

UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
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 22, 2019

**UNITED COMMUNITY BANKS, INC.**  
(Exact name of registrant as specified in its charter)

Georgia  
(State or other jurisdiction of incorporation)

001-35095  
(Commission file number)

58-1807304  
(IRS Employer Identification No.)

125 Highway 515 East  
Blairsville, Georgia 30512  
(Address of principal executive offices)

Registrant's telephone number, including area code:  
(706) 781-2265

Not applicable  
(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:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Securities registered pursuant to Section 12(b) of the Act:

<u>Title of Each Class</u>	<u>Trading Symbol(s)</u>	<u>Name of Each Exchange on Which Registered</u>
Common stock, par value \$1 per share	UCBI	Nasdaq Global Select Market

Indicate by check mark whether the registrant is an emerging growth company as defined in as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

**Item 2.02****Results of Operations and Financial Condition.**

On October 22, 2019, United Community Banks, Inc. ("United") issued a press release announcing financial results for the third quarter of 2019. The press release is furnished as Exhibit 99.1 to this Current Report on Form 8-K.

**Item 7.01****Regulation FD Disclosure.**

On October 23, 2019, United will hold an earnings conference call and webcast at 11:00 a.m. (Eastern Time) to discuss financial results for the third quarter of 2019. The press release referenced above in Item 2.02 contains information about how to access the conference call and webcast. A copy of the slide presentation to be used during the earnings call and webcast is furnished as Exhibit 99.2 to this Current Report on Form 8-K. The slide presentation also will be available on our website, [www.uchi.com](http://www.uchi.com), under the "Investor Relations – Events and Presentations" section.

**Item 9.01****Financial Statements and Exhibits.****(d) Exhibits**

The following exhibit index lists the exhibits that are either filed or furnished with the Current Report on Form 8-K.

EXHIBIT INDEX

Exhibit No.	Description
<a href="#">99.1</a>	<a href="#">United Community Banks, Inc. Press Release, dated October 22, 2019.</a>
<a href="#">99.2</a>	<a href="#">Slide Presentation.</a>
104	The cover page from this Current Report on Form 8-K, formatted in Inline XBRL.

**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.

**UNITED COMMUNITY BANKS, INC.**

By: /s/ Jefferson L. Harralson  
Jefferson L. Harralson  
Executive Vice President and  
Chief Financial Officer

Date: October 22, 2019



**For Immediate Release**

**For more information:**

Jefferson Harralson  
Chief Financial Officer  
(864) 240-6208  
[Jefferson.Harralson@ucbi.com](mailto:Jefferson.Harralson@ucbi.com)

**United Community Banks, Inc. reports Third Quarter Results**

***EPS of \$0.60 and ROA of 1.51%; Operating ROA reaches 1.58%***

GREENVILLE, SC - October 22, 2019

United Community Banks, Inc. (NASDAQ: UCBI) ("United") today reported strong third quarter financial results, including solid year-over-year loan and deposit growth, record operating efficiency and strong asset quality. Diluted earnings per share were \$0.60, an increase of \$0.06 or 11% from a year ago. Excluding merger-related and other charges, diluted operating earnings per share were \$0.63, up 15% over last year. United's return on assets ("ROA") was 1.51% and its return on common equity was 12.2% for the quarter. On an operating basis, United's ROA was 1.58% and its return on tangible common equity was 16.4%.

In the third quarter, loans grew at a 3% annualized rate, or at 4% annualized excluding the planned runoff of the discontinued indirect auto portfolio. With this loan growth and continued balance sheet remixing opportunities, United maintained its net interest margin during the quarter, despite declining interest rates. Core transaction deposits grew by \$105 million, or 6% annualized, and total customer deposits increased by \$197 million during the quarter. Finally, United's combination of revenue growth and expense management resulted in a 55.64% efficiency ratio, or 53.90% on an operating basis, which represented a new Company best for the second consecutive quarter.

"We are pleased to report such a successful quarter, which is a testament to our team and their tireless dedication to providing outstanding customer service and to executing on our plans to deliver top quartile results," said Lynn Harton, Chairman and CEO of United. "I am also tremendously proud that United was named one of the "Best Banks to Work For" by American Banker for the third year in a row. This honor is achieved through the focus and

energy of our bankers to build a company where great people can find fulfillment in helping others reach their financial goals."

**Third Quarter 2019 Financial Highlights:**

- EPS growth of 11% over last year, or 15% on an operating basis
- Return on assets of 1.51%, or 1.58% excluding merger-related and other charges
- Return on common equity of 12.2%
- Return on tangible common equity of 16.4% excluding merger-related and other charges
- Loan production of \$896 million compared to \$778 million in Q3 2018
- Loan growth, excluding planned runoff of the indirect portfolio of 4% for the quarter and 7% year-to-date on an annualized basis, excluding the acquisition of First Madison on May 1, 2019
- Loan growth of \$89 million, excluding planned run off of the indirect portfolio, was more than funded by core transaction deposit growth of \$105 million
- Mortgage locks of \$508 million, a company high, compared to \$298 million a year ago
- Stable net interest margin of 4.12% was flat compared to the second quarter and up 17 basis points from a year ago
- Efficiency ratio of 55.64%, or 53.90%, excluding merger-related and other charges
- Net charge-offs of 12 basis points, up one basis point from last quarter and remaining at historically low levels
- Nonperforming assets of 0.24% of total assets, compared with 0.21% at June 30, 2019 and 0.19% at September 30, 2018
- Repurchased approximately 195,000 shares at an average price of \$26.51 in the quarter

Conference Call

United will hold a conference call, Wednesday, October 23, 2019, at 11 a.m. ET to discuss the contents of this press release and to share business highlights for the quarter. To access the call, dial (877) 380-5665 and use the conference number 8899475. The conference call also will be webcast and available for replay for 30 days by selecting "Events & Presentations" within the Investor Relations section of United's website at [www.ucbi.com](http://www.ucbi.com).

UNITED COMMUNITY BANKS, INC.

Selected Financial Information

(In thousands, except per share data)	2019			2018		Third Quarter 2019 - 2018 Change	For the Nine Months Ended September 30,		YTD 2019 - 2018 Change
	Third Quarter	Second Quarter	First Quarter	Fourth Quarter	Third Quarter		2019	2018	
<b>INCOME SUMMARY</b>									
Interest revenue	\$ 140,615	\$ 139,156	\$ 136,516	\$ 133,854	\$ 128,721		\$ 416,287	\$ 366,226	
Interest expense	21,277	21,372	20,882	18,975	16,611		63,531	42,355	
Net interest revenue	119,338	117,784	115,634	114,879	112,110	6%	352,756	323,871	9%
Provision for credit losses	3,100	3,250	3,300	2,100	1,800	72	9,650	7,400	30
Noninterest income	29,031	24,531	20,968	23,045	24,180	20	74,530	69,916	7
<b>Total revenue</b>	<b>145,269</b>	<b>139,065</b>	<b>133,302</b>	<b>135,824</b>	<b>134,490</b>	<b>8</b>	<b>417,636</b>	<b>386,387</b>	<b>8</b>
Expenses	82,924	81,813	76,084	78,242	77,718	7	240,821	228,043	6
Income before income tax expense	62,345	57,252	57,218	57,582	56,772	10	176,815	158,344	12
Income tax expense	13,983	13,167	12,956	12,445	13,090	7	40,106	37,370	7
<b>Net income</b>	<b>48,362</b>	<b>44,085</b>	<b>44,262</b>	<b>45,137</b>	<b>43,682</b>	<b>11</b>	<b>136,709</b>	<b>120,974</b>	<b>13</b>
Merger-related and other charges	2,605	4,087	739	1,234	592		7,431	6,111	
Income tax benefit of merger-related and other charges	(600)	(940)	(172)	(604)	(141)		(1,712)	(890)	
<b>Net income - operating <sup>(1)</sup></b>	<b>\$ 50,367</b>	<b>\$ 47,232</b>	<b>\$ 44,829</b>	<b>\$ 45,767</b>	<b>\$ 44,133</b>	<b>14</b>	<b>\$ 142,428</b>	<b>\$ 126,195</b>	<b>13</b>
<b>PERFORMANCE MEASURES</b>									
Per common share:									
Diluted net income - GAAP	\$ 0.60	\$ 0.55	\$ 0.55	\$ 0.56	\$ 0.54	11	\$ 1.70	\$ 1.51	13
Diluted net income - operating <sup>(1)</sup>	0.63	0.59	0.56	0.57	0.55	15	1.77	1.57	13
Cash dividends declared	0.17	0.17	0.16	0.16	0.15	13	0.50	0.42	19
Book value	20.16	19.65	18.93	18.24	17.56	15	20.16	17.56	15
Tangible book value <sup>(3)</sup>	15.90	15.38	14.93	14.24	13.54	17	15.90	13.54	17
Key performance ratios:									
Return on common equity - GAAP <sup>(2)(4)</sup>	12.16%	11.45%	11.85%	12.08%	11.96%		11.83%	11.43%	
Return on common equity - operating <sup>(1)(2)(4)</sup>	12.67	12.27	12.00	12.25	12.09		12.32	11.93	
Return on tangible common equity - operating <sup>(1)(2)(3)(4)</sup>	16.38	15.88	15.46	15.88	15.81		15.92	15.62	
Return on assets - GAAP <sup>(4)</sup>	1.51	1.40	1.44	1.43	1.41		1.45	1.32	
Return on assets - operating <sup>(1)(4)</sup>	1.58	1.50	1.45	1.45	1.42		1.51	1.38	
Net interest margin (fully taxable equivalent) <sup>(4)</sup>	4.12	4.12	4.10	3.97	3.95		4.11	3.88	
Efficiency ratio - GAAP	55.64	57.28	55.32	56.73	56.82		56.09	57.52	
Efficiency ratio - operating <sup>(1)</sup>	53.90	54.42	54.78	55.83	56.39		54.36	55.98	
Equity to total assets	12.53	12.25	12.06	11.60	11.30		12.53	11.30	
Tangible common equity to tangible assets <sup>(3)</sup>	10.16	9.86	9.76	9.29	8.95		10.16	8.95	
<b>ASSET QUALITY</b>									
Nonperforming loans	\$ 30,832	\$ 26,597	\$ 23,624	\$ 23,778	\$ 22,530	37	\$ 30,832	\$ 22,530	37
Foreclosed properties	102	75	1,127	1,305	1,336	(92)	102	1,336	(92)
Total nonperforming assets ("NPAs")	30,934	26,672	24,751	25,083	23,866	30	30,934	23,866	30
Allowance for loan losses	62,514	62,204	61,642	61,203	60,940	3	62,514	60,940	3
Net charge-offs	2,723	2,438	3,130	1,787	1,466	86	8,291	4,326	92
Allowance for loan losses to loans	0.70%	0.70%	0.73%	0.73%	0.74%		0.70%	0.74%	
Net charge-offs to average loans <sup>(4)</sup>	0.12	0.11	0.15	0.09	0.07		0.13	0.07	
NPAs to loans and foreclosed properties	0.35	0.30	0.29	0.30	0.29		0.35	0.29	
NPAs to total assets	0.24	0.21	0.20	0.20	0.19		0.24	0.19	
<b>AVERAGE BALANCES (\$ in millions)</b>									
Loans	\$ 8,836	\$ 8,670	\$ 8,430	\$ 8,306	\$ 8,200	8	\$ 8,647	\$ 8,124	6
Investment securities	2,550	2,674	2,883	3,004	2,916	(13)	2,701	2,863	(6)
Earning assets	11,568	11,534	11,498	11,534	11,320	2	11,534	11,197	3
Total assets	12,681	12,608	12,509	12,505	12,302	3	12,600	12,209	3
Deposits	10,531	10,493	10,361	10,306	9,950	6	10,462	9,896	6
Shareholders' equity	1,588	1,531	1,478	1,420	1,394	14	1,533	1,367	12
Common shares - basic (thousands)	79,663	79,673	79,807	79,884	79,806	—	79,714	79,588	—
Common shares - diluted (thousands)	79,667	79,678	79,813	79,890	79,818	—	79,718	79,598	—
<b>AT PERIOD END (\$ in millions)</b>									
Loans	\$ 8,903	\$ 8,838	\$ 8,493	\$ 8,383	\$ 8,226	8	\$ 8,903	\$ 8,226	8
Investment securities	2,515	2,620	2,720	2,903	2,873	(12)	2,515	2,873	(12)
Total assets	12,809	12,779	12,506	12,573	12,405	3	12,809	12,405	3
Deposits	10,757	10,591	10,534	10,535	10,229	5	10,757	10,229	5
Shareholders' equity	1,605	1,566	1,508	1,458	1,402	14	1,605	1,402	14
Common shares outstanding (thousands)	78,974	79,075	79,035	79,234	79,202	—	78,974	79,202	—

<sup>(1)</sup> Excludes merger-related and other charges which includes termination of pension plan in the third quarter of 2019, executive retirement charges in the second quarter of 2019 and amortization of certain executive change of control benefits. <sup>(2)</sup> Net income divided by average realized common equity, which excludes accumulated other comprehensive income (loss). <sup>(3)</sup> Excludes effect of acquisition related intangibles and associated amortization. <sup>(4)</sup> Annualized.

UNITED COMMUNITY BANKS, INC.  
Non-GAAP Performance Measures Reconciliation  
Selected Financial Information

(in thousands, except per share data)	2019				2018		For the Nine Months Ended September 30,	
	Third Quarter	Second Quarter	First Quarter	Fourth Quarter	Third Quarter	2019	2018	
<b>Expense reconciliation</b>								
Expenses (GAAP)	\$ 82,924	\$ 81,813	\$ 76,084	\$ 78,242	\$ 77,718	\$ 240,821	\$ 228,043	
Merger-related and other charges	(2,605)	(4,087)	(739)	(1,234)	(592)	(7,431)	(6,111)	
Expenses - operating	\$ 80,319	\$ 77,726	\$ 75,345	\$ 77,008	\$ 77,126	\$ 233,390	\$ 221,932	
<b>Net income reconciliation</b>								
Net income (GAAP)	\$ 48,362	\$ 44,085	\$ 44,262	\$ 45,137	\$ 43,682	\$ 136,709	\$ 120,974	
Merger-related and other charges	2,605	4,087	739	1,234	592	7,431	6,111	
Income tax benefit of merger-related and other charges	(600)	(940)	(172)	(604)	(141)	(1,712)	(890)	
Net income - operating	\$ 50,367	\$ 47,232	\$ 44,829	\$ 45,767	\$ 44,133	\$ 142,428	\$ 126,195	
<b>Diluted income per common share reconciliation</b>								
Diluted income per common share (GAAP)	\$ 0.60	\$ 0.55	\$ 0.55	\$ 0.56	\$ 0.54	\$ 1.70	\$ 1.51	
Merger-related and other charges	0.03	0.04	0.01	0.01	0.01	0.07	0.06	
Diluted income per common share - operating	\$ 0.63	\$ 0.59	\$ 0.56	\$ 0.57	\$ 0.55	\$ 1.77	\$ 1.57	
<b>Book value per common share reconciliation</b>								
Book value per common share (GAAP)	\$ 20.16	\$ 19.65	\$ 18.93	\$ 18.24	\$ 17.56	\$ 20.16	\$ 17.56	
Effect of goodwill and other intangibles	(4.26)	(4.27)	(4.00)	(4.00)	(4.02)	(4.26)	(4.02)	
Tangible book value per common share	\$ 15.90	\$ 15.38	\$ 14.93	\$ 14.24	\$ 13.54	\$ 15.90	\$ 13.54	
<b>Return on tangible common equity reconciliation</b>								
Return on common equity (GAAP)	12.16 %	11.45 %	11.85 %	12.08 %	11.96 %	11.83 %	11.43 %	
Merger-related and other charges	0.51	0.82	0.15	0.17	0.13	0.49	0.50	
Return on common equity - operating	12.67	12.27	12.00	12.25	12.09	12.32	11.93	
Effect of goodwill and other intangibles	3.71	3.61	3.46	3.63	3.72	3.60	3.69	
Return on tangible common equity - operating	16.38 %	15.88 %	15.46 %	15.88 %	15.81 %	15.92 %	15.62 %	
<b>Return on assets reconciliation</b>								
Return on assets (GAAP)	1.51 %	1.40 %	1.44 %	1.43 %	1.41 %	1.45 %	1.32 %	
Merger-related and other charges	0.07	0.10	0.01	0.02	0.01	0.06	0.06	
Return on assets - operating	1.58 %	1.50 %	1.45 %	1.45 %	1.42 %	1.51 %	1.38 %	
<b>Efficiency ratio reconciliation</b>								
Efficiency ratio (GAAP)	55.64 %	57.28 %	55.32 %	56.73 %	56.82 %	56.09 %	57.52 %	
Merger-related and other charges	(1.74)	(2.86)	(0.54)	(0.90)	(0.43)	(1.73)	(1.54)	
Efficiency ratio - operating	53.90 %	54.42 %	54.78 %	55.83 %	56.39 %	54.36 %	55.98 %	
<b>Tangible common equity to tangible assets reconciliation</b>								
Equity to total assets (GAAP)	12.53 %	12.25 %	12.06 %	11.60 %	11.30 %	12.53 %	11.30 %	
Effect of goodwill and other intangibles	(2.37)	(2.39)	(2.30)	(2.31)	(2.35)	(2.37)	(2.35)	
Tangible common equity to tangible assets	10.16 %	9.86 %	9.76 %	9.29 %	8.95 %	10.16 %	8.95 %	



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

(in millions)	2019			2018		Linked Quarter Change	Year over Year Change
	Third Quarter	Second Quarter	First Quarter	Fourth Quarter	Third Quarter		
<b>LOANS BY CATEGORY</b>							
Owner occupied commercial RE	\$ 1,692	\$ 1,658	\$ 1,620	\$ 1,648	\$ 1,673	\$ 34	\$ 19
Income producing commercial RE	1,934	1,939	1,867	1,812	1,788	(5)	146
Commercial & industrial	1,271	1,299	1,284	1,278	1,194	(28)	77
Commercial construction	1,001	983	866	796	761	18	240
Equipment financing	729	674	606	565	509	55	220
Total commercial	6,627	6,553	6,243	6,099	5,925	74	702
Residential mortgage	1,121	1,108	1,064	1,049	1,035	13	86
Home equity lines of credit	669	675	684	694	702	(6)	(33)
Residential construction	229	219	200	211	198	10	31
Consumer	257	283	302	330	366	(26)	(109)
<b>Total loans</b>	<b>\$ 8,903</b>	<b>\$ 8,838</b>	<b>\$ 8,493</b>	<b>\$ 8,383</b>	<b>\$ 8,226</b>	<b>\$ 65</b>	<b>\$ 677</b>
<b>LOANS BY MARKET</b>							
North Georgia	\$ 1,002	\$ 1,002	\$ 970	\$ 981	\$ 992	—	10
Atlanta	1,740	1,745	1,524	1,507	1,493	(5)	247
North Carolina	1,117	1,084	1,074	1,072	1,078	33	39
Coastal Georgia	611	604	603	588	610	7	1
Gainesville	246	244	243	247	235	2	11
East Tennessee	435	446	458	477	460	(11)	(25)
South Carolina	1,705	1,674	1,674	1,645	1,586	31	119
Commercial Banking Solutions	1,916	1,884	1,766	1,658	1,530	32	386
Indirect auto	131	155	181	208	242	(24)	(111)
<b>Total loans</b>	<b>\$ 8,903</b>	<b>\$ 8,838</b>	<b>\$ 8,493</b>	<b>\$ 8,383</b>	<b>\$ 8,226</b>	<b>\$ 65</b>	<b>\$ 677</b>

**UNITED COMMUNITY BANKS, INC.**
**Financial Highlights**
**Credit Quality**

(in thousands)	2019		
	Third Quarter	Second Quarter	First Quarter
<b>NONACCRUAL LOANS</b>			
Owner occupied RE	\$ 8,430	\$ 8,177	\$ 7,030
Income producing RE	2,030	1,331	1,276
Commercial & industrial	2,625	2,366	1,666
Commercial construction	1,894	1,650	473
Equipment financing	1,974	2,047	1,813
Total commercial	16,953	15,571	12,258
Residential mortgage	9,475	8,012	8,281
Home equity lines of credit	3,065	1,978	2,233
Residential construction	597	494	347
Consumer	742	542	505
<b>Total</b>	<b>\$ 30,832</b>	<b>\$ 26,597</b>	<b>\$ 23,624</b>

**NONACCRUAL LOANS ACTIVITY**

<b>Beginning Balance</b>	\$ 26,597	\$ 23,624	\$ 23,778
Loans placed on non-accrual	8,722	8,316	6,759
Payments received	(2,107)	(3,212)	(3,520)
Loan charge-offs	(2,278)	(2,131)	(2,714)
Foreclosures	(102)	—	(679)
<b>Ending Balance</b>	<b>\$ 30,832</b>	<b>\$ 26,597</b>	<b>\$ 23,624</b>

(in thousands)	2019					
	Third Quarter		Second Quarter		First Quarter	
	Net Charge-Offs	Net Charge-Offs to Average Loans <sup>(1)</sup>	Net Charge-Offs	Net Charge-Offs to Average Loans <sup>(1)</sup>	Net Charge-Offs	Net Charge-Offs to Average Loans <sup>(1)</sup>
<b>NET CHARGE-OFFS BY CATEGORY</b>						
Owner occupied RE	\$ (39)	(0.01)%	\$ (58)	(0.01)%	\$ (64)	(0.02)%
Income producing RE	431	0.09	241	0.05	177	0.04
Commercial & industrial	691	0.21	1,141	0.35	1,356	0.43
Commercial construction	(247)	(0.10)	(162)	(0.07)	(325)	(0.16)
Equipment financing	1,174	0.67	890	0.56	1,281	0.89
Total commercial	2,010	0.12	2,052	0.13	2,425	0.16
Residential mortgage	158	0.06	(125)	(0.05)	13	—
Home equity lines of credit	83	0.05	(111)	(0.07)	215	0.13
Residential construction	(5)	(0.01)	199	0.38	(22)	(0.04)
Consumer	477	0.70	423	0.58	499	0.64
<b>Total</b>	<b>\$ 2,723</b>	<b>0.12</b>	<b>\$ 2,438</b>	<b>0.11</b>	<b>\$ 3,130</b>	<b>0.15</b>

<sup>(1)</sup> Annualized.

**UNITED COMMUNITY BANKS, INC.**  
**Consolidated Balance Sheets** (Unaudited)

(in thousands, except share and per share data)

	September 30, 2019	December 31, 2018
<b>ASSETS</b>		
Cash and due from banks	\$ 108,389	\$ 126,083
Interest-bearing deposits in banks (includes restricted cash of \$5,326 and \$6,702)	252,670	201,182
Cash and cash equivalents	361,059	327,265
Debt securities available for sale	2,272,046	2,628,467
Debt securities held to maturity (fair value \$248,546 and \$268,803)	243,028	274,407
Loans held for sale at fair value	54,625	18,935
Loans and leases, net of unearned income	8,903,266	8,383,401
Less allowance for loan and lease losses	(62,514)	(61,203)
Loans and leases, net	8,840,752	8,322,198
Premises and equipment, net	215,435	206,140
Bank owned life insurance	201,955	192,616
Accrued interest receivable	33,233	35,413
Net deferred tax asset	34,591	64,224
Derivative financial instruments	43,755	24,705
Goodwill and other intangible assets	343,340	324,072
Other assets	165,667	154,750
<b>Total assets</b>	<b>\$ 12,809,486</b>	<b>\$ 12,573,192</b>
<b>LIABILITIES AND SHAREHOLDERS' EQUITY</b>		
<b>Liabilities:</b>		
Deposits:		
Noninterest-bearing demand	\$ 3,527,815	\$ 3,210,220
NOW and interest-bearing demand	2,210,352	2,369,631
Money market	2,206,496	2,002,670
Savings	699,131	669,886
Time	1,890,431	1,598,391
Brokered	222,292	683,715
Total deposits	10,756,517	10,534,513
Federal Home Loan Bank advances	40,000	160,000
Long-term debt	240,245	267,189
Derivative financial instruments	16,244	26,433
Accrued expenses and other liabilities	151,055	127,503
<b>Total liabilities</b>	<b>11,204,061</b>	<b>11,115,638</b>
<b>Shareholders' equity:</b>		
Common stock, \$1 par value; 150,000,000 shares authorized; 78,974,199 and 79,234,077 shares issued and outstanding	78,974	79,234
Common stock issuable; 660,581 and 674,499 shares	11,327	10,744
Capital surplus	1,495,267	1,499,584
Retained earnings (accumulated deficit)	5,594	(90,419)
Accumulated other comprehensive income (loss)	14,263	(41,589)
<b>Total shareholders' equity</b>	<b>1,605,425</b>	<b>1,457,554</b>
<b>Total liabilities and shareholders' equity</b>	<b>\$ 12,809,486</b>	<b>\$ 12,573,192</b>

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

(in thousands, except per share data)	Three Months Ended September 30,		Nine Months Ended September 30,	
	2019	2018	2019	2018
<b>Interest revenue:</b>				
Loans, including fees	\$ 122,645	\$ 108,335	\$ 357,575	\$ 308,296
Investment securities, including tax exempt of \$1,118 and \$1,052, and \$3,409 and \$3,049	17,744	19,899	57,638	56,448
Deposits in banks and short-term investments	226	487	1,074	1,482
Total interest revenue	140,615	128,721	416,287	366,226
<b>Interest expense:</b>				
Deposits:				
NOW and interest-bearing demand	3,214	1,985	10,283	4,483
Money market	5,126	3,177	14,100	7,853
Savings	41	33	115	117
Time	8,732	5,746	25,687	12,900
Total deposit interest expense	17,113	10,941	50,185	25,353
Short-term borrowings	429	274	838	772
Federal Home Loan Bank advances	521	1,791	2,695	5,551
Long-term debt	3,214	3,605	9,813	10,679
Total interest expense	21,277	16,611	63,531	42,355
Net interest revenue	119,338	112,110	352,756	323,871
Provision for credit losses	3,100	1,800	9,650	7,400
Net interest revenue after provision for credit losses	116,238	110,310	343,106	316,471
<b>Noninterest income:</b>				
Service charges and fees	9,916	9,112	27,429	26,831
Mortgage loan and other related fees	8,658	5,262	17,750	15,928
Brokerage fees	1,699	1,525	4,624	3,598
Gains from sales of SBA/USDA loans	1,639	2,605	4,412	6,784
Securities gains (losses), net	—	2	(118)	(1,302)
Other	7,119	5,674	20,433	18,077
Total noninterest income	29,031	24,180	74,530	69,916
<b>Total revenue</b>	<b>145,269</b>	<b>134,490</b>	<b>417,636</b>	<b>386,387</b>
<b>Noninterest expenses:</b>				
Salaries and employee benefits	50,501	47,146	146,161	135,384
Communications and equipment	6,223	5,590	18,233	15,071
Occupancy	5,921	5,779	17,424	16,939
Advertising and public relations	1,374	1,442	4,256	4,341
Postage, printing and supplies	1,618	1,574	4,733	4,896
Professional fees	4,715	3,927	11,930	11,435
FDIC assessments and other regulatory charges	314	2,228	3,571	6,677
Amortization of intangibles	1,210	1,681	3,845	5,426
Merger-related and other charges	2,541	115	6,981	4,449
Other	8,507	8,236	23,687	23,425
Total noninterest expenses	82,924	77,718	240,821	228,043
Net income before income taxes	62,345	56,772	176,815	158,344
Income tax expense	13,983	13,090	40,106	37,370
<b>Net income</b>	<b>\$ 48,362</b>	<b>\$ 43,682</b>	<b>\$ 136,709</b>	<b>\$ 120,974</b>
<b>Net income available to common shareholders</b>	<b>\$ 48,011</b>	<b>\$ 43,381</b>	<b>\$ 135,727</b>	<b>\$ 120,124</b>
<b>Net income per common share:</b>				
Basic	\$ 0.60	\$ 0.54	\$ 1.70	\$ 1.51
Diluted	0.60	0.54	1.70	1.51
<b>Weighted average common shares outstanding:</b>				
Basic	79,663	79,806	79,714	79,588
Diluted	79,667	79,818	79,718	79,598

**Average Consolidated Balance Sheets and Net Interest Analysis**

For the Three Months Ended September 30,

<i>(dollars in thousands, fully taxable equivalent (FTE))</i>	2019			2018		
	Average Balance	Interest	Average Rate	Average Balance	Interest	Average Rate
<b>Assets:</b>						
Interest-earning assets:						
Loans, net of unearned income (FTE) <sup>(1)(2)</sup>	\$ 8,835,585	\$ 122,526	5.50%	\$ 8,199,856	\$ 108,197	5.23%
Taxable securities <sup>(3)</sup>	2,379,927	16,626	2.79	2,763,461	18,847	2.73
Tax-exempt securities (FTE) <sup>(1)(3)</sup>	170,027	1,502	3.53	152,939	1,417	3.71
Federal funds sold and other interest-earning assets	182,935	616	1.35	203,707	751	1.47
<b>Total interest-earning assets (FTE)</b>	<b>11,568,474</b>	<b>141,270</b>	<b>4.85</b>	<b>11,319,963</b>	<b>129,212</b>	<b>4.53</b>
Noninterest-earning assets:						
Allowance for loan losses	(63,474)			(62,322)		
Cash and due from banks	116,922			123,290		
Premises and equipment	221,930			216,775		
Other assets <sup>(3)</sup>	836,951			703,915		
<b>Total assets</b>	<b>\$ 12,680,803</b>			<b>\$ 12,301,621</b>		
<b>Liabilities and Shareholders' Equity:</b>						
Interest-bearing liabilities:						
Interest-bearing deposits:						
NOW and interest-bearing demand	\$ 2,123,910	3,214	0.60	\$ 1,963,312	1,985	0.40
Money market	2,277,162	5,126	0.89	2,078,116	3,177	0.61
Savings	695,297	41	0.02	680,640	33	0.02
Time	1,879,801	8,053	1.70	1,545,020	3,351	0.86
Brokered time deposits	102,078	679	2.64	434,182	2,395	2.19
<b>Total interest-bearing deposits</b>	<b>7,078,248</b>	<b>17,113</b>	<b>0.96</b>	<b>6,701,270</b>	<b>10,941</b>	<b>0.65</b>
Federal funds purchased and other borrowings	73,733	429	2.31	50,767	274	2.14
Federal Home Loan Bank advances	88,261	521	2.34	331,413	1,791	2.14
Long-term debt	243,935	3,214	5.23	296,366	3,605	4.83
<b>Total borrowed funds</b>	<b>405,929</b>	<b>4,164</b>	<b>4.07</b>	<b>678,546</b>	<b>5,670</b>	<b>3.32</b>
<b>Total interest-bearing liabilities</b>	<b>7,484,177</b>	<b>21,277</b>	<b>1.13</b>	<b>7,379,816</b>	<b>16,611</b>	<b>0.89</b>
Noninterest-bearing liabilities:						
Noninterest-bearing deposits	3,453,174			3,249,218		
Other liabilities	155,107			278,764		
<b>Total liabilities</b>	<b>11,092,458</b>			<b>10,907,798</b>		
Shareholders' equity	1,588,345			1,393,823		
<b>Total liabilities and shareholders' equity</b>	<b>\$ 12,680,803</b>			<b>\$ 12,301,621</b>		
<b>Net interest revenue (FTE)</b>		<b>\$ 119,993</b>			<b>\$ 112,601</b>	
Net interest-rate spread (FTE)			<b>3.72%</b>			<b>3.64%</b>
Net interest margin (FTE) <sup>(4)</sup>			<b>4.12%</b>			<b>3.95%</b>

<sup>(1)</sup> Interest revenue on tax-exempt securities and loans has been increased to reflect comparable interest on taxable securities and loans. The rate used was 26%, reflecting the statutory federal income tax rate and the federal tax adjusted state income tax rate.

<sup>(2)</sup> Included in the average balance of loans outstanding are loans on which the accrual of interest has been discontinued and loans that are held for sale.

<sup>(3)</sup> Securities available for sale are shown at amortized cost. Pretax unrealized gains of \$35.1 million in 2019 and unrealized losses of \$49.9 million in 2018 are included in other assets for purposes of this presentation.

<sup>(4)</sup> Net interest margin is taxable equivalent net interest revenue divided by average interest-earning assets.

**Average Consolidated Balance Sheets and Net Interest Analysis**

For the Nine Months Ended September 30,

<i>(dollars in thousands, fully taxable equivalent (FTE))</i>	2019			2018		
	Average Balance	Interest	Average Rate	Average Balance	Interest	Average Rate
<b>Assets:</b>						
<b>Interest-earning assets:</b>						
Loans, net of unearned income (FTE) <sup>(1)(2)</sup>	\$ 8,646,622	\$ 357,541	5.53%	\$ 8,124,269	\$ 307,981	5.07%
Taxable securities <sup>(3)</sup>	2,532,070	54,229	2.86	2,712,900	53,399	2.62
Tax-exempt securities (FTE) <sup>(1)(3)</sup>	168,787	4,579	3.62	150,014	4,106	3.65
Federal funds sold and other interest-earning assets	186,402	1,913	1.37	209,836	2,123	1.35
<b>Total interest-earning assets (FTE)</b>	<b>11,533,881</b>	<b>418,262</b>	<b>4.85</b>	<b>11,197,019</b>	<b>367,609</b>	<b>4.39</b>
<b>Non-interest-earning assets:</b>						
Allowance for loan losses	(62,664)			(61,259)		
Cash and due from banks	121,889			138,809		
Premises and equipment	220,872			217,339		
Other assets <sup>(3)</sup>	785,862			717,555		
<b>Total assets</b>	<b>\$ 12,599,840</b>			<b>\$ 12,209,463</b>		
<b>Liabilities and Shareholders' Equity:</b>						
<b>Interest-bearing liabilities:</b>						
<b>Interest-bearing deposits:</b>						
NOW and interest-bearing demand	\$ 2,199,607	10,283	0.63	\$ 2,098,734	4,483	0.29
Money market	2,187,822	14,100	0.86	2,113,972	7,853	0.50
Savings	685,167	115	0.02	671,883	117	0.02
Time	1,761,374	20,338	1.54	1,534,823	8,288	0.72
Brokered time deposits	292,835	5,349	2.44	298,653	4,612	2.06
<b>Total interest-bearing deposits</b>	<b>7,126,805</b>	<b>50,185</b>	<b>0.94</b>	<b>6,718,065</b>	<b>25,353</b>	<b>0.50</b>
Federal funds purchased and other borrowings	44,898	838	2.50	58,144	772	1.78
Federal Home Loan Bank advances	142,876	2,695	2.52	392,227	5,551	1.89
Long-term debt	252,686	9,813	5.19	295,966	10,679	4.82
<b>Total borrowed funds</b>	<b>440,460</b>	<b>13,346</b>	<b>4.05</b>	<b>746,337</b>	<b>17,002</b>	<b>3.05</b>
<b>Total interest-bearing liabilities</b>	<b>7,567,265</b>	<b>63,531</b>	<b>1.12</b>	<b>7,464,402</b>	<b>42,355</b>	<b>0.76</b>
<b>Noninterest-bearing liabilities:</b>						
Noninterest-bearing deposits	3,335,450			3,178,387		
Other liabilities	164,350			199,848		
<b>Total liabilities</b>	<b>11,067,065</b>			<b>10,842,637</b>		
Shareholders' equity	1,532,775			1,366,826		
<b>Total liabilities and shareholders' equity</b>	<b>\$ 12,599,840</b>			<b>\$ 12,209,463</b>		
<b>Net interest revenue (FTE)</b>		<b>\$ 354,731</b>			<b>\$ 325,254</b>	
Net interest-rate spread (FTE)			<b>3.73%</b>			<b>3.63%</b>
Net interest margin (FTE) <sup>(4)</sup>			<b>4.11%</b>			<b>3.88%</b>

<sup>(1)</sup> Interest revenue on tax-exempt securities and loans has been increased to reflect comparable interest on taxable securities and loans. The rate used was 26%, reflecting the statutory federal income tax rate and the federal tax adjusted state income tax rate.

<sup>(2)</sup> Included in the average balance of loans outstanding are loans on which the accrual of interest has been discontinued and loans that are held for sale.

<sup>(3)</sup> Securities available for sale are shown at amortized cost. Pretax unrealized gains of \$4.94 million in 2019 and unrealized losses of \$40.4 million in 2018 are included in other assets for purposes of this presentation.

<sup>(4)</sup> Net interest margin is taxable equivalent net-interest revenue divided by average interest-earning assets.

About United Community Banks, Inc.

United Community Banks, Inc. (NASDAQ: UCBI) is a bank holding company headquartered in Blairsville, Georgia, with executive offices in Greenville, South Carolina. United is one of the southeast region's largest full-service financial institutions with \$12.8 billion in assets, and 147 offices in Georgia, North Carolina, South Carolina and Tennessee. It operates principally through United Community Bank, its bank subsidiary, which specializes in personalized community banking services for individuals, small businesses and companies. Services include a full range of consumer and commercial banking products, including mortgage, advisory, and treasury management. Respected national research firms consistently recognize United Community Bank for outstanding customer service. For five of the past six years, J.D. Power has ranked United Community Bank first in customer satisfaction in the Southeast. In 2019, for the sixth consecutive year, Forbes magazine included United on its list of the 100 Best Banks in America, and for the first time included United on its list of The World's Best Banks. Additional information about UCBI and the Bank can be found at [www.ucbi.com](http://www.ucbi.com).

Non-GAAP Financial Measures

This press release, including the accompanying financial statement tables, contains financial information determined by methods other than in accordance with generally accepted accounting principles, or GAAP. This financial information includes certain operating performance measures, which exclude merger-related and other charges that are not considered part of recurring operations, such as "operating net income," "operating net income per diluted common share," "operating earnings per share," "tangible book value per common share," "operating return on common equity," "operating return on tangible common equity," "operating return on assets," "operating efficiency ratio," and "tangible common equity to tangible assets." These non-GAAP measures are included because United believes they may provide useful supplemental information for evaluating United's underlying performance trends. These 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 measures as reported in accordance with GAAP are included with the accompanying financial statement tables.

###

# 3Q INVESTOR PRESENTATION

October 22, 2019



Member FDIC. © 2019 United Community Bank



# Disclosures

## CAUTIONARY STATEMENT

This Investor Presentation contains forward-looking statements, as defined by federal securities laws, including statements about United Community Banks, Inc. ("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's filings with the Securities and Exchange Commission, including its 2018 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.

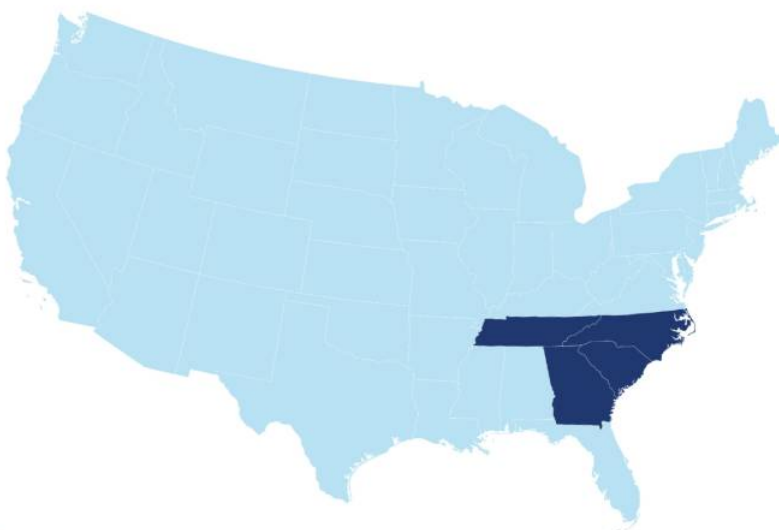
## NON-GAAP MEASURES

This Investor 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: "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," and "Tangible common equity to tangible assets."

Management has included these non-GAAP measures because it believes these measures may provide useful supplemental information for evaluating United's underlying performance trends. Further, management uses these measures in managing and evaluating United's 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.

# United Community Banks, Inc.

Committed to Service Since 1950



## Full Service Branch Network

- Metro-focused branch network with locations in the fastest growing MSAs in the Southeast
- Top 10 market share in GA and SC
- 142 branch locations, 5 loan production offices, and 5 mortgage loan offices across GA, NC, SC and TN

## Extended Navitas and SBA Markets

- Offered in 48 states across the continental U.S.
- Our SBA business has \$80.2 million in 2019 originations and includes both an in-footprint business and a national business with 11 specific verticals
- Our Navitas subsidiary lends on essential use commercial equipment and makes up 8.2% of loans

Market data as of October 17, 2019

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

**\$12.8**  
Billion in Assets

**\$2.3**  
Billion Market Cap

**180%**  
Price / TBV  
**12.6x**  
Price / EPS (2020E)

**12.4%**  
CET1

**0.24%**  
NPAs / Assets

**\$8.9**  
Billion in Total

**\$10.8**  
Billion in Total D

**1.58%**  
Return on average  
operating

**55.64%**  
Efficiency ratio -  
**53.90%**  
Efficiency ratio -

**0.63%**  
Cost of Depo  
One of the lowes  
deposit bases  
Southeas

# United's Priorities

Service

Best-in-Class customer service across all channels



People

A great place to work for great people

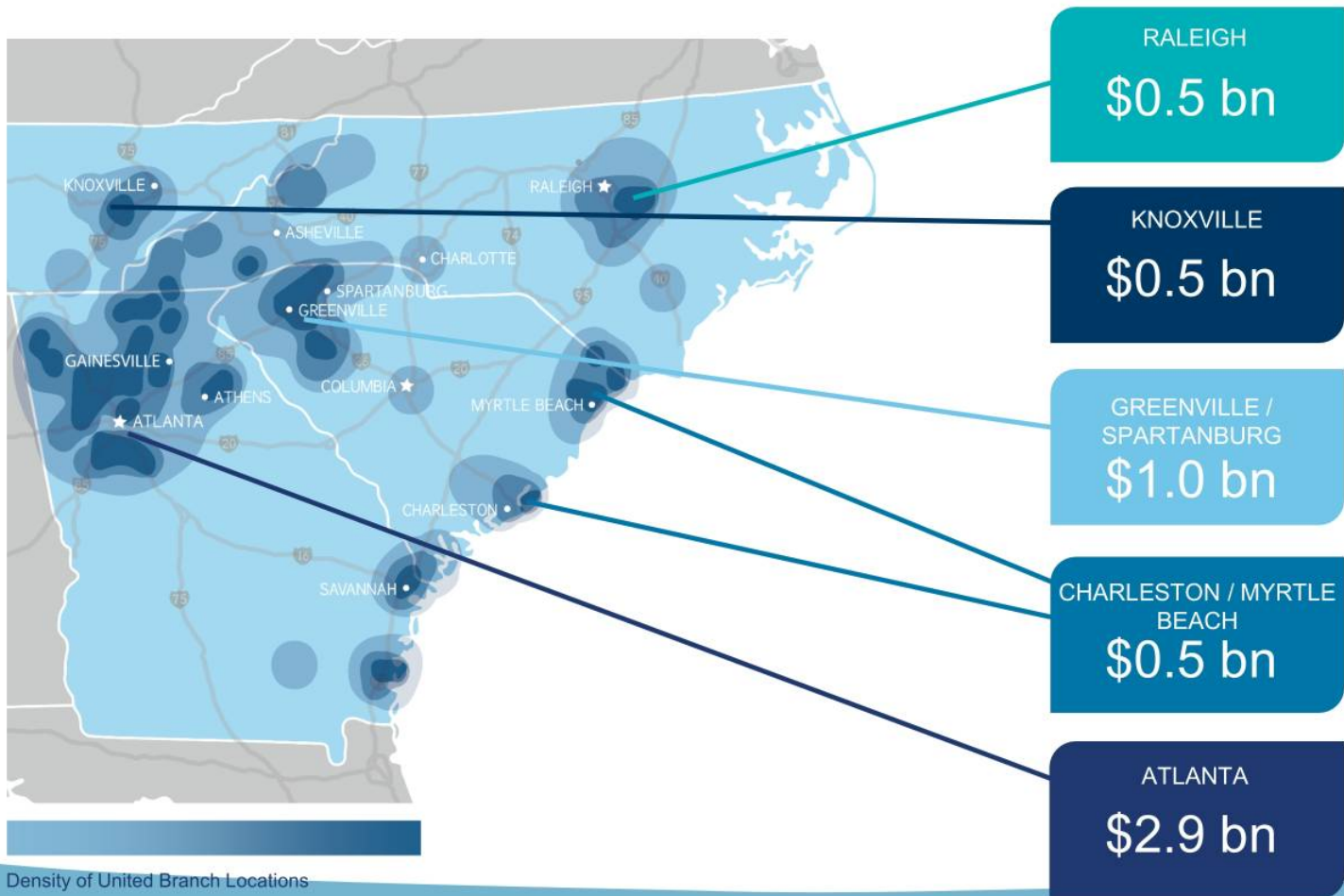


Performance

Sustainable top-quartile ROA

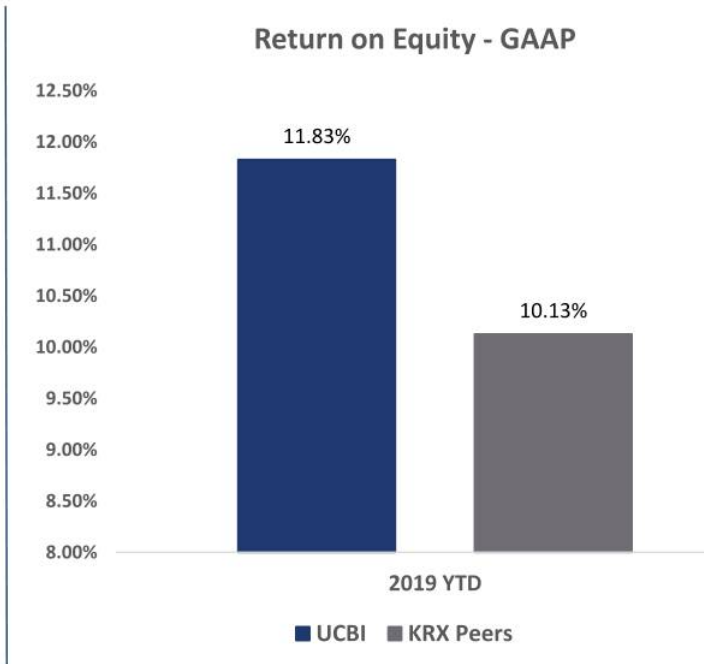
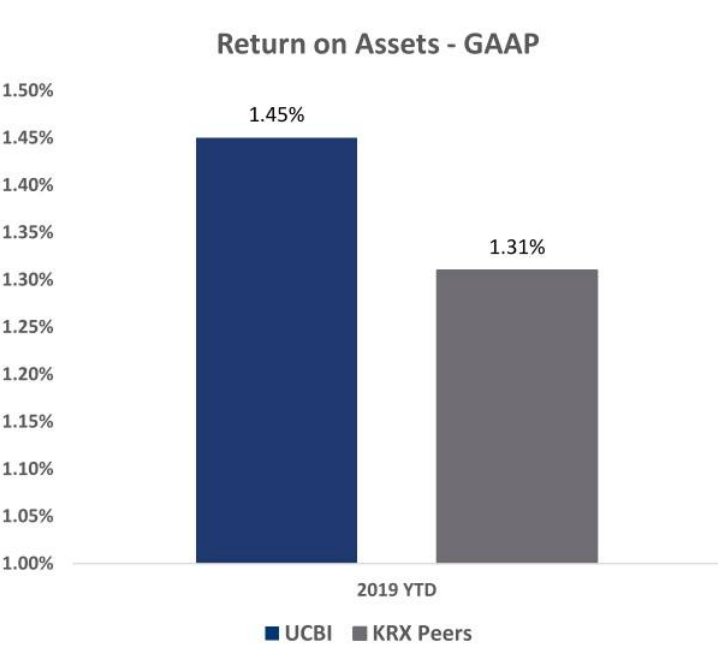
Return on assets – operating of 1.58% in 3Q19, up 8 basis points from 2Q19

# Attractive Markets – United Deposits



Source: S&P Global Market Intelligence  
United deposits as of 6/30/2019

# Profitability Above Peers



## Achieved top quartile ROA target in 2019

Note: Peer comparison banks comprise the KBW Regional Bank Index (ticker: KRX)  
Source: S&P Global Market Intelligence  
United results as of 3Q19; KRX results as of 2Q19

# 3Q19 Highlight

**\$0.60**  
Earnings per share - GAAP

**12.16%**  
Return on common equity - GAAP  
**16.38%**  
Return on tangible common equity - operating

**\$0.63**  
Earnings per share - operating, up 15% YOY

**15%**  
YOY growth in Book value per share

**1.51%**  
Return on assets - GAAP

**17%**  
YOY growth in Tangible book value per share

**1.58%**  
Return on assets - operating

Annualized 3Q EOP loan growth of **4%**, excluding indirect auto runoff of \$24mm

**\$0.17**  
Quarterly Dividend, up 13% YOY

Core transaction deposit growth of **\$105 mm** in 3Q

Earnings Per Share



Return on Assets



Book Value Per Share



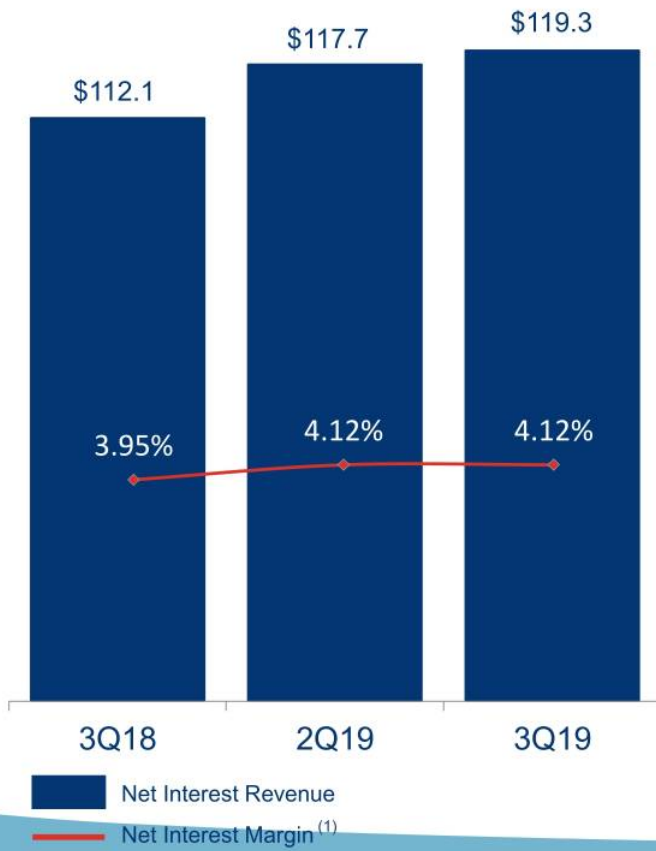
Dividends Per Share



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

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

\$ in millions

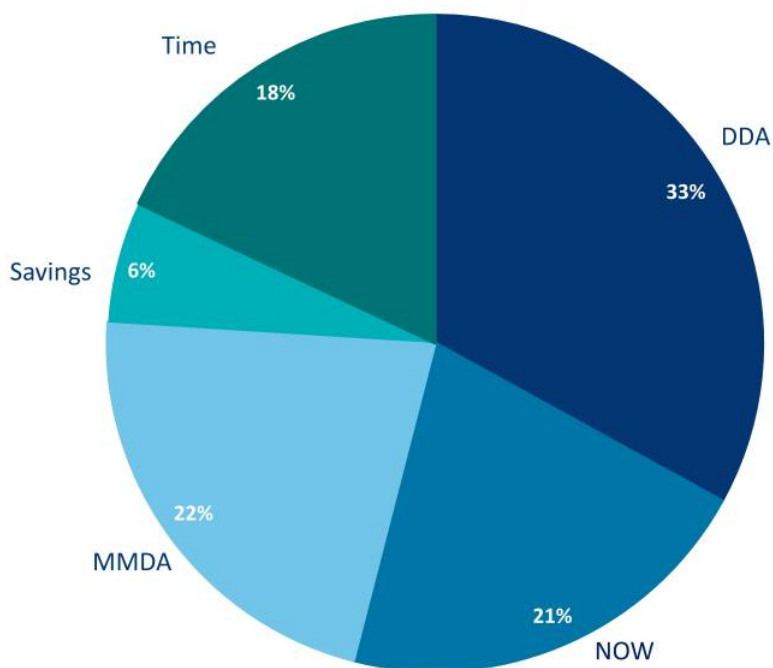


- Net interest revenue increased \$1.6 mm (1%) v 2Q19 and \$7.2 mm (6%) vs. 3Q18
- Net interest margin flat quarter-over-quarter and up 17 bps YoY
  - Benefited from organic loan growth, strong low cost dep growth and a continued shift towards loans from securiti
  - Accretable yield contributed \$4.2 mm or 15 bps to 3Q19 NIM vs. 12 bps in 2Q19, which partially offset the impact rate cuts

(1) Net interest margin is calculated on a fully-taxable equivalent basis

# Valuable Deposit Mix

3Q19 Total Deposits \$10.8 billion



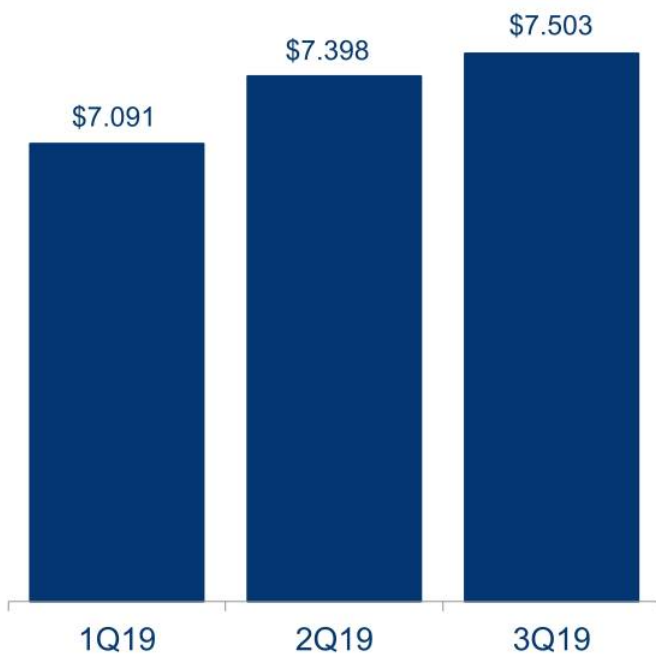
- 33% of deposits are Demand Deposits
- UCBI cost of deposits down 2 bps to 0.63% in 3Q19
- UCBI cost of deposits significantly lower than KRX peer levels (0.65% in 2Q19 vs. KRX peers at 0.86%)

Note: Peer comparison banks comprise the KBW Regional Bank Index (ticker: KRX)  
Source: S&P Global Market Intelligence



# Strong Core Transaction Deposit Growth

\$ in billions

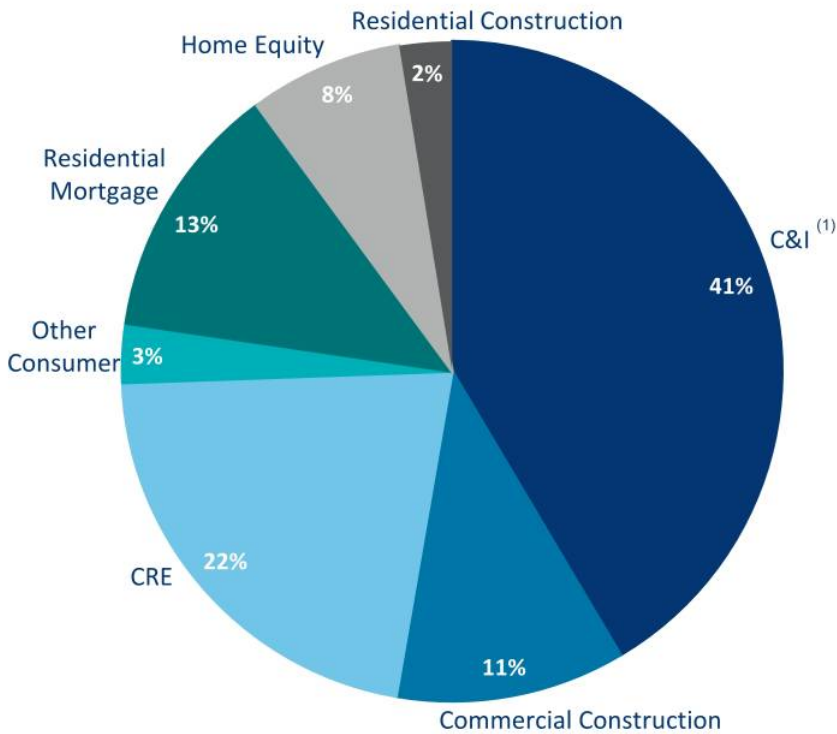


- EOP transaction accounts increased \$105 mm 3Q19 to \$7.5 bn and increased \$547 mm YTD
- Money market deposits up \$79 mm from 2Q19, which drove the majority of 3Q19 core transaction growth
- Transaction accounts increased 10% annualize YTD
- First Madison closed on May 1<sup>st</sup> and added \$138 mm in core transaction deposits in 2Q19

Note: Transaction accounts include demand deposits, NOW, money market and savings accounts

# Loans

3Q19 Total Loans \$8.9 billion



- Annualized linked-quarter loan growth was \$65 mm, or 3%
- Excluding the impact of planned indirect au runoff and the addition of First Madison, YT loan growth was 7% annualized
- Diversified portfolio, weighted towards C&I
- Well within regulatory guidance on construction and CRE levels
  - The 100%/300% ratios stand at 87% and 211% of Tier 1 risk-based capital, respectively

(1) C&I includes commercial and industrial loans, owner-occupied CRE loans and equipment finance loans

# Noninterest Income

\$ in millions



## Linked Quarter

### ➤ Fees up \$4.5 mm

- Mortgage fees up \$3.3 mm driven mainly by record production (\$508 mm in 3Q19 rate locks vs. \$390 mm in 2Q19)
- SBA fees up \$0.17 mm from 2Q19 to \$1.6 mm from 2Q19

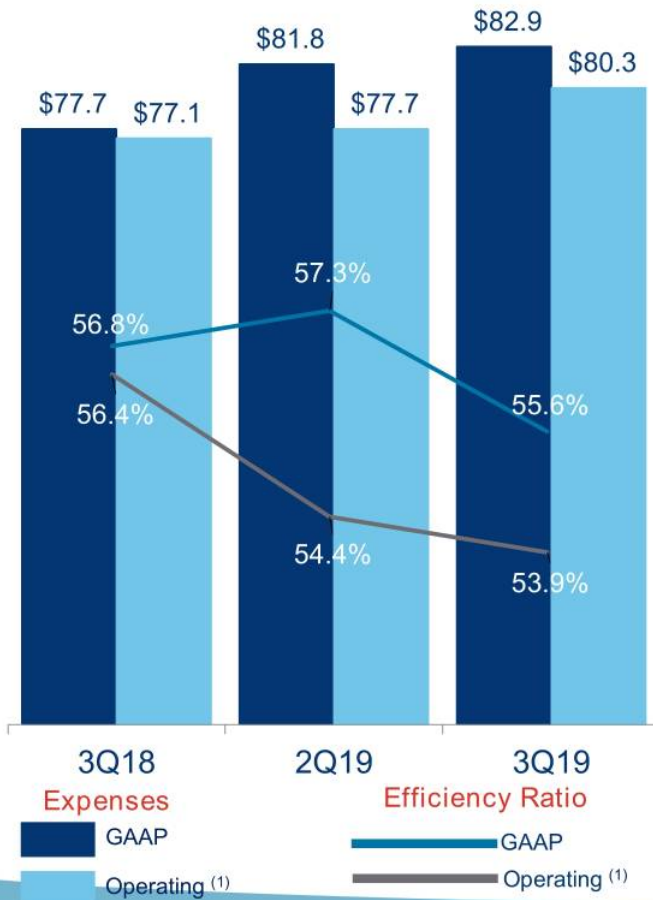
## Year-over-Year

### ➤ Fees up \$4.9 mm

- Rate locks up 71% compared to last year (\$508 mm in 3Q19 vs. \$298 mm in 3Q18)
- 3Q19 SBA loan sales of \$21.0 mm, down 42% from \$35.0 mm in 3Q18 due to strategic change to hold more production

# Expense Discipline

\$ in millions



## Linked Quarter

- GAAP and operating expenses increased 1% and 3%, respectively
  - Revenue driven brokerage and mortgage commissions drove the majority of the increase in salary and benefits expense compared to last quarter
  - First Madison operating expenses added \$1.1 mm in 3Q
  - Operating efficiency ratio improved 52 bps to 53.9%

## Year-over-Year

- Market expansions and acquisitions drove GAAP and operating expenses higher by 7% and 4%, respectively
  - Continued cost control efforts help drive operating efficiency ratio improvement of 249 bps

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

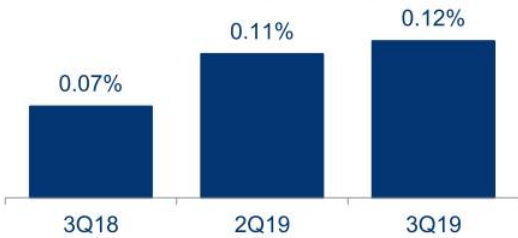
# Credit Quality

Provision for Credit Losses

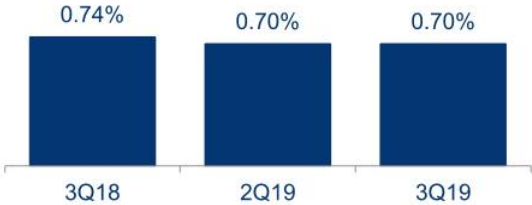
\$ in millions



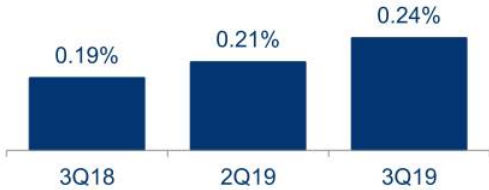
Net Charge-Offs as % of Average Loans



Allowance for Loan Losses



Non-Performing Assets as % of Total Assets



# Capital Ratios

Holding Company	3Q18	2Q19	3Q19
Common Equity Tier 1 Capital	12.0 %	12.1 %	12.4 %
Tier 1 Risk-Based Capital	12.3	12.4	12.7
Total Risk-Based Capital	14.2	14.2	14.5
Leverage	9.5	10.0	10.2
Tangible Common Equity to Tangible Assets	8.9	9.9	10.2

- All regulatory capital ratios significantly above “well-capitalized”
- Quarterly dividend of \$0.17 per share (up 13% YoY)
- Repurchased a total of 195,443 shares outstanding in 3Q19 at an average price of \$26.51 for a total of \$5.2 mm; \$37 mm remaining on current share repurchase authorization

\*3Q19 Capital Ratios are preliminary

# Key Strengths

- Culture and business model that attracts both bankers and potential acquisition partners
- Positioned well in many of the South's fastest-growing markets
- Superior customer service helps drive strong core deposit growth
- Well-developed credit model that drives consistent performance through cycles
- Liquid balance sheet and strong capital offer flexibility in changing rate environments

# 3Q INVESTOR PRESENTATION

## Exhibits



Member FDIC. © 2019 United Community Bank



# Who We Are

## Full-Service Regional Bank with a Strong Culture Rooted in Sound Credit Underwriting & Growth

### Cultural Pillars

#### 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 ROTCE and dividend growth

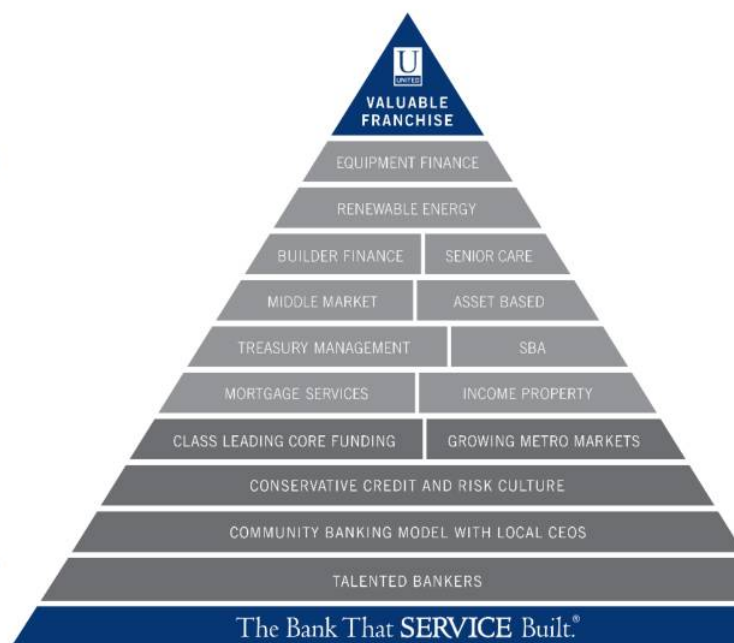
#### Profitability

- > 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

#### Growth

- > Addition of Commercial Banking Solutions platforms (middle-market banking, SBA lending, senior care, income-property lending, asset-based lending, builder finance, renewable energy, equipment finance) and actively pursuing additional lending platforms
- > Entered into and continue to target new markets with team lift-outs
- > Continuous emphasis on and enhancement of Mortgage product offerings to drive loan and revenue growth
- > Acquisitions that fit our footprint and culture and deliver desired financial returns

### Customer Service Is at Our Foundation



# AWARDS & RECOGNITION

## ACCOLADES

NAMED ONE OF  
**AMERICA'S BEST  
PERFORMING BANKS**  
- FORBES MAGAZINE

ONE OF THE BEST BANKS  
**IN THE WORLD**  
- FORBES MAGAZINE

**TOP-RANKING**  
IN OVERALL SATISFACTION IN THE SOUTH  
- GREENWICH ASSOCIATES

**BEST IN CLASS**  
IN CUSTOMER SATISFACTION  
- CUSTOMER SERVICE PROFILES

**ONE OF AMERICA'S BEST  
BANKS TO WORK FOR**  
- AMERICAN BANKER

ONE OF ATLANTA AND  
SOUTH CAROLINA'S  
**TOP WORKPLACES**  
- WORKPLACE DYNAMICS



# Who We Are

## Focused on High-Growth MSAs in Southeast

Fastest Growing Southeast MSAs <sup>(1)</sup>	2019-2024 Projected Population Growth	2019 Population	2024 Projected Median Household Income
1. Myrtle Beach, SC	9.66%	485,770	\$55,203
2. Cape Coral, FL	8.46%	757,170	\$62,988
3. Orlando, FL	8.13%	2,589,416	\$65,275
4. Charleston, SC	8.11%	799,117	\$70,920
5. Raleigh, NC	8.02%	1,366,959	\$85,734
6. Naples, FL	7.86%	381,728	\$73,715
7. Lakeland, FL	7.55%	705,037	\$54,996
8. North Port, FL	7.53%	825,378	\$66,059
9. Charlotte, NC	7.29%	2,591,118	\$73,487
10. Jacksonville, FL	6.92%	1,549,094	\$67,247
17. Atlanta, GA	6.52%	6,017,552	\$77,092
19. Greenville, SC	6.18%	912,621	\$62,654
20. Savannah, GA	6.15%	395,004	\$68,589
23. Spartanburg, SC	5.93%	340,535	\$55,507

### Strong Demographic Profile <sup>(2)</sup>

#### '19 – '24 Projected Population Growth



#### '19 – '24 Projected Household Income Growth



#### Median Household Income



UCBI MSA Presence (Branch and/or LPO)

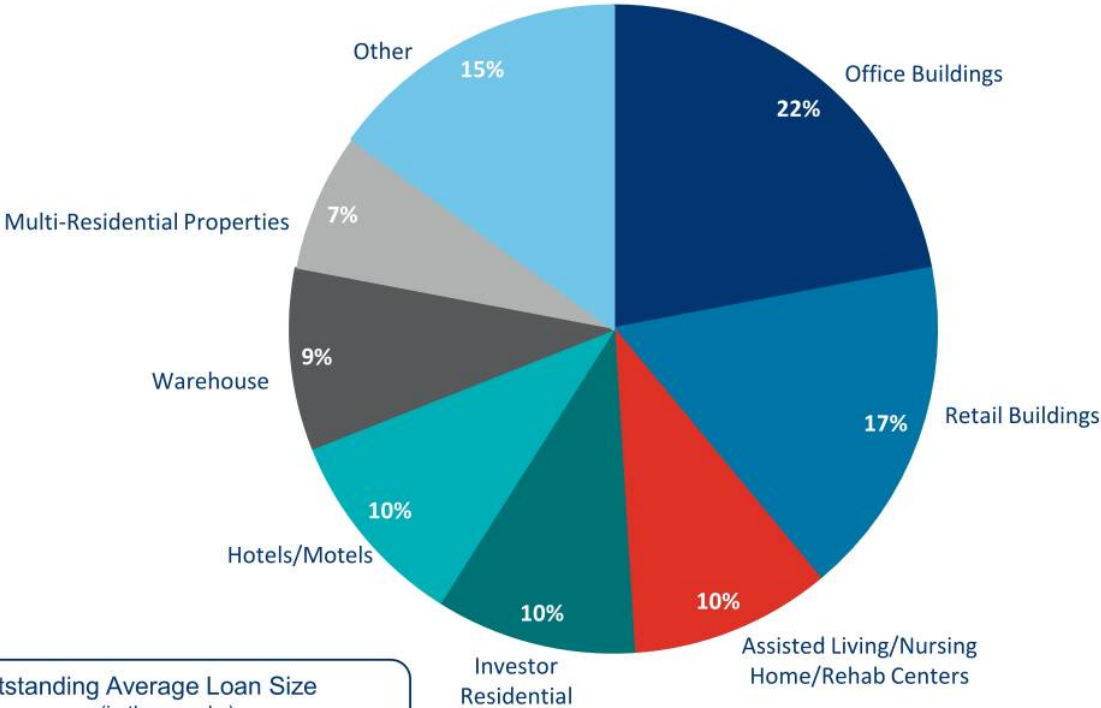
Source: S&P Global Market Intelligence

(1) Includes MSAs with a population of greater than 300,000

(2) Weighted by State deposits

# Commercial RE Diversification – 9/30/2019

**Commercial Real Estate - Income Producing % Outstanding**  
**Total Outstanding \$1.9 billion**



Outstanding Average Loan Size (in thousands )	
➤ Commercial Construction	\$466
➤ Commercial RE:	
➤ Composite CRE	452
➤ Owner-Occupied	370
➤ Income-Producing	562

# Strong Credit Culture

## 1. Process Change

- In 2014, centralized and streamlined consumer underwriting and related functions
- Significantly strengthened commercial process for approvals and monitoring

## 2. Add Significant Talent

- CEO with deep knowledge and experience in credit
- 2015 Rob Edwards brought in to lead team (BB&T, TD Bank)
- Senior credit risk team now has large bank credit risk experience

## 5. Concentration Management: Product

- Construction & CRE ratio as a percentage of Tier 1 RBC = 87%/211%
- C&D > 30% in cycle, now 15.1%
- Land in C&D \$246 mm
- Navitas 8.2% of loans
- Granular product concentration limits

**BUILT TO  
OUTPERFORM  
IN THE NEXT  
CYCLE**

## 3. Concentration Management: Size

- In house project lending limit of \$200 mm, legal lending limit of \$366 mm
- Relationship limit of \$35 mm
- \$125 mm of SNC's outstanding, \$207 mm committed
- Top 25 relationships = \$632 mm, 7.1 % of total loans

## 4. Concentration Management: Geography

- Four state franchise with mix of metro and rural markets

# Non-GAAP Reconciliation Tables

\$ in thousands, except per share data

	3Q18 (1)	4Q18 (1)	1Q19 (1)	2Q19 (1)	3Q19 (1)
<b>Diluted Earnings per share</b>					
Diluted earnings per share - GAAP	\$ 0.54	\$ 0.56	\$ 0.55	\$ 0.55	\$ 0.60
Merger-related and other charges	0.01	0.01	0.01	0.04	0.03
Diluted earnings per share - Operating	<u>0.55</u>	<u>0.57</u>	<u>0.56</u>	<u>0.59</u>	<u>0.63</u>
<b>Return on Assets</b>					
Return on assets - GAAP	1.41 %	1.43 %	1.44 %	1.40 %	1.51 %
Merger-related and other charges	0.01	0.02	0.01	0.10	0.07
Return on assets - Operating	<u>1.42 %</u>	<u>1.45 %</u>	<u>1.45 %</u>	<u>1.50 %</u>	<u>1.58 %</u>
<b>Book Value per share</b>					
Book Value per share - GAAP	\$ 17.56	\$ 18.24	\$ 18.93	\$ 19.65	\$ 20.16
Effect of goodwill and other intangibles	(4.02)	(4.00)	(4.00)	(4.27)	(4.26)
Tangible book value per share	<u>\$ 13.54</u>	<u>\$ 14.24</u>	<u>\$ 14.93</u>	<u>\$ 15.38</u>	<u>\$ 15.90</u>

(1) Merger-related and other charges for 3Q19, 2Q19, 1Q19, 4Q18, 3Q18, 2Q18 and 1Q18 include \$64 thousand, \$193 thousand, \$193 thousand, \$269 thousand, \$478 thousand, \$593 thousand and \$593 thousand, respectively, of intangible amortization resulting from payments made to executives under their change of control agreements. The resulting intangible assets are being amortized over 12 to 24 months.

# Non-GAAP Reconciliation Tables

\$ in thousands, except per share data

	3Q18		4Q18		1Q19		2Q19		3Q19	
	(1)		(1)		(1)		(1)		(1)	
<b>Return on Tangible Common Equity</b>										
Return on common equity - GAAP	11.96	%	12.08	%	11.85	%	11.45	%	12.16	
Effect of merger-related and other charges	0.13		0.17		0.15		0.82		0.51	
Return on common equity - Operating	12.09		12.25		12.00		12.27		12.67	
Effect of goodwill and intangibles	3.72		3.63		3.46		3.61		3.71	
Return on tangible common equity - Operating	15.81	%	15.88	%	15.46	%	15.88	%	16.38	
<b>Expenses</b>										
Expenses - GAAP	\$ 77,718		\$ 78,242		\$ 76,084		\$ 81,813		\$ 82,924	
Merger-related and other charges	(592)		(1,234)		(739)		(4,087)		(2,605)	
Expenses - Operating	\$ 77,126		\$ 77,008		\$ 75,345		\$ 77,726		\$ 80,319	
<b>Efficiency Ratio</b>										
Efficiency Ratio - GAAP	56.82	%	56.73	%	55.32	%	57.28	%	55.64	
Merger-related and other charges	(0.43)		(0.90)		(0.54)		(2.86)		(1.74)	
Efficiency Ratio - Operating	56.39	%	55.83	%	54.78	%	54.42	%	53.90	
<b>Tangible common equity to tangible assets</b>										
Common Equity to assets ratio - GAAP	11.30	%	11.59	%	12.06	%	12.26	%	12.53	
Effect of goodwill and intangibles	(2.35)		(2.30)		(2.30)		(2.40)		(2.37)	
Tangible common equity to tangible assets ratio	8.95	%	9.29	%	9.76	%	9.86	%	10.16	

(1) Merger-related and other charges for 3Q19, 2Q19, 1Q19, 4Q18, 3Q18, 2Q18 and 1Q18 include \$64 thousand, \$193 thousand, \$193 thousand, \$269 thousand, \$478 thousand, \$593 thousand and \$593 thousand, respectively, of intangible amortization resulting from payments made to executives under their change of control agreements. The resulting intangible assets are being amortized over 12 to 24 months.

