Commercial Constr.	336	364	518	634	667
<b>Total Commercial</b>	<b>2,852</b>	<b>3,098</b>	<b>3,895</b>	<b>4,636</b>	<b>4,677</b>
Residential Mortgage	604	614	764	857	860
Residential HELOC	430	456	589	655	659
Residential Construction	136	131	176	190	197
Consumer	111	104	115	124	112
Indirect Auto	196	269	456	459	460
<b>Total Loans</b>	<b>\$ 4,329</b>	<b>\$ 4,672</b>	<b>\$ 5,995</b>	<b>\$ 6,921</b>	<b>\$ 6,965</b>

Note – Certain prior period amounts have been reclassified to conform to the current presentation

# Generating Growth

## Deposit Mix



### Core Transaction Deposit Growth by Category & Region in millions

	2013	2014	2015	2016	1Q17
Demand Deposit	\$ 123	\$ 161	\$ 618	\$ 334	\$ 161
NOW	4	9	441	5	19
MMDA	73	41	325	246	(16)
Savings	24	41	177	79	25
<b>Growth by Category</b>	<b>\$ 224</b>	<b>\$ 252</b>	<b>\$ 1,561</b>	<b>\$ 664</b>	<b>\$ 189</b>
Atlanta MSA	\$ 75	\$ 84	\$ 223	\$ 168	\$ 60
North Georgia	62	90	158	133	42
North Carolina	42	35	63	62	17
Coastal Georgia	2	22	24	16	27
East Tennessee <sup>(1)</sup>	4	8	234	(16)	(2)
Gainesville MSA	19	10	34	48	7
South Carolina <sup>(2)</sup>	20	3	825	253	38
<b>Growth by Region</b>	<b>\$ 224</b>	<b>\$ 252</b>	<b>\$ 1,561</b>	<b>\$ 664</b>	<b>\$ 189</b>

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

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

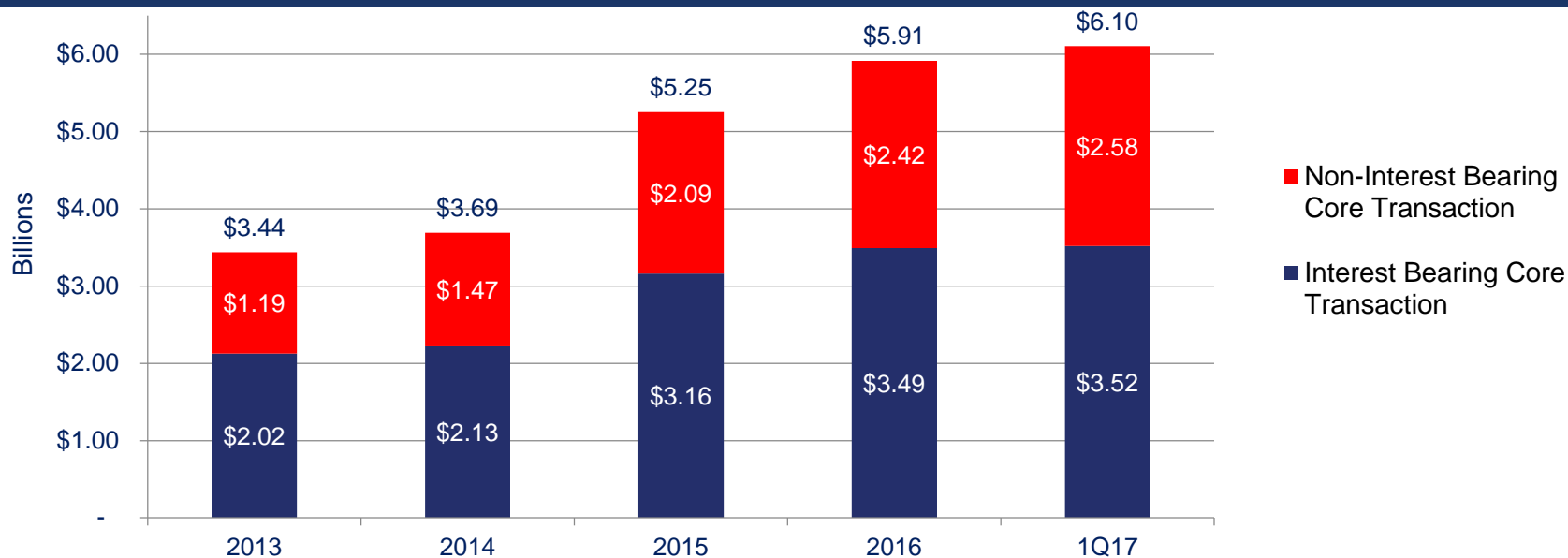
### Deposits by Category in millions

	2013	2014	2015	2016	1Q17
Non-Interest Bearing Core					
Demand Deposit	\$ 1,311	\$ 1,471	\$ 2,089	\$ 2,423	\$ 2,584
Interest Bearing Core					
NOW	659	668	1,109	1,114	1,133
MMDA	1,218	1,259	1,584	1,830	1,814
Savings	250	292	469	548	573
<b>Total Interest Bearing Core</b>	<b>2,127</b>	<b>2,219</b>	<b>3,162</b>	<b>3,492</b>	<b>3,520</b>
<b>Total Core Trans Deposits</b>	<b>3,438</b>	<b>3,690</b>	<b>5,251</b>	<b>5,915</b>	<b>6,104</b>
Time (Customer)	1,445	1,223	1,251	1,267	1,241
Public Funds (Customer)	894	989	1,032	1,128	1,043
Brokered	412	425	339	328	364
<b>Total Deposits</b>	<b>\$ 6,189</b>	<b>\$ 6,327</b>	<b>\$ 7,873</b>	<b>\$ 8,638</b>	<b>\$ 8,752</b>

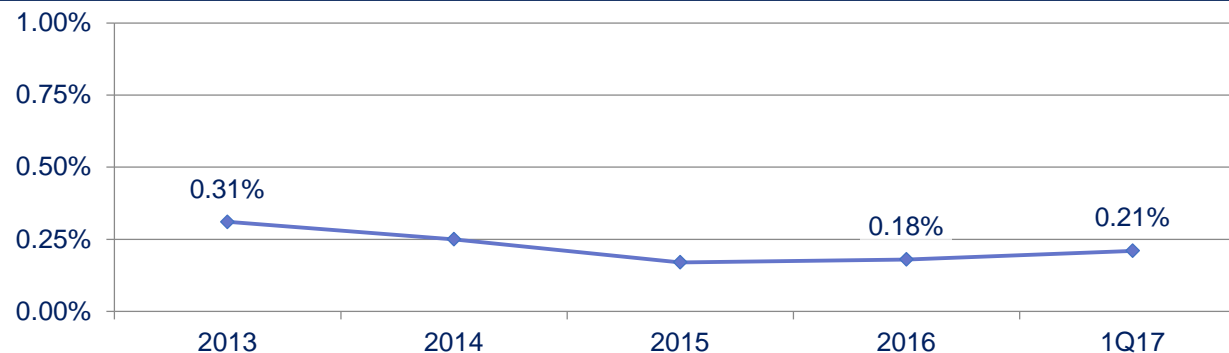
# Generating Growth

## Deposit Mix

### High-Quality, Low-Cost Core Transaction Deposit Base



### Cost of Interest Bearing Deposits





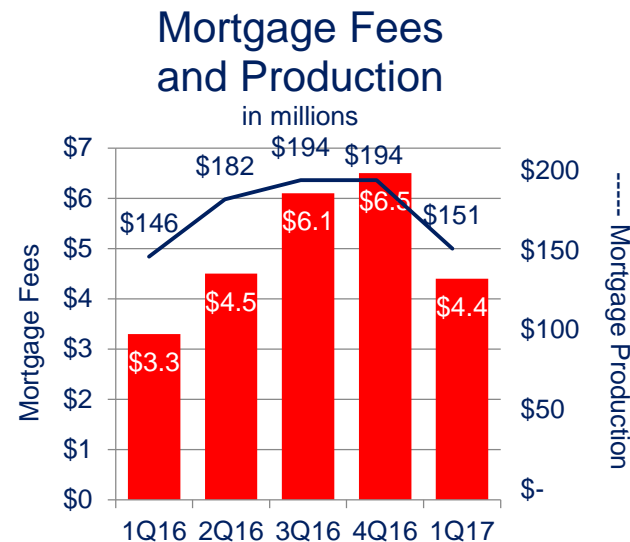
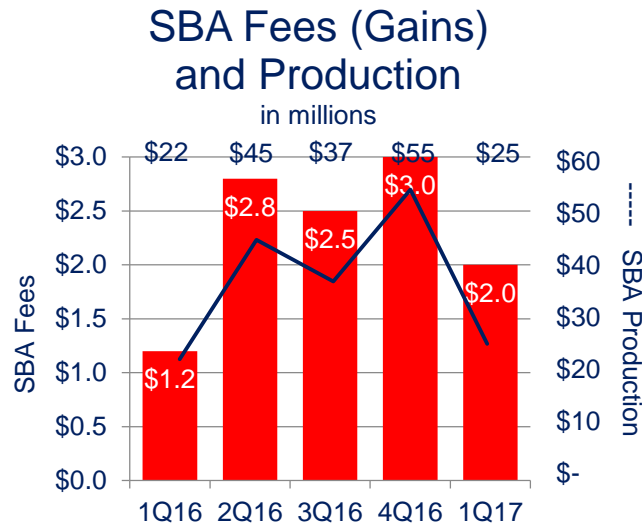
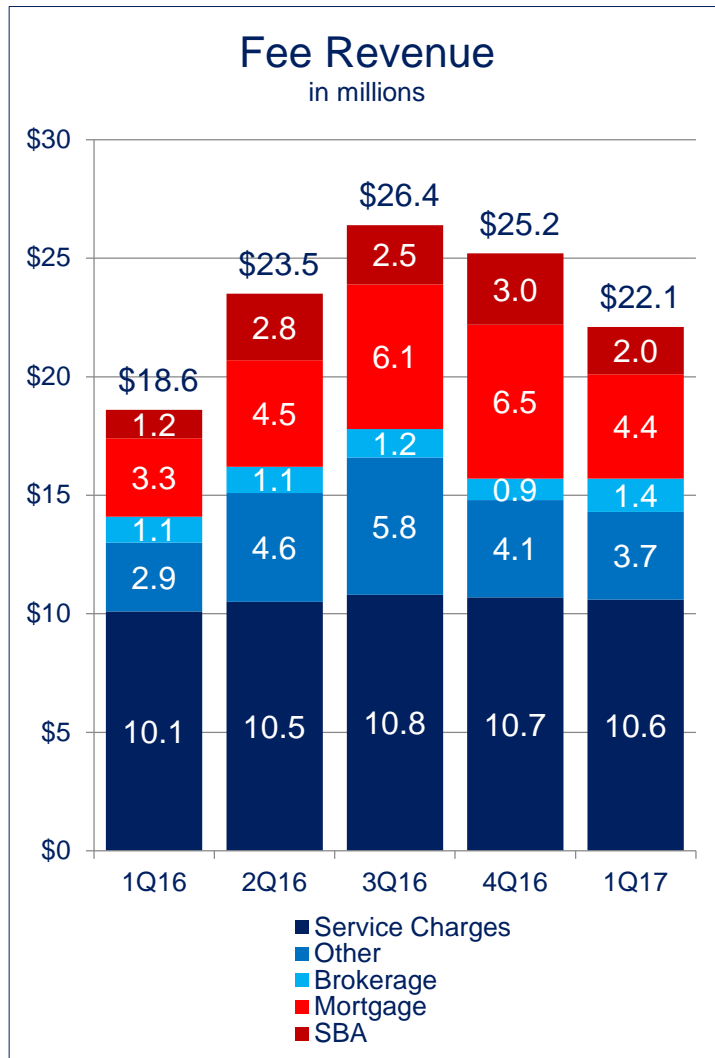
# Protecting High-Quality Balance Sheet Credit Quality

\$ in millions

	1Q16		2Q16		3Q16		4Q16		1Q17	
Net Charge-offs	\$	2.1	\$	1.7	\$	1.4	\$	1.5	\$	1.7
as % of Average Loans		0.14 %		0.11 %		0.08 %		0.09 %		0.10 %
Allowance for Loan Losses	\$	66.3	\$	64.3	\$	63.0	\$	61.4	\$	60.5
as % of Total Loans		1.09 %		1.02 %		0.94 %		0.89 %		0.87 %
as % of NPLs		296		301		292		285		306
Past Due Loans (30 - 89 Days)		0.21 %		0.22 %		0.33 %		0.25 %		0.23 %
Non-Performing Loans	\$	22.4	\$	21.3	\$	21.6	\$	21.5	\$	19.8
OREO		5.2		6.2		9.2		8.0		5.1
Total NPAs		27.6		27.5		30.8		29.5		24.9
Performing Classified Loans		121.1		118.5		121.6		114.3		108.8
Total Classified Assets	\$	148.7	\$	146.0	\$	152.4	\$	143.8	\$	133.7
as % of Tier 1 / Allowance		16 %		15 %		15 %		14 %		13 %
Accruing TDRs	\$	72.8	\$	73.3	\$	70.1	\$	67.8	\$	64.9
Total NPAs										
as % of Total Assets		0.28		0.28		0.30		0.28		0.23
as % of Loans & OREO		0.45		0.44		0.46		0.43		0.36

# Increasing Profitability

## Driving Fee Revenue Through Core Banking Infrastructure



### SBA

- ▶ 1Q17 Sales \$23 million
- ▶ 4Q16 Sales \$41 million
- ▶ 1Q16 Sales \$13 million
- ▶ Target market: small businesses with revenue between \$1 million and \$25 million
- ▶ Two Channels
  - Footprint
  - National Verticals

### Mortgage

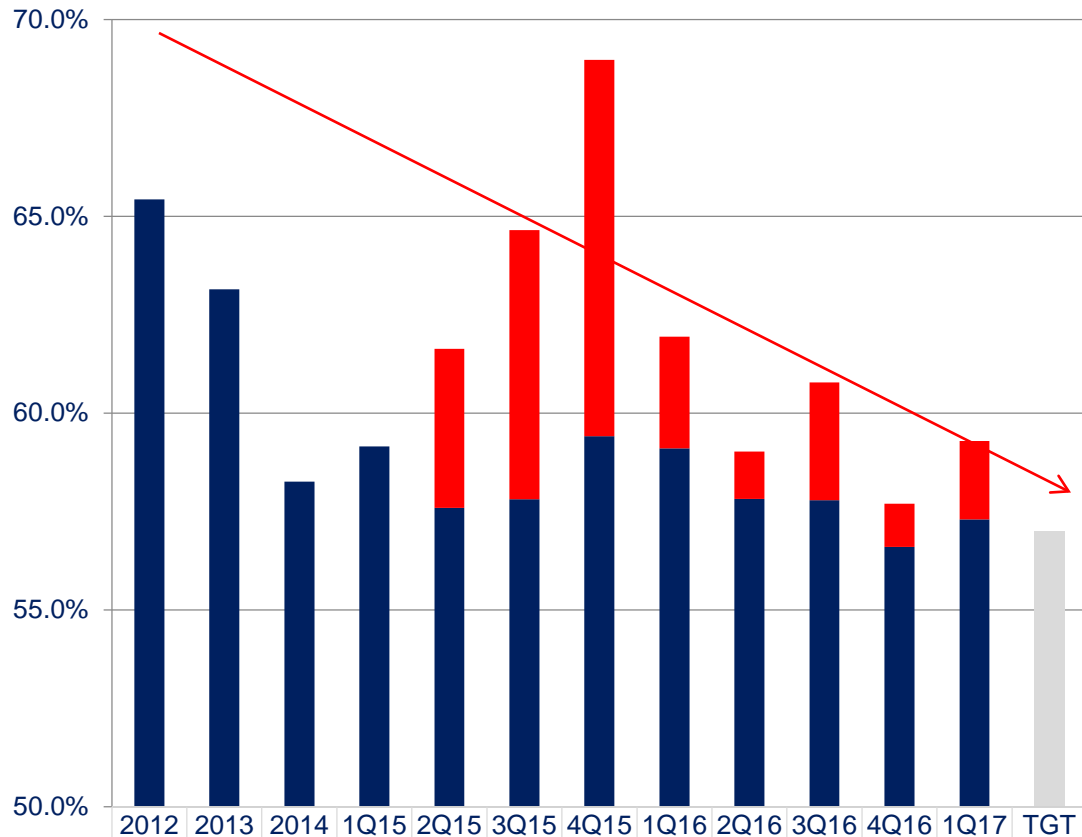
- ▶ Growth Strategy
  - Building on proven strengths in legacy markets of capturing business from a large percentage of United customers
  - Increase sales capacity in metro area growth markets
  - Compete favorably on product and service with banks and non-banks of all sizes



# Increasing Profitability

## Expense Discipline

Efficiency Ratio <sup>(1)</sup>



- ▶ 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

GAAP	65.4%	63.1%	58.3%	59.2%	61.6%	64.7%	69.0%	61.9%	59.0%	60.8%	57.7%	59.3%	
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%	2.0%	
Operating	65.4%	63.1%	58.3%	59.2%	57.6%	57.8%	59.4%	59.1%	57.8%	57.8%	56.6%	57.3%	57.0%

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

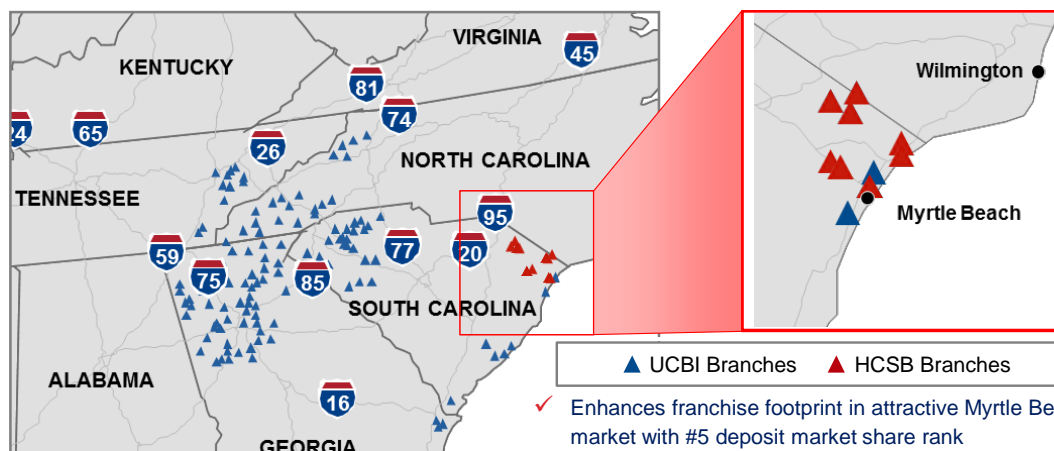
# Acquisition of HCSB Financial Corporation

## Transaction Overview

- 100% stock, fixed exchange ratio 0.0050x shares
  - [\$65] million transaction value <sup>(1)</sup>
- 1.40% adjusted P / TBV <sup>(2)</sup>
- United plans to recover DTA and related tax benefits totaling approximately \$11 million

## Company Snapshot

- Assets: \$376 million
- Loans: \$215 million
- Deposits: \$313 million
- Equity: \$35 million
- Branches: 8



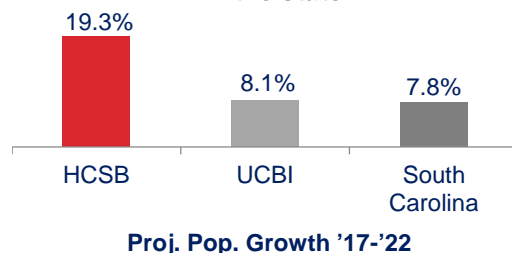
- Enhances franchise footprint in attractive Myrtle Beach market with #5 deposit market share rank
- Partnering with a well-established community bank located in South Carolina's fastest growing market
- Strategically and financially attractive combination

## Top 5 Deposit Market Share in Myrtle Beach MSA

Rank	Bank	Branches	Deposits (\$MM)	Mkt. Share (%)
1.	BB&T	27	1,829	24.1
2.	CNB Corp.	14	813	10.7
3.	Wells Fargo	10	704	9.3
4.	Bank of America	9	601	7.9
5.	UCBI Pro Forma	10	452	5.9

## Strong Demographics

*Myrtle Beach is the fastest growing MSA in the state*



## Compelling Financial Returns

- 3 cents, or 2%, accretive to fully diluted EPS, excluding one-time merger charges
- Neutral to tangible book value per share
- Neutral to Tier 1 Capital
- IRR: +20%

Source: SNL Financial

Note 1 – Based on United's closing price of \$26.70 per share on April 19, 2017

Note 2 – Tangible book value adjusted for recovery of deferred tax asset

# 2017 INVESTOR PRESENTATION

## Exhibits

FIRST QUARTER 2017  
APRIL 26, 2017





# United Community Banks, Inc.

## 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

- ▶ 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	\$ 261M
•House Lending Limit	28M
•Project Lending Limit	17M
•Top 25 Relationships	403M

*Concentration limits set for all segments of the portfolio*

#### 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

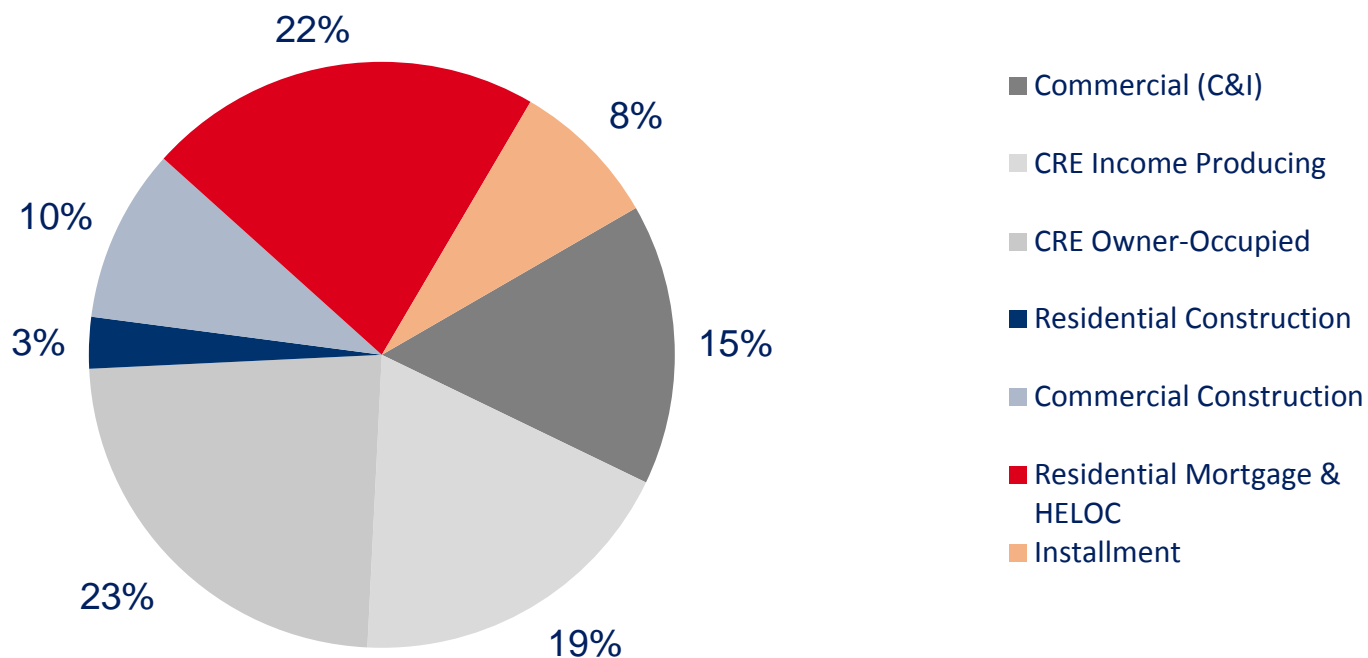
#### POLICY

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

# Protecting High-Quality Balance Sheet

## Loan Portfolio Diversification

### \$7.0 Billion Loan Portfolio as of 3/31/2017



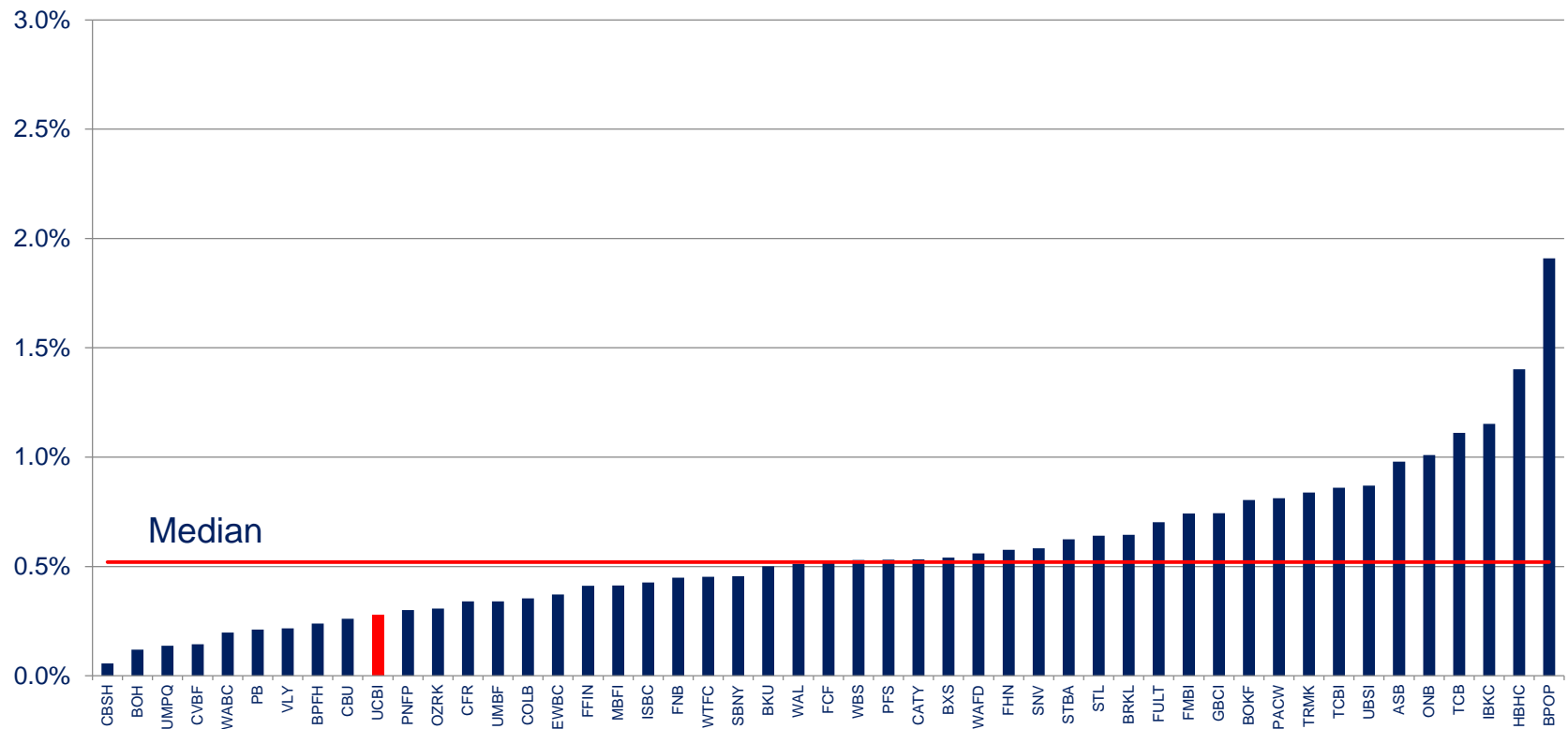
- Specialized Lending, which began in 2013, had loans totaling \$911 million at March 31, 2017 (13% of the loan portfolio).

Note – Certain prior period amounts have been reclassified to conform to the current presentation

# Protecting High-Quality Balance Sheet

## Excellent Credit Performance & Management

4Q16 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

	1Q16	2Q16	3Q16	4Q16	1Q17
Commercial & Industrial	\$ 9	\$ 9	\$ 10	\$ 9	\$ 10
Owner-Occupied CRE	38	38	42	42	41
Total Commercial & Industrial	47	47	52	51	51
Income-Producing CRE	38	35	32	29	24
Commercial Construction	5	6	9	9	9
Total Commercial	90	88	93	89	84
Residential Mortgage	20	20	18	15	15
Residential HELOC	6	6	5	5	6
Residential Construction	3	3	4	3	2
Consumer / Installment	2	2	2	2	2
Total Performing Classified	<u>\$ 121</u>	<u>\$ 119</u>	<u>\$ 122</u>	<u>\$ 114</u>	<u>\$ 109</u>
Classified to Tier 1 + ALL	16 %	15 %	15 %	14 %	13 %

Note – Certain prior period amounts have been reclassified to conform to the current presentation

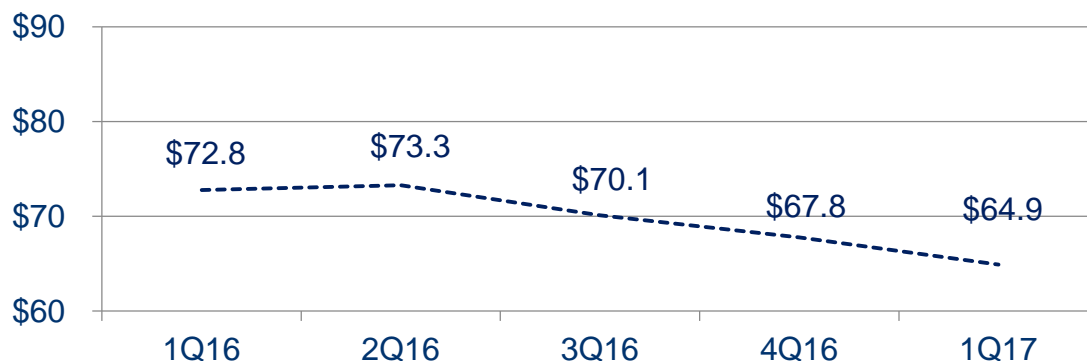


# Protecting High-Quality Balance Sheet TDRs

\$ in millions

LOAN TYPE	Accruing			Non-Accruing			Total TDRs		
	1Q17 <sup>(1)</sup>	4Q16	1Q16	1Q17 <sup>(1)</sup>	4Q16	1Q16	1Q17 <sup>(1)</sup>	4Q16	1Q16
Commercial & Industrial	\$ 1.3	\$ 1.3	\$ 2.2	\$ -	\$ 0.1	\$ -	\$ 1.3	\$ 1.4	\$ 2.2
Owner-Occupied CRE	23.9	24.5	24.7	0.6	1.7	2.6	24.5	26.2	27.3
Income-Producing CRE	21.6	23.6	20.5	0.1	0.1	0.2	21.7	23.7	20.7
Commercial Construction	4.1	4.1	1.4	0.8	0.9	0.1	4.9	5.0	1.5
Total Commercial	50.9	53.5	48.8	1.5	2.8	2.9	52.4	56.3	51.7
Residential Mortgage	11.6	11.8	17.9	1.9	1.9	1.2	13.5	13.7	19.1
Residential HELOC	0.1	0.1	-	-	-	-	0.1	0.1	-
Residential Construction	1.4	1.4	5.2	0.2	0.2	0.1	1.6	1.6	5.3
Consumer / Installment	0.9	1.0	0.9	0.4	0.4	0.2	1.3	1.4	1.1
Total TDRs	<u>\$ 64.9</u>	<u>\$ 67.8</u>	<u>\$ 72.8</u>	<u>\$ 4.0</u>	<u>\$ 5.3</u>	<u>\$ 4.4</u>	<u>\$ 68.9</u>	<u>\$ 73.1</u>	<u>\$ 77.2</u>

## Accruing TDRs



► 3.3% of accruing TDRs are past due 30 – 89 days

► 69.4% of accruing TDRs are pass credits

Note – Certain prior period amounts have been reclassified to conform to the current presentation

<sup>(1)</sup> 86% of accruing TDR loans have an interest rate of 4% or greater

# Protecting High-Quality Balance Sheet

## Commercial Real Estate Diversification

### Commercial Construction

in millions

	Committed			Outstanding		
	\$		%	\$		%
Retail Building	143	13.1	%	90	13.5	%
Assisted Living/Nursing Home/Rehab	140	12.9		18	2.7	
Multi-Residential	121	11.1		92	13.8	
Office Buildings	123	11.3		65	9.7	
Commercial Residential CIP: Spec	87	8.0		57	8.5	
Land Develop - Vacant (Improved)	69	6.3		56	8.4	
Commercial Residential Land	66	6.1		63	9.4	
Development: Builder Lots						
Hotels / Motels	62	5.7		23	3.5	
Other Properties	57	5.2		35	5.2	
Commercial Residential CIP: Presold	43	4.0		27	4.1	
Raw Land - Vacant (Unimproved)	39	3.6		31	4.7	
Commercial Residential Land	32	2.9		26	3.9	
Development: Subdivisions in						
Warehouse	32	2.9		30	4.5	
Churches	28	2.6		14	2.1	
Commercial Residential Raw Land	17	1.6		16	2.4	
Commercial Land Development	14	1.3		13	1.9	
Restaurants / Franchise	12	1.1		8	1.2	
Leasehold Property	3	0.3		3	0.5	
<b>Total Commercial Construction</b>	<b>\$ 1,088</b>	<b>100.0</b>	<b>%</b>	<b>\$ 667</b>	<b>100.0</b>	<b>%</b>

### Committed Average Loan Size

(in thousands)



•Commercial Construction	\$623
•Commercial RE:	
•Composite CRE	410
•Owner-Occupied	399
•Income-Producing	426

### Commercial Real Estate – Income Producing

in millions

	Committed			Outstanding		
	\$		%	\$		%
Office Buildings	341	25.0	%	325	25.0	%
Retail Building	313	22.9		295	22.7	
Investor Residential	172	12.6		171	13.2	
Warehouse	123	9.0		118	9.1	
Hotels / Motels	121	8.9		111	8.6	
Multi-Residential	81	5.9		77	5.9	
Other Properties	67	4.9		62	4.8	
Convenience Stores	45	3.3		43	3.3	
Restaurants / Franchise Fast Food	35	2.6		34	2.6	
Manufacturing Facility	25	1.8		23	1.8	
Leasehold Property	25	1.8		19	1.5	
Automotive Service	6	0.4		6	0.5	
Daycare Facility	5	0.4		5	0.4	
Mobile Home Parks	5	0.4		5	0.4	
Automotive Dealership	2	0.1		3	0.2	
<b>Total Commercial Real Estate - Income Producing</b>	<b>\$ 1,366</b>	<b>100.0</b>	<b>%</b>	<b>\$ 1,297</b>	<b>100.0</b>	<b>%</b>

### Outstanding Average Loan Size

(in thousands)



•Commercial Construction	\$386
•Commercial RE:	
•Composite CRE	389
•Owner-Occupied	376
•Income-Producing	406

# Protecting High-Quality Balance Sheet Liquidity

\$ in millions

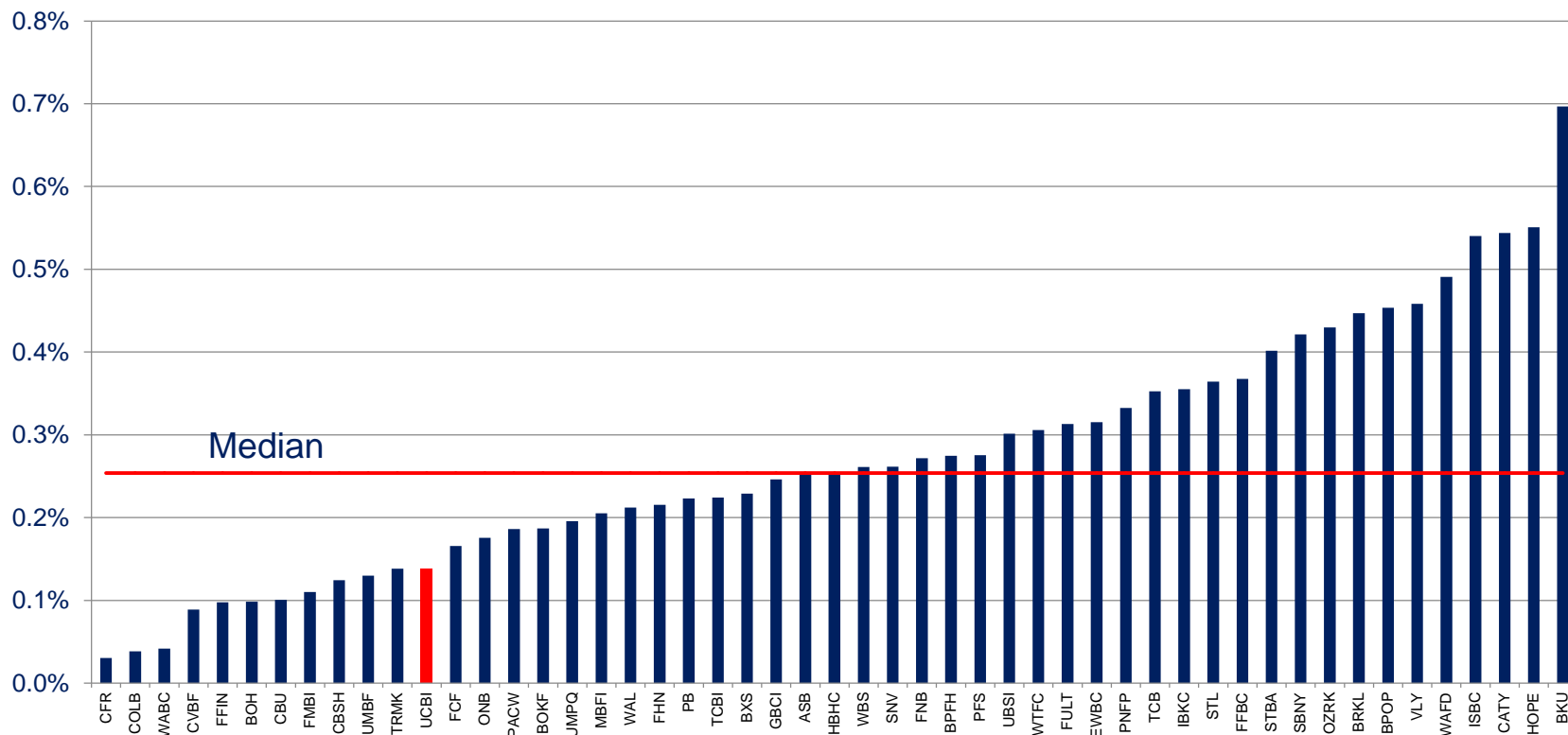
	Capacity	1Q17	4Q16	1Q16	vs 4Q16	vs 1Q16
<b>WHOLESALE BORROWINGS</b>						
Brokered Deposits <sup>(1)</sup>	\$ 1,073	\$ 364	\$ 328	\$ 447	\$ 36	\$ (83)
FHLB	1,372	569	709	510	(140)	59
Holding Company LOC	50	-	-	-	-	-
Fed Funds	720	-	5	-	(5)	-
Other Wholesale	1,187	-	-	-	-	-
Total	<u>\$ 4,402</u>	<u>\$ 933</u>	<u>\$ 1,042</u>	<u>\$ 957</u>	<u>\$ (109)</u>	<u>\$ (24)</u>
<b>LONG-TERM DEBT (par) / CASH - HOLDING COMPANY</b>						
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		\$ 86	\$ 43	\$ 71	\$ 43	\$ 15
<b>LOANS / CUSTOMER DEPOSITS</b>						
Loans		\$ 6,965	\$ 6,921	\$ 6,106	\$ 44	\$ 859
Core (DDA, MMDA, Savings)		\$ 6,104	\$ 5,915	\$ 5,364	\$ 189	\$ 740
Public Funds		1,043	1,128	952	(85)	91
CD's		1,241	1,267	1,204	(26)	37
Total Customer Deposits (excl Brokered)		<u>\$ 8,388</u>	<u>\$ 8,310</u>	<u>\$ 7,520</u>	<u>\$ 78</u>	<u>\$ 868</u>
<b>INVESTMENT SECURITIES</b>						
Available for Sale -Fixed		\$ 1,832	\$ 1,831	\$ 1,783	\$ 1	\$ 49
-Floating		605	601	622	4	(17)
Held to Maturity -Fixed		328	327	348	1	(20)
-Floating		2	3	4	(1)	(2)
Total Investment Securities		<u>\$ 2,767</u>	<u>\$ 2,762</u>	<u>\$ 2,757</u>	<u>\$ 5</u>	<u>\$ 10</u>
Floating AFS Securities as % of Total AFS Securities		25%	25%	26%		
Floating as % of Total Securities		22%	22%	23%		

<sup>(1)</sup> Estimated brokered deposit total capacity at 10% of assets

# Increasing Profitability

## High-Quality, Low-Cost Core Deposit Base

4Q16 Cost of Deposits



- ▶ Our fourth quarter 2016 total cost of deposits was 14 basis points, which compared favorably to peers with a median of 25 basis points
- ▶ Core deposits (excludes Jumbo CDs / Brokered) comprised approximately 93% of our total customer deposits at December 31, 2016

Source: SNL Financial LC

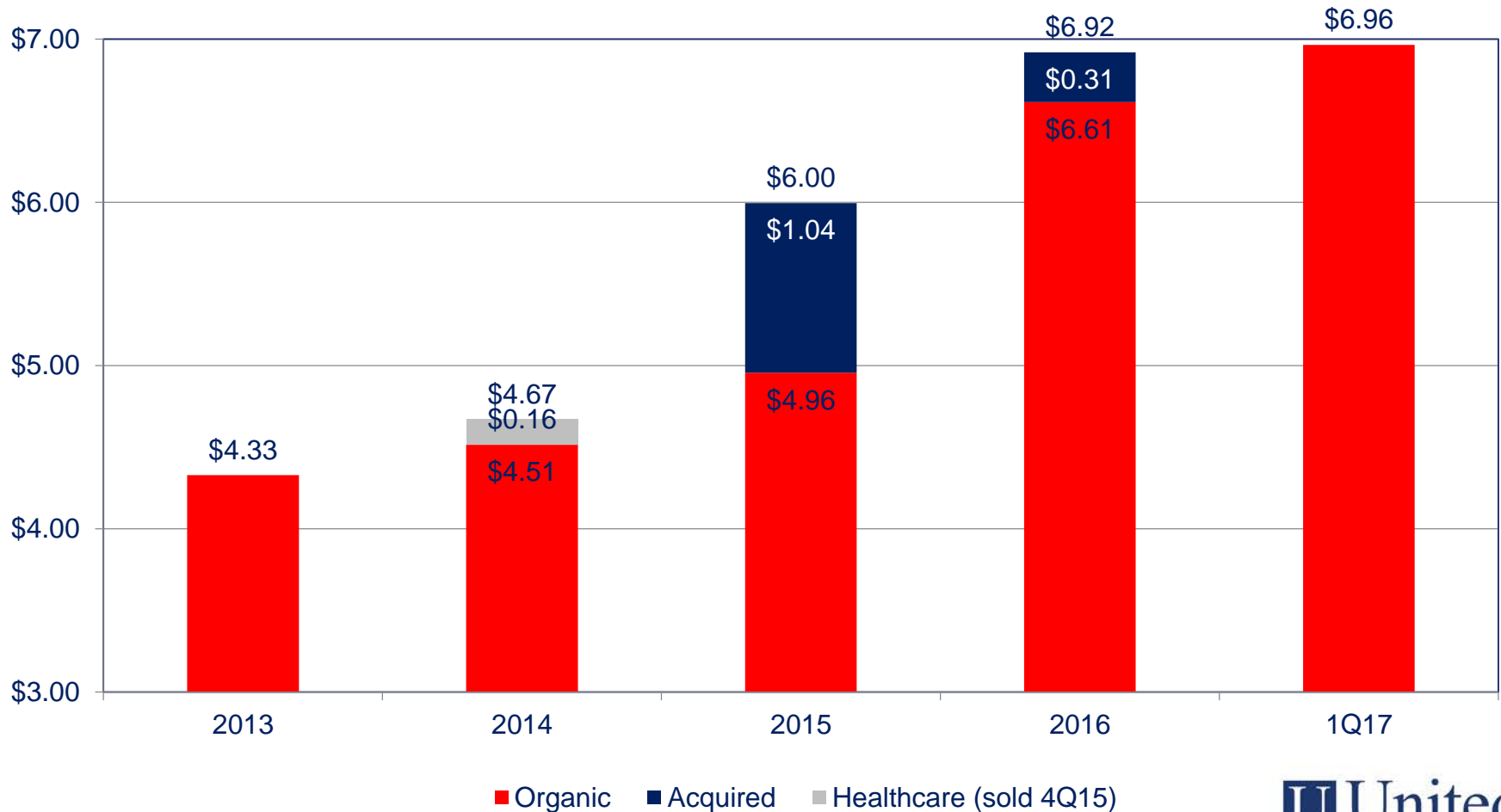
Note – Peer comparison banks comprise the KBW Regional Bank Index (ticker:KRX)



# Generating Growth

## Steady Loan Growth

Total Loans  
in billions





# Generating Growth

## Market Share Growth Opportunities

\$ in billions

	Market Deposits (1)	United Deposits (2)	Banks (2)	Offices (2)	Deposit Share (1)	Rank (1)
North Georgia	\$ 6.5	\$ 2.4	9	19	36 %	1
Atlanta, Georgia	66.2	2.6	10	34	4	7
Gainesville, Georgia	3.2	0.4	1	5	11	4
Coastal Georgia	8.7	0.4	2	7	4	8
Western North Carolina	11.9	1.0	1	19	8	3
East Tennessee	17.4	0.6	2	11	3	6
Upstate South Carolina	23.2	1.1	4	25	5	7
Coastal South Carolina	20.8	0.3	1	7	2	14
Loan Production Offices	-	-	-	7		
Total Markets	<u>\$ 157.9</u>	<u>\$ 8.8</u>	<u>30</u>	<u>134</u>		

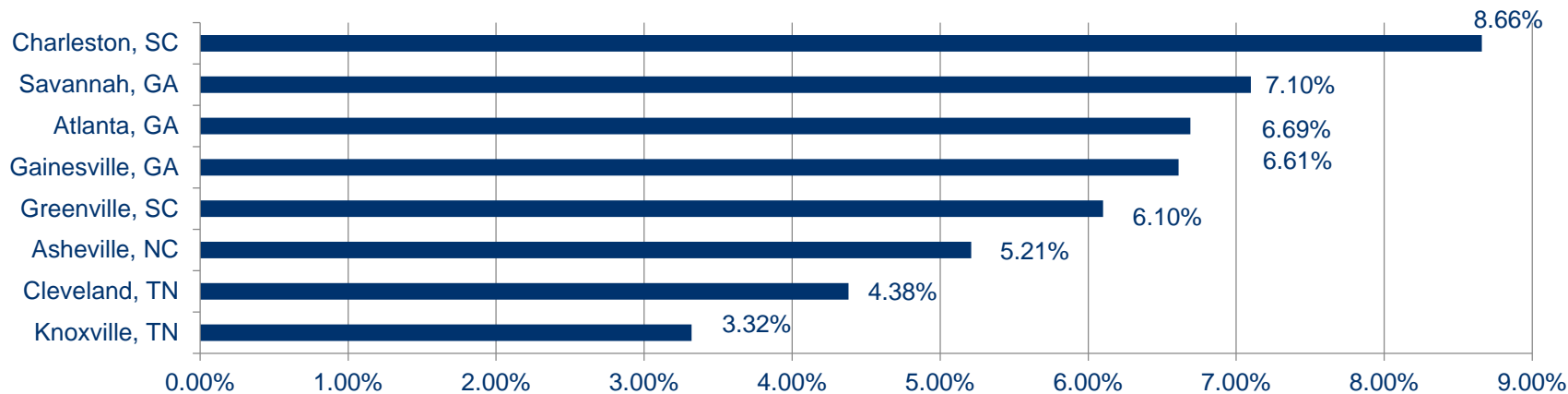
(1) FDIC deposit market share and rank as of June 30, 2016 for markets where United takes deposits (Source: FDIC)

(2) Based on current quarter

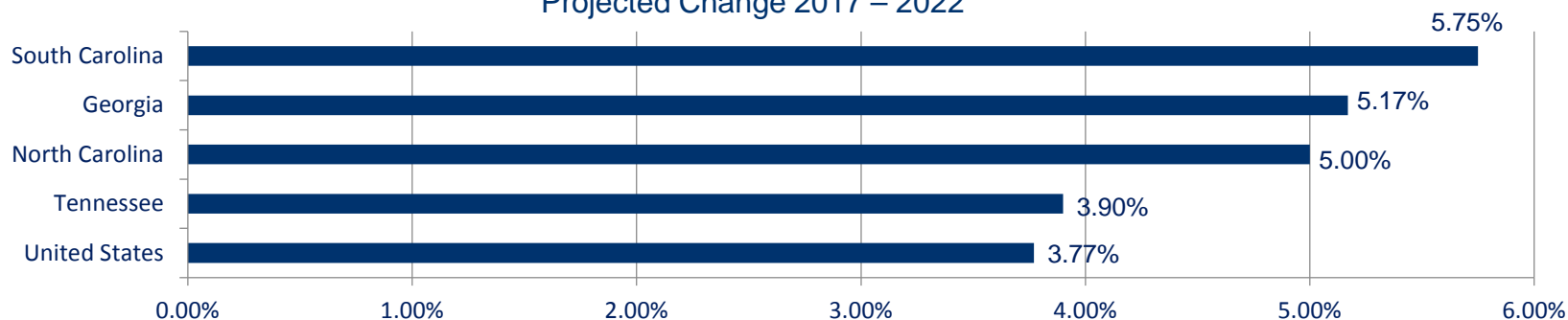
# Generating Growth

## Market Share Demographics

Key MSA Growth Markets  
Projected Change 2017 - 2022



State Population Growth  
Projected Change 2017 - 2022



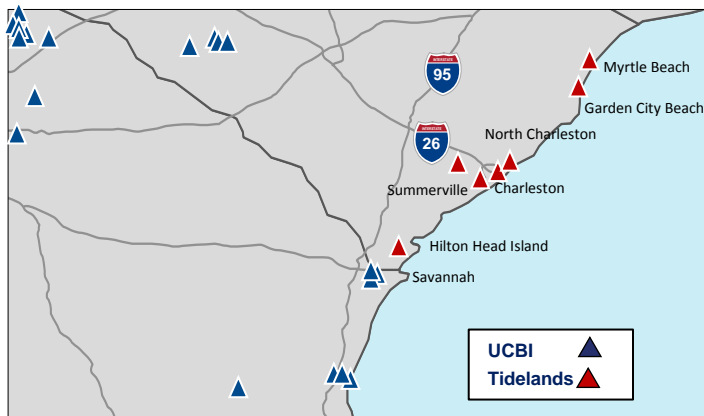
# Generating Growth

## 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%+.

# Generating Growth

## 2016 Acquisition – Tideland Bancshares, Inc.



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 <sup>(1)</sup>	4.40%

### 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%

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

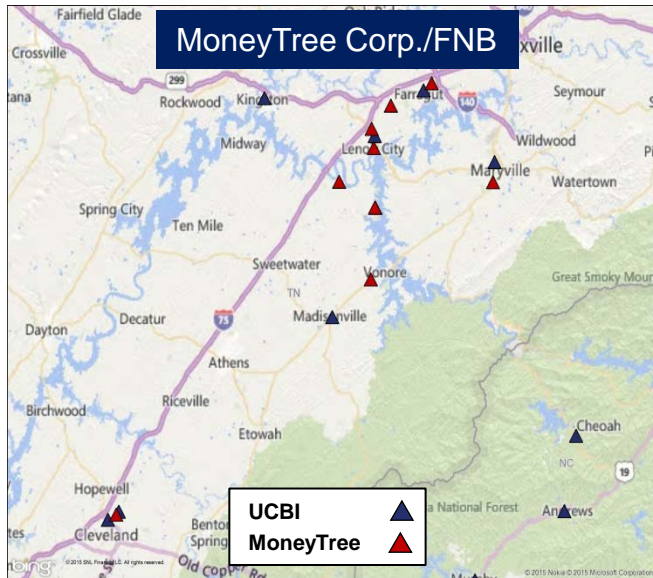
<sup>(1)</sup> NPAs / Assets = (Nonaccrual Loans + OREO) / Total Assets

### Transaction Rationale

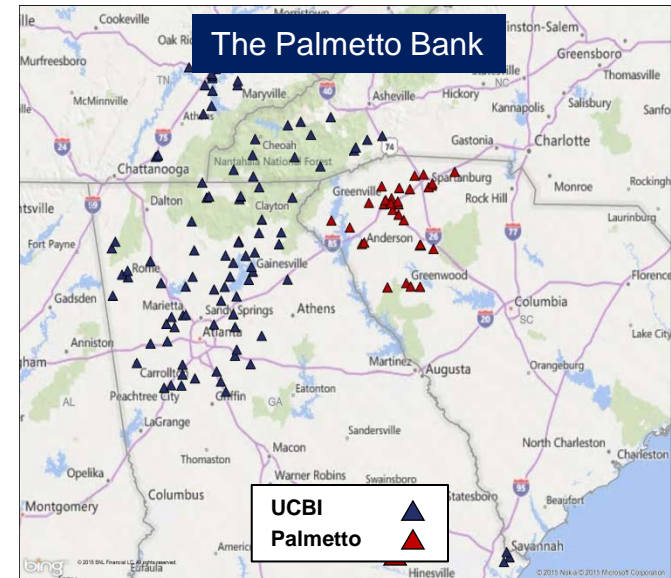
- Significantly accelerates UCB's Coastal South Carolina expansion and leverages existing lift-out team of experienced bankers and in-market resources, fully executing the two-step Coastal SC growth plan
- Tideland's markets are in the top 10 fastest growing in the U.S
- Significant cost synergies enhance already compelling deal economics
- Consistent with UCB'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



# Generating Growth 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 UCB's East TN presence in key markets – Knoxville, Lenoir City and Cleveland
- Consolidated six branches – three UCB 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 25 years in financial services
- Responsible for finance and reporting, accounting, M&A and investor relations
- Former Associate Director of Research for Keefe, Bruyette and Woods
- Georgia State's J. Mack Robinson College of Business Advisory Board

**Jefferson L. Harralson**  
EVP & CFO  
*Joined 2017*



- Over 35 years in banking
- Responsible for 30 community banks with 134 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

	1Q16	2Q16	3Q16	4Q16	1Q17
<b>Net Income</b>					
Net income - GAAP	\$ 22,295	\$ 25,266	\$ 25,874	\$ 27,221	\$ 23,524
Merger-related and other charges	2,653	1,176	3,152	1,141	2,054
Tax benefit on merger-related and other charges	(1,004)	(445)	(1,193)	(432)	(758)
Impairment of deferred tax asset on canceled nonqualified stock options	-	-	-	976	-
Release of disproportionate tax effects lodged in OCI	-	-	-	-	3,400
Net income - Operating	<u>\$ 23,944</u>	<u>\$ 25,997</u>	<u>\$ 27,833</u>	<u>\$ 28,906</u>	<u>\$ 28,220</u>
<b>Diluted Earnings per share</b>					
Diluted earnings per share - GAAP	\$ 0.31	\$ 0.35	\$ 0.36	\$ 0.38	\$ 0.33
Merger-related and other charges	0.02	0.01	0.03	0.01	0.01
Impairment of deferred tax asset on canceled nonqualified stock options	-	-	-	0.01	-
Release of disproportionate tax effects lodged in OCI	-	-	-	-	0.05
Diluted earnings per share - Operating	<u>\$ 0.33</u>	<u>\$ 0.36</u>	<u>\$ 0.39</u>	<u>\$ 0.40</u>	<u>\$ 0.39</u>
<b>Return on Assets</b>					
Return on assets - GAAP	0.93 %	1.04 %	1.00 %	1.03 %	0.89 %
Merger-related and other charges	0.07	0.03	0.08	0.03	0.05
Impairment of deferred tax asset on canceled nonqualified stock options	-	-	-	0.04	-
Release of disproportionate tax effects lodged in OCI	-	-	-	-	0.13
Return on assets - Operating	<u>1.00 %</u>	<u>1.07 %</u>	<u>1.08 %</u>	<u>1.10 %</u>	<u>1.07 %</u>

# Non-GAAP Reconciliation Tables

\$ in thousands, except per share data

	1Q16		2Q16		3Q16		4Q16		1Q17
Return on Tangible Common Equity									
Return on common equity - GAAP	8.57	%	9.54	%	9.61	%	9.89	%	8.54
Effect of merger-related and other charges	0.63		0.27		0.73		0.26		0.47
Impairment of deferred tax asset on canceled nonqualified stock options	-		-		-		0.36		-
Release of disproportionate tax effects lodged in OCI	-		-		-		-		1.24
Return on common equity - Operating	9.20		9.81		10.34		10.51		10.25
Effect of goodwill and intangibles	1.71		1.75		2.11		1.96		1.85
Return on tangible common equity - Operating	10.91	%	11.56	%	12.45	%	12.47	%	12.10
Expenses									
Expenses - GAAP	\$ 57,885		\$ 58,060		\$ 64,023		\$ 61,321		\$ 62,826
Merger-related and other charges	(2,653)		(1,176)		(3,152)		(1,141)		(2,054)
Expenses - Operating	\$ 55,232		\$ 56,884		\$ 60,871		\$ 60,180		\$ 60,772
Pre-Tax, Pre-Credit Earnings									
Pre-Tax Earnings - GAAP	\$ 35,873		\$ 40,655		\$ 41,627		\$ 44,837		\$ 42,002
Merger-related and other charges	2,653		1,176		3,152		1,141		2,054
Provision for credit losses	(200)		(300)		(300)		-		800
Pre-Tax, Pre-Credit Earnings - Operating	\$ 38,326		\$ 41,531		\$ 44,479		\$ 45,978		\$ 44,856
Efficiency Ratio									
Efficiency Ratio - GAAP	61.94	%	59.02	%	60.78	%	57.65	%	59.29
Merger-related and other charges	(2.84)		(1.20)		(2.99)		(1.07)		(1.94)
Efficiency Ratio - Operating	59.10	%	57.82	%	57.79	%	56.58	%	57.35