It is my pleasure to invite you to attend the special meeting of shareholders of Independent Bancshares, Inc. to be held at 5:00 p.m. on July 25, 2000, at the offices of Independent Bank \& Trust, 4484 Marietta Street, Powder Springs, Georgia.

At the special meeting, you will be asked to consider and vote on a proposal to approve the merger of Independent into United Community Banks, Inc. After the merger, United will remain as the surviving company and Independent Bank \& Trust will become a subsidiary of United. The boards of directors of United and Independent have agreed to the merger. If Independent shareholders approve the merger, Independent shareholders will receive 0.4211 of a share of United common stock for each share of Independent common stock they own. Based upon 2,067,431 shares of Independent currently outstanding, United expects to issue 870,595 shares of its common stock in the merger.

AFTER CAREFUL CONSIDERATION, THE BOARD OF DIRECTORS OF INDEPENDENT HAS DETERMINED THAT THE MERGER IS IN THE BEST INTERESTS OF INDEPENDENT'S SHAREHOLDERS AND UNANIMOUSLY RECOMMENDS VOTING FOR APPROVAL OF THE MERGER. Each member of the board of directors has agreed to vote all shares of Independent common stock owned by such member in favor of the proposal.

Whether or not you plan to attend the special meeting, please take the time to vote by completing and mailing the enclosed proxy card to us. If you sign, date, and mail your proxy card without indicating how you want to vote, your proxy will be counted as a vote in favor of the transaction. If you do not return your card and do not vote at the meeting, the effect will be a vote against the merger. If your shares are held by a broker in "street name," you must instruct your broker to vote.

The proxy statement/prospectus accompanying this letter contains additional information regarding the proposed merger and the two companies. WE ENCOURAGE YOU TO READ THIS ENTIRE DOCUMENT CAREFULLY INCLUDING THE RISK FACTORS CONSIDERED BY UNITED'S AND INDEPENDENT'S BOARDS OF DIRECTORS BEGINNING ON PAGE 11.

The Independent board of directors strongly supports this strategic combination between United and Independent and appreciates your prompt attention to this very important matter.

Sincerely,
/s/ James H. Powell
James H. Powell
President and Chief Executive Officer
June 26, 2000
NEITHER THE SECURITIES AND EXCHANGE COMMISSION NOR ANY STATE SECURITIES COMMISSION HAS APPROVED OR DISAPPROVED OF THESE SECURITIES OR DETERMINED IF THIS PROSPECTUS IS TRUTHFUL OR COMPLETE. ANY REPRESENTATION TO THE CONTRARY IS A CRIMINAL OFFENSE.

## INDEPENDENT BANCSHARES, INC. <br> 4484 MARIETTA STREET

POWDER SPRINGS, GEORGIA 30127

NOTICE OF SPECIAL MEETING OF SHAREHOLDERS
OF INDEPENDENT BANCSHARES, INC.

TO BE HELD ON JULY 25, 2000
A special meeting of shareholders of Independent Bancshares, Inc. will be held at 5:00 p.m. on July 25, 2000, at the offices of Independent Bank \& Trust, 4484 Marietta Street, Powder Springs, Georgia 30127, for the following purposes:

1. To vote on the merger of Independent Bancshares, Inc., a Georgia corporation, into United Community Banks, Inc., a Georgia corporation, as more particularly described in the enclosed proxy statement/prospectus; and
2. 

To transact other business as may properly come before the special meeting or any adjournments of the meeting.

In connection with the merger, each Independent shareholder will be entitled to receive 0.4211 of a share of United common stock for each share of Independent common stock outstanding on the effective date of the merger and will receive a cash payment for any fractional shares in an amount equal to the fraction multiplied by $\$ 38.00$.
certain statutory provisions regarding the rights of dissenting shareholders, all as more fully explained under "The Proposed Merger -- Rights of Dissenting Shareholders" and in Appendix B to the attached proxy statement/prospectus. Only shareholders of record of Independent common stock at the close of business on May 15, 2000 will be entitled to notice of and to vote at the special meeting.

A form of proxy and a proxy statement/prospectus are enclosed. The approval of the merger requires the approval of the holders of at least a majority of the Independent stock entitled to vote at the special meeting. To assure representation of your shares at the special meeting, please sign, date, and return the proxy promptly in the enclosed, stamped envelope. If you attend the special meeting, you may revoke your proxy at that time simply by requesting the right to vote in person. You may withdraw a previously submitted proxy by notifying J. Al Cochran in writing or by submitting an executed, later-dated proxy to Independent: 4484 Marietta Street, Powder Springs, Georgia 30127, Attention: J. Al Cochran, Secretary, prior to the special meeting. If you properly sign and return the proxy and do not revoke it, it will be voted at the special meeting in the manner you specify in the proxy.

By Order of the Board of Directors,
s/ J. Al Cochran
J. Al Cochran

Secretary
June 26, 2000
Powder Springs, Georgia

PLEASE COMPLETE AND RETURN THE ENCLOSED PROXY PROMPTLY SO THAT YOUR VOTE MAY BE RECORDED AT THE MEETING IF YOU DO NOT ATTEND
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What will I receive in the merger?

A: You will receive 0.4211 of a share of United common stock in exchange for each share of Independent common stock that you hold. United will not issue fractional shares in the merger. Instead, Independent shareholders will receive a cash payment, without interest, for the value of any fraction of a share of United common stock that they would otherwise be entitled to receive based upon $\$ 38.00$ a share of United common stock.

For example, if you own 100 shares of Independent Common Stock, then after the merger you will receive 42 shares of United Common Stock and a check for $0.11 \mathrm{X} \$ 38.00$, Or \$4.18.

Q: What am I being asked to approve?
----------------------------------

A: You are being asked to approve the merger of Independent into United. Approval of the proposal requires the affirmative vote of more than $50 \%$ of the outstanding shares of Independent common stock.

The Independent Board of Directors has unanimously approved the merger and recommends voting FOR approval of the merger.

Q: What should I do now?
--------------------

A: Indicate on your proxy card how you want to vote, and sign and mail it in the enclosed envelope as soon as possible so that your shares will be represented at the meeting. If you sign and send in your proxy and do not indicate how you want to vote, your proxy will be voted in favor of the proposals presented for voting.

Q: When is the shareholders meeting?
Wen is the shareholders meeting?

A: The special meeting will take place at 5:00 p.m. on July 25, 2000, at 4484 Marietta Street, Powder Springs, Georgia 30127. You may attend the meeting and vote your shares in person, rather than voting by proxy. In addition, you may withdraw your proxy up to and including the day of your shareholders' meeting by notifying Independent's secretary, J. Al Cochran, in writing or by submitting an executed later-dated proxy to Independent at 4484 Marietta Street, Powder Springs, Georgia 30127, Attention J. Al Cochran, prior to the special meeting. You may also attend your shareholders' meeting and vote in person.

Q: When is the merger expected to be completed?

A: We are working to complete the merger during the third quarter of 2000.
Q: If my shares are held in "street name" by my broker, will my broker vote my shares for me?
me?

A: Your broker will vote your shares only if you instruct him to do so, following the directions your broker provides. If you do not provide instructions to your broker, your shares will not be voted, and this will have the effect of voting against the merger.

Q: Should I send in my stock certificates of independent now?

A: No. After the merger is completed, we will send you written instructions for exchanging your common stock certificates for United common stock certificates.

This summary highlights information from this document, and it may not contain all of the information that is important to you as you consider the proposed merger. For a more complete description of the terms of the proposed merger, you should carefully read this entire document and the documents to which we have referred you. The Agreement and Plan of Merger, which is the legal document that governs the proposed merger, is attached as Appendix A to this proxy statement/prospectus. The Agreement and Plan of Reorganization, which is the document that describes the relationship of the parties prior to the merger and how the merger will be completed, is available to shareholders who make written request therefor to United at 63 Highway 515, Blairsville, Georgia 30512-2569, Attention Pat Rusnak, before July 20, 2000.

The Companies

- ----------------

United Community Banks, Inc
63 Highway 515
Blairsville, Georgia 30512
(706) 745-2151

United is a registered bank holding company based in Blairsville, Georgia. All of United's activities are conducted through its wholly-owned subsidiaries, which are listed below:

- United Community Bank, Blairsville, Georgia
o Carolina Community Bank, Murphy, North Carolina, acquired in 1990
- Towns County Bank, Hiawassee, Georgia, acquired in 1992
- Peoples Bank of Fannin County, Blue Ridge, Georgia, acquired in 1992
- White County Bank, Cleveland, Georgia, acquired in 1995
- First Clayton Bank \& Trust, Clayton, Georgia, acquired in 1997
o Bank of Adairsville, Adairsville, Georgia, acquired in 1999
- 1st Floyd Bank, Rome, Georgia, acquired in 1999

United also operates two finance companies, United Family Finance Co., with offices in Blue Ridge and Hiawassee, Georgia, and United Family Finance Co. of North Carolina, with offices in Franklin and Murphy, North Carolina. billion, total loans of approximately $\$ 1.5$ billion, total deposits of approximately $\$ 1.7$ billion, and shareholders' equity of approximately $\$ 98.5$ million.

Independent Bancshares, Inc.
4484 Marietta Street
Powder Springs, Georgia 30127
(770) 943-5000

Independent is a one-bank holding company based in Powder Springs, Georgia. Independent's subsidiary, Independent Bank \& Trust Company, is a full-service commercial bank with its main office and an additional office located in Powder Springs, Georgia, and branches located in Marietta and Hiram, Georgia. Independent Bank \& Trust provides customary types of banking services such as checking accounts, savings accounts, and time deposits. It also engages in commercial and consumer lending, makes secured and unsecured loans, and provides other financial services.

At March 31, 2000, Independent had total consolidated assets of approximately $\$ 161.1$ million, total deposits of approximately $\$ 141.4 \mathrm{million}$, and total consolidated shareholders' equity of approximately $\$ 13.0$ million.

The Main Terms of the Merger

If the merger of Independent and United is approved, Independent will be merged with United, United will remain as the surviving company, and Independent Bank \& Trust will become a subsidiary of United. As a result of the merger, Independent shareholders will receive 0.4211 of a share of United common stock for each share of Independent common stock that they own on the effective date of the merger. Independent shareholders will also receive a cash payment for any fractional shares in an amount equal to the fraction multiplied by $\$ 38.00$.

The Special Meeting of Independent Shareholders

The special meeting of Independent shareholders will be held on July 25, 2000, at 5:00 p.m., at 4484 Marietta Street, Powder Springs, Georgia 30127. At the meeting, you and the other Independent shareholders will be asked to consider and vote on a proposal to approve the merger of Independent and United. You are entitled to vote at the Independent shareholders meeting if you owned shares of Independent common stock on May 15, 2000.

Approval by holders of a majority of the Independent common stock outstanding on May 15, 2000, is required for the merger to be completed. Directors and executive officers of Independent who have agreed to vote their shares of Independent common stock in favor of the merger own or control $1,031,846$ shares, or approximately $49.91 \%$ of the outstanding shares of Independent common stock (based on $2,067,431$ shares outstanding on May 15, 2000) which is slightly less than the number of shares required for approval of the merger.

Fairness Opinion to Independent Shareholders

The Carson Medlin Company has rendered an opinion to Independent that, based upon and subject to the procedures, matters, and limitations described in its opinion and other matters it considered relevant, as of the date of its opinion, the terms of the merger are fair from a financial point of view to the shareholders of Independent. See the section entitled FAIRNESS OPINION for a summary of Carson Medlin's opinion. The full opinion is attached as Appendix C to this proxy statement/prospectus. Shareholders of Independent are encouraged to read the opinion.

Conditions, Termination, and Effective Date of the Merger


The merger will not occur unless the conditions described in the Agreement and Plan of Reorganization are met, and United or Independent can terminate the merger if specified events occur or fail to occur. The merger must be approved by Independent shareholders, the Board of Governors of the Federal Reserve System, and the Department of Banking and Finance of the state of Georgia. The Federal Reserve and the Department of Banking and Finance have approved the merger. Under the Agreement and Plan of Reorganization, United may terminate the merger if the holders of more than 155,852 shares of Independent's outstanding common stock choose to exercise their dissenter's rights. The merger will close after the merger is approved by Independent's shareholders and after a certificate of merger is filed as required under Georgia law. A condition to the closing of the merger is the approval by United shareholders of the increase in United's common stock from $10,000,000$ to $50,000,000$ shares.

If the merger is completed, Independent shareholders who dissent will be entitled to be paid the "fair value" of their shares in cash if they follow certain statutory provisions regarding the rights of dissenting shareholders. The rights of dissenting shareholders under Georgia law is discussed under "Rights of Dissenting Shareholders" and in Appendix B.

Federal Income Tax Consequences of the Independent Merger

Independent has received an opinion from Kilpatrick Stockton LLP stating that, assuming that the merger is completed as currently anticipated, neither Independent nor its shareholders who receive United stock in connection with the merger will recognize any gain or loss for federal income tax purposes. We have not requested a ruling to that effect from the Internal Revenue Service. Any cash that Independent shareholders receive as payment for any fractional interests or as payment after exercising dissenter's rights will be treated as amounts distributed in redemption of Independent common stock and will be taxable under the Internal Revenue Code as either ordinary income or capital gain or loss, depending upon the shareholder's particular circumstances. There will be no tax effect for the holders of United common stock.

Accounting Treatment of the Independent Merger

We expect the merger to be accounted for as a pooling of interests, which means that we will treat Independent and United as if they had always been combined for accounting and financial reporting purposes.

Markets for Capital Stock

United. United's common stock is not currently traded on an established
public market. The following table sets forth certain information regarding trades of United common stock known by United's management for the periods indicated:


On May 9, 2000, United commenced a sale of between 350,000 and 450,000 shares of United common stock at a price of $\$ 38.00$ per share. On February 8 , 2000, the day prior to the announcement of United's merger with North Point, there were 15 sales of United common stock known to United's management, aggregating 1,537 shares ranging from one share to a block of 783 shares at a price of $\$ 40.00$ per share and blocks of 20 to 71 shares at a price of $\$ 45.00$ per share [DO WE NEED?]. On February 9, 2000, the day prior to the announcement of United's merger with Independent, there were seven sales of United common stock known to United's management, aggregating 2,100 shares in blocks of 225 to 700 shares at a price of $\$ 43.00$ and one block of 100 shares at a price of $\$ 46.00$ per share.

Independent. Independent's common stock is not traded on an established
public trading market. The following table sets froth certain information regarding trades of Independent common stock known by Independent's management for the periods indicated.

| Year |  | Number of | Aggregate | Size of Trades |  | Price of Trades |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Trades | Shares | Smallest | Largest | Lowest | Highest |
| 2000 | (Through April 1, 2000) | 3 | 4,180 | 180 Shares | 2,000 Shares | \$12.00 | \$14.50 |
| 1999 |  | 34 | 52,740 | 50 shares | 8,335 shares | unknown | unknown |
| 1998 |  | 22 | unknown | 84 | 5,000 shares | \$6.00 | \$7.50 |

ggregate cash dividends of $\$ 0.20$ per share in 1999 and $\$ 0.15$ per share in 1998. For information with respect to cash dividends paid in each of the last five years, see "Summary Consolidated Financial Information." Although United intends to continue paying cash dividends, the amount and frequency of cash dividends will be determined by United's board of directors after consideration of earnings, capital requirements, and the financial condition of United. Cash dividends may not be declared in the future. Additionally, United's ability to pay cash dividends will depend on cash dividends paid to it by its subsidiary banks. The ability of those subsidiaries to pay dividends to United is restricted by certain regulatory requirements.

Independent. Independent paid a per share cash dividend of $\$ 0.15$ in 1999, $\$ 0.10$ in 1998, and $\$ 0.06$ in 1997. Independent paid a cash dividend of $\$ 0.20$ per share on February 15,2000 , and is prohibited under the Agreement and Plan of Reorganization from paying dividends prior to the closing of the transaction.

Whether the Independent shareholders approve the merger and regardless of whether the merger is completed, the future dividend policy of United and Independent will depend upon each company's earnings, financial condition, appropriate legal restrictions, and other factors relevant at the time the boards of directors considers whether to declare dividends.

Interests of Directors and Officers of Independent in the Merger

One executive officer of Independent has an interest in the merger as an employee that is different from, or in addition to, your interest as an Independent shareholder. The Independent board of directors recognized this interest and determined that it did not adversely affect the benefits of the merger to the Independent shareholders. United has agreed to enter into an employment agreement with James H. Powell, currently the President and Chief Executive Officer of Independent. For a discussion of the terms of Mr. Powell's employment agreement, see "Interest of Management in the Transaction; Conduct of Business After the Merger."

Recent Developments of United

United is currently conducting a public offering of between 350,000 and 450,000 shares of United common stock at $\$ 38.00$ per share. United plans to use the proceeds of the offering, between $\$ 13.3$ million and $\$ 17.1$ million, to provide capital for its subsidiary banks and for general corporate purposes.

On March 3, 2000, United entered into an agreement to acquire North Point Bancshares, Inc., Dawsonville, Georgia, in exchange for 958,211 shares of our common stock. As of March 31, 2000, North Point had $\$ 115.1$ million in total consolidated assets, $\$ 103.6$ million of total deposits, and $\$ 9.4$ million of total shareholders' equity.

United is subject to the information requirements of the securities Exchange Act of 1934, which means that United is required to file reports, proxy statements, and other information which you can read and copy at the Public Reference Section of the Securities and Exchange Commission at Room 1024, 450 Fifth Street, NW, Washington, D.C. 20549. You may also obtain copies of the reports, proxy statements, and other information from the Public Reference Section of the SEC, at prescribed rates, by calling 1-800-SEC-0330 or by visiting the SEC's Website at http://www.sec.gov.

United filed a registration statement on Form S-4 to register with the SEC the United common stock to be issued to the Independent shareholders in the merger. This proxy statement/prospectus is a part of that registration statement and constitutes a prospectus of United in addition to being a proxy statement of Independent for the special meeting of Independent shareholders to be held on July 25,2000 . As allowed by SEC rules, this proxy statement/prospectus does not contain all of the information you can find in the registration statement or the exhibits to the registration statement. This proxy statement/prospectus summarizes some of the documents that are exhibits to the registration statement, and you should refer to the exhibits for a more complete description of the matters covered by those documents.

A WARNING ABOUT FORWARD LOOKING STATEMENTS
We have made forward-looking statements in this proxy statement/prospectus (and in other documents to which we refer in this proxy statement/prospectus) that are subject to risks and uncertainties. These statements are based on the beliefs and assumptions of United's and Independent's managements and on information currently available to members of management. Forward-looking statements include information concerning possible or assumed future results of operations of United after the proposed merger. Factors that could cause actual results to differ from results discussed in forward-looking statements include:

1. economic conditions (both generally and in the markets where United operates);
competition from other companies that provide financial services similar to those offered by United;
government regulation and legislation;
changes in interest rates; and
unexpected changes in the financial stability and liquidity of United's credit customers.

Although we believe these forward-looking statements are reasonable, you should not place undue reliance on them because they are based on current expectations. Forward-looking statements are not guarantees of performance; rather, they involve risks, uncertainties, and assumptions. The future results and shareholder values of United following completion of the merger may differ materially from those expressed in these forward-looking statements. Many of the factors that will determine these results and values are beyond United's ability to control or predict. For those statements, United claims the protection of the safe harbor for forward-looking statements contained in the Private Securities Litigation Reform Act of 1995.

The following table shows selected comparative unaudited per share data for United and Independent on a historical basis, a pro forma basis assuming the merger has been effective for the periods indicated, and on a pro forma equivalent basis. The table also shows selected comparative unaudited per share data for United, Independent, and North Point on a pro forma basis assuming that both mergers have been effective for the periods indicated. The mergers will be accounted for as pooling of interests transactions in accordance with generally accepted accounting principles.

Equivalent earnings per share amounts for Independent have been calculated by multiplying the pro forma combined earnings per share by the exchange ratio ( 0.4211 of a share of the United common stock for each share of Independent common stock). The Independent pro forma equivalent cash dividends per common share represent historical dividends declared by United multiplied by the applicable exchange ratio. The purpose of the pro forma equivalent per share amounts is for informational purposes only to show the pro forma net earnings that would have been earned for each share of Independent had the merger been completed for the periods indicated. This data should be read together with the historical financial statements of United and Independent including the related notes included elsewhere in this proxy statement/prospectus.

ET INCOME PER COMMON SHARE
United Historical
Independent Historical
United and Independent Pro Forma Combined
Independent Pro Forma Equivalent
United, North Point, and Independent Pro Forma Combined

CASH DIVIDENDS PER COMMON SHARE
United Historical

| As of and for the | As of the Year Ended December 31, |  |
| :---: | :---: | :---: |
| Quarter Ended |  |  |
| March 31, 2000 | 1999 | 1998 |

Independent Historical
United and Independent Pro Forma Combined
Independent Pro Forma Equivalent
United, North Point, and Independent Pro Forma Combined

BOOK VALUE PER COMMON SHARE (PERIOD END)
United Historical
Independent Historical
United and Independent Pro Forma Combined
Independent Pro Forma Equivalent
United, North Point, and Independent Pro Forma Combined

Computed giving effect to the merger.
Computed based on Independent per share exchange ratio of 0.4211 of a share of United common stock for each share of Independent common stock.
Represents historical dividends paid by United, as it is assumed that United will not change its dividend policy as a result of the merger.
Represents historical dividends paid per share by United multiplied by the exchange ratio of 0.4211 of a share of United common stock for each share of Independent common stock.
Computed giving effect to the mergers of both Independent and North Point.

The following tables present certain selected historical financial information for United and Independent. The data should be read in conjunction with the historical financial statements, including the related notes, and other financial information concerning United and Independent incorporated by reference in or accompanying this proxy statement/prospectus.
(Dollars in Thousands, Except Per Share Amounts)


Amounts and ratios exclude merger-related charges recorded in 1999 in connection with the mrger of United Community Banks, Inc. and 1st Floyd Bankshares, Inc.

|  | Three Months Ended March 31 |  |  |  | of | Years Ended December 31, |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2000 | 1999 | 1999 | 1998 | 1997 | 1996 | 1995 |
| INDEPENDENT BANCSHARES, INC. AND SUBSIDIARY |  |  |  |  |  |  |  |  |
| INCOME STATEMENT |  |  |  |  |  |  |  |  |
| Net interest income | \$ | 1,713 | 1,455 | 6,290 | 5,355 | 4,284 | 2,724 | 2,427 |
| Provision for loan losses |  | 45 | 76 | 242 | 201 | 262 | 26 | 45 |
| Noninterest income |  | 223 | 259 | 1,104 | 938 | 671 | 393 | 337 |
| Noninterest expense |  | 1,190 | 1,153 | 4,746 | 4,443 | 3,543 | 2,705 | 2,406 |
| Income taxes |  | 246 | 175 | 785 | 549 | 346 | 130 | 98 |
| Net income | \$ | 455 | 310 | 1,621 | 1,100 | 804 | 256 | 215 |
| PER COMMON SHARE |  |  |  |  |  |  |  |  |
| Basic earnings | \$ | 0.23 | 0.16 | 0.83 | 0.56 | 0.60 | 0.23 | 0.19 |
| Diluted earnings |  | 0.22 | 0.16 | 0.82 | 0.55 | 0.59 | 0.23 | 0.19 |
| Cash dividends declared |  | 0.20 | 0.15 | 0.15 | 0.10 | 0.06 | 0.05 | -- |
| Book value |  | 6.66 | 6.25 | 6.70 | 6.27 | 5.86 | 5.08 | 5.17 |
| Basic average shares outstanding |  | 1,948 | 1,948 | 1,945 | 1,948 | 1,348 | 1,116 | 1,116 |
| Diluted average shares outstanding | \$ | 2,023 | 1,985 | 1,988 | 1,995 | 1,366 | 1,116 | 1,116 |
| AT PERIOD END |  |  |  |  |  |  |  |  |
| Loans | \$ | 101,294 | 91,567 | 101,576 | 87,782 | 71,268 | 50,049 | 37,576 |
| Earning assets |  | 148,068 | 119,194 | 132,636 | 115,706 | 98,176 | 75,597 | 59,965 |
| Assets |  | 161,084 | 131,827 | 145,102 | 127,306 | 108,079 | 82,687 | 66,035 |
| Deposits |  | 141,441 | 112,516 | 123,422 | 109,786 | 92,793 | 75,179 | 58,945 |
| Shareholders' equity | \$ | 12,965 | 12,173 | 13,045 | 12,207 | 11,414 | 5,474 | 5,775 |
| Common shares outstanding |  | 1,948 | 1,948 | 1,948 | 1,948 | 1,948 | 1,116 | 1,116 |
| AVERAGE BALANCES |  |  |  |  |  |  |  |  |
| Loans | \$ | 101,188 | 89,826 | 96,005 | 78,135 | 62,372 | 43,813 | 40,076 |
| Earning assets |  | 141,550 | 121,195 | 126,853 | 108,999 | 88,724 | 67,781 | 57,471 |
| Assets |  | 153,469 | 137,720 | 139,471 | 119,799 | 96,904 | 74,361 | 62,933 |
| Deposits |  | 132,432 | 111,151 | 118,693 | 102,946 | 84,644 | 67,062 | 56,139 |
| Shareholders' equity |  | 13,005 | 12,457 | 11,790 | 11,163 | 7,098 | 5,722 | 5,683 |
|  | \$ | 1,948 | 1,948 | 1,945 | 1,948 | 1,348 | 1,116 | 1,116 |
| PERFORMANCE RATIOS |  |  |  |  |  |  |  |  |
| Return on average assets |  | 1.19\% | $0.91 \%$ | $1.16 \%$ | $0.92 \%$ | $0.83 \%$ | $0.34 \%$ | $0.34 \%$ |
| Return on average shareholders' equity |  | $14.07 \%$ | $10.01 \%$ | 13.75\% | 9.85\% | $11.33 \%$ | 4.47\% | $3.78 \%$ |
| Average equity to average assets |  | 8.47\% | 9.04\% | 8.45\% | 9.32\% | $7.32 \%$ | 7.69\% | 9.03\% |
| Average loans to average deposits |  | 76.41\% | 80.81\% | 80.89\% | 75.90\% | 73.69\% | 65.33\% | 71.39\% |

The following unaudited selected financial data presents selected pro forma financial information for United and Independent. The selected pro forma financial information gives effect to the acquisition of Independent as of the date or at the beginning of the period indicated, assuming the acquisition is accounted for as a pooling of interests. The pro forma balance sheet information has been prepared as if the acquisition had been completed on December 31, 1999. The pro forma operating data has been prepared as if the acquisition had been completed on January 1, 1997. The unaudited pro forma financial data is presented for informational purposes only and is not necessarily indicative of the combined financial position or results of operation which actually would have occurred if the transaction had been completed at the date and for the periods indicated or which may be obtained in the future. See "Pro Forma Consolidated Financial Information."
(Dollars in Thousands, Except Per Share Amounts)
United and Independent

Three Months Ended March 31

| 2000 | 1999 |
| :---: | :---: |

$\$ 2,335,706$
16,846
578,768
4,588
$1,540,675$
1,809,926
371,002

21,000
\$ 111,421
Shareholders' equity
EARNINGS DATA

| Interest income | $\$$ | 46,535 |
| :--- | ---: | ---: |
| Interest expense | 25,956 | 35,439 |
| Net interest income | 20,579 | 18,550 |
| Provision for loan losses | 1,591 | 16,889 |
| Non-interest income | 2,895 | 1,056 |
| Non-interest expense | 15,569 | 2,738 |
| Income taxes | 2,035 | 13,153 |
| Net income | 4,279 | 1,815 |
| Basic earnings per share | 0.48 | 3,603 |
| Diluted earnings per share | 0.47 | 0.41 |
| Cash dividends per share | $\$ 0.1121$ | $\$ .40$ |

Interest income
Net interest income
provision for loan losses
Non-interest expense
ncome taxes

Basic earnings per share

Cash dividends per share
ALANCE SHEET DATA
Total assets
ld
Investment securities
Loans held for sale
Loans, net of allowance for loan losses
Deposits
ong-term debt and other borrowings
rust preferred securities
168,992
90,200
78,792
5,966
12,564
61,981
7,131
16,278
1.66
1.63
$\$ \quad 0.246$

| $\$$ | 126,192 |
| ---: | ---: |
| 64,627 |  |
| 61,565 |  |
| 2,813 |  |
| 10,067 |  |
| 48,407 |  |
| 6,539 |  |
| 13,873 |  |
|  | 1.58 |
|  | 1.56 |
| $\$ \quad 0.185$ |  |

\$ 102,521
55,519
50,002
3,076
7,871


1999
1997

This proxy statement/prospectus is being furnished to the holders of Independent common stock in connection with the solicitation by the Independent board of directors of proxies for use at the special meeting of Independent shareholders for the purpose of voting upon a proposal to approve the merger of United and Independent. The special meeting of Independent shareholders will be held at 5:00 p.m., on July 25, 2000, at the main office of Independent, 4484 Marietta Street, Powder Springs, Georgia 30127.

Independent shareholders are requested to promptly sign, date, and return the accompanying proxy card to Independent in the enclosed postage-paid envelope. Any Independent shareholder who has delivered a proxy may revoke it at any time before it is voted by giving notice of revocation in writing or submitting to Independent a signed proxy bearing a later date, provided that such notice or proxy is actually received by Independent prior to the taking of the shareholder vote, or by electing to vote in person at the special meeting. Any notice of revocation should be sent to Independent Bancshares, Inc., 4484 Marietta Street, Powder Springs, Georgia 30127, Attention: J. Al Cochran, Corporate Secretary. The shares represented by properly executed proxies received at or prior to the Independent special meeting and not subsequently revoked will be voted as directed in such proxies. If instructions are not given, shares represented by proxies received will be voted for approval of the agreement and in the discretion of the proxy holder as to any other matters that properly may come before the independent special meeting. As of the date of this proxy statement/prospectus, Independent is unaware of any other matter to be presented at the special meeting.

Solicitation of proxies will be made by mail, but also may be made by telephone or in person by the directors, officers, and employees of Independent, who will receive no additional compensation for such solicitation but may be reimbursed for out-of-pocket expenses. Brokerage houses, nominees, fiduciaries, and other custodians will be requested to forward solicitation materials to beneficial owners and will be reimbursed for their reasonable out-of-pocket expenses.

Independent shareholders should NOT forward any stock certificates with their proxy cards.

In a strategic planning session in June of 1998 , the board of directors and senior management of Independent reviewed a variety of possible alternatives for Independent to pursue. After a number of board discussions and educational efforts, the Chairman of the board of directors appointed a three-member committee to pursue merger possibilities and report back to the board of directors.

In September of 1999, Independent was approached by a large regional bank holding company that was interested in a combination with Independent. The entities began negotiations and, in October of 1999, executed a letter of intent. The merger consideration offered was capital stock in the regional holding company which at that time was equal to approximately $\$ 13.00$ per share of Independent common stock. Negotiations were suspended, however, when the regional bank holding company determined not to pursue the transaction.

On November 22, 1999, James H. Powell, President and Chief Executive Office of Independent met with Jimmy Tallent, President and Chief Executive Officer of United, to determine if there might be some interest in considering a merger of the institutions. On December 3, 1999, Mr. Powell and Director Bob Prillaman visited Mr. Tallent to discuss the proposal in greater detail.

On December 21, 1999, Messrs. Prillaman and Powell reported to Independent's board of directors on the visit to United, reviewed financial information on United and Independent related to the valuation, and proposed that Independent enter into formal discussions with United about a merger.

On December 29, 1999, Mr. Tallent visited Independent and toured its facilities at Powder Springs, Marietta, Lost Mountain, and Hiram, and he discussed management depth and asset quality with Mr. Powell. On January 7, 2000, Mr. Powell visited Blairsville to tour United's facilities and to meet with key personnel.

On January 12, 2000, Mr. Powell received a letter of intent from Mr. Tallent outlining terms and conditions of a proposed merger. A copy of this letter, supporting financial data, and other materials were sent to each member of the Independent board of directors for review.

At a board of directors meeting held on January 25, 2000, the board of Independent considered a number of factors in evaluating the merger, including:
(a) The value of the consideration to be received by Independent shareholders relative to the book value and earnings per share of Independent common stock;
(b) Certain information concerning the financial condition, results of operations, and business prospects of United;
(c) The financial terms of recent business combinations in the financial services industry and a comparison of the multiples of selected combinations with the terms of the proposed transaction with United;
(d) The alternatives to the merger, including remaining an independent institution;
(e) The competitive and regulatory environment for financial institutions generally; and
(f) The fact that the merger will enable Independent shareholders to exchange their shares of Independent common stock, in a tax-free transaction, for shares of common stock of a larger company, the stock of which is more widely held and more liquid than that of the Independent.

The board of directors of Independent believes the merger is in the best interest of its shareholders because the combined entity will have significantly greater resources and growth potential. The board of directors also believes the basis of exchange, 0.4211 of a share of United common stock for each share of Independent common stock, which was determined through arms-length negotiations between United and Independent, is fair and equitable and takes into account the relative earning power of United and Independent, historic and anticipated operations, the economies of scale to be achieved through the merger, the trading prices of the stocks of the respective companies, and other pertinent factors. The exchange ratio of 0.4211 of a share of United common stock for each share of Independent common stock represents a multiple of 2.4 times Independent's book value as of March 31, 2000 and 18.2 times trailing 12 months earnings per share if United common stock is valued at $\$ 38.00$ a share.

The board of directors of Independent believes that the size of the combined organization, approximately $\$ 2.3$ billion in assets as of March 31, 2000, is sufficiently large to take advantage over time of significant economies of scale, but is still small enough to maintain the competitive advantages management believes are afforded community-oriented banks over the larger regional and super-regional banks. It has become increasingly apparent to the management of Independent that the ability to spread fixed costs over a larger base of assets is beneficial, and the larger organization adds to the ability to attract the talent to compete in an increasingly complex financial services environment.

At the conclusion of the meeting of the board of directors of Independent on January 25, 2000, the board authorized proceeding with due diligence in preparation for entering into a definitive agreement to merge.

On January 28, 2000, the board of directors of United considered the business and operations and asset quality of Independent as well as the attractiveness of the Independent franchise and its management team and the compatibility of that franchise with the operations of United. After that consideration, United's board of directors approved the execution of the Agreement and Plan of Merger, subject to satisfactory completion of a due diligence investigation of Independent. On January 31 and February 1, 2000, on-site due diligence was conducted by representatives of United. Subsequently, both companies undertook additional due diligence and discussions with legal counsel.

After completion of the due diligence, Mr. Tallent and Mr. Powell signed a letter of intent on February 10, 2000, and United and Independent issued a joint press release describing the transaction. At a meeting on February 29, 2000, Independent's board of directors met with legal counsel and, after review of pertinent documents, unanimously agreed to execute the definitive agreements, which were executed on March 3, 2000.

Prior to the engagement of The Carson Medlin Company to render its opinion as to the fairness, from a financial point of view, of the merger, Independent had negotiated to retain a financial advisory firm with experience in banking transactions to act as its financial advisor. This financial advisory firm advised Independent, however, that it would not be able to issue an opinion regarding the consideration to be received by the Independent shareholders, citing, among other factors, concerns with the value of the United common stock due to the lack of a liquid trading market, and its lack of familiarity with United. The Carson Medlin Company had previously assisted United with a placement of shares in North Carolina and, as a result of its greater familiarity with United, did not share the level of concern expressed by the other financial advisory firm. The Board of Independent considered both the concerns of the other financial advisory firm and the analysis of The Carson Medlin Company in retaining The Carson Medlin Company as its financial advisor.

Summary of the Material Features of the Merger Between United and Independent

The material features of the merger are summarized below.
Effective Date. The merger will be effective upon the approval of the Agreement and Plan of Merger by the Independent shareholders and the filing of a certificate of merger with the Georgia Secretary of State. The merger also is subject to approval by the Board of Governors of the Federal Reserve System and the Department of Banking and Finance of the State of Georgia, which approvals have been received. Management of United and Independent anticipate that the merger will become effective in the third quarter of 2000 .

## Terms of the Merger. On the effective date of the merger, each

outstanding share of Independent common stock will be converted into and exchanged for 0.4211 of a share of United common stock. If, prior to the effective date, the outstanding shares of United common stock are increased through a stock dividend, stock split, subdivision, recapitalization, or reclassification of shares, or are combined into a lesser number of shares by reclassification, recapitalization, or reduction of capital, the number of shares of United common stock to be delivered pursuant to the merger in exchange for a share of Independent common stock will be proportionately adjusted.

United will not issue fractional share certificates of common stock in connection with the merger, and an outstanding fractional share interest will not entitle the owner to vote, to receive dividends, or to any rights of a shareholder of United with respect to that fractional interest. Instead of issuing any fractional shares of common stock, United will pay in cash an amount (computed to the nearest cent) equal to the fraction of the share multiplied by $\$ 38.00$ per share.

If the merger is completed, shareholders of Independent will become shareholders of United, Independent will cease to exist as a separate entity, and Independent Bank \& Trust will become a wholly-owned subsidiary of United. Following the merger, the Restated Articles of Incorporation, Bylaws, corporate identity, and existence of United will not be changed.

Termination and Conditions of Closing. The Agreement and Plan of
Reorganization provides that the merger may be abandoned at any time either before or after approval of the Agreement and Plan of Merger by the shareholders of Independent, but not later than the effective date of the merger:
o by either party, if the other party has a material adverse change in its financial condition or business;
o by either party, if the other party materially breaches any of the representations or warranties or any covenant or agreement it made under the Agreement and Plan of Reorganization;
o by either party, if it learns of undisclosed information that the other party was required to disclose pursuant to the merger agreement, which materially and adversely affects the business, properties, assets, or earnings of the other party;
o by either party, if a lawsuit is filed or threatened that could prohibit or otherwise materially affect the merger or the completion of the merger and that either party believes, in good faith, would make completion of the merger inadvisable;
o by either party, if the merger is not completed by August 31, 2000;
o by United, if the holders of 155,852 or more of the outstanding shares of Independent common stock choose to dissent from the merger and demand payment in cash;
o by either party, if the Independent shareholders do not approve the Agreement and Plan of Merger; or
o by either party, if it learns of any potential liability of the other party which results from the other party's non-compliance with any environmental law or from the environmental condition of the properties or assets of the other party.

The following are some of the required conditions of closing:

- the accuracy of the representations and warranties of all parties contained in the Agreement and Plan of Reorganization and related documents as of the date when made and the effective date;

| $\bigcirc$ | the performance of all agreements and conditions required by the Agreement and Plan of Reorganization; |
| :---: | :---: |
| $\bigcirc$ | the delivery of officers certificates, resolutions, and legal opinions to Independent and United; |
| $\bigcirc$ | approval of the Agreement and Plan of Merger by the Independent shareholders; |
| $\bigcirc$ | approval by United shareholders of a proposal to be presented at the United annual meeting on July 13, 2000 to increase the authorized common stock of United from 10,000,000 to 50,000,000 shares; |
| $\bigcirc$ | receipt of all necessary authorizations of governmental authorities and the expiration of any regulatory waiting periods; |
| $\bigcirc$ | effectiveness of the registration statement of United relating to the shares of United common stock to be issued to Independent shareholders in the merger; |
| $\bigcirc$ | the receipt by Independent of the opinion of Kilpatrick Stockton LLP as to the tax consequences to Independent shareholders; |
| $\bigcirc$ | the receipt by United of an opinion of Porter Keadle Moore LLP that the merger will be accounted for as a pooling of interests; |
| $\bigcirc$ | the issuance of a certificate of merger by the secretary of State of Georgia; and |
| $\bigcirc$ | the receipt by Independent of a fairness opinion from Independent's financial advisor. |
|  | of Certificates. Shortly after the effective date of the |

------------------------or her shares of Independent common stock to United's transfer agent, SunTrust Bank. After delivering the Independent shares, the holder will receive a stock certificate for the number shares of United common stock that the holder is entitled to receive under the Agreement and Plan of Merger and a cash payment for any fractional interest in United common stock. Until a holder delivers his or her shares of Independent common stock to SunTrust, he or she will not receive payment of any dividends or other distributions on shares of United common stock into which his or her shares of Independent common stock have been converted and will not receive any notices sent by United to its shareholders with respect to, or to vote, those shares. After delivering the shares to SunTrust, the holder will then be entitled to receive any dividends or other distributions (without interest) which became payable after the merger but prior to the holder's delivery of the certificates to SunTrust.

Required Shareholder Approval

The holders of a majority of the outstanding shares of Independent common stock entitled to vote at the special meeting must approve the Agreement and Plan of Merger for the merger to be completed. Abstentions from voting and broker non-votes will be included in determining whether a quorum is present and will have the effect of a vote against the merger.

On May 15, 2000, the record date for determining the shareholders entitled to notice of, and to vote at, the special meeting, the outstanding voting securities of Independent consisted of $2,067,431$ shares of common stock, with registered holders of Independent shares being entitled to one vote per share. Certain executive officers and members of Independent's board of directors, who have entered into agreements with United to vote their shares of Independent common stock in favor of the merger, own or control 1,031,846 shares, or approximately $49.1 \%$, of the outstanding shares of Independent common stock.

United will pay all of its expenses incurred in connection with the authorization, preparation, execution, and performance of the Agreement and Plan of Reorganization and Agreement and Plan of Merger, including all fees and expenses of its agents, representatives, counsel, and accountants and the fees and expenses related to filing regulatory applications with state and federal authorities in connection with the transactions contemplated thereby, including the cost of preparing and mailing this proxy statement/prospectus. Independent will pay all of its expenses incurred in connection with the authorization, preparation, execution, and performance of the Agreement and Plan of Reorganization, including all fees and expenses of agents, representatives, counsel, and accountants for Independent.

Fairness Opinion

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Opinion of Financial Adviser. Independent engaged The Carson Medlin
Company on May 5, 2000 to render its opinion as to the fairness, from a financial point of view, of the exchange ratio to the Independent shareholders who are not directors or employees of Independent. Independent selected Carson Medlin to render the opinion on the basis of Carson Medlin's experience and expertise in representing community banks in acquisition transactions. Carson Medlin is an investment banking firm that specializes in the securities of financial institutions located in the southeastern and western United States. As part of its investment banking activities, Carson Medlin is regularly engaged in the valuation of financial institutions and transactions relating to their securities.

Representatives of Carson Medlin participated in telephone meetings with representatives of Independent's board of directors on May 4, 2000, during which the circumstances and terms of the merger were described to Carson Medlin. As a result of those discussions, on May 5, 2000, Carson Medin rendered its oral opinion to the effect that the exchange ratio provided for in the merger agreement is fair, from a financial point of view, to the unaffiliated shareholders of Independent. Carson Medlin subsequently confirmed its opinion in writing on May 19, 2000.

The full text of Carson Medlin's written opinion is attached as Appendix $C$ to this document. You should read the opinion in its entirety for a full discussion of the procedures followed, assumptions made, matters considered, and qualifications and limitations on the review undertaken by Carson Medlin in connection with the opinion. Carson Medlin's opinion is addressed to Independent's board of directors. This summary of the opinion of Carson Medlin is qualified in its entirety by reference to the full text of the opinion. Carson Medlin's opinions expressed to Independent's board of directors in connection with the merger do not constitute a recommendation to any Independent shareholder regarding how the shareholder should vote at the special meeting.

No limitations were imposed by the board of directors or management of Independent upon Carson Medlin with respect to the investigations made or the procedures followed by Carson Medlin in rendering its opinions.

The preparation of a financial fairness opinion involves various determinations as to the most appropriate methods of financial analysis and the application of those methods to the particular circumstances and, therefore, is not readily susceptible to partial analysis or summary description. In connection with rendering the opinion, Carson Medlin performed a variety of financial analyses. Carson Medlin believes that its analyses must be considered together as a whole and that selecting portions of its analyses and the factors considered in its analyses, without considering all other factors and analyses, could create an incomplete or inaccurate view of the analyses and the process underlying the rendering of Carson Medlin's opinions. In performing its analyses, Carson Medlin made numerous assumptions with respect to industry performance, business and economic conditions, and other matters, many of which are beyond the control of United and Independent and which may not be realized. Any estimates contained in Carson Medlin's analyses are not necessarily predictive of future results or values, which may be significantly more or less favorable than the estimates. Estimates of values of companies do not purport to be appraisals or necessarily reflect the prices at which the companies or their securities may actually be sold. Except as described below, none of the analyses performed by Carson Medlin was assigned a greater significance by Carson Medlin than any other.

Carson Medlin has relied upon, without independent verification, the accuracy and completeness of the information it reviewed for the purpose of rendering its opinions. Carson Medlin did not undertake any independent evaluation or appraisal of the assets and liabilities of United or Independent, nor was it furnished with any appraisals. Carson Medlin is not an expert in the evaluation of loan portfolios, including under-performing or non-performing assets, charge-offs, or the allowance for loan losses; has not reviewed any individual credit files of United or Independent; and has assumed that the allowances for each of United and Independent are in the aggregate adequate to cover losses. Carson Medlin's opinion is necessarily based on economic, market, and other conditions existing on the date of its opinion, and on information as of various earlier dates made available to it. Carson Medlin assumed that the merger will be recorded as a pooling of interests under generally accepted accounting principles.

In connection with its opinion, Carson Medlin reviewed: (i) the Agreement and Plan of Reorganization; (ii) the annual reports to shareholders of United on Form 10-K, including the audited financial statements, for the five years ended December 31, 1999; (iii) audited financial statements of Independent for the five years ended December 31, 1999; (iv) unaudited interim financial statements of United on Form 10-Q for the three months ended March 31, 2000; (v) unaudited interim financial statements of Independent for the three months ended March 31, 2000; (vi) certain financial and operating information with respect to the business, operations, and prospects of United and Independent; and (vii) this prospectus/proxy statement. In addition, Carson Medlin: (a) held discussions with members of the senior management of United and Independent regarding the historical and current business operations, financial condition, and future prospects of their respective companies; (b) reviewed the historical market prices and trading activity, if applicable, for the common stock of United and Independent and compared them with those of certain publicly traded companies which it deemed to be relevant; (c) compared the results of operations of United and Independent with those of certain financial institutions which it deemed to be relevant; (d) compared the financial terms of the merger with the financial terms, to the extent publicly available, of certain other recent business combinations of financial institutions; (e) analyzed the pro forma financial impact of the merger on United; and (f) conducted such other studies, analyses, inquiries, and examinations as Carson Medlin deemed appropriate.

## Valuation Methodologies

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The following is a summary of the principal analyses performed by Carson Medlin in connection with the opinion provided to Independent's board of directors as of May 19, 2000.

Summary of Merger and Analysis. Carson Medlin reviewed the proposed terms of the merger, including the form of consideration, the exchange ratio, the recent prices of United's common stock, both as of February 10, 2000, the date the parties executed the Agreement and Plan of Reorganization and the Agreement and Plan of Merger, and as of May 19, 2000, and the resulting price per share of Independent common stock pursuant to the merger. Under the terms of the merger, each outstanding share of Independent common stock will be converted into 0.4211 of a share of United's common stock and each outstanding option to purchase a share of Independent common stock will be converted into an option to purchase 0.4211 of a share of United's common stock.

As of February 10, 2000, the terms of the merger result in an indicated value of $\$ 18.17$ per share of Independent common stock, based on the price of United's common stock as of February 10,2000 of $\$ 43.14$ per share. In addition, under the terms of the merger, Carson Medlin calculated that the indicated value represented the following comparative values as of December 31, 1999:

| Independent's: | Excluding Stock Options | Including Stock Options |
| :--- | :---: | :---: |
| ----- |  |  |
| Shareholders' equity | $271 \%$ | $273 \%$ |
| Net income (TTM) | $21.8 x$ | $23.2 x$ |
| Core deposit premium* | $21.7 \%$ | $23.2 \%$ |
| Total assets | $24.4 \%$ | $25.8 \%$ |

[^0]As of May 19, 2000, the terms of the merger result in an indicated value of $\$ 16.00$ per share of Independent common stock, based on the price of United's common stock as of that date of $\$ 38.00$ per share. In addition, under the terms of the merger agreement, Carson Medlin calculated that the indicated value represented the following comparative values as of March 31, 2000:

| Independent's: | Excluding Stock Options | Including Stock Options |
| :--- | :--- | :--- |
| --- |  |  |
| Shareholders' equity | $239 \%$ | $240 \%$ |
| Net income (TTM) | $17.5 x$ | $18.6 x$ |
| Core deposit premium | $16.6 \%$ | $18.4 \%$ |
| Total assets | $20.9 \%$ | $22.2 \%$ |

Industry Comparative Analysis. In connection with rendering its
opinion, Carson Medlin compared selected operating results of United and Independent to those of more than 50 publicly traded community commercial banks in Alabama, Florida, Georgia, Mississippi, North Carolina, South Carolina, Virginia, and West Virginia which appear in the SOUTHEASTERN INDEPENDENT BANK REVIEW (TM), a proprietary research publication prepared by Carson Medlin quarterly since 1991. The banks reviewed by Carson Medlin range in asset size from approximately $\$ 130$ million to $\$ 3.6$ billion and in shareholders' equity from approximately $\$ 14$ million to $\$ 410$ million. Carson Medlin considers this group of financial institutions more comparable to United and Independent than larger, more widely traded regional financial institutions. Carson Medlin compared, among other factors, profitability, capitalization, and asset quality of United and Independent to these financial institutions. Carson Medlin noted that based on results as of or for the 12 months ended December 31, 1999:

- Independent's return on average assets was $1.19 \%$ and United's return on average assets was $0.78 \%$, compared to a mean return on average assets of $1.15 \%$ for the banks reviewed by Carson Medlin;
- Independent's return on average equity was $12.5 \%$ and United's return on average equity was 15.5\%, compared to a mean return on average equity of $11.5 \%$ for the banks reviewed by Carson Medlin;
- Independent's shareholders' equity to total assets was 9.6\% and United's shareholders' equity to total assets was $4.5 \%$, compared to mean shareholders' equity to total assets of $9.5 \%$ for the banks reviewed by Carson Medlin; and
$\circ$
Independent's nonperforming assets (defined as loans 90 days past due, nonaccrual loans and other real estate) to total loans net of unearned income and other real estate was $0.03 \%$ and United's nonperforming assets to total loans net of unearned income and other real estate was $0.17 \%$, compared to mean nonperforming assets to total loans net of unearned income and other real estate of $0.86 \%$ for the banks reviewed by Carson Medlin.

This comparison indicated that: (a) Independent's profitability was slightly above the average banks reviewed by Carson Medlin; (b) United's profitability was below the average banks reviewed by Carson Medlin on a return on assets basis and above the average banks reviewed by Carson Medlin on a return on equity basis; (c) Independent's capital was comparable to the average banks reviewed by Carson Medlin; (d) United's capital level was considerably less than the average banks reviewed by Carson Medin; and (e) the asset quality of both Independent and United was higher than that of the average banks reviewed by Carson Medlin.

Carson Medlin also compared selected other operating results for United to comparable data for the banks reviewed by Carson Medlin. This comparison showed, among other things, that United's efficiency ratio (defined as non-interest expense divided by the sum of non-interest income and taxable equivalent net interest income before provision for loan losses) for the twelve months ended December 31,1999 was $66.9 \%$ compared to a mean efficiency ratio of $62.5 \%$ for the banks reviewed by Carson Medlin. This comparison indicated that United's operations are slightly less efficient than those of the average banks reviewed by Carson Medlin.
historical trading prices and volumes of United common stock during 1998 and 1999, as reported by United in its Annual Report on Form 10-K, and for 2000 up to May 19, 2000 as reported by management of United. Carson Medlin noted that there is no established trading market for United's stock. Carson Medlin compared the recent trading prices of United's stock to the recent market values of comparable financial institutions (the banks reviewed by Carson Medlin). This comparison showed that:

- at February 10, 2000, United's price to trailing 12 months earnings was 23.9 times compared to a mean of 14.7 times (range of 9.3 to 30.6 times) for the banks reviewed by Carson Medlin at December 31, 1999;
o at February 10, 2000, United's price was $360 \%$ of book value compared to a mean of $166 \%$ (range of $83 \%$ to $306 \%$ ) for the banks reviewed by Carson Medlin at December 31, 1999;
o at February 10, 2000, United's price was $16.2 \%$ of total assets compared to a mean of $16.4 \%$ (range of $5.2 \%$ to $41.2 \%$ ) for the banks reviewed by Carson Medin at December 31, 1999;

The comparison also showed that:

- at May 19, 2000, United's price to annualized three months earnings was 20.2 times compared to a mean of 12.3 times (range of 7.5 to 23.7 times) for the banks reviewed by Carson Medlin at March 31, 2000;
o at May 19, 2000, United's price was 310\% of book value compared to a mean of $144 \%$ (range of $84 \%$ to $286 \%$ ) for the banks reviewed by Carson Medlin at March 31, 2000;
o at May 19, 2000, United's price was $14.0 \%$ of total assets compared to a mean of $13.8 \%$ (range of $5.2 \%$ to $37.3 \%$ ) for the banks reviewed by Carson Medlin at March 31, 2000;

This comparison indicated that United's market value is at the high end of the range compared to the banks reviewed by Carson Medlin based on earnings and equity and that United's market value is comparable to the average for the banks reviewed by Carson Medlin based on total assets.

Carson Medlin also examined the trading prices and volumes of Independent's common stock. Independent's common stock has not traded in volumes sufficient to be meaningful. Therefore, Carson Medlin did not place any weight on the recent market-related value of Independent's common stock.

COMPARABLE TRANSACTION ANALYSIS. Carson Medlin reviewed certain information relating to the following 20 selected merger transactions involving commercial banks announced in the first three months of 2000:

## Target

- -----

GBT Bancorp (MA)
Hanover Bancorp Inc. (PA)
Iroquois Bancorp (NY)
Union National Bancorp (MD)
Skylands Financial Corp. (NJ)
Panasia Bank (NJ)
One Valley Bancorp (WV)
Anchor Financial Corp. (SC)
Commerce National Corp. (FL)
North Point Bancshares (GA)

## Buyer

Andover Bancorp Inc. (MA)
Sterling Financial Corp. (PA)
Niagara Bancorp Inc. (NY)
Mercantile Bankshares (MD)
Fulton Financial Corp. (PA)
National Penn Bancshares (PA)
BB\&T Corp. (NC)
Carolina First Corp. (SC)
Wachovia Corp. (NC)
United Community Banks, Inc. (GA)

Empire Banc Corp. (MI)
Holland Bancorp Inc. (IN)
Independent Bankshares (TX)
Bank of Santa Clara (CA)
San Benito Bank (CA)
Liberty Bay Financial (WA)
Bank of Petaluma (CA)
Los Robles Bancorp (CA)
First Counties Bank (CA)
Bank of Ventura (CA)

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Huntington Bancshares (OH)
German American (IN)
State National Bancshares (TX)
Greater Bay Bancorp (CA)
Pacific Capital Bancorp (CA)
Frontier Financial Corp. (WA)
Greater Bay Bancorp (CA)
Pacific Capital Bancorp (CA)
Westamerica Bancorp. (CA)
First Banks Inc. (MO)

In evaluating these transactions, Carson Medlin considered, among other factors, the earnings, capital level, asset size, and quality of assets of the acquired financial institutions. Carson Medlin compared the transaction prices at the time of announcement to the stated book value, earnings, core deposits, and total assets of the acquired institutions.

Carson Medlin calculated the range of purchase prices as a percentage of stated book value for the comparable transactions from a low of $181 \%$ to a high of $385 \%$, with a mean of $256 \%$. These transactions indicated a range of values for Independent from $\$ 12.13$ per share to $\$ 25.80$ per share, with a mean of $\$ 17.15$ per share (based on Independent's stated book value of $\$ 6.70$ per share at December 31, 1999). The consideration implied by multiplying the exchange ratio and United's common stock price as of February 10, 2000 , of $\$ 43.14$ per share was $\$ 18.17$ per share and implies a price to stated book value multiple of $271 \%$ (273\% taking into account Independent's outstanding stock options), which is above the average of the range for the transactions compared by Carson Medin.

Carson Medlin calculated a range of purchase prices as a multiple of earnings for the transactions compared by Carson Medlin, from a low of 14.6 times to a high of 25.7 times, with a mean of 20.0 times. These transactions indicated a range of values for Independent from $\$ 11.97$ to $\$ 21.07$ per share, with a mean of $\$ 16.40$ per share (based on Independent's trailing 12 months earnings per share of $\$ 0.82$ as of December 31, 1999). The consideration implied by multiplying the Exchange Ratio and United's common stock price as of February 10, 2000, of $\$ 43.14$ per share was $\$ 18.17$ per share and implies a price to earnings multiple of 21.8 times ( 23.2 times taking into account Independent's outstanding stock options), which is above the average for the transactions compared by Carson Medlin.

Carson Medlin calculated the core deposit premiums for the transactions compared by Carson Medlin and found a range of values from a low of $8.4 \%$ to a high of $34.1 \%$, with a mean of $18.4 \%$. The premium on Independent's core deposits as of December 31, 1999 implied by multiplying the exchange ratio and United's common stock price as of February 10, 2000 , of $\$ 43.14$ per share, was $21.7 \%$ (23.2\% taking into account Independent's outstanding stock options), above the average for the transactions compared by Carson Medlin.

Finally, Carson Medlin calculated the price as a percentage of total assets for the transactions compared by Carson Medlin and found a range of values from a low of $12.7 \%$ to a high of $34.0 \%$, with a mean of $21.4 \%$. The price as a percentage of Independent's total assets as of December 31, 1999 implied by multiplying the exchange ratio and United's common stock price as of February 10,2000 , of $\$ 43.14$ per share was $24.4 \%$ ( $25.8 \%$ taking into account Independent's outstanding stock options), above the average for the comparable transactions.

No company or transaction used in Carson Medlin's analyses is identical to United, Independent or the merger. Accordingly, the results of these analyses necessarily involves complex considerations and judgments concerning differences in financial and operating characteristics of United and Independent and other factors that could affect the value of the companies to which they have been compared.

Independent assuming that Independent remained an independent bank. For purposes of this analysis, Carson Medlin utilized certain projections of Independent's future growth of assets, earnings, and dividends and assumed that Independent's common stock would be sold at the end of 5 years at 20 times (the mean of the comparable transactions) projected 2005 earnings. This value was then discounted to derive the present value utilizing discount rates of $14 \%$ through $16 \%$. These discount rates were selected because, in Carson Medin's experience, they represent the rates that investors in securities such as Independent's common stock would demand in view of the potential appreciation and risks.

Carson Medlin considered three possible cases for Independent's potential annual asset growth rates and profitability over the period 2001 to 2005. The assumptions in each of the three cases were as follows:

> Growth Rate

Return On Assets
$6 \%$ to $8 \%$
$1.36 \%$ to $1.40 \%$
Case 1
$6 \%$ to $8 \%$
1.19\%
$1.19 \%$
On the basis of these assumptions, Carson Medlin calculated ranges for the present value on a per share basis of Independent as an independent bank as follows:
$16 \%$ Discount Rate
14\% Discount Rate
$\begin{array}{lll}\text { Case 1 } & \$ 15.53 & \$ 16.91 \\ \text { Case } 2 & \$ 13.21 & \$ 14.38\end{array}$
$\begin{array}{lll}\text { Case } 3 & \$ 12.32 & \$ 13.41\end{array}$
The consideration implied by the terms of the merger agreement had a value on February 10,2000 , of $\$ 18.17$ per share, above the range calculated by the present value analysis. The consideration implied by the terms of the Agreement had a value on May 19,2000 of $\$ 16.00$ per share, near the high end of the range calculated by the present value analysis. Carson Medin noted that it included present value analysis because it is a widely used valuation methodology, but also noted that the results of this methodology are highly dependent upon the numerous assumptions that must be made, including assets and earnings growth rates, dividend payout rates, terminal values, and discount rates.

Contribution Analysis. Carson Medlin reviewed the relative contributions in terms of various balance sheet and income statement components to be made by Independent and United to the combined institution based on (1) balance sheet and income statement data as of and for the 12 months ended December 31, 1999 and (2) projected net income as estimated by Carson Medlin. The income statement and balance sheet components analyzed included total assets, loans, net of unearned income, total deposits, shareholders' equity, and net income (before extraordinary items). This analysis showed that, Independent shareholders would own approximately $9.3 \%$ of the aggregate outstanding shares of the combined institution based on the exchange ratio, while Independent is contributing, as a result of the Merger, $6.3 \%$ of total assets, $6.8 \%$ of loans, net of unearned income, $7.0 \%$ of total deposits, $11.9 \%$ of shareholders' equity, and $9.9 \%$ of 1999 net income (before extraordinary items) of the combined institution. In addition, the analysis showed that Independent is contributing to the combined institution $9.5 \%$, $8.2 \%$ or $7.9 \%$ of projected cumulative net income for 2001 to 2005 in Independent future performance assumption Cases 1, 2, and 3 (as described above), respectively.

The opinion expressed by Carson Medlin was based upon market, economic and other relevant considerations as they existed and have been evaluated as of the date of the opinion. Events occurring after the date of issuance of the opinion, including but not limited to, changes affecting the securities markets, the results of operations, or material changes in the assets or liabilities of Independent or United could materially affect the assumptions used in preparing the opinion.

Independent has agreed to pay Carson Medlin a fee equal to $\$ 40,000$. The fee is payable upon Carson Medlin's delivery of the opinion to Independent, regardless of whether the merger is consummated. In addition to the fees payable pursuant to the foregoing, Independent has also agreed to reimburse Carson Medlin for its reasonable out-of-pocket expenses, including expenses of counsel, incurred in connection with its retention.

Conduct of Business of Independent Pending Closing

The Agreement and Plan of Reorganization provides that, pending consummation of the merger, Independent will, except with the written consent of United:
o conduct its business only in the ordinary course, without creating any indebtedness for borrowed money (other than deposit and similar accounts and customary credit arrangements between banks in the ordinary course of business);
not engage in or undertake any action that would lead to the disqualification of the pooling of interests method of accounting;
maintain its properties and assets in good operating condition, ordinary wear and tear excepted;
maintain and keep in effect all of its current insurance policies;
not make any change in the authorized or issued capital stock or other securities of Independent, and not issue or grant any right or option to purchase or otherwise acquire any of the capital stock or other securities of Independent other than pursuant to existing stock option grants;
not declare or make any dividend, distribution, or payment on the capital stock of Independent or, directly or indirectly, redeem, purchase, or otherwise acquire any of its capital stock;
not amend its Articles of Incorporation or Bylaws;
maintain its corporate existence and powers;
not acquire any other entity or otherwise acquire or agree to acquire any assets which are material, individually or in the aggregate, to it;
not acquire or dispose of any real property or interest in any real property (except for sales in the ordinary course of business) or, except in the ordinary course of business, sell or otherwise transfer or encumber any other tangible or intangible asset;
not change any of its banking arrangements;
not enter into any new material contracts;
maintain its books and records in the ordinary course of business;
advise United of any material adverse change in Independent's business; and
file all reports required to be filed with any regulatory or governmental agencies.

Except as set forth below, no director or officer of Independent or any of their associates has any direct or indirect material interest in the merger, except that those persons may own shares of Independent common stock which will be converted in the merger into United common stock. Other than as described below, United and Independent do not anticipate that the merger will result in any material change in compensation to employees of Independent.

Effective upon completion of the merger, United will enter into an employment agreement with James H. Powell, employing Mr. Powell as President and Chief Executive Officer of Independent Bank \& Trust, which will be a subsidiary of United, for an annually renewable term of three years. Mr. Powell will receive a salary of $\$ 150,000$ per year, will be entitled to receive options for 10,000 shares of United's common stock at an exercise price of $\$ 38.00$ and will, upon execution of the employment agreement, receive a one-time cash bonus of $\$ 100,000$. United will be able to terminate Mr. Powell's employment agreement for cause (as defined in the agreement) or upon Mr. Powell's death, disability, or inability to effectively carry out his duties. Mr. Powell will be able to terminate the agreement upon specified actions or inactions of United. If Mr. Powell is terminated due to a change of control of United (as defined in the agreement), he will receive a payment equal to his then-current annual salary for a period of two years from his date of termination. Mr. Powell's employment agreement also provides, unless he is terminated under specified circumstances, that Mr. Powell will not compete with United in Cobb and Paulding Counties, Georgia for a period of one year after his employment with United is terminated.

United has agreed to continue employee benefits for Independent employees that are substantially similar to those United currently provides to its employees, and to indemnify each person entitled to indemnification by Independent or Independent Bank \& Trust for liabilities arising from acts or omissions arising prior to the effective date.

Comparison of the Rights of Independent and United Shareholders


Upon completion of the merger, holders of Independent common stock (other than dissenting shareholders) will become shareholders of United. The following is a summary of material differences between the rights of holders of United common stock and holders of Independent common stock. Because United and Independent are both organized under the laws of Georgia, any differences arise from differing provisions of the corporations' respective articles of incorporation and bylaws.

## Directors

United. The United Bylaws provide for a board of directors consisting ff from eight to 14 members who are elected annually.

Independent. The Independent Bylaws provide for a board of directors onsisting of from five to 25 members. The Independent Articles of Incorporation provide that the Independent board of directors is divided into three classes, the members of which are elected on a staggered basis.

## PREFERRED STOCK

United. The United Restated Articles of Incorporation permit United's ------
board of directors to designate one or more series of preferred stock, with specific rights, preferences, restrictions, and limitations as determined by United's board of directors, without approval of United's shareholders. The issuance of any preferred stock having conversion rights might have the effect of diluting the interests of United's other shareholders. In addition, shares of preferred stock could be issued with certain rights, privileges, and preferences that would deter a tender or exchange offer or discourage the acquisition of control of United.

Independent. The Independent Articles of Incorporation do not provide -----------
for the issuance of preferred stock.

United. The United Bylaws limit the business that may be conducted at an annual meeting of shareholders to business brought before the meeting by or at the direction of the board of directors prior to the meeting, by or at the direction of the Chairman of the Board, Chief Executive Officer, or President, or by a United shareholder who delivers notice of the business in writing to the Secretary of United by the later of (a) 14 days prior to the meeting or (b) five days after notice of the meeting is provided to United shareholders. The chairman of an annual meeting has the right to declare that any proposed business that does not comply with these provisions is out of order and will not be considered at the meeting.

Independent. The Independent Bylaws do not restrict matters which may be considered at an annual meeting of shareholders.

Accounting Treatment

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United will account for the merger as a pooling of interests transaction in accordance with generally accepted accounting principles. Under this accounting method, holders of Independent common stock will be deemed to have combined their existing voting common stock interests with the holders of United common stock by exchanging their shares for shares of United common stock, and as a result, the assets and liabilities of Independent will be added to those of United at their recorded book value, and the shareholders' equity accounts of Independent and United would be combined on United's consolidated balance sheet. The unaudited pro forma financial information contained in this proxy statement/prospectus has been prepared using the pooling of interests accounting method to account for the merger.

Resales of United Stock by Directors and Officers of Independent

Although United has registered the United common stock to be issued upon completion of the merger under the Securities Act of 1933, the directors, officers and shareholders of Independent who are deemed to be affiliates of Independent may not resell the United common stock received by them unless those sales are made pursuant to an effective registration statement under the Securities Act, Rules 144 and 145 under the Securities Act, or another exemption from registration under the Securities Act. Rules 144 and 145 place limitations on the amount of and manner that the securities can be sold by affiliates. Because the United common stock is not publicly traded and is not listed on a stock exchange or quoted in the over-the-counter market, affiliates will not be able to sell their United common stock pursuant to Rules 144 and 145.

Regulatory Approvals

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The Board of Governors of the Federal Reserve System and the Department of Banking and Finance of the State of Georgia have approved the merger. In determining whether to grant that approval, the Federal Reserve and the Department of Banking and Finance considered the effect of the merger on the financial and managerial resources and future prospects of the companies and banks concerned and the convenience and needs of the communities served.

THE DEPARTMENT OF BANKING AND FINANCE'S REVIEW OF THE APPLICATION DID NOT INCLUDE AN EVALUATION OF THE PROPOSED TRANSACTION FROM THE FINANCIAL PERSPECTIVE OF THE INDIVIDUAL SHAREHOLDERS OF INDEPENDENT. FURTHER, NO SHAREHOLDER SHOULD CONSTRUE AN APPROVAL OF THE APPLICATION BY THE DEPARTMENT OF BANKING AND FINANCE TO BE A RECOMMENDATION THAT THE SHAREHOLDERS VOTE TO APPROVE THE PROPOSAL. EACH SHAREHOLDER ENTITLED TO VOTE SHOULD EVALUATE THE PROPOSAL TO DETERMINE THE PERSONAL FINANCIAL IMPACT OF THE COMPLETION OF THE PROPOSED TRANSACTION. SHAREHOLDERS NOT FULLY KNOWLEDGEABLE IN SUCH MATTERS ARE ADVISED TO OBTAIN THE ASSISTANCE OF COMPETENT PROFESSIONALS IN EVALUATING ALL ASPECTS OF THE PROPOSAL INCLUDING ANY DETERMINATION THAT THE COMPLETION OF THE PROPOSED TRANSACTION IS IN THE BEST FINANCIAL INTEREST OF THE SHAREHOLDER.

Any shareholder of record of Independent common stock who objects to the merger and who complies with Section 14-2-1301 through 14-2-1332 of the Georgia Business Corporation Code will be entitled to demand and receive payment in cash of an amount equal to the fair value of all, but not less than all, of his or her shares of Independent common stock if the merger is completed. A shareholder of record may assert dissenter's rights as to fewer than the shares registered in that shareholder's name only if he or she dissents with respect to all shares beneficially owned by any one beneficial owner and notifies Independent in writing of the name and address of each person on whose behalf he asserts dissenter's rights. For the purpose of determining the amount to be
received in connection with the exercise of statutory dissenter's rights under the Georgia Business Corporation Code, the fair value of a dissenting shareholder's Independent common stock equals the value of the shares immediately before the effective date of the merger, excluding any appreciation or depreciation in anticipation of the merger.

Any Independent shareholder desiring to receive payment of the fair value of his or her shares of Independent common stock in accordance with the requirements of the Georgia Business Corporation Code:
(a) must deliver to Independent, prior to the time the shareholder vote on the merger agreement is taken, a written notice of his or her intent to demand payment for his or her shares if the merger is completed;
(b) must not vote his or her shares in favor of the merger agreement; and
(c) must demand payment and deposit stock certificates representing his or her Independent common stock in accordance with the terms of a notice which will be sent to the shareholder by Independent no later than ten days after the merger is completed.

A filing of the written notice of intent to dissent with respect to the merger agreement should be sent to: J. Al Cochran, Secretary, Independent Bancshares, Inc., 4484 Marietta Street, Powder Springs, Georgia 30127. A VOTE AGAINST THE AGREEMENT AND PLAN OF MERGER ALONE WILL NOT SATISFY THE REQUIREMENTS FOR THE SEPARATE WRITTEN NOTICE OF INTENT TO DISSENT TO THE MERGER, THE SEPARATE WRITTEN DEMAND FOR PAYMENT OF THE FAIR VALUE OF SHARES OF INDEPENDENT COMMON STOCK AND THE DEPOSIT OF THE STOCK CERTIFICATES, WHICH ARE REFERRED TO IN CONDITIONS (A) AND (C) ABOVE. RATHER, A DISSENTING SHAREHOLDER MUST SEPARATELY COMPLY WITH ALL OF THOSE CONDITIONS.

Within ten days of the later of the effective date or receipt of a payment demand by a shareholder who deposits his or her stock certificates in accordance with Independent's dissenter's notice sent to those shareholders who notified Independent of their intent to dissent, described in (c) above, Independent must offer to pay to each dissenting shareholder the amount Independent estimates to be the fair value of the dissenting shareholder's shares, plus accrued interest. That notice and offer must be accompanied by:
(a) Independent's balance sheet as of the end of a fiscal year ending not more than 16 months before the date of making an offer, an income statement for that year, a statement of changes in shareholders' equity for that year, and the latest available interim financial statements, if any;
(b) an explanation of how the interest was calculated;
(c) a statement of the dissenting shareholder's right to demand payment of a different amount under Section 14-2-1327 of the Georgia Business Corporation Code; and
(d) a copy of the dissenters' rights provisions of the Georgia Business Corporation Code.

If the dissenting shareholder accepts Independent's offer by written notice to Independent within 30 days after Independent's offer, or is deemed to have accepted the offer by not responding to that offer within that $30-d a y$ period, Independent must make payment for his or her shares within 60 days after the making of the offer or the Effective Date, whichever is later. Upon payment

If within 30 days after Independent offers payment for the shares of a dissenting shareholder, the dissenting shareholder does not accept the estimate of fair value of his or her shares and interest due thereon and demands payment of his or her own estimate of the fair value of the shares and interest due thereon, then Independent, within 60 days after receiving the payment demand of a different amount from a dissenting shareholder, must file an action in the superior court in Cobb County, Georgia, requesting that the fair value of those shares be determined. Independent must make all dissenting shareholders whose demands remain unsettled parties to the proceeding. If Independent does not commence the proceeding within that 60 -day period, it will be required to pay each dissenting shareholder whose demand remains unsettled the amount demanded by the dissenting shareholder.

Independent urges its shareholders to read all of the dissenters' rights provisions of the Georgia Business Corporation Code, which are reproduced in full in Appendix $B$ to this proxy statement/prospectus and which are incorporated by reference into this proxy statement/prospectus.

Materia Federal Income Tax Consequences of the Merger and Opinion of Tax Counsel

Independent has received an opinion from Kilpatrick Stockton LLP, to the effect that, assuming the merger is completed in accordance with the terms of the merger agreement:
(a) The merger of Independent into United and the issuance of shares of United common stock, as described in the merger agreement, will constitute a tax-free reorganization under Section $368(\mathrm{a})(1)(\mathrm{A})$ of the Internal Revenue Code of 1986 , as amended.
(b) Holders of Independent common stock will not recognize any gain or loss upon the exchange of that stock for United common stock as a result of the merger.
(c) Holders of Independent common stock will recognize gain or loss pursuant to Section 302 of the Internal Revenue Code upon their receipt of cash instead of fractional shares of United common stock and upon their receipt of cash pursuant to their exercise of dissenter's rights.
(d) Independent will not recognize any gain or loss as a result of the merger.
(e) The aggregate tax basis of the United common stock received by Independent shareholders pursuant to the merger will be the same as the tax basis of the shares of Independent common stock exchanged therefor, decreased by any portion of that tax basis allocated to fractional shares of United common stock that are treated as redeemed by United.
(f) The holding period of the shares of United common stock received by the shareholders of Independent will include the holding period of the shares of Independent common stock exchanged therefor, provided that the Independent common stock is held as a capital asset on the date of completion of the merger.

No ruling will be requested from the Internal Revenue Service with respect to any federal income tax consequences of the merger.

THE FOREGOING TAX OPINION AND THE PRECEDING DISCUSSION RELATE TO THE MATERIAL FEDERAL INCOME TAX CONSEQUENCES OF THE MERGER TO INDEPENDENT SHAREHOLDERS. INDEPENDENT SHAREHOLDERS ARE ADVISED TO CONSULT THEIR OWN TAX ADVISORS AS TO ANY STATE, LOCAL, OR OTHER TAX CONSEQUENCES OF THE MERGER.

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Independent is a one-bank holding company which, through its subsidiary, Independent Bank \& Trust, provides banking services through its four full-service banking offices, two in Powder Springs, Georgia and one each in Hiram and Marietta, Georgia. Independent's executive office is located at 4484 Marietta Street, Powder Springs, Georgia 30127, and its telephone number is (770) 943-5000. Independent Bank \& Trust offers a broad range of customary banking services including commercial, mortgage, and consumer loans; checking, savings, and time deposit accounts; wire transfers; and rental of safety deposit boxes.

Independent was incorporated on November 2, 1987 as a Georgia business corporation. On July 15, 1996, Independent acquired all of the shares of common stock of Independent Bank \& Trust, which was organized as a Georgia banking corporation on March 4, 1988.

As of March 31, 2000, Independent had total consolidated assets of approximately $\$ 161.1$ million, total deposits of approximately $\$ 141.4$ million, and total shareholders' equity of approximately $\$ 13.0$ million. At March 31, 2000, Independent had 57 full-time employees.

Competition

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Independent Bank \& Trust competes in the Cobb County, Georgia market with 18 commercial banks and three savings banks, and in the Paulding County, Georgia market with four commercial banks and one savings bank. In addition, Independent Bank \& Trust competes with insurance companies and brokerage firms. As of June 30, 1999, in terms of deposits, Independent ranked 11th out of 22 depository institutions in Cobb County, with $2.4 \%$ of total county deposits, and fifth out of six depository institutions in Paulding County, with $2.0 \%$ of total county deposits.

The following table lists each shareholder of record that directly or indirectly owned, controlled, or held with power to vote $5 \%$ or more of the 2,067,431 outstanding shares of Independent common stock as of December 31, 2000, and the amount of Independent common stock held by each executive officer and director of Independent. Unless otherwise indicated, each person has sole voting and investment powers over the indicated shares. Information relating to beneficial ownership of the Independent common stock is based upon "beneficial ownership" concepts set forth in rules issued under the Securities Exchange Act of 1934. Under those rules, a person is deemed to be a "beneficial owner" of a security if that person has or shares "voting power," which includes the power to vote or to direct the voting of that security, or "investment power," which includes the power to dispose or to direct the disposition of that security. Under the rules, more than one person may be deemed to be a beneficial owner of the same securities. Unless otherwise indicated, the address of each beneficial owner of more than $5 \%$ of Independent common stock is 4484 Marietta Street, Powder Springs, Georgia 30127-4803.

Wayne Ingram
Bob M. Prillaman
Joseph Mykytyn
James H. Powell
J. Al Cochran

Jimmy W. Jones
Henry P. Wilson
Delmas L. Lindsey
J. Daniel Oliver

Roy N. Vanderslice
M. Gregson Griggs

Jack D. Hall
ALL DIRECTORS AND OFFICERS AS A GROUP

Mr. Ingram's address is 4524 Shipp Road, Powder Springs, Georgia 30127.
Includes currently exercisable stock options for 29,612 shares, but does not include 168,623 shares owned by Mr. Prillaman's adult children.
Includes currently exercisable stock options for 24,802 shares. Includes currently exercisable stock options for 25,000 shares. Includes currently exercisable stock options for 10,214 shares. Includes currently exercisable stock options for 13,048 shares. Includes currently exercisable stock options for 6,607 shares. Includes currently exercisable stock options for 1,250 shares. Includes currently exercisable stock options for 2,500 shares.

COMPARISON OF THE THREE MONTHS ENDED MARCH 31, 2000 AND 1999

Net Income

Net income for the three months ended March 31, 2000 was $\$ 455,000$, compared with $\$ 310,000$ for the same period in 1999. Diluted earnings per share for the first quarter of 2000 were $\$ 0.22$, an increase of $\$ 0.06$, or $38 \%$, compared with the same period in 1999. The return on average shareholders' equity and return on average assets for the first quarter of 2000 were $14.1 \%$ and $1.19 \%$, respectively, compared with $10.0 \%$ and $0.91 \%$, respectively, for the same period in 1999.

Net Interest Income

Net interest income for the three months ended March 31, 2000 totaled $\$ 1.71$ million, an increase of $\$ 258,000$, or $18 \%$, over the same period in 1999 . This increase was primarily due to the increase in average interest bearing assets of $\$ 20.1$ million, or $31 \%$, compared with the first quarter of 1999 . The increase in average interest bearing assets was funded by growth in average deposits of $\$ 14.2$ million and net additional borrowings from the Federal Home Loan Bank of $\$ 5.0$ million. The net interest margin for the first three months of 2000 was $4.87 \%$, down slightly from the same period in 1999.

Provision for Loan Losses

The provision for loan losses for the three months ended March 31, 2000 totaled $\$ 45,000$, a decrease of $\$ 31,000$ compared with the same period in 1999. As a percentage of average loans on an annualized basis, the provision for loan losses for the first quarter of 2000 was $0.18 \%$. The ratio of allowance for loan losses to outstanding loans at March 31, 2000 was 1.15\%, compared with 1.11\% at December 31, 1999.

Non-interest Income

Non-interest income for the first three months of 2000 totaled $\$ 223,000$, a decrease of $\$ 36,000$, or $14 \%$ from the same period in 1999. Service charges on deposit accounts totaled $\$ 111,000$ for the first quarter of 2000 , an increase of $\$ 11,000$ over the comparable 1999 period. This increase was primarily attributable to an increase in the volume and number of deposit accounts during the past year.

Mortgage banking revenue for the first quarter of 2000 was $\$ 25,000$, a decrease of $\$ 71,000$, or $74 \%$ over the same period in 1999 . This decrease is attributable to the general increase in mortgage loan interest rates and corresponding reduction in the demand for mortgage refinance loans.

Other loan fee income, which includes fees received for issuance of letters of credit and the sale and subsequent servicing of SBA loans, totaled $\$ 44,000$ for the first three months of 2000 . There was no revenue recorded for this income category during the first quarter of 1999.

## Non-interest Expense



Total non-interest expense for the three months ended March 31, 2000 was $\$ 1.19$ million, an increase of $\$ 37,000$, or $3 \%$ over the same period in 1999 . Employee salary and benefit expense for the first three months of 2000 decreased by $\$ 69,000$ compared with the same period in 1999. This decrease is primarily attributable to a decrease in commissions paid to mortgage loan originators, lower group medical insurance premiums, and a decrease in the expense associated with Independent's Stock Incentive Plan and executive supplemental retirement plan.

Occupancy expense for the first quarter of 2000 increased by $\$ 42,000$ over the same period in 1999. This increase is primarily attributable to increased building expense (utilities, property taxes, and maintenance) associated with the new full-service office in Marietta, Georgia, that was opened during the fourth quarter of 1998 and increased equipment expense. The increase in equipment expense is principally depreciation and maintenance expense associated with check imaging and desktop computer equipment that was purchased during the second and third quarters of 1999.

Other non-interest expense for the first three months of 2000 increased by $\$ 64,000$, or $23 \%$, compared with the same period in 1999. Increases in advertising/customer relations expense, postage and supply expense, professional fees, and data processing expense accounted for $\$ 53,000$ of the increase in this expense category and are attributable to the general growth of Independent's customer account base.

Independent's efficiency ratio, which measures a bank's total operating expenses as a percentage of net interest income (before provision for loan losses) plus non-interest income was $61.5 \%$ for the first quarter of 2000 compared with 67.3\% for the first quarter of 1999.

Income Taxes

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Income taxes for the first three months of 2000 were $\$ 246,000$, compared with $\$ 175,000$ for the same period in 1999 . The effective tax rate (income tax as a percentage of pre-tax income) for the first three months of 2000 was $35.1 \%$, compared with $36.1 \%$ for the same period in 1999.

Balance Sheet Overview

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Total assets at March 31, 2000 were $\$ 161.1$ million, an increase of $\$ 16.0$ million from year-end 1999. Average assets for the first quarter of 2000 were $\$ 153.5$ million, compared with $\$ 137.8$ million for the same period in 1999 .

Total loans at March 31, 2000 were $\$ 101.3$ million, compared with $\$ 101.6$ million at year-end 1999. Although Independent originated a significant amount of new loans during the first quarter of 2000 , repayments of principal on construction loans that were originated during 1999 by a loan officer who is no longer employed by Independent. Average loans for the first quarter of 2000 were $\$ 101.8$ million, compared with $\$ 89.9$ million for the same period in 1999.

At March 31, 2000, investment securities available for sale were $\$ 23.4$ million, compared with $\$ 18.9$ million at year-end 1999. Substantially all of this increase is the result of purchase of securities issued by $U$. $S$. Government-sponsored agencies. Total investment securities held to maturity at March 31,2000 were $\$ 6.7$ million, compared with $\$ 7.2$ million at December 31 , 1999. The estimated fair market value of investment securities held to maturity at March 31, 2000 was $\$ 5.8$ million.

At March 31, 2000, Independent had federal funds sold totaling \$16.7 million, an increase of $\$ 11.7$ million from year-end 1999. This was the result of investing funds received in a short-term deposit described below.

Total deposits at March 31, 2000 were $\$ 141.4$ million, compared with $\$ 123.4$ million at December 31, 1999. Of the total $\$ 18$ million of deposit growth during the first quarter of 2000 , approximately $\$ 12$ million was related to tax deposits of a local government authority that were place in an interest bearing transaction account for a pre-determined period of time. Subsequent to March 31, 2000, these funds were withdrawn. Average deposits for the first quarter of 2000 were $\$ 132.4$ million, compared with $\$ 111.2$ million for the same period in 1999 .

Non-performing assets, which includes non-accrual loans, loans past-due 90 days or more and still accruing interest, and other real estate owned totaled $\$ 26,000$, compared with $\$ 30,000$ at December 31, 1999. Independent had no other real estate owned as of March 31, 2000 or December 31, 1999.

The allowance for loan losses at March 31, 2000 totaled $\$ 1.16$ million, compared with $\$ 1.12$ million at December 31, 1999. The ratio of allowance for loan losses to outstanding loans at March 31, 2000 was $1.15 \%$, an increase of four basis points from year-end 1999. Net charge-offs for the three months ended March 31, 2000 were $\$ 4,000$, or $0.02 \%$ of average loans on an annualized basis.

Management believes the allowance for loan losses at March 31, 2000 is sufficient to absorb credit losses inherent in the loan portfolio. This judgment is based on the best available information and involves a significant degree of uncertainty.

Capital and Dividends
Capital and Dividends

The leverage, Tier I risk-based, and total risk-based capital ratios were $8.82 \%$, $11.14 \%$, and $12.10 \%$, respectively, as of March 31,2000 . These three capital ratios are all in excess of the regulatory requirement for "well capitalized" status for a bank at March 31, 2000 and December 31, 1999.

An annual cash dividend of $\$ 0.20$ per common share was paid during the first quarter of 2000, representing an increase $33 \%$ over the 1999 dividend level. The dividend of $\$ 0.20$ per common share represented a payout ratio for the year 2000 of $24 \%$ of net income for the year ended December 31, 1999.

COMPARISON OF THE YEARS ENDED DECEMBER 31, 1999 AND 1998

Income Statement Review

Net income was $\$ 1.62$ million in 1999, an increase of $47 \%$ from the $\$ 1.10$ million earned in 1998. Diluted earnings per share were $\$ 0.82$ for 1999 , compared with $\$ 0.55$ reported for 1998 , an increase of $49 \%$. Return on average assets and return on average shareholders' equity for 1999 were $1.16 \%$ and $13.75 \%$, respectively, compared with $0.92 \%$ and $9.85 \%$, respectively, for 1998 and $0.83 \%$ and $7.32 \%$, respectively, for 1997.

Net Interest Income

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Net interest income, which represents the difference between interest earned on assets and interest paid on deposits and other borrowings, is the single largest component of Independent's operating income. Net interest income totaled $\$ 6.29$ million in 1999 , compared with $\$ 5.36$ million in 1998 and $\$ 4.28$ million in 1997. The increase in net interest income during the past two years is primarily attributable to the increase in average interest earning assets, funded with both new deposits and borrowings from the Federal Home Loan Bank. The net interest margin, on a tax-equivalent basis, was 4.97\% in 1999, compared with $4.92 \%$ in 1998 and $4.84 \%$ in 1997.

The following table shows, for the past three years, the relationship between interest income and interest expense and the average balances of interest earning assets and interest bearing liabilities.

Table 1 - Average Consolidated Balance Sheets and Net Interest Analysis
For the Years Ended December 31
In Thousands

|  | 1999 |  |  | 1998 |  | 1997 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Average Balance | Interest Rate | Avg. | Average <br> ance | Interest Rate | Avg. <br> Balance | Average | Interest | Avg. |



Interest income on tax-exempt securities and loans has been increased by $50 \%$ to reflect comparable interest on taxable securities. For computational purposes, includes non-accrual loans. Tax equivalent net interest income as a percentage of average earning assets

The following table shows the relative impact on net interest income of changes in the average outstanding balances (volume) of interest earning assets and interest bearing liabilities and the rates earned and paid by Independent on such assets and liabilities from 1997 to 1998 and 1998 to 1999 . Variances resulting from a combination of changes in rate and volume are allocated in proportion to the absolute dollar amounts of the change in each category.

Table 2 - Change in Interest Income and Expense On a Tax Equivalent Basis
In Thousands

## INTEREST-EARNING ASSETS:

Loans
Taxable Investments
Tax-exempt investments
Federal funds sold
and other interest income
TOTAL INTEREST-EARNING ASSETS
INTEREST-BEARING LIABILITIES:
Transaction accounts
Savings deposits
Certificates of deposit
Total interest-bearing deposits
Long-term debt and other borrowings
Total borrowed funds
TOTAL INTEREST-BEARING LIABILITIES
INCREASE (DECREASE)
IN NET INTEREST INCOME

|  | 9 Comp terest ume |  | $\begin{aligned} & 1998 \\ & \text { ase) } \\ & \text { and E } \\ & \text { es In: } \\ & \text { e } \end{aligned}$ |  | se <br> Due <br> tal | ```1 9 9 8 \text { Compared to 1997 Increase} (Decrease) Interest Income and Expense Due to Changes In: Volume Rate Total``` |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 1,798 | \$ | (656) | \$ | 1,142 | \$ | 1,741 | \$ | (302) | \$ | 1,439 |
|  | 132 |  | 4 |  | 136 |  | 40 |  | (33) |  | 7 |
|  | 32 |  | -- |  | 32 |  | -- |  | -- |  | -- |
|  | (147) |  | (34) |  | (181) |  | 210 |  | (11) |  | 199 |
| \$ | 1,815 | \$ | (686) | \$ | 1,129 | \$ | 1,991 | \$ | (346) | \$ | 1,645 |
| \$ | 261 | \$ | (251) | \$ | 10 | \$ | 338 | \$ | (28) | \$ | 310 |
|  | 28 |  | (43) |  | (15) |  | 29 |  | (2) |  | 27 |
|  | 231 |  | (226) |  | 5 |  | 327 |  | (103) |  | 224 |
| \$ | 520 | \$ | (520) | \$ | -- | \$ | 694 | \$ | (133) | \$ | 561 |
|  | 189 |  | (6) |  | 183 |  | 48 |  | (35) |  | 13 |
|  | 189 |  | (6) |  | 183 |  | 48 |  | (35) |  | 13 |
| \$ | 709 | \$ | (526) | \$ | 183 | \$ | 742 | \$ | (168) | \$ | 574 |
| \$ | 1,106 | \$ | (160) | \$ | 946 | \$ | 1,249 | \$ | (178) | \$ | 1,071 |

Variances resulting from a combination of changes in rate and volume are allocated in proportion to the absolute dollar amounts of the change in each category.

## Provision for Loan Loss

The provision for loan losses in 1999 was $\$ 242,000$, compared with $\$ 202,000$ in 1998 and $\$ 262,000$ in 1997 . As a percentage of average outstanding loans, the provisions recorded in 1999, 1998, and 1997 were $0.25 \%$, $0.26 \%$, and $0.42 \%$, respectively. Net loan charge-offs as a percentage of average outstanding loans for 1999 were $0.00 \%$, compared with $0.04 \%$ in 1998 and $0.26 \%$ in 1997 .

The provision for loan losses is based on management's evaluation of inherent risks in the loan portfolio as of the balance sheet date and in conjunction with an analysis of the adequacy of the allowance for loan losses. Management believes that the allowance for loan losses is adequate as of the balance sheet date.

Total non-interest income for 1999 was $\$ 1.1$ million, compared with $\$ 938,000$ in 1998 and $\$ 671,000$ in 1997 . The principal source of non-interest income for Independent is service charges and fees on deposit accounts. Total service charges on deposit accounts for 1999 were $\$ 467,000$, compared with $\$ 419,000$ in 1998 , and $\$ 367,000$ in 1997 . This revenue growth from 1998 to 1999 is attributed to the increased number of deposit accounts and changes to the fee pricing structure; the increase from 1997 to 1998 is primarily due to the increased number of deposit accounts.

Mortgage banking and other loan fee income totaled $\$ 398,000$ in 1999, compared with $\$ 380,000$ in 1998 and $\$ 222,000$ in 1997 . This income category includes fees received for the origination and sale of residential mortgage loans and the related servicing assets to third parties and fees related to the origination, sale and subsequent servicing of commercial loans guaranteed by the Small Business Administration. The increase in this income category from 1998 to 1999 was the result of an increase in SBA loan fees of approximately $\$ 46,000$, offset by a decrease in mortgage banking fees due to the decrease in mortgage refinance activity resulting from higher interest rates. The increase in fees from 1997 to 1998 was primarily attributed to a strong demand for mortgage refinance loans due to lower interest rates and to the Independent's initial entry into the SBA lender program.

Other non-interest income for 1999 was $\$ 238,000$, compared with $\$ 138,000$ in 1998 and $\$ 88,000$ in 1997. The increase in this income category from 1998 to 1999 is primarily attributed to: an increase in safe deposit box rental fees; check printing fees associated with a new in-house print production system that was introduced in late 1998; commissions received for a program which clears the company's official checks through a third-party processor that was renegotiated during the third quarter of 1998; and increased revenue related to increase in value of company-owned life insurance policies. The increase in other non-interest income from 1997 to 1998 is primarily attributed to improved brokerage services commissions; fees associated with the third party check processing program described above; and increased revenue related to the increase in value of company-owned life insurance policies.

Non-interest Expense

Total non-interest expense for 1999 was $\$ 4.7$ million, compared with $\$ 4.4$ million in 1998 and $\$ 3.5$ million in 1997 . The single largest component of non-interest expense is employee salary and benefits, which totaled $\$ 2.8$ million in 1999, compared with $\$ 2.8$ million in 1998 and $\$ 2.1$ million in 1997. The increase in salary and benefit expense from 1997 to 1998 of approximately 32\% was primarily due to the opening of two new banking facilities, a limited service branch in Alpharetta, Georgia and a temporary banking office in Marietta, Georgia. The increase in salary and benefit expense from 1998 to 1999 was approximately one percent. This lower percentage increase is primarily attributable to staff reduction resulting from closure of the limited service branch opened in 1997 on December 31, 1998 and the elimination of three management positions during 1999.

Occupancy and equipment expense for 1999 was $\$ 755,000$, compared with $\$ 564,000$ in 1998 and $\$ 468,000$ in 1997. The increase in this expense category in 1999 is primarily attributed to depreciation expense for new full-service banking facility located in Marietta, Georgia, which was occupied during the fourth quarter of 1998 and replaced the temporary building; costs associated with check image processing introduced in mid-1999; and increased equipment depreciation expense related to the purchase of desktop computers acquired as part of the Year 2000 remediation project.

Other operating expense for 1999 totaled $\$ 1.2$ million, compared with \$1.1 million in 1998 and $\$ 1$ million in 1997. The increases during 1999 and 1998 are primarily related to increases in postage, stationery, supply, data processing, and telephone expenses resulting from growth.

Independent's efficiency ratio, which measures a bank's total operating expenses as a percentage of net interest income (before provision for loan losses) plus non-interest income, was $64.2 \%$ for 1999 , compared with $70.6 \%$ and $71.5 \%$ for 1998 and 1997, respectively. This improvement in operating efficiency is attributed to Independent's revenue growth over the past two years exceeding the need to proportionally increase operating expenses.

Independent had income tax expense of $\$ 785,000$ in 1999 , compared with $\$ 550,000$ in 1998 and $\$ 346,000$ in 1997. Independent's effective tax rates (expressed as a percentage of pre-tax income) for 1999, 1998, and 1997 were $32.6 \%$, $33.3 \%$, and $30.1 \%$, respectively. The effective tax rates are lower than the statutory federal tax rate primarily because of interest income on certain investment securities that is exempt from income taxes.

Balance Sheet Overview

- -------------------------

Total assets at December 31, 1999 were $\$ 145.1$ million, compared with $\$ 127.3$ million and $\$ 108.1$ million at year-end 1998 and 1997 , respectively. Average assets for 1999, 1998, and 1997 were $\$ 139.5$ million, $\$ 119.8$ million, and $\$ 96.9$ million, respectively. The significant asset growth experienced by Independent during the past three years is attributed to the strong economic conditions in the local market area in which Independent operates.

Loans
-
Total loans at December 31, 1999 were $\$ 101.6$ million, compared with $\$ 87.8$ million at December 31, 1998 and $\$ 71.3$ million at December 31, 1997. Average loans for 1999, 1998, and 1997 were $\$ 96$ million, $\$ 78.1$ million, and $\$ 62.4$ million, respectively. Loan growth has been particularly strong in the categories of construction/development and consumer loans during the past three years.

The following table presents a summary of the loan portfolio by loan type as of December 31 for the years 1995 through 1999.

Table 3 - Loan Portfolio
In Thousands

Commercial
Real estate - construction
Real estate - mortgage Consumer

Total loans

As a percentage of total loans:

Commercial
Real estate - construction
Real estate - mortgage
Consumer
Total loans

| 1999 | 1998 |  | December 31, |  |  |  | 1995 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ 21,719 | \$ | 25,419 | \$ | 23,050 | \$ | 18,986 | \$ | 11,531 |
| 37,458 |  | 31,058 |  | 22,308 |  | 10,218 |  | 4,352 |
| 29,867 |  | 24,119 |  | 21,016 |  | 16,550 |  | 16,286 |
| 12,531 |  | 7,186 |  | 4,894 |  | 4,295 |  | 5,407 |
| \$101,575 | \$ | 87,782 | \$ | 71,268 | \$ | 50,049 | \$ | 37,576 |


| 1999 | 1998 | 1997 | 1996 | 1995 |
| :---: | :---: | :---: | :---: | :---: |
| 21.4\% | 29.0\% | 32.3\% | 37.9\% | $30.7 \%$ |
| 36.9\% | 35.3\% | 31.3\% | 20.4\% | 11.6\% |
| 29.4\% | 27.5\% | 29.5\% | 33.1 \% | 43.3\% |
| 12.3\% | 8.2\% | $6.9 \%$ | 8. $6 \%$ | 14.4\% |
| 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% |

The decrease in commercial loans from 1998 to 1999 is attributable to the reclassification of certain loans from the commercial category to the real estate mortgage category during 1999 and the introduction of the SBA lending program, which resulted in the sale of approximately $\$ 2.0$ million of commercial loans that would have otherwise been retained in the portfolio.

Substantially all of Independent's loans are to customers located in its immediate market area of Cobb, Paulding, and surrounding counties located in northwest Georgia. All loans are underwritten in a prudent manner and structured to minimize Independent's exposure to loss. A significant decline in the value of real estate in Independent's primary market or a downturn in the local economy could, however, result in an increase in the provision for loan losses and charge-offs.

The following table sets forth the maturity distribution of real estate construction and commercial loans, including the interest sensitivity for loans maturing in more than one year, as of December 31, 1999.

Loan Portfolio Maturity
(dollar amounts in thousands)

|  | Maturity |  |  |  |  | Rate Structure for Loans Maturing Over One Year |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | One Year or less | One through Five Years |  | $\begin{aligned} & \text { Over Fi } \\ & \text { Years } \end{aligned}$ | Total | Fixed Rate |  | ating Rate |
| Commercial | \$ 7,626 | \$ 9,742 | \$ | 4,351 | \$21,719 | \$ 7,878 | \$ | 6,215 |
| Real estate - construction | 2,711 | 34,747 |  | -- | 37,458 | 22,158 |  | 12,589 |
| Total | \$10,337 | \$44,489 |  | 4,351 | \$59,177 | \$30,036 |  | 18,804 |

## Asset Quality

## -------------

Non-performing loans, which include non-accrual loans and loans past due over 90 days and still on accrual status, totaled $\$ 30,000$ at December 31, 1999, compared with $\$ 98,000$ at December 31, 1998 and $\$ 166,000$ at December 31, 1997. At December 31, 1999, the ratio of non-performing loans to total loans was $0.03 \%$, compared with $0.11 \%$ and $0.23 \%$ at year-end 1998 and 1997, respectively. Non-performing assets, which include non-performing loans and foreclosed real estate, totaled $\$ 30,000$ at December 31, 1999, compared with $\$ 218,000$ and December 31, 1998 and $\$ 351,000$ at December 31, 1997.

It is Independent's policy to place a loan on non-accrual status when, in the opinion of management, the principal and interest on a loan is not likely to be repaid in accordance with the loan terms or when a loan becomes 90 days past-due. When a loan is placed on non-accrual, all accrued but unpaid interest is reversed against current interest income. Depending on management's evaluation of the borrower's financial condition and the loan collateral, interest on a non-accrual loan may be recognized on a cash basis as payments are received.

The table below presents Independent's non-performing loans and assets at December 31 for each of the past five years.

Table 5 - Non-Performing Assets
In thousands

|  | December 31, |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1999 |  | 1998 |  | 1997 |  | 1996 |  | 1995 |  |
| Non-accrual loans | \$ | 30 | \$ | 98 | \$ | 166 | \$ | 223 |  | 467 |
| Loans past due 90 days or more and still accruing |  | -- |  | -- |  | -- |  | -_ |  | - - |
| Total non-performing loans |  | 30 |  | 98 |  | 166 |  | 223 |  | 467 |
| Other real estate owned |  | -- |  | 120 |  | 185 |  | 389 |  | 1,274 |
| Total non-performing assets | \$ | 30 | \$ | 218 | \$ | 351 | \$ | 612 |  | 1,741 |
| Total non-performing loans as a percentage of total loans |  |  |  |  |  |  |  |  |  |  |
| Total non-performing assets as a percentage of total assets |  | 2\% |  | 17\% |  | 32\% |  | . $74 \%$ |  | $2.64 \%$ |

At December 31, 1999, there were loans within Independent's portfolio that were not classified as non-performing but for which known information about the borrower's financial condition caused management to have concerns about the ability of the borrowers to comply with the repayment terms of the loans. These loans are identified and monitored through a routine loan review process and are considered in the determination of the allowance for loan losses. Based on management's evaluation of current market conditions, loan collateral, and secondary sources of repayment, no significant losses are anticipated in connection with these loans.

The table below summarizes changes in the allowance for loan losses for each of the past five years.

Table 6 -Allowance for Loan Losses (dollar amounts in thousands)

|  | 1999 |  | Years Ended December 31, |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1998 |  | 1997 |  | 1996 |  | 1995 |  |
| Balance beginning of period | \$ | 878 | \$ | 705 | \$ | 608 | \$ | 661 | \$ | 727 |
| Provision for loan losses |  | 242 |  | 201 |  | 262 |  | 26 |  | 45 |
| Amounts charged-off: |  |  |  |  |  |  |  |  |  |  |
| Commercial |  | -- |  | 7 |  | 120 |  | 74 |  | 69 |
| Real estate - construction |  | -- |  | -- |  | -- |  | -- |  | -- |
| Real estate - mortgage |  | -- |  | 50 |  | 39 |  | 6 |  | 57 |
| Consumer |  | 32 |  | 17 |  | 31 |  | 49 |  | 64 |
| Total loans charged-off |  | 32 |  | 74 |  | 190 |  | 129 |  | 190 |
| Recoveries of charged-off loans: |  |  |  |  |  |  |  |  |  |  |
| Commercial |  | 13 |  | 9 |  | 3 |  | 25 |  | 28 |
| Real estate - construction |  | -- |  | -- |  | -- |  | -- |  | -- |
| Real estate - mortgage |  | -- |  | 28 |  | 1 |  | 3 |  | 1 |
| Consumer |  | 23 |  | 9 |  | 21 |  | 22 |  | 50 |
| Total recoveries |  | 36 |  | 46 |  | 25 |  | 50 |  | 79 |
| Net charge-offs |  | (4) |  | 28 |  | 165 |  | 79 |  | 111 |
| Balance end of period | \$ | 1,124 | \$ | 878 | \$ | 705 | \$ | 608 | \$ | 661 |
| Total loans: |  | 101,576 | \$ | 87,782 | \$ | 71,268 | \$ | 50,049 | \$ | 37,576 |
| At year-end | \$ | 96,005 | \$ | 78,135 | \$ | 62,372 | \$ | 43,813 | \$ | 40,076 |
| Average |  |  |  |  |  |  |  |  |  |  |
| As a percentage of average loans: |  |  |  |  |  |  |  |  |  |  |
| Net charge-offs |  | $0.00 \%$ |  | $0.04 \%$ |  | $0.26 \%$ |  | $0.18 \%$ |  | $0.28 \%$ |
| Provision for loan losses |  | $0.25 \%$ |  | $0.26 \%$ |  | $0.42 \%$ |  | $0.06 \%$ |  | $0.11 \%$ |
| Allowance as a percentage of year-end loans |  | 1.11\% |  | 1.00\% |  | $0.99 \%$ |  | 1.21\% |  | 1.76\% |

## Securities

## eurities

Total securities at December 31, 1999 were $\$ 26.1$ million, compared with $\$ 26.2$ million and $\$ 24.1$ million at year-end 1998 and 1997 , respectively. Total securities at December 31, 1999 included $\$ 7.2$ million of securities classified as held to maturity, which had an estimated fair value of $\$ 6.1$ million. Average securities for 1999,1998 , and 1997 were $\$ 26.7$ million, $\$ 23.7$ million and $\$ 23.0$ million, respectively. The composition and growth in the securities portfolio is reflective of management's desire to provide balance sheet liquidity while providing a stable source of interest income that has virtually no credit risk. The securities portfolio at year-end 1999 consists of U.S. Government agency and mortgage-backed securities.

The following table shows the carrying value of securities, by security type, as of December 31, 1999, 1998, and 1997.

Table 7 - Carrying Value of Securities
in thousands

Available for Sale


Held to Maturity

|  | December 31, |  |
| :--- | :---: | :---: |
| 1999 | 1998 | 1997 |

U.S. Treasury
U.S. Government agencies

| \$ | 499 | \$ | 498 | \$ | 496 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 6,075 |  | 6,072 |  | 6,815 |
|  | 260 |  | 266 |  | 272 |
|  | 392 |  | 871 |  | 1,247 |
|  | -- |  | -- |  | -- |
| \$ | 7,226 | \$ | 7,707 | \$ | 8,830 |

The following table shows the expected maturity of the securities portfolio by maturity date and the average yield based on amortized cost as of December 31, 1999.

Table 8 - Maturities and Yields of Securities as of December 31, 1999
U.S. Treasury
U.S. Government agencies

State and political subdivisions
Mortgage-backed securities
Other securities

## Total

Weighted average yield
Percent of total

| One Year or Less | Over One Year Through Five years | Over Five Years Through Ten Years | Over <br> Ten Years | Total |
| :---: | :---: | :---: | :---: | :---: |
| \$ 499 | \$ | \$ -- | \$ | \$ 499 |
| 2,169 | 14,496 | 5,771 | 1,527 | 23,963 |
| -- | -- | 500 | 569 | 1,069 |
| -- | -- | -- | 529 | 529 |



| $\$ 2,668$ | $\$ 14,496$ | $\$ 6,271$ | $\$ 2,625$ | $\$ 26,060$ |
| :--- | :--- | :--- | :--- | :--- | :--- |


| $===========================================================================$ |  |  |  |
| :---: | :---: | :---: | :---: |
| $5.72 \%$ | $5.85 \%$ | $4.11 \%$ | $6.43 \%$ |
| $10.2 \%$ | $55.6 \%$ | $24.1 \%$ | $10.1 \%$ |

Independent actively manages interest rate sensitivity through its Asset/Liability Management Committee. The primary objectives of asset/liability management are to ensure that Independent can meet the investment return expectations of its shareholders in the event that interest rates change and to provide adequate liquidity to meet the needs of customers. Effective interest rate risk management seeks to ensure that both interest sensitive assets and liabilities respond to changes in market rates in a manner that provides for a minimal fluctuation of net interest income, which is the primary source of operating revenue.

Independent's Asset/Liability Management Committee uses a gap analysis to determine the overall sensitivity of the balance sheet to changes in market interest rates. A negative gap (more liabilities than assets repricing within one year) indicates that the bank's net interest income will fall in a rising rate environment. A positive gap (more assets repricing than liabilities within one year) indicates the bank's net interest income will decline in a falling rate environment.

The following table summarizes the amounts of interest-earning assets and interest-bearing liabilities outstanding at December 31, 1999 and the amounts that are expected to mature or reprice in each of the five time periods shown. The amounts of assets and liabilities shown are based on contractual terms and maturities.

Table 9 - Interest Rate Gap Sensitivity
(dollar amounts in thousands)

|  | Immediate |  | One Through Three Months |  | Four <br> Through <br> Twelve <br> Months |  | One Through Five Years |  | Over Five Years and Non-rate Sensitive |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest earning assets: |  |  |  |  |  |  |  |  |  |  |  |  |
| Federal funds sold | \$ | 5,000 | \$ | -- | \$ | \$ -- | \$ | -- | \$ | -- |  | \$ 5,000 |
| Securities |  | -- |  | 1,100 |  | 7,033 |  | 13,609 |  | 4,318 |  | 26,060 |
| Loans |  | 56,427 |  | 3,878 |  | 6,948 |  | 18,816 |  | 15,507 |  | 101,576 |
| Total interest earning assets | \$ | 61,427 | \$ | 4,978 |  | \$ 13,981 |  | 32,425 | \$ | 19,825 |  | \$132,636 |
| Interest bearing liabilities: |  |  |  |  |  |  |  |  |  |  |  |  |
| Demand deposits |  | -- |  | 38,333 |  | -- |  | -- |  | -- |  | 38,333 |
| Savings deposits |  | -- |  | 5,169 |  | -- |  | -- |  | -- |  | 5,169 |
| Time deposits |  | -- |  | 8,864 |  | 33,197 |  | 21,184 |  | 61 |  | 63,306 |
| FHLB advances |  | -- |  | -- |  | 2,000 |  | 1,107 |  | 3,600 |  | 6,707 |
| Total interest bearing liabilities |  | -- |  | 52,366 |  | 35,197 |  | 22,291 |  | 3,661 |  | 113,515 |
| Non-interest bearing sources of funds |  | -- |  | -- |  | -- |  | -- |  | 16,614 |  | 16,614 |
| Interest sensitivity gap |  | 61,427 |  | $(47,388)$ |  | $(21,216)$ |  | 10,134 |  | (450) |  | 2,507 |
| Cumulative sensitivity gap |  | 1,427 | \$ | 14,039 | \$ | $(7,177)$ | \$ | 2,957 | \$ | 2,507 | \$ | -- |
| Percentage of assets repricing |  | $46.31 \%$ |  | $3.75 \%$ |  | $10.54 \%$ |  | 24.45\% |  | 14.95\% |  | 100.00\% |

At December 31, 1999, the one-year gap was a negative $\$ 7.2$ million. This indicates that Independent's net interest income will decrease in a rising rate environment and increase in a declining rate environment. This is commonly referred to as being "liability sensitive." There are significant limitations of gap analysis for determining the impact of rate changes on a bank's net interest income. For example, although certain assets and liabilities may have similar maturity or repricing characteristics, they may react differently to changes in market rates. In addition, some assets that have adjustable rates may have contractual terms that limit the frequency and amount of rate increases.

Total deposits at December 31, 1999 were $\$ 123.4$ million, compared with $\$ 109.8$ million and $\$ 92.8$ million at year-end 1998 and 1997 , respectively. Average deposits for 1999, 1998, and 1997 were $\$ 118.7$ million, $\$ 102.9$ million and $\$ 84.6$ million, respectively. As a community-oriented bank, Independent views core deposits as the primary source of funding growth in interest earning assets.

Time deposits of $\$ 100,000$ or more totaled $\$ 20.7$ million at December 31, 1999, compared with $\$ 14.8$ million and $\$ 15.3$ million at year-end 1998 and 1997 , respectively. Independent had no brokered deposits at year-end 1999, 1998, or 1997.

The following table sets forth the maturities of time deposits of \$100,000 and greater as of December 31, 1999

Table 9 - Maturities of Time Deposits of $\$ 100,000$ and Greater (dollar amounts in thousands)
Three months or less \$ 2,391

| Over three months through six months | 1,666 |
| :--- | :--- | Over six months through twelve months 1,666

11,846 Over one year

TOTAL
$\$ 20,651$
$=====$

Capital, Liquidity, and Dividends

- ----------------------------------

Total shareholders' equity at December 31, 1999 was $\$ 13.0$ million, compared with $\$ 12.2$ million and $\$ 11.4$ million at year-end 1998 and 1997, respectively. Total cash dividends of $\$ 0.15$ per share were paid in 1999 , compared with $\$ 0.10$ and $\$ 0.06$ in 1998 and 1997, respectively. The dividend payout ratios, as a percentage of net income, for 1999, 1998, and 1997 were approximately 27\%, 17\%, and 26\%, respectively.

During September 1997, Independent completed a stock offering of 831,796 shares that were substantially sold to existing shareholders at a price of $\$ 6.00$ per share. These shares were not registered under the Securities Act of 1933. The net proceeds from the stock sale were contributed as capital to Independent Bank \& Trust to allow for additional asset growth.

Independent is subject to various regulatory capital requirements administered by banking regulatory agencies. The minimum ratios for a bank to be considered "well capitalized" as defined by banking regulations are five percent for leverage ratio, six percent for Tier I capital ratio, and ten percent for total risk-based capital ratio. The table below shows Independent Bank \& Trust's capital ratios as of December 31, 1999 and 1998 and the amounts required for capital adequacy purposes.

Table 11 - Regulatory Capital (dollar amounts in thousands)

Excess
1998
Actual Amount Regulatory Minimum

## Excess



As of December 31, 1999 and 1998, the most recent notification from the FDIC categorized Independent Bank \& Trust Company as "well capitalized" under the current regulatory framework for prompt corrective action. Prompt corrective action guidelines to do not apply to bank holding companies.

Independent's liquidity management policy is designed to ensure that the daily cash flow needs of Independent Bank \& Trust and its customers (both depositors and borrowers) are met in a cost-effective manner. Liquidity represents the ability of a bank to convert assets into cash or to obtain additional funds through borrowings. In the opinion of management, Independent's liquidity position at December 31, 1999 is sufficient to meet expected cash flow requirements. Reference should be made to the statements of cash flows appearing in the consolidated financial statements for a three-year analysis of the changes in cash (and equivalents) attributed to operating, investing, and financing activities.

Impact of Inflation and Price Changes

- --------------------------------------------------

Independent's asset and liabilities, like most financial services companies, are mostly financial in nature. Unlike industrial firms, relatively little investment is held in fixed assets or inventory. Inflation can have a significant impact on asset growth and the resulting need to increase equity capital at higher than expected rates to maintain required capital ratios.

Management believes the potential impact of inflation on the Independent's financial performance is dependent upon how well Independent reacts to inflationary pressures. Independent's asset/liability management policy and the periodic review of the pricing of Independent's banking products and services are both designed to manage the risk of inflation.

Year 2000

- ---------

Independent complied with all aspects of the Federal Financial Institutions Examination Council's directive that established key milestones that all financial institutions needed to meet with regard to Year 2000 testing and remediation. None of Independent's systems sustained a failure related to Year 2000 and no contingency plans were subject to implementation as a result of system failure. Independent established a budget of $\$ 180,000$ for Year 2000 testing and remediation and, as of December 31, 1999, approximately $\$ 200,000$ was actually spent and no additional expenditures are expected. In accordance with recently issued accounting guidelines on how Year 2000 costs should be recognized for financial statement purposes, Independent recognized as current period expense all costs associated with the consulting, inventory, testing, and resources components of the Year 2000 budget. Independent funded the costs associated with preparing for Year 2000 out of its normal operating cash flows.

The following unaudited condensed pro forma consolidated financial statements have been prepared from the historical results of operations of United and to give effect to the pending acquisition of Independent. These statements should be read in conjunction with the historical consolidated financial statements of United, including the notes thereto, included elsewhere in this proxy statement/prospectus. The pro forma combined results are not necessarily indicative of the combined results of future operations.

In the Independent merger, United will exchange 0.4211 of a share of United common stock for each share of Independent common stock. Independent had $2,067,431$ shares of common stock outstanding at May 1, 2000, which will be exchanged for approximately 870,595 shares of United common stock.

In connection with the Independent merger, United and Independent expect to incur pre-tax merger related charges of approximately $\$ 2.3$ million. These charges are expected to include approximately $\$ 1,040,000$ of occupancy related charges (equipment write-offs and contract terminations), \$170,000 of merger-related professional fees (investment banking, accounting, and legal), $\$ 920,000$ of losses incurred to liquidate certain investment securities, and $\$ 200,000$ in other merger costs.

In the North Point merger, United will exchange 2.2368 shares of United common stock for each share of North Point common stock. North Point had 428, 385 shares of common stock outstanding at May 1, 2000 , which will be exchanged for approximately 958,211 shartes of United common stock.

In connection with the North Point merger, United and North Point expect to incur pre-tax merger related charges of approximately $\$ 1.3$ million. Ttese charges are expected to include approximately $\$ 250,000$ of severance and change in control related payments, $\$ 880,000$ of occupance related charges (equipment write-offs and contract terminations), \$135,000 of merger-related professional fees (accounting and legal), and $\$ 35,000$ in other merger costs.

These amounts and the related tax effects have not been reflected in the unaudited pro forma consolidated financial information because they will not have a material impact on the shareholders' equity of the combined company and are not expected to have a continuing impact on the operations of the combined company.

UNITED COMMUNITY BANKS, INC. AND SUBSIDIARIES
Unaudited Pro Forma Condensed Consolidated Balance Sheet
March 31, 2000
(dollar amounts in thousands)

|  |  | United as Reported | Historical Independent | Adjustments | Pro Forma ConsoliDated | Historical <br> North Point Adjustments | Pro Forma ConsoliDated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ASSETS |  |  |  |  |  |  |  |
| Cash and due from banks | \$ | 82,294 | 5,168 |  | 87,462 | 7,295 | 94,757 |
| Federal funds sold |  | 170 | 16,676 |  | 16,846 | -- | 16,846 |
| Cash and cash equivalents |  | 82,464 | 21,844 | -- | 104,308 | 7,295 | 111,603 |
| Securities held to maturity (estimated fair vales of $\$ 3,784$ and $\$ 6,169$ ) |  | -- | 6,704 |  | 6,704 | 3,544 | 10,248 |
| Securities available for sale |  | 548,670 | 23,394 |  | 572,064 | 25,111 | 597,175 |
| Mortgage loans held for sale |  | 4,588 | -- |  | 4,588 | -- | 4,588 |
| Loans, net of unearned income |  | 1,459,469 | 101,294 |  | 1,560,763 | 75,336 | 1,636,099 |
| Less: Allowance for loan losses |  | $(18,922)$ | $(1,166)$ |  | $(20,088)$ | $(1,210)$ | $(21,298)$ |
| Loans, net |  | 1,440,547 | 100,128 | -- | 1,540,675 | 74,126 | 1,614,801 |
| Premises and equipment, net |  | 47,644 | 5,486 | -- | 53,130 | 2,796 | 55,926 |
| Other assets |  | 50,708 | 3,528 |  | 54,236 | 2,238 | 56,474 |
| Total assets | \$ | 2,174,621 | 161,084 |  | 2,335,705 | 115,110 | 2,450,815 |

LIABILITIES AND SHAREHOLDERS EQUITY
Deposits:
Demand
Interest bearing demand
Savings
Time

> Total deposits

Accrued expenses and other liabilities Federal funds purchased and repurchase agreements
Federal Home Loan Bank advances
Long-term debt and other borrowings Convertible subordinated debentures Guaranteed preferred beneficial interests in
company's junior subordinated debentures
(Trust Preferred Securities)
Total liabilities
Commitments and contingent liabilities: Redeemable common stock held by $\operatorname{KSOP}(44,432$ shares outstanding)

Shareholders' Equity:
Preferred stock
Common stock

| 210,248 | 20,160 |  | 230,408 | 18,536 | 248,944 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 335,448 | 51,783 |  | 404,231 | 31,175 | 435,406 |
| 78,147 | 5,381 |  | 83,528 | 5,643 | 89,171 |
| 1,027,642 | 64,117 |  | 1,091,759 | 48,284 | 1,140,043 |
| 1,668,485 | 141,441 | -- | 1,809,926 | 103,638 | 1,913,564 |
| 20,149 | 1,630 |  | 21,779 | 595 | 22,374 |
| 33,760 | -- |  | 33,760 | 1,488 | 35,248 |
| 309,940 | 4,471 |  | 314,411 | -- | 314,411 |
| 19,331 | -- |  | 19,331 | -- | 19,331 |
| 3,500 | -- |  | 3,500 | -- | 3,500 |
| 21,000 | -- |  | 21,000 | -- | 21,000 |
| 2,076,165 | 147,542 | - | 2,223,707 | 105,721 | 2,329,428 |

Capital surplus
Retained earnings
Accumulated other comprehensive income (loss)

Total shareholders' equity

Total liabilities and shareholders' equity

Outstanding common shares Book value per common share

|  | -- | 577 | -- | 577 |  |  | 577 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | -- | -- | -- | - | -- |  | -- |
|  | 8,034 | 1,948 | $(1,948)$ | 8,854 | 2,142 | $(2,142)$ | 9,811 |
|  |  |  | 820 |  |  | 957 |  |
|  | 30,310 | 8,615 | $(8,615)$ | 40,053 | 1,985 | $(1,985)$ | 43,223 |
|  |  |  | 9,743 |  |  | 3,170 |  |
|  | 69,807 | 2,888 |  | 72,695 | 5,861 |  | 78,556 |
|  | $(9,695)$ | (486) | -- | $(10,181)$ | (599) |  | $(10,780)$ |
|  | 98,456 | 12,965 | -- | 111,421 | 9,389 |  | 120,810 |
| \$ | 2,174,621 | 161,084 | -- | 2,335,705 | 115,110 |  | 2,450,815 |
|  | 8,034 | 1,948 |  | 8,854 |  |  | 9,811 |
| \$ | 12.25 | 6.66 |  | 12.58 |  |  | 12.31 |


|  | United as Reported |  | Historical Independent | Adjustments | Pro Forma Consolidated | Historical North Point | Adjustments | Pro Forma Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest income | \$ | 43,431 | 3,104 |  | 46,535 | 2,255 |  | 48,790 |
| Interest expense |  | 24,565 | 1,391 |  | 25,956 | 1,060 |  | 27,016 |
| Net interest income |  | 18,866 | 1,713 | - | 20,579 | 1,195 | - | 21,774 |
| Provision for loan losses |  | 1,546 | 45 |  | 1,591 | 20 |  | 1,611 |
| Net interest income after provision for loan losses |  | 17,320 | 1,668 | - | 18,988 | 1,175 | - | 20,163 |
| Non-interest income |  | 2,672 | 223 |  | 2,895 | 182 |  | 3,095 |
| Non-interest expense |  | 14,379 | 1,190 |  | 15,569 | 814 |  | 16,401 |
| Income before income taxes |  | 5,613 | 701 | - | 6,314 | 543 | - | 6,857 |
| Income taxes |  | 1,789 | 246 |  | 2,035 | 151 |  | 2,186 |
| Net income | \$ | 3,824 | 455 | - | 4,278 | 392 | - | 4,671 |
| Basic earnings per share | \$ | 0.48 | 0.23 |  | 0.48 |  |  | 0.48 |
| Diluted earnings per share | \$ | 0.47 | 0.22 |  | 0.47 |  |  | 0.47 |
| Basic average shares outstanding |  | 8,034 | 1,948 |  | 8,854 |  |  | 9,812 |
| Diluted average shares outstanding) |  | 8,317 | 2,023 |  | 9,169 |  |  | 10,126 |

See notes to pro forma condensed consolidated financial statements.

UNITED COMMUNITY BANKS, INC. AND SUBSIDIARIES
Unaudited Pro Forma Condensed Consolidated Statements of Income
For the Three Months Ended March 31, 1999
(dollar amounts in thousands)

|  | United as Reported |  | Historical Independent | Adjustments | Pro Forma Consolidated | Historical North Point |  | Pro Forma Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest income | \$ | 32,829 | 2,610 |  | 35,439 | 1,933 |  | 37,372 |
| Interest expense |  | 17,395 | 1,155 |  | 18,550 | 869 |  | 19,419 |
| Net interest income |  | 15,434 | 1,455 | - | 16,889 | 1,064 | - | 17,953 |
| Provision for loan losses |  | 980 | 76 |  | 1,056 | 30 |  | 1,086 |
| Net interest income after |  | 14,454 | 1,379 | - | 15,833 | 1,034 | - | 16,867 |
| provision for loan losses |  |  |  |  |  |  |  |  |
| Non-interest income |  | 2,479 | 259 |  | 2,738 | 162 |  | 2,900 |
| Non-interest expense |  | 12,000 | 1,153 |  | 13,153 | 676 |  | 13,829 |
| Income before income taxes |  | 4,933 | 485 | - | 5,418 | 520 | - | 5,938 |
| Income taxes |  | 1,640 | 175 |  | 1,815 | 160 |  | 1,975 |
| Net income | \$ | 3,293 | 310 | - | 3,603 | 360 | - | 3,963 |
| Basic earnings per share | \$ | 0.41 | 0.16 |  | 0.41 |  |  | 0.41 |
| Diluted earnings per share | \$ | 0.40 | 0.16 |  | 0.40 |  |  | 0.40 |
| Basic average shares outstanding |  | 8,004 | 1,948 |  | 8,824 |  |  | 9,780 |
| Diluted average shares outstanding |  | 8,293 | 1,985 |  | 9,129 |  |  | 10,062 |

See notes to pro forma condensed consolidated financial statements.

UNITED COMMUNITY BANKS, INC. AND SUBSIDIARIES
Unaudited Pro Forma Condensed Consolidated Statements of Income
For the Year Ended December 31, 1999
(dollar amounts in thousands)

|  | United as Reported |  | Historical <br> Independent | Adjustments | Pro Forma Consolidated | Historical North Point | Pro Forma <br> Adjustments Consolidated |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest income | \$ | 149,740 | 11,096 |  | 168,992 | 8,156 |  | 168,992 |
| Interest expense |  | 81,766 | 4,805 |  | 90,200 | 3,629 |  | 90,200 |
| Net interest income |  | 67,974 | 6,291 | - | 78,792 | 4,527 | - | 78,792 |
| Provision for loan losses |  | 5,104 | 242 |  | 5,966 | 620 |  | 5,966 |
| Net interest income after |  | 62,870 | 6,049 | - | 72,826 |  |  |  |
| provision |  |  |  |  |  | 3,907 | - | 72,826 |
| for loan losses |  |  |  |  |  |  |  |  |
| Non-interest income |  | 10,836 | 1,103 |  | 12,564 | 625 |  | 12,564 |
| Non-interest expense |  | 54,165 | 4,746 |  | 61,981 | 3,070 |  | 61,981 |
| Income before income taxes |  | 19,541 | 2,406 | - | 24,409 | 1,462 | - | 23,409 |
| Income taxes |  | 5,893 | 785 |  | 7,131 | 453 |  | 7,131 |
| Net income | \$ | 13,648 | 1,621 | - | 16,278 | 1,009 | - | 16,278 |
| Basic earnings per share | \$ | 1.70 | 0.83 |  | 1.66 | 2.35 |  | 1.66 |
| Diluted earnings per share | \$ | 1.66 | 0.82 |  | 1.63 | 2.35 |  | 1.63 |
| Basic average shares outstanding |  | 8,020 | 1,945 |  | 9,796 | 428 |  | 9,796 |
| Diluted average shares outstanding |  | 8,316 | 1,988 |  | 10,110 | 428 |  | 10,110 |

See notes to pro forma condensed consolidated financial statements.

UNITED COMMUNITY BANKS, INC. AND SUBSIDIARIES
Unaudited Pro Forma Condensed Consolidated Statements of Income
For the Year Ended December 31, 1998
(dollar amounts in thousands)

## Interest Income

Interest expense
Net interest income Provision for loan losses

Net interest income after provision
for loan losses
Non-interest income Non-interest expense

Income before income taxes
Income taxes

Net income

Basic earnings per share Diluted earnings per share

Basic average shares outstanding
 Diluted average shares outstanding

|  | 9,129 | 938 |  | 10,067 | 653 |  | 10,720 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 43,964 | 4,443 |  | 48,407 | 2,692 |  | 51,098 |
|  | 18,763 | 1,649 | - | 20,412 | 2,451 | - | 22,863 |
|  | 5,990 | 549 |  | 6,539 | 814 |  | 7,353 |
| \$ | 12,773 | 1,100 | - | 13,873 | 1,637 | - | 15,510 |
| \$ | 1.60 | 0.56 |  | 1.58 |  |  | 1.59 |
| \$ | 1.57 | 0.55 |  | 1.55 |  |  | 1.56 |
|  | $\begin{aligned} & 7,973 \\ & 8,246 \end{aligned}$ | $\begin{aligned} & 1,948 \\ & 1,995 \end{aligned}$ |  | $\begin{aligned} & 8,793 \\ & 9,086 \end{aligned}$ |  |  | 9,751 10,043 |

[^1]UNITED COMMUNITY BANKS, INC. AND SUBSIDIARIES
Unaudited Pro Forma Condensed Consolidated Statements of Income
For the Year Ended December 31, 1997
(dollar amounts in thousands)

|  | $\begin{gathered} \text { As } \\ \text { Reported } \end{gathered}$ |  | Historical Independent | Adjustments | Pro Forma Consolidated | Historical North Point | Adjustments | Pro Forma Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest Income | \$ | 94,188 | 8,333 |  | 102,521 | 6,843 |  | 109,364 |
| Interest expense |  | 48,470 | 4,049 |  | 52,519 | 2,802 |  | 55,321 |
| Net interest income |  | 45,718 | 4,284 |  | 50,002 | 4,041 |  | 54,043 |
| Provision for loan losses |  | 2,814 | 262 |  | 3,076 | 175 |  | 3,251 |
| Net interest income after provision |  | 42,904 | 4,022 |  | 46,926 | 3,866 |  | 50,792 |
| for loan losses |  |  |  |  |  |  |  |  |
| Non-interest income |  | 7,200 | 671 |  | 7,871 | 626 |  | 8,497 |
| Non-interest expense |  | 34,063 | 3,543 |  | 37,606 | 2,490 |  | 40,096 |
| Income before income taxes |  | 16,041 | 1,150 |  | 17,191 | 2,002 |  | 19,193 |
| Income taxes |  | 4,987 | 346 |  | 5,333 | 662 |  | 5,995 |
| Net income | \$ | 11,054 | 804 |  | 11,858 | 1,340 |  | 13,198 |
| Basic earnings per share | \$ | 1.42 | 0.60 |  |  | 3.13 |  | 1.41 |
| Diluted earnings per share | \$ | 1.40 | 0.59 |  |  | 3.13 |  | 1.40 |
| Basic average shares outstanding |  | 7,810 | 1,348 |  |  | 428 |  | 9,336 |
| Diluted average shares outstanding |  | 8,031 | 1,366 |  |  | 428 |  | 9,565 |

See notes to pro forma condensed consolidated financial statements.

United was incorporated under the laws of the state of Georgia in 1987. All of United's activities are currently conducted through its wholly-owned subsidiaries: United Community Bank, organized as a Georgia banking corporation in 1950; Carolina Community Bank, acquired in 1990; Peoples Bank of Fannin County, acquired in 1992; Towns County Bank, also acquired in 1992; White County Bank, acquired in 1995; First Clayton Bank \& Trust, acquired in 1998; Bank of Adairsville, acquired in 1999; and 1st Floyd Bank, also acquired in 1999. In addition, United owns two consumer finance companies: United Family Finance Co. and United Family Finance Co. of North Carolina.

United's executive office is located at 63 Highway 515, Blairsville, Georgia 30512, and its telephone number is (706) 745-2151. United has not been convicted in a criminal proceeding during the past five years, nor has it been a party to any judicial or administrative proceeding that resulted in a judgment, decree, or final order enjoining the person from future violations of, or prohibiting activities subject to, federal or state securities laws, or a finding of any violation of federal or state securities laws.

At March 31, 2000, United had total consolidated assets of approximately $\$ 2.2$ billion, total loans of approximately $\$ 1.5$ billion, total deposits of approximately 1.7 billion, and shareholders' equity of approximately $\$ 98.5$ million.

United's banks are community-oriented and offer a full range of retail and corporate banking services, including checking, savings, and time deposit accounts, secured and unsecured loans, wire transfers, trust services, and rental of safe deposit boxes. As of December 31, 1999, United's banks operated a total of 34 locations. To emphasize the commitment to community banking, both United Community Bank and Peoples Bank of Fannin County operate offices under trade names that are closely identified with the communities in which they are located. United Community Bank operates two offices in Union County under the trade name "Union County Bank," two offices in Lumpkin County, Georgia, under the trade name "United Community Bank of Lumpkin County," two offices in Habersham County, Georgia, under the trade name "First Bank of Habersham," and one office in Hall County, Georgia, under the trade name "United Community Bank of Hall County." Peoples Bank of Fannin County operates one office in Gilmer County, Georgia, under the trade name of "United Community Bank of Gilmer County." The operation of bank offices under trade names is permissible under current state and federal banking regulations and requires certain customer disclosures, which both United Community Bank and Peoples Bank of Fannin County provide.

The Mortgage People Company, a division of United Community Bank, is a full-service retail mortgage lending operation approved as a seller/servicer for Federal National Mortgage Association and Federal Home Mortgage Corporation. The Mortgage People Company was organized to provide fixed and adjustable-rate mortgages. During 1999, it originated $\$ 129$ million of residential mortgage loans for the purchase of homes and to refinance existing mortgage debt, substantially all of which were sold along with the servicing rights into the secondary market with no recourse.

United operates two consumer finance companies: United Family Finance Co., which operates two offices in Georgia, and United Family Finance Co. of North Carolina, which operates two offices in North Carolina. In addition, United owns an insurance agency, United Agencies, Inc.

Recent Developments


United is currently conducting a public offering of between 350,000 and 450,000 shares of United common stock at $\$ 38.00$ per share. Through the offering, United plans to raise between $\$ 13.3$ and $\$ 17.1$ million in additional capital for its subsidiary banks and for general corporate purposes.

On March 3, United entered into separate agreements to acquire North Point Bancshares, Inc., and Independent Bancshares, Inc., in exchange for 958,211 and 870,595 shares, respectively of United Stock.

Services

- --------

United's banks are community-oriented, with an emphasis on retail banking, and offer such customary banking services as customer and commercial checking accounts, NOW accounts, savings accounts, certificates of deposit, lines of credit, MasterCard and VISA accounts, money transfers, and trust services. United's banks finance commercial and consumer transactions, make secured and unsecured loans, including residential mortgage loans, and provide a variety of other banking services.

The Mortgage People Company, a division of United Community Bank, is a full-service mortgage lending operation approved as a seller/servicer for the Federal National Mortgage Association and the Federal Home Mortgage Corporation and offers fixed and adjustable-rate mortgages.

United Family Finance Company is a traditional consumer finance company. United Family Finance, formerly known as Mountain Mortgage and Loan Company, is based in Hiawassee, Georgia, and also has been granted a license to conduct business in Blue Ridge, Georgia. United Family Finance Co. of North Carolina operates two offices in Murphy and Franklin, North Carolina.

Markets

- -------

United conducts banking activities primarily through:
o United Community Bank in Union, Lumpkin, and Habersham Counties;

- Peoples Bank in Fannin County, Georgia and Polk County, Tennessee;
- Towns County Bank in Towns County, Georgia;
o Carolina Community Bank in Cherokee, Macon, Haywood, Graham, and Clay Counties, North Carolina;
- White County Bank in White County, Georgia;
- First Clayton Bank and Trust in Rabun County, Georgia;

○ Bank of Adairsville in Adairsville, Georgia; and
o 1st Floyd Bank in Floyd County, Georgia.

Mortgage People Company makes mortgage loans inside the banks' market areas. Customers of United's subsidiary banks are primarily consumers and small businesses.

Deposits

- --------

United's banks offer a full range of depository accounts and services to both consumers and businesses. At December 31, 1999, United's deposit base, totaling approximately $\$ 1.6$ billion, consisted of approximately $\$ 192$ million in non-interest-bearing demand deposits (12\% of total deposits), approximately $\$ 329$ million in interest-bearing demand and money market deposits (20\% of total deposits), approximately $\$ 74$ million in savings deposits (4\% of total deposits), approximately $\$ 743$ million in time deposits in amounts less than $\$ 100,000$ (45\% of total deposits), and approximately $\$ 312$ million in time deposits of $\$ 100,000$ or more ( $19 \%$ of total deposits). Certificates of deposit in excess of $\$ 100,000$ may be more volatile than other deposits because those deposits, to the extent that they exceed $\$ 100,000$, are not insured by the FDIC. United's management is of the opinion that its time deposits of $\$ 100,000$ or more are customer-relationship oriented and represent a reasonably stable source of funds. Time deposits of less than $\$ 100,000$ include approximately $\$ 70$ million of "brokered" deposits, which have an average maturity of less than one year.

United's banks make both secured and unsecured loans to individuals and businesses. Secured loans include first and second real estate mortgage loans. The banks also make direct installment loans to consumers on both a secured and unsecured basis. At December 31, 1999, the break out of loans by collateral type was:
(dollar amounts in thousands)

Secured by real estate:
Residential first liens
Residential second liens
Home equity lines of credit
Construction and land development
Non-farm, non-residential
Farmland
Multi-family residential
Total real estate

| Amount |  | Percent of Total Loans |
| :---: | :---: | :---: |
| \$ | 506,729 | 36.1 \% |
|  | 27,177 | 1.9\% |
|  | 53,191 | 3. $8 \%$ |
|  | 161,774 | 11.6\% |
|  | 355,269 | 25.4\% |
|  | 16,173 | 1.2\% |
|  | 10,846 | 0.8\% |
|  | ,131,159 | 80.8\% |

Other Loans:
Commercial and industrial
Agricultural production
States and municipalities

| \$ 105,221 | 7.5\% |
| :---: | :---: |
| 9,923 | $0.7 \%$ |
| 10,101 | $0.7 \%$ |
| 136,983 | 9.8\% |
| 6,973 | 0.5\% |
| 269,201 | 19.2\% |
| \$1,400,360 | 100.0\% |
| ========== | ===== |

Specific risk elements associated with each of the banks' lending categories are as follows:

Commercial, financial, and agricultural

Industry concentrations, inability to monitor the condition of collateral (inventory, accounts receivable, and vehicles), lack of borrower management expertise, increased competition, and specialized or obsolete equipment as collateral
Inadequate collateral and long-term financing agreements

Changes in local economy and rate limits on variable rate loans

Loss of borrower's employment, changes in local economy, and the inability to monitor collateral (vehicles, boats, and mobile homes)

Competition
Competion

The market for banking and bank-related services is highly competitive. United's banks actively compete in their respective market areas, which collectively cover portions of north Georgia and western North Carolina, with other providers of deposit and credit services. These competitors include other commercial banks, thrift institutions, credit unions, mortgage companies, and brokerage firms. The following table displays each of United's banks and the respective percentage of total deposits in each county where each bank has operations. Paulding, Cobb, Dawson, and Forsyth counties represent the markets of United's pending acquisitions of North Point and Independent. The table also indicates the ranking by deposit size in each of the local markets. All information in the table was obtained from the Federal Deposit Insurance Corporation Summary of Deposits as of June 30, 1999.
[GRAPHIC OMITTED but is represented by the list of counties on the next page. The graphic on this page is a partial Map of the states of Georgia, North Carolina and Tennessee and shades in counties where the Company is represented]

MARKET SHARE
RANK IN MARKET

| UNITED COMMUNITY |  |  |
| :---: | :---: | :---: |
| Habersham | 15\% | 4 |
| Lumpkin | 24\% | 2 |
| Union | 83\% | 1 |
| CAROLINA |  |  |
| Cherokee | 45\% | 1 |
| Clay | 64\% | 1 |
| Graham | 40\% | 1 |
| Haywood | 7\% | 6 |
| Henderson | 2\% | 13 |
| Jackson | 13\% | 3 |
| Macon | 7\% | 6 |
| Swain | 21\% | 2 |
| Transylvania | 6\% | 5 |
| FANNIN |  |  |
| Fannin | 59\% | 1 |
| Gilmer | 17\% | 3 |
| WHITE |  |  |
| White | 50\% | 1 |
| TOWNS |  |  |
| Towns | 36\% | 2 |
| FIRST CLAYTON |  |  |
| Rabun | 29\% | 3 |
| ADAIRSVILLE |  |  |
| Bartow | 7\% | 7 |
| FLOYD |  |  |
| Floyd | 8\% | 6 |
| INDEPENDENT* |  |  |
| Cobb | 2\% | 11 |
| Paulding | 2\% | 5 |
| NORTH POINT* |  |  |
| Dawson | 47\% | 1 |

The current lending policy of the banks is to make loans primarily to persons who reside, work, or own property in their primary market areas. Unsecured loans are generally made only to persons who maintain depository relationships with the banks. Secured loans are made to persons who are well established and have net worth, collateral, and cash flow to support the loan. Exceptions to the policy are permitted on a case-by-case basis and require the approving officer to document in writing the reason for the exception. Policy exceptions made for borrowers whose total aggregate loans exceed the approving officer's credit limit must be submitted to the bank's board of directors for approval.

The banks provide each lending officer with written guidelines for lending activities. Lending authority is delegated by the boards of directors of the banks to loan officers, each of whom is limited in the amount of secured and unsecured loans which he or she can make to a single borrower or related group of borrowers. Loans in excess of individual officer credit authority must either be approved by a senior officer with sufficient approval authority, or be approved by the bank's board of directors.

Loan Review and Non-performing Assets

The Loan Review Department of United reviews, or engages an independent third party to review, the loan portfolio of each bank on an annual basis to determine any weaknesses in the portfolio and to assess the general quality of credit underwriting. The results of the reviews by the loan review officers are presented to the Presidents of each of the banks, the President and the Chief Credit Officer of United, and the boards of directors of each of the banks. If an individual loan or credit relationship has a weakness identified during the review process the risk rating of the loan, or all loans comprising a credit relationship, will be downgraded to a classification that most closely matches the current risk level. The review process also provides for the upgrade of loans that show improvement since the last review. Since each loan in a credit relationship may have a different credit structure, collateral, and secondary source of repayment, different loans in a relationship can be assigned different risk ratings. During 1999, United revised its loan grading system, expanding it from 8 to 10 grades. In the revised system, grades 1 through 6 are considered "pass," or acceptable, credit risk and grades 7 through 10 are "adversely classified" credits that require management's attention. The change in the number of grades was implemented to provided a more accurate means of detecting and monitoring the gradual deterioration or improvement in individual loans. Both the pass and adversely classified ratings, and the entire 10-grade rating scale, provide for a higher numeric rating for increased risk. For example, a risk rating of 1 is the least risky of all credits and would be typical of a loan that is $100 \%$ secured by a deposit at one of the banks. Risk ratings of 2 through 6 in the pass category each have incrementally more risk. The five adversely classified credit ratings and rating definitions are:
7 (Watch) - Weaknesses exist that could cause future impairment, including the deterioration of financial ratios, past-due status and questionable management capabilities. Collateral values generally afford adequate coverage, but may not be immediately marketable.
(Substandard) - Specific and well-defined weaknesses that may include poor liquidity and deterioration of financial ratios. Loan may be past-due and related deposit accounts experiencing overdrafts. Immediate corrective action is necessary.
9 (Doubtful) - Specific weaknesses characterized by Substandard that are severe enough to make collection in full unlikely. No strong secondary source of repayment.
10 (Loss) - Same characteristics as Doubtful; however, probability of loss is certain. Loans classified as such are generally recommended for charge-off at the next board of directors meeting of the bank.

In addition, United's Loan Review Department conducts a quarterly analysis to determine the adequacy of the allowance for loan losses for each of the banks. The aggregation of the allowance for loan losses analyses for the banks provides the consolidated analysis for United. The allowance for loan losses analysis starts by taking total loans and deducting loans secured by deposit accounts at the banks, which effectively have no risk of loss. Next, all loans with an adversely classified rating are deducted. The remaining loan balance is then multiplied by the average historical loss rate for the preceding five year period (1995 through 1999), which provides required minimum allowance for loan losses for pass credits (component "A"). The remaining total loans in each of the four adversely classified rating categories are then multiplied by a projected loss factor to determine the allowance for loan losses allocation for adversely classified credits (component "B"). The loss factors currently used are: Watch (5\%); Substandard (15\%); Doubtful (50\%); and Loss (100\%). The sum of components A and B comprises the total allocated allowance for loan losses. There is no current process utilized to measure or adjust for differences between the loss factors for adversely classified loans used in the allowance for loan losses analysis and actual losses charged to the allowance for loan losses.

The difference between the actual allowance for loan losses (as presented in the consolidated financial statements) and the allocated allowance for loan losses represents the unallocated allowance for loan losses. The unallocated allowance for loan losses provides for coverage of credit losses inherent in the loan portfolio but not provided for in the allowance for loan losses analysis. United and the banks determine the level of unallocated allowance for loan losses primarily by assessing the ratio of allowance for loan losses to total loans of peer bank holding companies and peer banks, using the Federal Reserve Uniform Bank Performance Report and other bank industry analytical publications.

Asset/liability Management

Committees composed of officers of each of the banks and the Chief Financial Officer and Treasurer of United are charged with managing the assets and liabilities of the banks. The committees attempt to manage asset growth, liquidity and capital to maximize income and reduce interest rate risk. The committees direct each Bank's overall acquisition and allocation of funds. At monthly meetings, the committees review the monthly asset and liability funds budget in relation to the actual flow of funds and peer group comparisons; the ratio of the amount of rate sensitive assets to the amount of rate sensitive liabilities; the ratio of allowance for loan losses to outstanding and non-performing loans; and other variables, such as expected loan demand, investment opportunities, core deposit growth within specified categories, regulatory changes, monetary policy adjustments and the overall state of the economy. A more comprehensive discussion of United's Asset/Liability Management and interest rate risk is contained in the UNITED'S MANAGEMENT'S DISCUSSION AND ANALYSIS and QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK sections of this proxy statement/prospectus.

Investment Policy

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The banks' investment portfolio policy is to maximize income consistent with liquidity, asset quality, and regulatory constraints. The policy is reviewed from time to time by the banks' Boards of Directors. Individual transactions, portfolio composition and performance are reviewed and approved monthly by the Boards of Directors or a committee thereof. The Chief Financial Officer of United and the President of each of the banks administer the policy and report information to the full board of directors of each of the banks on a quarterly basis concerning sales, purchases, maturities and calls, resultant gains or losses, average maturity, federal taxable equivalent yields, and appreciation or depreciation by investment categories.

Employees

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As of December 31, 1999, United and its subsidiaries had an aggregate of 778 full-time equivalent employees. Neither United nor any of the subsidiaries is a party to any collective bargaining agreement, and United believes that employee relations are good. None of United's or the banks' executive officers is employed pursuant to an employment contract.

General. United is a registered bank holding company subject to -------
regulation by the Board of Governors of the Federal Reserve System under the Bank Holding Company Act of 1956, as amended. Periodically, United is required to file financial information with, and is subject to examination by, the Federal Reserve.

The Bank Holding Company Act requires every bank holding company to obtain the Federal Reserve's prior approval before (1) it may acquire direct or indirect ownership or control of more than $5 \%$ of the voting shares of any bank that it does not already control; (2) it or any of its non-bank subsidiaries may acquire all or substantially all of the assets of a bank; and (3) it may merge or consolidate with any other bank holding company. In addition, a bank holding company is generally prohibited from engaging in or acquiring direct or indirect control of the voting shares of any company engaged in non-banking activities. This prohibition does not apply to activities listed in the Bank Holding Company Act or found by the Federal Reserve, by order or regulation, to be closely related to banking or managing or controlling banks as to be a proper incident thereto. Some of the activities that the Federal Reserve has determined by regulation or order to be closely related to banking are:

| 0 | making or servicing loans and certain types of leases; |
| :--- | :--- |
| 0 | performing certain data processing services; |
| 0 | acting as fiduciary or investment or financial advisor; |
| 0 | providing brokerage services; |
| 0 | underwriting bank eligible securities; |
| 0 | underwriting debt and equity securities on a limited basis |
|  | through separately capitalized subsidiaries; and |
| 0 | making investments in corporations or projects designed |
|  | primarily to promote community welfare. |

In addition, effective March 11, 2000, bank holding companies whose banking subsidiaries are all well-capitalized and well-managed may apply to become a financial holding company. Financial holding companies have the authority to engage in activities that are "financial in nature" that are not permitted for other bank holding companies. Some of the activities that the Bank Holding Company Act provides are financial in nature are:

- lending, exchanging, transferring, investing for others or safeguarding money or securities;
o insuring, guaranteeing, or indemnifying against loss, harm, damage, illness, disability, or death, or providing and issuing annuities, and acting as principal, agent, or broker with respect thereto;
o providing financial, investment, or economic advisory services, including advising an investment company;
o issuing or selling instruments representing interests in pools of assets permissible for a bank to hold directly; and o underwriting, dealing in, or making a market in securities.

United has no immediate plans to register as a financial holding company.

United must also register and file periodic information with the Georgia Department of Banking and Finance. As part of such registration, the Department of Banking and Finance requires information with respect to the financial condition, operations, management, and intercompany relationships of United and the banks and related matters. The Department of Banking and Finance may also require other information necessary to keep itself informed as to whether the provisions of Georgia law and the regulations and orders issued thereunder by the Department of Banking and Finance have been complied with, and it may examine United and each of the banks. The North Carolina Banking Commission, which has the statutory authority to regulate non-banking affiliates of North Carolina banks, in 1992 began using this authority to examine and regulate the activities of North Carolina-based holding companies owning North Carolina-based banks. Although the North Carolina Banking Commission has not exercised its authority to date to examine and regulate holding companies outside of North Carolina that own North Carolina banks, it is likely the North Carolina Banking Commission may do so in the future.

United is an "affiliate" of the banks under the Federal Reserve Act, which imposes certain restrictions on (i) loans by the banks to United, (ii) investments in the stock or securities of United by the banks, (iii) the banks' taking the stock or securities of an "affiliate" as collateral for loans by the Bank to a borrower, and (iv) the purchase of assets from United by the banks. Further, a bank holding company and its subsidiaries are prohibited from engaging in certain tie-in arrangements in connection with any extension of credit, lease or sale of property or furnishing of services. Each of United's subsidiaries is regularly examined by the Federal Deposit Insurance Corporation. United Community Bank, Peoples Bank of Fannin County, White County Bank, Towns County Bank, First Clayton Bank and Trust, Bank of Adairsville, and 1st Floyd Bank as state banking associations organized under Georgia law, are subject to the supervision of, and are regularly examined by, the Department of Banking and Finance. Carolina Community Bank is subject to the supervision of, and is regularly examined by, the North Carolina Banking Commission and the FDIC. Both the FDIC and the Department of Banking and Finance must grant prior approval of any merger, consolidation or other corporation reorganization involving United Community Bank, Peoples Bank of Fannin County, White County Bank, Towns County Bank, First Clayton Bank and Trust, Bank of Adairsville or 1st Floyd Bank, and the FDIC and the North Carolina Banking Commission must grant prior approval of any merger, consolidation or other corporate reorganization of Carolina Community Bank. A bank can be held liable for any loss incurred by, or reasonably expected to be incurred by, the FDIC in connection with the default of a commonly-controlled institution.

Payment of Dividends. United is a legal entity separate and distinct
from the banks. Most of the revenues of United result from dividends paid to it by the banks. There are statutory and regulatory requirements applicable to the payment of dividends by the banks, as well as by United to its shareholders.

United Community Bank, Peoples Bank of Fannin County, Towns County Bank, White County Bank, First Clayton Bank and Trust, Bank of Adairsville, and 1st Floyd Bank are each state chartered banks regulated by the Department of Banking and Finance and the FDIC. Under the regulations of the Department of Banking and Finance, dividends may not be declared out of the retained earnings of a state bank without first obtaining the written permission of the Department of Banking and Finance, unless such bank meets all the following requirements:
(a) total classified assets as of the most recent examination of the bank do not exceed $80 \%$ of equity capital (as defined by regulation);
(b) the aggregate amount of dividends declared or anticipated to be declared in the calendar year does not exceed $50 \%$ of the net profits after taxes but before dividends for the previous calendar year; and
(c) the ratio of equity capital to adjusted assets is not less than $6 \%$.

Under North Carolina law, the board of directors of Carolina Community Bank may declare a dividend for as much of the undivided profits of Carolina Community Bank as it deems appropriate, so long as Carolina Community Bank's surplus is greater than $50 \%$ of its capital.

The payment of dividends by United and the banks may also be affected or limited by other factors, such as the requirement to maintain adequate capital above regulatory guidelines. In addition, if, in the opinion of the applicable regulatory authority, a bank under its jurisdiction is engaged in or is about to engage in an unsafe or unsound practice (which, depending upon the financial condition of the bank, could include the payment of dividends), such authority may require, after notice and hearing, that such bank cease and desist from such practice. The FDIC has issued a policy statement providing that insured banks should generally only pay dividends out of current operating earnings. In addition to the formal statutes and regulations, regulatory authorities consider the adequacy of each of the Bank's total capital in relation to its assets, deposits, and other such items. Capital adequacy considerations could further limit the availability of dividends to the banks. At December 31, 1999, net assets available from the banks to pay dividends without prior approval from regulatory authorities totaled approximately $\$ 23$ million. For 1999, United's declared cash dividend payout to shareholders was $11.8 \%$ of net income.
credit policies of monetary authorities, particularly the Federal Reserve. The instruments of monetary policy employed by the Federal Reserve include open market operations in U.S. government securities, changes in the discount rate on bank borrowings and changes in reserve requirements against bank deposits. In view of changing conditions in the national economy and in the money markets, as well as the effect of actions by monetary and fiscal authorities, including the Federal Reserve, no prediction can be made as to possible future changes in interest rates, deposit levels, loan demand, or the business and income of the banks.

Capital Adequacy. The Federal Reserve and the FDIC have implemented substantially identical risk-based rules for assessing bank and bank holding company capital adequacy. These regulations establish minimum capital standards in relation to assets and off-balance sheet exposures as adjusted for credit risk. Banks and bank holding companies are required to have (1) a minimum level of total capital (as defined) to risk-weighted assets of $8 \%$; (2) a minimum Tier One Capital (as defined) to risk-weighted assets of 4\%; and (3) a minimum shareholders' equity to risk-weighted assets of $4 \%$. In addition, the Federal Reserve and the FDIC have established a minimum $3 \%$ leverage ratio of Tier One Capital to total assets for the most highly-rated banks and bank holding companies. "Tier One Capital" generally consists of common equity not including unrecognized gains and losses on securities, minority interests in equity accounts of consolidated subsidiaries and certain perpetual preferred stock less certain intangibles. The Federal Reserve and the FDIC will require a bank holding company and a bank, respectively, to maintain a leverage ratio greater than $3 \%$ if either is experiencing or anticipating significant growth or is operating with less than well-diversified risks in the opinion of the Federal Reserve. The Federal Reserve and the FDIC use the leverage ratio in tandem with the risk-based ratio to assess the capital adequacy of banks and bank holding companies. The FDIC, the Office of the Comptroller of the Currency and the Federal Reserve have amended, effective January 1, 1997, the capital adequacy standards to provide for the consideration of interest rate risk in the overall determination of a bank's capital ratio, requiring banks with greater interest rate risk to maintain adequate capital for the risk. The revised standards have not had a significant effect on United's capital requirements.

In addition, effective December 19, 1992, a new Section 38 to the Federal Deposit Insurance Act implemented the prompt corrective action provisions that Congress enacted as a part of the Federal Deposit Insurance Corporation Improvement Act of 1991. The "prompt corrective action" provisions set forth five regulatory zones in which all banks are placed largely based on their capital positions. Regulators are permitted to take increasingly harsh action as a bank's financial condition declines. Regulators are also empowered to place in receivership or require the sale of a bank to another depository institution when a bank's capital leverage ratio reaches $2 \%$. Better capitalized institutions are generally subject to less onerous regulation and supervision than banks with lesser amounts of capital. The FDIC has adopted regulations implementing the prompt corrective action provisions of the Federal Deposit Insurance Act, which place financial institutions in the following five categories based upon capitalization ratios: (1) a "well capitalized" institution has a total risk-based capital ratio of at least $10 \%$, a Tier One risk-based ratio of at least $6 \%$ and a leverage ratio of at least $5 \%$; (2) an "adequately capitalized" institution has a total risk- based capital ratio of at least $8 \%$, a Tier One risk-based ratio of at least $4 \%$ and a leverage ratio of at least 4\%; (3) an "undercapitalized" institution has a total risk-based capital ratio of under $8 \%$, a Tier One risk-based ratio of under $4 \%$ or a leverage ratio of under $4 \%$; (4) a "significantly undercapitalized" institution has a total risk-based capital ratio of under $6 \%$, a Tier One risk-based ratio of under $3 \%$ or a leverage ratio of under 3\%; and (5) a "critically undercapitalized" institution has a leverage ratio of $2 \%$ or less. Institutions in any of the three undercapitalized categories would be prohibited from declaring dividends or making capital distributions. The FDIC regulations also establish procedures for "downgrading" an institution to a lower capital category based on supervisory factors other than capital. As of December 31, 1999 and 1998, the most recent notifications from the FDIC categorized each of the banks as "well capitalized" under current regulations.

Recent Developments. On November 12, 1999, President Clinton signed the -------------------
Gramm-Leach-Bliley Act, a very significant piece of legislation intended to modernize the financial services industry. The bill repeals the anti-affiliation
provisions of the 1933 Glass-Steagall Act to allow for the merger of banking and securities organizations and permits banking organizations to engage in insurance activities including insurance underwriting. The bill also allows bank holding companies to engage in financial activities that are "financial in nature or complementary to a financial activity." The act lists the expanded areas that are financial in nature and includes insurance and securities underwriting and merchant banking among others. The bill also:

- prohibits non-financial entities from acquiring or establishing a thrift while grandfathering existing thrifts owned by non-financial entities.
- establishes state regulators as the appropriate functional regulators for insurance activities but provides that state regulators cannot "prevent or significantly interfere" with affiliations between banks and insurance firms.
contains provisions designed to protect consumer privacy. The bill requires financial institutions to disclose their policy for collecting and protecting confidential information and allows consumers to "opt out" of information sharing except with unaffiliated third parties who market the institutions' own products and services or pursuant to joint agreements between two or more financial institutions.
$\circ$
provides for functional regulation of a bank's securities activities by the Securities and Exchange Commission.

Various portions of the bill have different effective dates, ranging from immediately to more than a year for implementation.

Properties

The executive offices of United are located at 63 Highway 515, Blairsville, Georgia, property owned by United. The banks conduct business from facilities primarily owned by the respective banks, all of which are in a good state of repair and appropriately designed for use as banking facilities. The banks provide services or perform operational functions at 36 locations, of which 31 locations are owned and 5 are leased. United Family Finance Co. and United Family Finance Co. of North Carolina conduct operations at four locations, all of which are leased. Note 5 to United's Consolidated Financial Statements includes additional information regarding amounts invested in premises and equipment.

Legal Proceedings

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In the ordinary course of operations, United and the banks are defendants in various legal proceedings. In the opinion of management, there is no pending or threatened proceeding in which an adverse decision could result in a material adverse change in the consolidated financial condition or results of operations of United.

UNITED'S MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

COMPARISON OF THE THREE MONTHS ENDED MARCH 31, 2000 AND 1999.

Income Summary

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For the three months ended March 31, 2000 United reported net income of $\$ 3.8$ million, or $\$ 0.47$ per diluted share, compared to $\$ 3.3 \mathrm{million}$, or $\$ 0.40$ per diluted share, for the same period in 1999. The first three months' results for 2000 provided an annualized return on average assets and average shareholders' equity of $0.71 \%$ and $15.9 \%$, respectively, compared to $0.81 \%$ and $14.0 \%$, respectively, for the same period in 1999. Net income for the three months ended March 31, 2000 increased $16.1 \%$ compared to the same period in 1999.

The following table summarizes the components of income and expense for the first three months of 2000 and 1999 and the changes in those components for the periods presented.

Table 1 - Condensed Consolidated Statements of Income
Unaudited
(dollar amounts in thousands)


Net Interest Income
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Net interest income is the largest source of United's operating income. Net interest income was $\$ 18.9$ million for the three months ended March 31, 2000, an increase of $22 \%$ over the comparable period in 1999. The increase in net interest income for the first quarter of 2000 is primarily attributable to increases in outstanding average interest bearing assets (both loans and securities) over the comparable prior year period.

The increase in average outstanding securities is primarily the result of United's leverage program that was initiated during the fourth quarter of 1998. The leverage program was designed to make optimal utilization of United's capital by using borrowed funds to purchase additional securities. The leverage borrowings are principally advances from the Federal Home Loan Bank that are secured by mortgage loans and other investment securities. The securities purchased under the leverage program are primarily mortgage-backed pass-through and other mortgage backed securities, including collateralized mortgage obligations. At March 31, 2000 United had approximately $\$ 162$ million of earning assets and corresponding borrowings in the leverage program.

For the three months ended March 31, 2000, the net interest margin (net interest income as a percentage of average interest earning assets) on a tax-equivalent basis was $3.85 \%$, 31 basis points less than the comparable prior year period. The compression of the margin is primarily due to continued general competitive pressures on loan and deposit pricing and the leverage program described above. Although the average prime rate for the first quarter of 2000 was 95 basis points higher than the same period in 2000 , the average loan yield decreased by 12 basis points.

In January 2000, United implemented a strategic initiative designed to improve key financial performance as measured by earnings per share growth, return on average assets and return on average shareholders' equity. A key component of this plan was to address the compression of the net interest margin, which declined by 62 basis points during 1999 as compared with the prior year. Excluding the impact of additional cash reserves held during the fourth quarter of 1999 as a contingency for the Year 2000, the tax-equivalent net interest margin for the first quarter of 2000 was flat compared to the prior quarter.

The following table shows the relative impact of changes in average balances of interest earning assets and interest bearing liabilities, and interest rates earned (on a fully-tax equivalent basis) and paid by United on those assets and liabilities for the three month periods ended March 31, 2000 and 1999.

Table 2 - Average Consolidated Balance Sheets and Net Interest Analysis for the Three Months Ended March 31

Fully Tax-equivalent Basis
(in thousands)

|  | 2000 |  | 1999 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average Balance | Interest (1) | Avg. <br> Rate | Average Balance | Interest <br> (1) | Avg. <br> Rate |

ASSETS:
Interest-earning assets


LIABILITIES AND STOCKHOLDERS'
EQUITY
Interest-bearing liabilities:
Interest-bearing deposits: Transaction accounts Savings deposits Certificates of deposit

Total interest-bearing deposits

Federal Home Loan Bank advances
Federal funds purchased and repurchase agreements
Long-term debt and other borrowings

Total borrowed funds
TOTAL INTEREST-BEARING LIABILITIES / INTEREST EXPENSE
NON-INTEREST-BEARING LIABILITIES:
Non-interest-bearing deposits
Other liabilities

Total liabilities
Stockholders' equity

TOTAL LIABILITIES
AND STOCKHOLDERS' EQUITY


| 3,350 | 3.93\% | 305,187 | 2,667 | 3.51\% |
| :---: | :---: | :---: | :---: | :---: |
| 545 | $2.91 \%$ | 63,186 | 626 | 3.98\% |
| 15,290 | 5.78\% | 742,878 | 10,312 | 5.58\% |
| 19,185 | 5.21\% | 1,111,251 | 13,605 | 4.92\% |
| 4,094 | $5.68 \%$ | 209,866 | 2,665 | 5.11\% |
| 440 | 5.64\% | 48,656 | 563 | 4.65\% |
| 846 | 8.41\% | 27,283 | 562 | 8.28\% |
| 5,380 | 5.98\% | 285,805 | 3,790 | 5.33\% |
| 24,565 | $5.36 \%$ | 1,397,056 | 17,395 | 5.01\% |
|  |  | $\begin{array}{r} 155,429 \\ 5,231 \end{array}$ |  |  |
|  |  | 1,557,716 |  |  |
|  |  | 95,375 |  |  |
|  |  | 1,653,091 |  |  |
|  | $3.38 \%$ |  |  | $3.70 \%$ |
|  | $0.47 \%$ |  |  | 0.46\% |
| 19,367 | 3.85\% |  | 15,886 | $4.16 \%$ |

mpact of non-interest bearing sources and other changes in
balance sheet composition

The following table shows the relative impact on net interest income of changes in the average outstanding balances (volume) of earning assets and interest bearing liabilities and the rates earned and paid by United on such assets and liabilities. Variances resulting from a combination of changes in rate AND volume are allocated in proportion to the absolute dollar amounts of the change in each category.

Table 3 - Change in Interest Income and Expense On a Tax Equivalent Basis Unaudited
(dollar amounts in thousands)

|  |  | ```Three Months Ended March 31 2000 Compared to 1999 Increase (Decrease) in Interest Income and Expense Due to Changes In: Volume Rate Total``` |  |  |
| :---: | :---: | :---: | :---: | :---: |
| INTEREST-EARNING ASSETS: |  |  |  |  |
| Loans | \$ | 8,285 | (312) | 7,973 |
| Taxable investments |  | 2,101 | 547 | 2,648 |
| Tax-exempt investments |  | - | (32) | (32) |
| Federal funds sold and other interest income |  | 69 | (7) | 62 |
| TOTAL INTEREST-EARNING ASSETS |  | 10,455 | 196 | 10,651 |
| INTEREST-BEARING LIABILITIES: |  |  |  |  |
| Transaction accounts |  | 346 | 337 | 683 |
| Savings deposits |  | 107 | (188) | (81) |
| Certificates of deposit |  |  |  |  |
|  |  | 4,596 | 382 | 4,978 |
| Total interest-bearing deposits |  | 5,049 | 531 | 5,580 |
| FHLB advances |  | 1,103 | 326 | 1,429 |
| Federal funds purchased and repurchase agreements |  | (226) | 103 | (123) |
| Long-term debt and other borrowings |  | 275 | 9 | 284 |
| Total borrowed funds |  | 1,152 | 438 | 1,590 |
| TOTAL INTEREST-BEARING LIABILITIES |  | 6,201 | 969 | 7,170 |
| INCREASE (DECREASE) |  |  |  |  |
| IN NET INTEREST INCOME | \$ | 4,254 | (773) | 3,481 |

## Provision for Loan Loss

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The provision for loan losses was $\$ 1.5$ million, or $0.43 \%$ of average loans on an annualized basis, for the three months ended March 31, 2000, compared with $\$ 980,000$, or $0.36 \%$ of average loans, for the same period in 1999. Net loan charge-offs for the first three months of 2000 were $\$ 346,000$, or $0.10 \%$ of average loans on an annualized basis, compared to $\$ 85,000$, or $0.03 \%$ of average loans on an annualized basis, for the same period in 1999. The provision for loan losses and allowance for loan losses reflect management's consideration of the various risks in the loan portfolio. Additional discussion of loan
quality and the allowance for loan losses in provided in the ASSET QUALITY discussion section of this proxy statement/prospectus.

Non-interest Income

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Non-interest income for the three months ended March 31, 2000 was $\$ 2.7$ million, an increase of $\$ 193,000$, or $8 \%$ over the comparable 1999 period. Service charges on deposit accounts, which represent the largest component of non-interest income, totaled $\$ 1.5$ million for the first three months of 2000 , an increase of $\$ 309,000$, or $27 \%$, compared to the same period in 1999 . This increase is primarily attributed to an increase in the number and volume of transaction deposit accounts.

Mortgage banking revenue for the first three months of 2000 decreased by $\$ 228,000$, or $51 \%$ compared with the same period in 1999. This decrease is primarily attributable to increased mortgage loan interest rates and the corresponding decline in demand for mortgage refinance loans.

Other non-interest income totaled $\$ 974,000$ for the three months ended March 31,2000 , an increase of $\$ 112,000$ million, or $13 \%$, compared to the same period in 1999. The following table summarizes the components of other non-interest income for the first three months of 2000 and 1999 and the changes in those components for the periods presented:

Table 4 -Other Non-interest Income
(in thousands)

|  | For the Three Months Ended March 31, Change |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2000 | 1999 | Amount | Percent |
| Trust and brokerage fees | 209 | 169 | 40 | 24\% |
| ATM fees | 134 | 105 | 29 | 28\% |
| Bank-owned life insurance | 139 | 96 | 43 | 45\% |
| Insurance commissions | 38 | -- | 38 | $\mathrm{n} / \mathrm{m}$ |
| Credit insurance | 179 | 223 | (44) | -20\% |
| Safe deposit box fees | 78 | 57 | 21 | 37\% |
| Gain on sale of loans | 9 | 40 | (31) | -78\% |
| Other | 188 | 172 | 16 | 9\% |
| Total other non-interest income | 974 | 862 | 112 | 13\% |

$\mathrm{n} / \mathrm{m}$ - not meaningful

The growth in trust and brokerage revenue is primarily attributable to an increase in the number of retail brokerage sale representatives and an increase in the amount of trust assets under management. The improvement in ATM fees is attributable to an increase in the number of ATM machines in service and an increase in the surcharge fee charged to non-customers implemented in February 1999. The increase in bank-owned life insurance revenue is a result of the growth of the underlying insurance policies' cash value since the first quarter of 1999 and corresponding increase in policy appreciation earnings. The increase in insurance commission revenue of $\$ 38,000$ reflects commissions earned by United on sales of insurance products through its wholly-owned subsidiary, United Agencies, Inc., which actively commenced operations during the second quarter of 1999.

The decrease in credit life insurance is primarily attributable to slower loan growth during the first quarter of 2000 at United's consumer finance company subsidiaries. During the first quarter of 2000 such outstanding loans declined by $\$ 996,000$, compared with an increase of $\$ 1.8$ million during the same period in 1999.

Gains on the sale of loans recorded during the first quarter of 2000 were $78 \%$ lower than the same period in 1999. The first quarter 1999 results for this income category reflect a one-time gain of approximately $\$ 40,000$ on the sale of SBA loans.

Non-interest Expense

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For the three months ended March 31, 2000, non-interest expense totaled $\$ 14.4$ million, an increase of $\$ 2.4$ million, or $20 \%$, from the same period in 1999.

Salary and employee benefit expense, which represents the single largest component of non-interest expense, increased by $\$ 1.3$ million, or $19 \%$, compared with the same period in 1999. This increase is primarily attributable to staff additions made to accommodate the growth of United's customer base, including staff obtained with the acquisition of Adairsville Bancshares, Inc. effective April 1, 1999; general merit increases awarded annually in April each year; and an increase in the cost of group health insurance coverage.

Occupancy and equipment expense for the first three months of 2000 totaled $\$ 2.6$ million, an increase of $\$ 480,000$, or $23 \%$, over the same period in 1999. This increase is primarily attributable to the opening of new bank offices in three markets and the acquisition of Adairsville.

Other non-interest expense for the three months ended March 31, 2000 was $\$ 3.7$ million, an increase of $19 \%$ over the same period in 1999 . This increase in primarily attributable to increases in stationery and supply expense and communications expense due to the increase in the number of bank offices and the growth of existing offices. Amortization expense for intangible assets, which is included in other non-interest expense, increased by $\$ 50,000$ during the first three months of 2000 compared with the same period in 1999, as a result of purchase acquisition of Adairsville.

The efficiency ratio, which is a measure of operating expenses excluding one-time expenses as a percentage of operating revenues excluding one-time gains, was $66.8 \%$ for the three months ended March 31, 2000, a three basis point improvement compared with the same period in 1999.

Income Taxes

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Income tax expense increased by $\$ 149,000$, or $9 \%$, during the first three months of 2000 as compared to the same period in 1999. The effective tax rate (income tax expense as a percentage of pre-tax net income) for the three months ended March 31, 2000 was $31.9 \%$, compared to $33.2 \%$ for comparable 1999 period.

Investment Securities

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Average securities for the first three months of 2000 were $\$ 561$ million, an increase of $\$ 132$ million, or $31 \%$, over the comparable 1999 period. As of March 31, 2000, United had $\$ 162$ million of securities and borrowings related to the leverage program, compared with $\$ 164$ million at year-end 1999 and $\$ 148$ million at March 31, 1999. Management does not expect to increase the level of securities and related borrowings in the leverage program during the remainder of 2000 .

## Loans

Loans

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United experienced annualized loan growth of $17 \%$ for the three-month period ended March 31, 2000. Total loans, net of unearned income, totaled $\$ 1.5$ billion at March 31, 2000, compared to $\$ 1.4$ billion at December 31, 1999. The loan growth experienced during the first three months of 2000 is attributed to continued robust economic conditions in United's market areas and corresponding strong demand for loans. Average loans for the three months ended March 31, 2000
were $\$ 1.4$ billion compared to $\$ 1.1$ billion for the comparable 1999 period, representing an increase of $\$ 346$ million, or $32 \%$. The average tax-equivalent yield on loans (including mortgage loans held for sale) for the three months ended March 31, 2000 was $9.61 \%$, compared to $9.73 \%$ for the same period in 1999. This decrease is attributed to continued competitive pricing pressures for loans in the market areas where United operates.

Asset Quality

- -------------

Non-performing assets, which include non-accrual loans, loans past-due 90 days or more and still accruing interest, and other real estate owned totaled $\$ 2.9$ million at March 31, 2000, compared to $\$ 2.4$ million at December 31, 1999. Total non-performing loans at March 31, 2000 increased by $\$ 373,000$ over the year-end 1999 level. Non-performing loans at March 31, 2000 consisted primarily of loans secured by real estate that are generally well secured and in the process of collection. Other real estate owned at March 31, 2000 totaled $\$ 752,000$, compared to $\$ 541,000$ at December 31, 1999, and comprised six properties.

Management classifies loans as non-accrual when principal or interest is 90 days or more past due and the loan is not sufficiently collateralized and in the process of collection. Once a loan is classified as non-accrual, it cannot be reclassified as an accruing loan until all principal and interest payments are brought current and the prospects for future payments in accordance with the loan agreement appear relatively certain. Foreclosed properties held as other real estate owned are recorded at the lower of United's recorded investment in the loan or market value of the property less expected selling costs.

The following table presents information about United's non-performing assets, including asset quality ratios.

Table 5- Non-Performing Assets
(in thousands)

Non-accrual loans
Loans past due 90 days or more and still accruing

Total non-performing loans
Other real estate owned
Total non-performing assets

Total non-performing loans as a percentage of total loans
Total non-performing assets as a percentage of total assets

|  | $\begin{gathered} \text { March } 31, \\ 2000 \end{gathered}$ | $\begin{gathered} \text { December } 31, \\ 1999 \end{gathered}$ | $\begin{gathered} \text { March 31, } \\ 1999 \end{gathered}$ |
| :---: | :---: | :---: | :---: |
| \$ | 1,946 | 1,370 | 1,346 |
|  | 247 | 450 | 413 |
|  | $\begin{array}{r} 2,193 \\ 752 \end{array}$ | $\begin{array}{r} 1,820 \\ 541 \end{array}$ | $\begin{array}{r} 1,759 \\ 809 \end{array}$ |
| \$ | 2,945 | 2,361 | 2,568 |
|  | $0.15 \%$ | $0.13 \%$ | $0.15 \%$ |
|  | $0.14 \%$ | $0.11 \%$ | $0.14 \%$ |

At March 31, 2000, United had approximately $\$ 5.5$ million of outstanding loans that were not included in the past-due or non-accrual categories, but for which management had knowledge that the borrowers were having financial difficulties. Although these difficulties are serious enough for management to be uncertain of the borrowers' ability to comply with the original repayment terms of the loans, no losses are anticipated at this time in connection with the loans based on current market conditions, cash flow generation, and collateral values. These loans are subject to routine management review and are considered in determining the adequacy of the allowance for loan losses.

The allowance for loan losses at March 31, 2000 totaled $\$ 18.9$ million, an increase of $\$ 1.2$ million, or $7 \%$, from December 31, 1999. The ratio of allowance for loan losses to total loans at March 31, 2000 was 1.30\%, compared with 1.35\% at March 31, 1999 and 1.27\% at December 31, 1999. At March 31, 2000 and December 31 , 1999, the ratio of allowance for loan losses to total non-performing loans was $863 \%$ and $974 \%$, respectively.

The following table provides an analysis of the changes in the
allowance for loan losses for the three months ended March 31, 2000 and 1999.

Table 6 - Summary of Loan Loss Experience
(in thousands)


Management believes that the allowance for loan losses at March 31, 2000 is sufficient to absorb losses inherent in the loan portfolio. This assessment is based upon the best available information and does involve a degree of uncertainty and matters of judgment. Accordingly, the adequacy of the loan loss reserve cannot be determined with precision and could be susceptible to significant change in future periods.

Deposits and Borrowed Funds
$\qquad$

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Deposits and Borrowed Funds
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Total average non-interest bearing deposits for the three months ended March 31, 2000 were $\$ 190$ million, an increase of $\$ 35$ million, or $23 \%$, from the same period in 1999. For the three months ended March 31, 2000, total average interest bearing deposits were $\$ 1.7$ billion, an increase of $\$ 405$ million, or $32 \%$, from the comparable 1999 period.

At March 31, 2000, United had $\$ 59$ million of brokered certificates of deposit issued compared with $\$ 70$ million at year-end 1999. Average certificates of deposit for the three months ended March 31, 2000 increased by $\$ 321$ million, or $43 \%$, over the same period in 1999; brokered deposits represented $\$ 63$ million, or $20 \%$, of the total increase.

Total average borrowed funds for the three months ended March 31, 2000 were $\$ 362$ million, an increase of $\$ 76$ million, or $27 \%$, from the comparable 1999 period. Most of this increase is attributed to increased net borrowings from the Federal Home Loan Bank used to fund growth of the loan portfolio. At March 31, 2000, United had aggregate Federal Home Loan Bank borrowings of approximately $\$ 310$ million.

United's financial performance is largely dependent upon its ability to manage market interest rate risk, which can be further defined as the exposure of United's net interest income to fluctuations in interest rates. Since net interest income is the largest component of United's earnings, management of interest rate risk is a top priority. United's risk management program includes a coordinated approach to managing interest rate risk and is governed by policies established by the Asset/Liability Management Committee, which is comprised of members of United's senior management team. The Asset/Liability Management Committee meets regularly to evaluate the impact of market interest rates on the assets, liabilities, net interest margin, capital, and liquidity of United and to determine the appropriate strategic plans to address the impact of these factors.

United's balance sheet structure is primarily short-term with most assets and liabilities either repricing or maturing in five years or less. Management monitors the sensitivity of net interest income to changes in market interest rates by utilizing a dynamic simulation model. This model measures net interest income sensitivity and volatility to interest rate changes based on assumptions that management believes are reasonable. Factors considered in the simulation model include actual maturities, estimated cash flows, repricing characteristics, deposit growth, and the relative sensitivity of assets and liabilities to changes in market interest rates. The simulation model considers other factors that can impact net interest income, including the mix of earning assets and liabilities, yield curve relationships, customer preferences, and general market conditions. Using the simulation model, management can project the impact of changes in interest rates on net interest income.

At March 31, 2000, United's simulation model indicated that net interest income would increase by $3.24 \%$ if interest rates increased by 200 basis points and would decrease by $4.80 \%$ if interest rates fell by the same amount. Both of the simulation results are within the limits of United's policy, which permits an expected net interest income impact within a range of plus $10 \%$ and minus $10 \%$ for any 200 basis point increase or decrease in rates.

To assist in achieving a desired level of interest rate sensitivity, United has entered into off-balance sheet contracts that are considered derivative financial instruments. Derivative financial instruments can be a cost and capital effective means of modifying the repricing characteristics of on-balance sheet assets and liabilities. United requires that all contract counterparties have an investment grade or better credit rating. These contracts include interest rate swap contracts in which United pays a variable rate based on Prime Rate and receives a fixed rate on a notional amount and interest rate cap contracts for which United pays an up-front premium in exchange for a variable cash flow if interest rates exceed the cap rate. United did not enter into any new derivative financial instrument contracts during the first quarter of 2000 .

The following table presents United's cap contracts at March 31, 2000. At that date, the cap contracts had an aggregate book value of $\$ 316,000$.

Table 7 - Cap Contracts as of March 31, 2000
(dollar amounts in thousands)

| Maturity | Notional Amount |  | Contract Index | Contract Rate | Fair <br> Value |
| :---: | :---: | :---: | :---: | :---: | :---: |
| August 31, 2001 | 5,000 |  | Prime | 10.00\% | 10 |
| August 27, 2001 | 20,000 |  | Prime | $10.00 \%$ | 49 |
| September 18, 2003 | 10,000 | 3 | Month LIBOR | 5.50 | 511 |
| January 4, 2004 | 10,000 |  | Prime | 7.75\% | 543 |
| Total | 5,000 |  |  |  | 1,113 |

Table 8 - Swap Contracts as of March 31, 2000
(dollar amounts in thousands)

Maturity

April 2, 2001
April 5, 2001
May 8, 2001
June 7, 2001
July 27, 2001
October 12, 2001
June 7, 2002
June 14, 2002
June 24, 2002
July 29, 2002
August 10, 2002
December 23, 2002
Total/weighted average

| Notional Amount | Rate Received | Rate <br> Paid | $\begin{gathered} \text { Fair } \\ \text { Value } \end{gathered}$ |
| :---: | :---: | :---: | :---: |
| 15,000 | 8.41\% | 9.00\% | (197) |
| 10000 | 9.50\% | 9.00\% | (28) |
| 10,000 | 8.26\% | 9.00\% | (155) |
| 10000 | 8.69\% | 9.00\% | (132) |
| 10,000 | 8.85\% | 9.00\% | (80) |
| 10,000 | 9.11\% | 9.00\% | (120) |
| 10,000 | 9.05\% | 9.00\% | (119) |
| 10,000 | 9.12\% | 9.00\% | (107) |
| 20,000 | 8.80\% | 9.00\% | (442) |
| 25,000 | 9.04\% | 9.00\% | (316) |
| 10,000 | 9.60\% | 9.00\% | (104) |
| 10,000 | 9.19\% | 9.00\% | (231) |
| 150,000 | 8.95\% | 9.00\% | $(2,031)$ |

Effective January 1, 1999, United adopted Statement of Financial Accounting Standards No. 133 (ACCOUNTING FOR DERIVATIVE INSTRUMENTS AND HEDGING ACTIVITIES), that requires that all derivative financial instruments be included and recorded at fair value on the balance sheet. Currently, all of United's derivative financial instruments are classified as highly effective fair value hedges. Fair value hedges recognize currently in earnings both the impact of the change in the fair value of the derivative financial instrument and the offsetting impact of the change in fair value of the hedged asset or liability. At March 31, 2000, United's derivative financial instruments had an aggregate negative fair market value of $\$ 918,000$.

United requires all derivative financial instruments to be used only for asset/liability management or hedging specific transactions or positions, and not for trading or speculative purposes. Management believes that the risk associated with using derivative financial instruments to mitigate interest rate sensitivity is minimal and should not have any material unintended impact on United's financial condition or results of operations.

The following table shows United's capital ratios, as calculated under regulatory guidelines, compared to the regulatory minimum capital ratio and the regulatory minimum capital ratio needed to qualify as a "well-capitalized" institution at March 31, 2000 and December 31, 1999:

Table 9 - Capital Ratios

| March 31, | December 31, |
| :---: | :---: |
| 2000 | 1999 |
| -----------1 |  |
| $5.61 \%$ | $5.52 \%$ |
| $3.00 \%$ | $3.00 \%$ |
| $5.00 \%$ | $5.00 \%$ |
| $8.54 \%$ | $8.44 \%$ |
| $3.00 \%$ | $3.00 \%$ |
| $6.00 \%$ | $6.00 \%$ |
| $10.04 \%$ | $9.95 \%$ |
| $8.00 \%$ | $8.00 \%$ |
| $10.00 \%$ | $10.00 \%$ |

Management believes that it is in the best interests of United's shareholders to make optimal use of United's capital by maintaining capital levels that meet the regulatory requirements for "well-capitalized" status but do not result in a significant level of excess capital that is not utilized. In consideration of the asset growth experienced during the past year and expected continued growth during the year 2000, management recommended to United's board of directors in January 2000 that additional capital be raised through the sale of common stock. The Board subsequently approved a public offering of between 350,000 and 450,000 shares at a price of $\$ 38.00$ per share, which will provide between $\$ 13.2$ million and $\$ 17.0$ million of additional capital, net of estimated offering expenses. Management expects to use the net proceeds of the offering, which is expected to be completed during the second quarter of 2000 , to inject additional capital into United's subsidiary banks and for other corporate purposes.

United is currently paying dividends on a quarterly basis and expects to continue making such distributions in the future if results from operations and capital levels are sufficient. The following table presents the cash dividends declared in the first quarter of 2000 and 1999 and the respective payout ratios as a percentage of net income.

Table 10 - Dividend Payout Information
2000
$\begin{array}{lccc}\text { Dividend } & \text { Payout \% } & \text { Dividend } & \text { Payout \% } \\ ------- & ------- & ------ & ------12 . \\ \$ 0.075 & 15.6 \% & \$ 0.05 & 12.2 \%\end{array}$
First quarter

Liquidity measures the ability to meet current and future cash flow needs as they become due. Maintaining an adequate level of liquid funds, at the most economical cost, is an important component of United's asset and liability management program. United has several sources of available funding to provide the required level of liquidity. United, like most banking organizations, relies primarily upon cash inflows from financing activities (deposit gathering, short-term borrowing and issuance of long-term debt) to fund its investing activities (loan origination and securities purchases). The financing activity cash inflows such as loan payments and securities sales and prepayments are also a significant component of liquidity.

COMPARISON OF THE YEARS ENDED DECEMBER 31, 1999, 1998, AND 1997.

Expansions and Mergers Since December 31, 1998

On August 27, 1999, United completed its merger with 1st Floyd Bank of Rome, Georgia, in a tax-free stock exchange. United issued 632,890 shares of common stock in the transaction and recorded merger-related expenses totaling \$1.2 million, net of tax. This merger was accounted for as a pooling of
interests, and all of the financial statements and ratios contained in this proxy statement/prospectus have been restated to include the results of 1st Floyd Bank for all periods presented.

On March 31, 1999, United completed its acquisition of Bank of Adairsville of Adairsville, Georgia. Effective April 1, 1999, the results of operations for Bank of Adairsville were included in United's consolidated statements of income. This acquisition was accounted for as a purchase, for which United recorded a goodwill asset in the amount of approximately $\$ 3$ million, which is being recognized through charges to expense over a term of 15 years beginning in April, 1999.

Two new branch offices of the banks were opened for business during 1999. United Community Bank opened a new office in Murrayville, Georgia, which is operated under the trade name of United Community Bank of Hall County. Carolina Community Bank opened a second office in Brevard, North Carolina.

Expansions Prior to December 31, 1998
Expansions Prior to December 31, 1998

Effective January 30, 1998, Peoples Bank of Fannin County assumed deposits totaling $\$ 23.4$ million and purchased certain assets totaling $\$ 3.7$ million of a branch bank located in Ellijay, Georgia. This office is now operated under the trade name of United Community Bank of Gilmer County.

Effective September 12, 1997, United completed the acquisition of First Clayton Bank and Trust in Clayton, Georgia. United issued 646,257 shares of common stock in connection with this merger, which was accounted for as a pooling of interests.

United also expanded its market area during 1998 and 1997 through de novo branching. Carolina Community Bank opened de novo branch offices in the western North Carolina cities of Etowah and Cherokee during 1998 and Brevard during 1997.

United Community Bank opened a de novo branch office in Clarkesville, Georgia during 1998 that is operated under the trade name of First Bank of Habersham.

Income Statement Review


Net income was $\$ 13.6$ million in 1999, an increase of $6.9 \%$ from the $\$ 12.8$ million earned in 1998. Diluted earnings per common share were $\$ 1.66$ for 1999, compared with $\$ 1.57$ reported for 1998 , an increase of $5.7 \%$. Return on average assets and return on average equity for 1999 were $0.72 \%$ and $14.33 \%$, respectively, compared with $0.94 \%$ and $14.84 \%$, respectively, for 1998.

The reported net income for 1999 includes after-tax charges of $\$ 1.2$ million related to the merger with lst Floyd Bank. Excluding these non-recurring items, net income for 1999 was $\$ 14.8$ million, an increase of $15.9 \%$ over 1998. Diluted earnings per share for 1999 , excluding merger-related charges, were $\$ 1.80$, an increase of $14.5 \%$ over 1998. Return on average assets and return on average equity for 1999, exclusive of merger-related charges, were $0.78 \%$ and 15.54\%, respectively.

The following table summarizes the components of income and expense and
the changes in those components for the past three years.
Table 1 - Condensed Consolidated Statements of Income
For the years ended December 31
(In thousands)

|  | 1999 |  | Change |  | Change |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest income | \$ | 149,740 | 33,526 | 28.8\% | 116,214 | 22,026 | 23.4\% | 94,188 |
| Interest expense |  | 81,766 | 21,762 | 36.3\% | 60,004 | 11,534 | 23.8\% | 48,470 |
| Net interest income |  | 67,974 | 11,764 | 20.9\% | 56,210 | 10,492 | 22.9\% | 45,718 |
| Provision for loan losses |  | 5,104 | 2,492 | 95.4\% | 2,612 | (202) | -7.2\% | 2,814 |
| Net interest income after |  |  |  |  |  |  |  |  |
| provision for loan losses |  | 62,870 | 9,272 | 17.3\% | 53,598 | 10,694 | 24.9\% | 42,904 |
| Non-interest income |  | 10,836 | 1,707 | 18.7\% | 9,129 | 1,929 | 26.8\% | 7,200 |
| Non-interest expense |  | 54,165 | 10,201 | 23.2\% | 43,964 | 9,901 | 29.1\% | 34,063 |
| Income before income taxes |  | 19,541 | 778 | 4.1\% | 18,763 | 2,722 | 17.0\% | 16,041 |
| Income tax expense |  | 5,893 | (97) | -1.6\% | 5,990 | 1,003 | 20.1\% | 4,987 |
| Net income | \$ | 13,648 | 875 | 6.9\% | 12,773 | 1,719 | 15.6\% | 11,054 |

The individual components of income and expense are discussed in further detail below.

Net Interest Income

Net interest income (the difference between the interest earned on assets and the interest paid on deposits and liabilities) is the single largest component of United's operating income. United actively manages this income source to provide an optimal level of income while balancing interest rate, credit and liquidity risks. Net interest income totaled $\$ 68.0$ million in 1999 , an increase of $\$ 11.8$ million, or $21 \%$, from the level recorded in 1998. Net interest income for 1998 increased $\$ 10.5$ million, or $23 \%$, over the 1997 level. On a fully tax-equivalent basis, net interest income was $\$ 70.0$ million in 1999 , compared with $\$ 57.9$ million in 1998 and $\$ 47.0$ million in 1997.

In 1999, average interest earning assets increased $\$ 503$ million, or $40 \%$, over the 1998 amount. This increase was primarily due to the increased volume of loans and to increased securities acquired as part of United's leverage program. Average loans outstanding for 1999 were $\$ 1.2$ billion, compared with $\$ 956$ million in 1998. Average interest bearing liabilities for 1999 increased $\$ 488$ million, or $43 \%$, over the 1998 average balance. This increase was primarily due to an increase in the level of average interest bearing deposits of $\$ 256$ million, or $25 \%$, and an increase in borrowed funds of $\$ 232$ million, or 204\%. Approximately $\$ 150$ million of the increase in average borrowed funds was in conjunction with United's leverage program, which is explained in detail in the INVESTMENT SECURITIES section of this discussion. The majority of new borrowings were fixed and floating rate advances from the Federal Home Loan Bank that were at a funding cost competitive with the banks' current certificate of deposit rates. Additional information regarding the Federal Home Loan Bank advances is provided in note 7 of the consolidated financial statements.

The banking industry uses two key ratios to measure relative profitability of net interest income. The net interest rate spread measures the difference between the average yield on earning assets and the average rate paid on interest bearing liabilities. The interest rate spread eliminates the impact of non-interest bearing deposits and gives a direct perspective on the effect of market interest rate movements. The net interest margin is defined as net interest income as a percent of average total earning assets and takes into account the positive impact of investing non-interest bearing deposits.

United's net interest spread was $3.55 \%$ in 1999, $4.04 \%$ in 1998, and 4.05\% in 1997, while the net interest margin (on a tax-equivalent basis) was 3.98\% in 1999, $4.60 \%$ in 1998, and $4.66 \%$ in 1997. The 62 basis point decrease in the net interest margin from 1998 to 1999 is primarily attributed to the following: the narrower spread on the assets and associated liabilities in the leverage program; the increased reliance on borrowed funds; increased competitive pricing pressure on loans and deposits; increased cash balance held for Year 2000 contingency; and the impact of bank-owned life insurance revenue recorded as non-interest income.

The average cost of interest bearing liabilities for 1999 was $5.07 \%$, a decrease of 27 basis points from 1998. Core deposits, which include transaction accounts, savings accounts and non-brokered certificates of deposit less than $\$ 100,000$, represented approximately $77 \%$ of total deposits in 1999, a decrease from 82\% in 1998.

The following table shows, for the past three years, the relationship between interest income and expense and the average balances of interest earning assets and interest bearing liabilities.

Table 2 - Average Consolidated Balance Sheets and Net Interest Analysis
For the Years Ended December 31
Fully tax-equivalent basis
(in thousands)

## Assets:

Interest-earning assets:
Loans, net of unearned income $\quad \$ 1,242,418 \quad 119,669$ 9.63\% 961,763 99,126 10.31\% 777,583 80,675 10.38\%
Taxable investments
Tax-exempt investments
Federal funds sold
and other interest income
Total interest-earning assets / interest income

Non-interest-earning assets: Allowance for loan losses
Cash and due from banks
Premises and equipment
Other assets
Total assets
Liabilities and Stockholders' Equity Interest-bearing liabilities:

Interest-bearing deposits: Transaction accounts
Savings deposits
Certificates of deposit
Total interest-bearing deposit
Federal Home Loan Bank advances Long-term debt and other borrowings

## Total borrowed funds

Total interest-bearing liabilities / interest expense
Non-interest-bearing liabilities:
Non-interest-bearing deposits
Other liabilities
Total liabilities
Stockholders' equity
Total liabilities
and stockholders' equity
Net interest-rate spread
Impact of non-interest bearing
sources and other changes in balance sheet composition

Net interest income /
margin on interest-earning assets


| \$ | \$ 1,242,418 119,669 9.63\% |  |  | 961,763 99,126 10.31\% |  |  | 583 80,675 10.38\% |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 417,602 | 25,285 | 6.05\% | 200,457 | 12,264 | 6.12\% | -156,784 | 9,609 | 6.13\% |
|  | 80,949 | 5,795 | $7.16 \%$ | 67,067 | 4,879 | 7.27\% | 44,326 | 3,514 | 7.93\% |
|  | 19,769 | 1,050 | 5.31\% | 28,272 | 1,644 | 5.81\% | 31,077 | 1,723 | 5.54\% |
|  | 1,760,738 | 151,799 | 8. $62 \%$ | 1,257,559 | 117,913 | 9.38\% | 1,009,770 | 95,521 | 9.46\% |
|  | $(15,341)$ |  |  | $(11,805)$ |  |  | $(9,854)$ |  |  |
|  | 63,452 |  |  | 45,176 |  |  | 30,662 |  |  |
|  | 45,382 |  |  | 35,331 |  |  | 24,832 |  |  |
|  | 41,958 |  |  | 29,042 |  |  | 22,568 |  |  |
|  | \$ 1,896,189 |  |  | 1,355,303 |  |  | 1,077,978 |  |  |



Interest income on tax-exempt securities and loans has been increased by $50 \%$ to reflect comparable interest on taxable securities.
For computational purposes, includes non-accrual loans and mortgage loans held for sale.
Includes Trust Preferred Securities.
Tax equivalent net interest income as a percentage of average earning assets

The following table shows the relative impact on net interest income of changes in the average outstanding balances (volume) of earning assets and interest bearing liabilities and the rates earned and paid by United on such assets and liabilities. Variances resulting from a combination of changes in rate AND volume are allocated in proportion to the absolute dollar amounts of the change in each category.

Table 3 - Change in Interest Income and Expense on a Tax Equivalent Basis (in thousands)

Interest-earning assets:
Loans
Taxable investments
Tax-exempt investments
Federal funds sold
and other interest income
Total interest-earning assets
Interest-bearing liabilities:
Transaction accounts
Savings deposits
Certificates of deposit
Total interest-bearing deposits FHLB advances
Long-term debt and other borrowings
Total borrowed funds
Total interest-bearing liabilities
Increase (decrease)
in net interest income

1999 Compared to 1998 Increase (decrease) in interest income and expense due to changes in:
Volume Rate $\quad$ Total

| 27,380 | $(6,837)$ | 20,543 |
| ---: | ---: | ---: |
| 13,149 | $(128)$ | 13,021 |
| 995 | $(79)$ | 916 |
|  | $(461)$ | $(133)$ |


\$ $\underset{======================================}{15,369}$

1998 Compared to 1997
Increase (decrease)
in interest income and expense due to changes in:
Volume $\begin{gathered}\text { Rate } \\ \text { Total }\end{gathered}$

| 19,109 | (658) | 18,451 |
| :---: | :---: | :---: |
| 2,677 | (22) | 2,655 |
| 1,803 | (438) | 1,365 |
| (156) | 77 | (79) |
| 23,433 | $(1,041)$ | 22,392 |
| 2,487 | 483 | 2,970 |
| 252 | 30 | 282 |
| 5,806 | (692) | 5,114 |
| 8,545 | (179) | 8,366 |
| 3,080 | (452) | 2,628 |
| 387 | 153 | 540 |
| 3,467 | (299) | 3,168 |
| 12,012 | (478) | 11,534 |
| 11,421 | (563) | 10,858 |

## Provision for Loan Losses

- ----------------------------1

The provision for loan losses in 1999 was $\$ 5.1$ million, compared with $\$ 2.6$ million in 1998 and $\$ 2.8$ million in 1997. As a percentage of average outstanding loans, the provisions recorded for 1999,1998 and 1997 were $0.41 \%$, $0.27 \%$ and $0.36 \%$, respectively. Net loan charge-offs as a percentage of average outstanding loans for 1999 were $0.15 \%$, compared with $0.10 \%$ for 1998 and $0.05 \%$ for 1997. The increase in the provision for loan loss in 1999 is primarily attributed to growth in the loan portfolio and the increased level of net charge-offs.

The provision for loan losses is based on management's evaluation of inherent risks in the loan portfolio and the corresponding analysis of the allowance for loan losses. Additional discussion on loan quality and the allowance for loan losses is included in the ASSET QUALITY section of this proxy statement/prospectus.

Total non-interest income for 1999 was $\$ 10.8$ million, compared with $\$ 9.1$ million in 1998 and $\$ 7.2$ million in 1997. The following table presents the components of non-interest income for 1999, 1998, and 1997.

Table 4 - Non-interest Income
(in thousands)


The primary source of non-interest income for United is service charges and fees on deposit accounts held by the banks. Total deposit service charges and fees for 1999 were $\$ 5.2$ million, or $48 \%$ of total non-interest income, compared with $\$ 4.2$ million, or $46 \%$ of total non-interest income in 1998. The growth of deposit service charge and fee revenue for 1999 and 1998 was primarily due to the increase in the number of deposit accounts.

Net gains on the sale of securities totaled $\$ 543,000$ for 1999 , compared with $\$ 804,000$ for 1998 and $\$ 737,000$ in 1997 . The gains in 1999 were primarily related to the sale of an equity security. Securities gains recognized during 1998 and 1997 gains were primarily the result of a general decline in interest rates coupled with management's decision to shift a portion of the balance of the securities portfolios of the banks to higher yielding mortgage securities.

Mortgage loan and related fees for 1999 were $\$ 1.6$ million, a decrease of $10 \%$ compared with 1998. This decrease was primarily due to the higher interest rate environment during 1999 that reduced the market for mortgage refinance loans. Substantially all of the mortgage loan and related fees recorded during 1999 were received as the result of originating approximately $\$ 129$ million of residential mortgages that were subsequently sold into the secondary market. These loans were all sold with the right to service the loans (the servicing asset) released to the purchaser for a fee. The decrease in mortgage loan and related fees for 1999 was offset by the effect of recognizing $\$ 72,000$ less in amortization of mortgage servicing rights in 1999 compared with 1998. This reduction of amortization was in response to decreased prepayment levels within the serviced loan portfolio due to higher mortgage market interest rates.

Trust and brokerage revenue for 1999 was $\$ 622,000$, an increase of $46 \%$ compared with 1998. This increase is primarily attributed to management's continued focus on personal trust business opportunities within the current customer base of the banks.

Insurance commissions increased $\$ 355,000$, or $53 \%$, compared with 1998. This increase is primarily attributed to loan growth-related increased credit ife sales at United Family Finance Co. and United Family Finance Co. of North Carolina of $\$ 198,000$ and increased commission revenue for United Agencies, Inc. of $\$ 96,000$. The revenue increase at United Agencies, Inc. resulted from a one-time commission on the sale of bank-owned life insurance policies to the banks.

Non-interest income for 1999 also included $\$ 395,000$ of revenue related to the increase in value of $\$ 8.1$ million of bank-owned life insurance contracts purchased by United in December 1998.

## Non-interest Expense

Total non-interest expense for 1999 was $\$ 54.2$ million, compared with $\$ 43.9$ million in 1998 and $\$ 34.1$ million in 1997. Non-interest expense for 1999 includes $\$ 1.8$ million of charges related to the merger with 1st Floyd Bank, primarily for employee contractual obligations, write-off of obsolete equipment, and professional fees. The following table presents the components of non-interest expense for the years ended December 31, 1999, 1998, and 1997.

Table 5 - Non-interest Expense
(in thousands)

|  | Years Ended December 31, |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1999 |  | \% Change |  | 1998 | \% Change | 1997 |
| Salaries | \$ | 23,571 |  | 21\% | 19,435 | 29\% | 15,053 |
| Employee benefits |  | 6,113 |  | 19\% | 5,125 | 33\% | 3,861 |
| Occupancy |  | 3,193 |  | 17\% | 2,719 | 30\% | 2,086 |
| Furniture and equipment |  | 4,439 |  | 41\% | 3,158 | 46\% | 2,169 |
| Communications |  | 1,526 |  | 29\% | 1,180 | 63\% | 725 |
| Advertising and public relations |  | 2,331 |  | 6\% | 2,207 | 2\% | 2,158 |
| Postage, printing and supplies |  | 2,710 |  | 14\% | 2,372 | 33\% | 1,787 |
| Professional fees |  | 1,467 |  | 2\% | 1,432 | 29\% | 1,110 |
| Amortization of intangibles |  | 710 |  | 39\% | 509 | 23\% | 414 |
| Other expense |  | 6,260 |  | 7\% | 5,827 | 24\% | 4,700 |
|  |  | 52,320 |  | 19\% | 43,964 | 29\% | 34,063 |
| Merger-related expenses |  | 1,845 |  |  | - |  | - |
| Total non-interest expense | \$ | 54,165 |  | 23\% | 43,964 | 29\% | 34,063 |

Total salaries and benefits for 1999, excluding merger-related expenses, increased by $21 \%$ over the 1998 level. This increase was primarily due to staff additions for new branch bank offices, staffing increases at existing branches that experienced growth, and the addition of several senior management positions at the holding company during the second half of 1998 and 1999. United had 778 full-time equivalent employees at December 31, 1999, compared with 687 at year-end 1998 .

Total occupancy expense for 1999 increased by 17\% compared with 1998. This increase is primarily attributed to the opening of new branch bank offices located in the primary market areas of United during the second half of 1998 and 1999 and the acquisition of Bank of Adairsville.

Total furniture and equipment expense for 1999, excluding merger-related expenses, increased by 41\% compared with 1998. This increase is primarily attributed to the depreciation expense for the wide area computer network, the acquisition of Bank of Adairsville, and expense associated with the operation of new branch bank offices.

Communications expense, which includes data circuit costs, local phone service, long-distance service, and cellular service, increased by $29 \%$ during 1999 and 63\% during 1998. These increases were both primarily due to the new facilities opened since 1997 and new expenses associated with installation and maintenance of frame-relay data circuits that are the communications backbone for United's wide-area computer network.

Postage, printing, and supply expense for 1999 increased by 14\% compared with 1998. This increase is a direct result of increases in the number of deposit, loan, and trust customers during the year.

Amortization of intangible assets in 1999 increased $39 \%$ compared with 1998. This increase is attributed to the amortization of the goodwill asset related to the acquisition of Bank of Adairsville in March 1999. Additional information regarding United's accounting policy for goodwill and deposit-based intangible assets is included in the notes to the consolidated financial statements.

The efficiency ratio measures a bank's total operating expenses as a percentage of net interest income (before provision for loan losses) and non-interest income, excluding net gains or losses on the sale of securities and merger-related expenses. United's efficiency ratio for 1999 was $66.9 \%$, compared with $68.1 \%$ in 1998 and $65.2 \%$ in 1997.

During 1999 United recognized $\$ 1.8$ million of expenses related to the merger with lst Floyd Bank. These charges consisted of compensation expense $(\$ 692,000)$; equipment write-offs $(\$ 424,000)$; professional fees $(\$ 522,000)$; and other expense $(\$ 207,000)$. At December 31, 1999, $\$ 455,000$ of the total $\$ 1.8$ million merger charge was recorded as an accrued liability.

Income Taxes

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United had income tax expense of $\$ 5.9$ million in 1999, compared with $\$ 6.0$ million in 1998 and $\$ 5.0$ million in 1997 . United's effective tax rates (tax expense expressed as a percentage of pre-tax net income) for 1999, 1998, and 1997 were $30.2 \%, 31.9 \%$, and $31.1 \%$, respectively. These effective rates are lower than the statutory federal tax rate primarily because of interest income on certain investment securities and loans that is exempt from income taxes. Additional information regarding United's income taxes can be found in note 11 to the consolidated financial statements.

Balance Sheet Review

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Total assets at December 31, 1999 were $\$ 2.1$ billion, an increase of $\$ 541$ million, or $34 \%$, from December 31, 1998. On an average basis, total assets increased $\$ 541$ million, or $40 \%$ from 1998 to 1999. Average interest earning assets for 1999 were $\$ 1.8$ billion, compared with $\$ 1.3$ million for 1998 , an increase of $40 \%$.

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Total loans averaged $\$ 1.2$ billion in 1999, compared with $\$ 956$ million in 1998, an increase of 29\%. At December 31, 1999, total loans were \$1.4 billion, an increase of $\$ 339$ million, or $32 \%$ from December 31, 1998. Over the past five years, United has experienced strong loan growth in all markets, with particular strength in loans secured by real estate, both residential and non-residential. The following table presents a summary of the loan portfolio by category over that period.

Table 6 - Loans Outstanding
(in thousands)


Substantially all of United's loans are to customers located in Georgia and North Carolina, in the immediate market areas of the banks. This includes loan customers who have a seasonal residence in the banks' market areas. The following table indicates United's loans by specific collateral type or loan purpose as of December 31, 1999:

Table 7 - Loans by Collateral Type or Purpose (in thousands)

|  |  |  | Percent of Total Loans |
| :---: | :---: | :---: | :---: |
| Secured by real estate: |  |  |  |
| Residential first liens | \$ | 506,729 | 36.1\% |
| Residential second liens |  | 27,177 | 1.9\% |
| Home equity lines of credit |  | 53,191 | 3.8\% |
| Construction and land development |  | 161,774 | 11.6\% |
| Non-farm, non-residential |  | 355,269 | 25.4\% |
| Farmland |  | 16,173 | 1.2\% |
| Multi-family residential |  | 10,846 | $0.8 \%$ |
| Total real estate |  | 1,131,159 | 80.8\% |
| Other loans: |  |  |  |
| Commercial and industrial |  | 105,221 | 7.5\% |
| Agricultural production |  | 9,923 | $0.7 \%$ |
| States and municpalities |  | 10,101 | $0.7 \%$ |
| Consumer installment loans |  | 136,983 | 9.8\% |
| Credit cards and other revolving credit |  | 6,973 | $0.5 \%$ |
| Total other loans |  | 269,201 | 19.2\% |
| Total loans | \$ | 1,400,360 | 100.0\% |

As of December 31, 1999, United's 20 largest credit relationships consisted of loans and loan commitments ranging from $\$ 2.4$ to $\$ 10.0$ million, with an aggregate total credit exposure of $\$ 77$ million. All of these credits have been underwritten in a prudent manner and structured to minimize United's potential exposure to loss.

The following table sets forth the maturity distribution of real estate construction and commercial loans, including the interest rate sensitivity for loans maturing in greater than one year, as of December 31, 1999. United's loan policy does not permit automatic roll-over of matured loans.

Table 8 - Loan Portfolio Maturity
(in thousands)

|  | Maturity |  |  |  |  | Rate Structure for Loans Maturing Over One Year |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | One Year or Less | One through Five Years | Over Five Years | Total | Fixed <br> Rate | Floating Rate |
| Commercial | \$ | 61,266 | 42,493 | 21,486 | 125,245 | 57,214 | 6,765 |
| Real estate - construction |  | 130,607 | 31,167 | - | 161,774 | 7,581 | 23,586 |
| Total | \$ | 191,873 | 73,660 | 21,486 | 287,019 | 64,795 | 30,351 |

Asset Quality and Risk Elements

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United manages asset quality and controls credit risk through diversification of the loan portfolio and the application of policies designed to promote sound underwriting and loan monitoring practices. United's loan administration function is charged with monitoring asset quality, establishing credit policies and procedures and enforcing the consistent application of these policies and procedures at all of the banks.

The provision for loan losses is the annual cost of providing an adequate allowance for anticipated potential future losses on loans. The amount each year is dependent upon many factors including loan growth, net charge-offs, changes in the composition of the loan portfolio, delinquencies, management's assessment of loan portfolio quality, the value of collateral, and economic factors and trends. The evaluation of these factors is performed by United's credit administration department through an analysis of the adequacy of the allowance for loan losses.

Reviews of non-performing, past due loans and larger credits, designed to identify potential charges to the allowance for loan losses, as well as determine the adequacy of the allowance, are conducted on a regular basis during the year. These reviews are performed by the responsible lending officers, as well as a separate loan review department, and consider such factors as the financial strength of borrowers, the value of the applicable collateral, past loan loss experience, anticipated loan losses, growth in the loan portfolio, prevailing and anticipated economic conditions, and other factors.

United does not currently allocate the allowance for loan losses to the various loan categories and there were no significant changes in the estimation methods and assumptions used to determine the adequacy of the allowance for loan losses during 1999.

The following table presents a summary of changes in the allowance for loan losses for each of the past five years.

Table 9 - Summary of Loan Loss Experience
(in thousands)

|  | 1999 |  | $\begin{array}{lc} \text { Years Ended December } \\ 1998 & 1997 \end{array}$ |  | $\begin{aligned} & 31, \\ & 1996 \end{aligned}$ | 1995 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Balance beginning of period | \$ | 12,680 | 10,989 | 8,536 | 5,316 | 4,415 |
| Provision for loan losses |  | 5,104 | 2,612 | 2,814 | 1,751 | 1,128 |
| Allowance for loan losses acquired from subsidiary at acquisition date |  | 1,822 | - | - | 1,813 | - |
| Amounts charged-off: |  |  |  |  |  |  |
| Commercial |  | 357 | 460 | 73 | 329 | 148 |
| Real estate - construction |  | 4 | - | - | - | 24 |
| Real estate - residential mortgage |  | 556 | 233 | 99 | 13 | 337 |
| Consumer |  | 1,936 | 770 | 658 | 361 | 205 |
| Total loans charged-off |  | 2,853 | 1,463 | 830 | 703 | 714 |
| Recoveries of charged-off loans: |  |  |  |  |  |  |
| Commercial |  | 167 | 287 | 22 | 251 | 187 |
| Real estate - construction |  | 5 | - | - | - | - |
| Real estate - residential mortgage |  | 323 | 36 | 296 | 49 | 188 |
| Consumer |  | 474 | 219 | 151 | 59 | 112 |
| Total recoveries |  | 969 | 542 | 469 | 359 | 487 |
| Net charge-offs |  | 1,884 | 921 | 361 | 344 | 227 |
| Balance end of period | \$ | 17,722 | 12,680 | 10,989 | 8,536 | 5,316 |
| Total loans: |  |  |  |  |  |  |
| At year-end | \$ | 1,400,360 | 1,061,165 | 872,499 | 662,245 | 489,260 |
| Average | \$ | 1,237,892 | 956,452 | 773,245 | 567,456 | 434,682 |
| As a percentage of average loans: |  |  |  |  |  |  |
| Net charge-offs |  | $0.15 \%$ | $0.10 \%$ | $0.05 \%$ | $0.06 \%$ | $0.05 \%$ |
| Provision for loan losses |  | 0.41\% | $0.27 \%$ | $0.36 \%$ | $0.31 \%$ | $0.26 \%$ |
| Allowance as a percentage of year-end loans |  | 1.27\% | 1.19\% | 1.26\% | 1.29\% | 1.09\% |
| Allowance as a percentage of non-performing loans |  | 974\% | 1174\% | 964\% | 527\% | 220\% |

Management believes that the allowance for loan losses at December 31, 1999 is sufficient to absorb losses inherent in the loan portfolio as of that date based on the best information available, including the credit risks related to the Year 2000 issue described in detail later in this discussion. This assessment involves uncertainty and judgment; therefore, the adequacy of the allowance for loan losses cannot be determined with precision and may be subject to change in future periods. In addition, bank regulatory authorities, as part of their periodic examination of the banks, may require additional charges to the provision for loan losses in future periods if the results of their review warrant.

Non-performing Assets

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Non-performing loans, which included non-accrual loans and accruing loans past due over 90 days, totaled $\$ 1.8$ million at year-end 1999, compared with $\$ 1.1$ million at December 31, 1998. At December 31, 1999, the ratio of non-performing loans to total loans was 0.13\%, compared with 0.10\% at year-end 1998. Non-performing assets, which include non-performing loans and foreclosed real estate, totaled $\$ 2.4$ million at December 31 , 1999, compared with $\$ 1.5$ million at year-end 1998.

It is the general policy of the banks to place loans on non-accrual status when, in the opinion of management, the principal and interest on a loan is not likely to be repaid in accordance with the loan terms. When a loan is placed on non-accrual status, interest previously accrued but not collected is reversed against current interest income. Depending on management's evaluation of the borrower and loan collateral, interest on a non-accrual loan may be
recognized on a cash basis as payments are received. Loans made by the banks to facilitate the sale of other real estate are made on terms comparable to loans of similar risk.

There were no commitments to lend additional funds to loan customers with loans on non-accrual status at December 31, 1999. The table below summarizes United's non-performing assets for each of the last five years.

Table 10 - Non-Performing Assets
(in thousands)

|  | 1999 |  | $\begin{array}{rrr}  & \text { December 31, } \\ 1998 & 1997 \end{array}$ |  | 1996 | 1995 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Non-accrual loans | \$ | 1,370 | 612 | 601 | 992 | 2,018 |
| Loans past due 90 days or more and still accruing |  | 450 | 468 | 539 | 628 | 402 |
| Total non-performing loans |  | 1,820 | 1,080 | 1,140 | 1,620 | 2,420 |
| Other real estate owned |  | 541 | 424 | 386 | 210 | 65 |
| Total non-performing assets | \$ | 2,361 | 1,504 | 1,526 | 1,830 | 2,485 |
| Total non-performing loans as a percentage of total loans |  | $0.13 \%$ | $0.10 \%$ | 0.13\% | $0.24 \%$ | 0.49\% |
| Total non-performing assets as a percentage of total assets |  | $0.11 \%$ | 0.09\% | $0.13 \%$ | 0.20\% | $0.34 \%$ |

At December 31, 1999, United had $\$ 5.1$ million of loans which were not classified as non-performing but for which known information about the borrowers' financial condition caused management to have concern about the ability of the borrowers to comply with the repayment terms of the loans. These loans were identified through the loan review process described in the ASSET QUALITY AND RISK ELEMENTS section of this discussion above that provides for assignment of a risk rating based on an ten-grade scale to all commercial and commercial real estate loans. Based on the evaluation of current market conditions, loan collateral, other secondary sources of repayment and cash flow generation, management does not anticipate any significant losses related to these loans. These loans are subject to continuing management attention and are considered in the determination of the allowance for loan losses.

Investment Securities

The composition of the securities portfolio reflects United's investment strategy of maintaining an appropriate level of liquidity while providing a relatively stable source of income. The securities portfolio also provides a balance to interest rate risk and credit risk in other categories of the balance sheet while providing a vehicle for the investment of available funds, furnishing liquidity, and supplying securities to pledge as required collateral for certain deposits. During 1999, United expanded its leverage program, which uses borrowed funds to purchase investment securities, by approximately $\$ 89$ million over year-end 1998.

Total average securities increased 86\% during 1999 and 33\% during 1998. The following table shows the carrying value of United's securities, by security type, as of December 31, 1999, 1998, and 1997.

Table 11 - Carrying Value of Securities
(in thousands)

|  | 1999 |  | $\begin{gathered} \text { December } 31, \\ 1998 \end{gathered}$ | 1997 |
| :---: | :---: | :---: | :---: | :---: |
| Securities held to maturity: |  |  |  |  |
| U.S. Treasury | \$ | - | - | 500 |
| U.S. Government agencies |  | - | 1,885 | 22,361 |
| State and political subdivisions |  | - | 53,386 | 42,330 |
| Mortgage-backed securities |  | - | 2,122 | 4,368 |
| Other securities |  | - | 913 | 146 |
| Total securities held to maturity |  | - | 58,306 | 69,705 |
| Securities available for sale: |  |  |  |  |
| U.S. Treasury |  | 32,400 | 33,080 | 47,442 |
| U.S. Government agencies |  | 102,730 | 46,904 | 51,762 |
| State and political subdivisions |  | 78,824 | 22,610 | 12,243 |
| Mortgage-backed securities |  | 297,932 | 220,636 | 36,139 |
| Other securities |  | 22,617 | 10,557 | 6,190 |
| Total securities available for sale |  | 534,503 | 333,787 | 153,776 |
| Total securities | \$ | 534,503 | 392,093 | 223,481 |

On January 1, 1999, United adopted Statement of Financial Accounting Standards No. 133, "ACCOUNTING FOR DERIVATIVE INSTRUMENTS AND HEDGING ACTIVITIES." As permitted by SFAS No. 133, United transferred all securities classified as held to maturity at January 1, 1999 to available for sale. Accordingly, the carrying value of United's entire securities portfolio at December 31, 1999 is recorded on the balance sheet at its fair market value of $\$ 535$ million. At year-end 1998, United had $\$ 58$ million of securities classified as held to maturity. These securities had a fair market value at year-end 1998 of $\$ 60$ million.

United's investment portfolio consists principally of U.S. Government and agency securities, municipal securities, various equity securities, and U.S. Government sponsored agency mortgage-backed securities. A mortgage-backed security relies on the underlying mortgage pools of loans to provide a cash flow of principal and interest. The actual maturities of these securities will differ from the contractual maturities because the loans underlying the security may prepay with or without prepayment penalties. Decreases in interest rates will generally cause an increase in prepayment levels. In a declining interest rate environment, United may not be able to reinvest the proceeds from these prepayments in assets that have comparable yields. Because the majority of the mortgage-backed securities have adjustable rates, however, the negative effects of changes in interest rates on income and the carrying values of these securities are somewhat mitigated.

During the fourth quarter of 1998, management initiated a leverage program designed to make optimal utilization of United's assets and capital. This program provides for using borrowed funds (principally Federal Home Loan Bank advances) secured by mortgage loans and securities of the banks to purchase additional securities. The securities purchased in conjunction with the leverage program during 1998 and 1999 are primarily mortgage backed pass-through and other mortgage backed securities, including collateralized mortgage obligations. As of December 31, 1999, the leverage program at United added $\$ 164$ million in total borrowings and earning assets. Management does not expect any increase in the leverage program assets during 2000, and plans to use proceeds from the leverage securities paydowns to fund loan growth and reduce associated leverage program borrowings.

At December 31, 1999, United had $25 \%$ of its total investment portfolio in mortgage backed pass-through securities, all of which are issued or backed by federal agencies, compared with $35 \%$ at December 31, 1998. United did not have securities of any issuer in excess of $10 \%$ of equity at year-end 1999 or 1998. Other mortgage-backed securities, including collateralized mortgage obligations, represented $14 \%$ of the total securities portfolio at December 31, 1999, compared with 29\% at year-end 1998. Approximately 81\% of the other mortgage-backed securities portfolio was collateralized by mortgage-backed securities issued or backed by federal agencies as of December 31, 1999.

Deposits

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Total average deposits for 1999 were $\$ 1.4$ billion, an increase of $\$ 302$ million, or $26 \%$ from 1998. Average non-interest bearing demand deposit accounts increased $\$ 46$ million, or $34 \%$, and average interest bearing transaction accounts increased $\$ 69$ million, or $27 \%$, from 1998. Average time deposits for 1999 were $\$ 872$ million, an increase of $24 \%$ from 1998.

Time deposits of $\$ 100,000$ and greater totaled $\$ 312$ million at December 31, 1999, compared with $\$ 220$ million at year-end 1998. During 1999, United began to utilize "brokered" time deposits, issued in certificates of less than $\$ 100,000$, as an alternative source of cost-effective funding. Average brokered time deposits outstanding in 1999 were $\$ 23$ million; no material amounts of brokered time deposits were outstanding during 1998. Total interest paid on time deposits of $\$ 100,000$ and greater during 1999 was $\$ 13.5$ million. The following table sets forth the scheduled maturities of time deposits of $\$ 100,000$ and greater and brokered time deposits at December 31, 1999.

Table 12 - Maturities of Time Deposits of $\$ 100$ Thousand and Greater and Brokered Deposits (in thousands)
\$100 Thousand and Greater:
Three months or less
Over three through six months Over six through twelve months Over one year

## Total

Brokered Deposits:
Three months or less
Over three through six months Over six through twelve months Over one year

Total

Short-term Borrowings

- -----------------------

At December 31, 1999, all of the banks were shareholders in the Federal Home Loan Bank of Atlanta. Through this affiliation, secured advances totaling $\$ 288$ million were outstanding at rates competitive with time deposits of like maturities. United anticipates continued utilization of this short and long term source of funds to minimize interest rate risk. The Federal Home Loan Bank advances outstanding at December 31, 1999 had both fixed and floating interest rates ranging from 4.35\% to 7.81\%. Approximately $28 \%$ of the Federal Home Loan Bank advances mature prior to December 31, 2000. Additional information regarding Federal Home Loan Bank advances, including scheduled maturities, is provided in note 7 to the consolidated financial statements.

The absolute level and volatility of interest rates can have a significant impact on United's profitability. The objective of interest rate risk management is to identify and manage the sensitivity of net interest income to changing interest rates to achieve United's overall financial goals. Based on economic conditions, asset quality, and various other considerations, management establishes tolerance ranges for interest rate sensitivity and manages within these ranges.

United uses income simulation modeling as the primary tool in measuring interest rate risk and managing interest rate sensitivity. Simulation modeling considers not only the impact of changing market rates of interest on future net interest income, but also such other potential causes of variability as earning asset volume, mix, yield curve relationships, customer preferences, and general market conditions.

Interest rate sensitivity is a function of the repricing characteristics of United's portfolio of assets and liabilities. These repricing characteristics are the time frames within which the interest bearing assets and liabilities are subject to change in interest rates either at replacement, repricing, or maturity during the life of the instruments. Interest rate sensitivity management focuses on the maturity structure of assets and liabilities and their repricing characteristics during periods of changes in market interest rates. Effective interest rate sensitivity management seeks to ensure that both assets and liabilities respond to changes in interest rates within an acceptable timeframe, thereby minimizing the impact of interest rate changes on net interest income. Interest rate sensitivity is measured as the difference between the volumes of assets and liabilities in United's current portfolio that are subject to repricing at various time horizons: immediate; one to three months; four to twelve months; one to five years; over five years; and on a cumulative basis. The differences are known as interest sensitivity gaps. The following table shows interest sensitivity gaps for these different intervals as of December 31, 1999.

Table 13 - Interest Rate Gap Sensitivity
(in thousands)

|  | Immediate |  | One Through Three Months | Four Through Twelve Months | One Through Five Years | Over Five Years and Non-rate Sensitive | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest earning assets: |  |  |  |  |  |  |  |
| Federal funds sold | \$ | 23,380 | - | - | - | - | 23,380 |
| Securities |  | - | 74,762 | 36,415 | 180,943 | 242,383 | 534,503 |
| Mortgage loans held for sale |  | - | 6,326 | - | - | - | 6,326 |
| Loans |  | - | 302,510 | 520,066 | 433,361 | 144,423 | 1,400,360 |
| Total interest earning assets |  | 23,380 | 383,598 | 556,481 | 614,304 | 386,806 | 1,964,569 |
| Interest bearing liabilities: |  |  |  |  |  |  |  |
| Demand deposits |  | - | 328,815 | - | - | - | 328,815 |
| Savings deposits |  | - | - | 73,953 | - | - | 73,953 |
| Time deposits |  | - | 292,233 | 519,000 | 243,385 | - | 1,054,618 |
| Fed funds purchased/repurchase agreements |  | 31,812 | - | - | - | - | 31,812 |
| FHLB advances |  | 37,625 | 20,000 | 26,750 | 203,197 |  | 287,572 |
| Notes payable |  | 15,365 | - | 2,142 | 9 | - | 17,516 |
| Convertible subordinated debentures |  | - | - | - | - | 3,500 | 3,500 |
| Trust preferred securities |  | - | - | - | - | 21,000 | 21,000 |
| Total interest bearing liabilities |  | 84,802 | 641,048 | 621,845 | 446,591 | 24,500 | 1,818,786 |
| Non-interest bearing sources of funds |  | - | - | - | - | 192,006 | 192,006 |
| Interest sensitivity gap |  | $(61,422)$ | $(257,450)$ | $(65,364)$ | 167,713 | 170,300 | $(46,223)$ |
| Cumulative sensitivity gap |  | $(61,422)$ | $(318,872)$ | $(384,236)$ | $(216,523)$ | $(46,223)$ | - |

As seen in the preceding table, during the first year $74 \%$ of interest bearing liabilities will reprice compared with $49 \%$ of all interest earning assets. Changes in the mix of earning assets or supporting liabilities can either increase or decrease the net interest margin without affecting interest rate sensitivity. In addition, the interest rate spread between an asset and its supporting liability can vary significantly while the timing of repricing for both the asset and the liability remains the same, thus impacting net interest income. This characteristic is referred to as basis risk and generally relates to the possibility that the repricing characteristics of short-term assets tied to United's prime lending rate are different from those of short-term funding sources such as certificates of deposit.

Varying interest rate environments can create unexpected changes in prepayment levels of assets and liabilities that are not reflected in the interest rate sensitivity analysis. These prepayments may have significant impact on United's net interest margin. Because of these factors, an interest sensitivity gap analysis may not provide an accurate assessment of United's exposure to changes in interest rates.

Table 13 indicates United is in a liability sensitive or negative gap position for the first twelve months. This liability sensitive position would generally indicate that United's net interest income would decrease should interest rates rise and would increase should interest rates fall. Due to the factors cited previously, current simulation results indicate only minimal sensitivity to parallel shifts in interest rates; however, no assurance can be given that United is not at risk from interest rate increases or decreases. Management also evaluates the condition of the economy, the pattern of market interest rates and other economic data to determine the appropriate mix and repricing characteristics of assets and liabilities necessary to optimize the net interest margin.

The following table presents the expected maturity of the total securities by maturity date and average yields based on amortized cost (for all obligations on a fully taxable basis) at December 31, 1999. The composition and maturity/repricing distribution of the securities portfolio is subject to change depending on rate sensitivity, capital and liquidity needs.

Table 14 - Expected Maturity of Securities Available for Sale (in thousands)

|  | One Year or Less | Over One Year Through Five Years | Over Five Years Through Ten Years | Over Ten Years | Total |
| :---: | :---: | :---: | :---: | :---: | :---: |
| U.S. Treasury | 9,252 | 23,148 | - | - | 32,400 |
| U.S. Government agencies | 4,405 | 61,903 | 33,202 | 3,220 | 102,730 |
| State and political subdivisions | 5,324 | 32,280 | 24,749 | 16,471 | 78,824 |
| Other securities | - | - | - | 320,549 | 320,549 |
| Total securities available for sale | 18,981 | 117,331 | 57,951 | 340,240 | 534,503 |
| Percent of total | 3.6\% | 22.0\% | 10.8\% | 63.6\% | 100.0\% |
| Weighted average yield | 5.66\% | $6.37 \%$ | $7.47 \%$ | 6.07\% | 6.27\% |

Includes mortgage-backed securities.
Based on amortized cost.

To assist in achieving a desired level of interest rate sensitivity, United has entered into off-balance sheet contracts that are considered derivative financial instruments during 1999, 1998, and 1997. Derivative financial instruments can be a cost and capital effective means of modifying the repricing characteristics of on-balance sheet assets and liabilities. These contracts include interest rate swaps under which United pays a variable rate and receives a fixed rate, and interest rate cap contracts for which United pays an up-front premium in exchange for a variable cash flow if interest rates exceed the cap contract rate. To minimize the credit risk of derivative financial instruments, United requires all contract counterparties to have an investment grade or better credit rating.

The cost of the cap contracts is included in other assets in the consolidated balance sheet and is being amortized on a straight-line basis over the five-year term of the contracts. At December 31, 1999, the cap contracts had an aggregate remaining book value of $\$ 373,000$. The following table presents United's cap contracts outstanding at December 31, 1999.

Table 15 - Cap Contracts as of December 31, 1999
(in thousands)

| Maturity | Notional Amount |  | Contract <br> Index | Contract Rate | Fair <br> Value |
| :---: | :---: | :---: | :---: | :---: | :---: |
| August 31, 2001 | 5,000 |  | Prime | 10.00\% | 9 |
| August 27, 2001 | 20,000 |  | Prime | $10.00 \%$ | 46 |
| September 18, 2003 | 10,000 | 3 | Month LIBOR | 5.50\% | 476 |
| January 4, 2004 | 10,000 |  | Prime | 7.75\% | 506 |
| Total | 45,000 |  |  |  | 1,037 |

The following table presents United's swap contracts outstanding at December 31, 1999.

Table 16 - Swap Contracts as of December 31, 1999 (in thousands)

| Maturity | Notional Amount | Rate Received | $\begin{aligned} & \text { Rate } \\ & \text { Paid } \end{aligned}$ | $\begin{aligned} & \text { Fair } \\ & \text { Value } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: |
| April 2, 2001 | 15,000 | 8.41\% | 8.50\% | (169) |
| April 5, 2001 | 10,000 | 9.50\% | 8.50\% | 15 |
| May 8, 2001 | 10,000 | 8.26\% | 8.50\% | (138) |
| June 7, 2001 | 10,000 | 8.69\% | 8.50\% | (96) |
| July 27, 2001 | 10,000 | 8.85\% | 8.50\% | (70) |
| October 12, 2001 | 10,000 | 9.11\% | 8.50\% | (57) |
| June 7, 2002 | 10,000 | 9.05\% | 8.50\% | (114) |
| June 14, 2002 | 10,000 | 9.12\% | 8.50\% | (102) |
| June 24, 2002 | 20,000 | 8.80\% | 8.50\% | (304) |
| July 29, 2002 | 25,000 | 9.04\% | 8.50\% | (281) |
| August 10, 2002 | 10,000 | 9.60\% | 8.50\% | (51) |
| December 23, 2002 | 10,000 | 9.19\% | 8.50\% | (164) |
| Total/weighted average | 150,000 | 8.95\% | 8.50\% | $(1,531)$ |

Based on prime rate at December 31, 1999.

Effective January 1, 1999, United adopted SFAS No. 133, which requires all derivative financial instruments be included and recorded at fair value on the balance sheet. Currently, all of United's derivative financial instruments are classified as highly effective fair value hedges. Fair value hedges recognize currently in earnings both the impact of change in the fair value of the derivative financial instrument and the offsetting impact of the change in fair value of the hedged asset or liability. At December 31, 1999, United's derivative financial instruments had an aggregate negative fair value of $\$ 494,000$.

United requires all derivative financial instruments be used only for asset/liability management through the hedging of specific transactions or positions, and not for trading or speculative purposes. Management believes that the risk associated with using derivative financial instruments to mitigate interest rate risk sensitivity is minimal and should not have any material unintended impact on United's financial condition or results of operations.

The objective of liquidity management is to ensure that sufficient funding is available, at reasonable cost, to meet the ongoing operational cash needs of United and to take advantage of income producing opportunities as they arise. While the desired level of liquidity will vary depending upon a variety of factors, it is the primary goal of United to maintain a sufficient level of liquidity in all expected economic environments. Liquidity is defined as the ability of a bank to convert assets into cash or cash equivalents without significant loss and to raise additional funds by increasing liabilities. Liquidity management involves maintaining United's ability to meet the daily cash flow requirements of the banks' customers, both depositors and borrowers.

The primary objectives of asset/liability management are to provide for adequate liquidity to meet the needs of customers and to maintain an optimal balance between interest-sensitive assets and interest-sensitive liabilities, so that United can also meet the investment requirements of its shareholders as market interest rates change. Daily monitoring of the sources and use of funds is necessary to maintain a position that meets both requirements.

The asset portion of the balance sheet provides liquidity primarily through loan principal repayments and the maturities and sales of securities. Mortgage loans held for sale totaled $\$ 6.3$ million at December 31, 1999, and typically turn over every 45 days as the closed loans are sold to investors in the secondary market. Real estate-construction and commercial loans that mature in one year or less amounted to $\$ 192$ million, or $14 \%$, of the total loan portfolio at December 31, 1999. Other short-term investments such as federal funds sold are additional sources of liquidity.

The liability section of the balance sheet provides liquidity through depositors' interest bearing and non-interest bearing deposit accounts. Federal funds purchased, Federal Home Loan Bank advances and securities sold under agreements to repurchase are additional sources of liquidity and represent United's incremental borrowing capacity. These sources of liquidity are short-term in nature and are used as necessary to fund asset growth and meet other short-term liquidity needs.

As disclosed in United's consolidated statements of cash flows included in the consolidated financial statements, net cash provided by operating activities was $\$ 26.8$ million during 1999. The major sources of cash provided by operating activities are net income partially offset by funding of mortgage loans held for sale and changes in other assets and other liabilities. Net cash used in investing activities of $\$ 478.7$ million consisted primarily of a net increase in loans of $\$ 325.8$ million and securities purchases of $\$ 244.9$ million funded largely by sales, maturities, and paydowns of securities of $\$ 99.4$ million and additional net borrowings from the Federal Home Loan Bank of $\$ 100.7$ million. Net cash provided by financing activities provided the remainder of funding sources for 1999. The $\$ 502.1$ million of net cash provided by financing activities consisted primarily of a $\$ 381$ million net increase in deposits and a net increase in Federal Home Loan Bank advances of $\$ 100.7$ million.

In the opinion of management, United's liquidity position at December 31,1999, is sufficient to meet its expected cash flow requirements. Reference should be made to the consolidated statements of cash flows appearing in the consolidated financial statements for a three-year analysis of the changes in cash and cash equivalents resulting from operating, investing and financing activities.

Capital Resources and Dividends

Shareholders' equity at December 31, 1999 was $\$ 96.2$ million, an increase of $\$ 2.4$ million, or $2.6 \%$, from December 31, 1998. Excluding the change in the capital category of accumulated other comprehensive income (loss), shareholders' equity increased by $13.3 \%$. Accumulated other comprehensive income (loss) is not included in the calculation of regulatory capital adequacy ratios. For additional information on accumulated other comprehensive income (loss), please refer to the statements of other comprehensive income, which are included with the consolidated financial statements. Dividends of $\$ 1.5$ million, or $\$ 0.20$ per share, were declared on common stock in 1999, an increase of 33\% per share from the amount declared per share in 1998. The dividend payout ratios for 1999
and 1998 were $11.8 \%$ and $9.4 \%$, respectively. United has historically retained the majority of its earnings to provide a cost-effective source of capital for continued growth and expansion. In recognition that cash dividends are an important component of shareholder value, however, management has instituted a dividend program that provides for increased cash dividends when earnings and capital levels permit.

In July 1998, a statutory business trust, United Community Capital Trust, was created by United which issued guaranteed preferred beneficial interests in United's junior subordinated deferrable interest debentures, called Trust Preferred Securities, to institutional investors in the amount of $\$ 21$ million. This issuance represented the guaranteed preferred beneficial interests in $\$ 21.7$ million in junior subordinated deferrable interest debentures, called Subordinated Debentures, issued by United to United Community Capital Trust. For regulatory purposes, the Trust Preferred Securities will be treated as Tier I capital of United. The subordinated debentures are the sole assets of United Community Capital Trust and bear an interest rate of $8.125 \%$ with a maturity date of July 15, 2028, which may be shortened to a date not earlier than July 15, 2008. If the subordinated debentures are redeemed in part or in whole prior to July 15, 2008, the redemption price of the Subordinated Debentures and the Trust Preferred Securities will include a premium ranging from $4.06 \%$ in 2008 to $0.41 \%$ in 2017.

In March 1997, United completed an offering to the public of 300,000 shares of United common stock registered under the Securities Act of 1933, pursuant to which $\$ 6.5$ million in additional capital was raised after deducting certain issuance costs. United used the proceeds of the offering primarily to invest additional capital in United Community Bank, Carolina Community Bank, and Towns County Bank to support the asset growth that the banks were experiencing.

On December 31, 1996, United completed a private placement of convertible subordinated payable-in-kind debentures due December 31, 2006. The debentures bear interest at the rate of one quarter of one percentage point over the prime rate per annum as quoted in the WALL STREET JOURNAL, payable on a quarterly basis.

The debentures may be redeemed, in whole or in part, on or after January 1, 1998, at the option of United upon at least 20 days and not more than 60 days notice, at a redemption price equal to $100 \%$ of the principal amount of the debentures to be redeemed plus interest accrued and unpaid as of the date of redemption. The holders of the debentures have the right, excercisable at any time up to December 31, 2006, to convert such debentures at the principal amount thereof into shares of common stock of United at the conversion price of $\$ 25$ per share, subject to adjustment for stock splits and stock dividends.

The Board of Governors of the Federal Reserve System has issued guidelines for the implementation of risk-based capital requirements by U.S. banks and bank holding companies. These risk-based capital guidelines take into consideration risk factors, as defined by regulators, associated with various categories of assets, both on and off balance sheet. Under the guidelines, capital strength is measured in two tiers which are used in conjunction with risk adjusted assets to determine the risk based capital ratios. The guidelines require an $8 \%$ total risk-based capital ratio, of which $4 \%$ must be Tier I capital.

United's Tier I capital, which consists of shareholders' equity and qualifying trust preferred securities less other comprehensive income, goodwill, and deposit-based intangibles, totaled to $\$ 117$ million at December 31, 1999. Tier II capital components include supplemental capital components such as a qualifying allowance for loan losses and qualifying subordinated debt. Tier I capital plus Tier II capital components is referred to as Total Risk-based Capital and was $\$ 137$ million at December 31, 1999. The percentage ratios, as calculated under the guidelines, were $8.44 \%$ and $9.95 \%$ for Tier I and Total Risk-based Capital, respectively, at December 31, 1999.

A minimum leverage ratio is required in addition to the risk-based capital standards and is defined as period end shareholders' equity and qualifying trust preferred securities, less other comprehensive income, goodwill, and deposit-based intangibles divided by average assets adjusted for goodwill and deposit-based intangibles. Although a minimum leverage ratio of $4 \%$ is required for the highest-rated bank holding companies which are not undertaking significant expansion programs, the Federal Reserve Board requires a bank holding company to maintain a leverage ratio greater than $4 \%$ if it is
experiencing or anticipating significant growth or is operating with less than well-diversified risks in the opinion of the Federal Reserve Board. The Federal Reserve Board uses the leverage and risk-based capital ratios to assess capital adequacy of banks and bank holding companies. United's leverage ratios at December 31, 1999 and 1998 were $5.52 \%$ and $7.11 \%$, respectively.

All three of the capital ratios of United and the banks currently exceed the minimum ratios required in 1999 as defined by federal regulators. United monitors these ratios to ensure that United and the banks remain within regulatory guidelines. Further information regarding the actual and required capital ratios of United and the banks is provided in note 13 to the consolidated financial statements.

Impact of Inflation and Changing Prices

A bank's asset and liability structure is substantially different from that of an industrial firm in that primarily all assets and liabilities of a bank are monetary in nature, with relatively little investments in fixed assets or inventories. Inflation has an important impact on the growth of total assets and the resulting need to increase equity capital at higher than normal rates to maintain an appropriate equity to assets ratio.

United's management believes the impact of inflation on financial results depends on United's ability to react to changes in interest rates and, by such reaction, reduce the inflationary impact on performance. United has an asset/liability management program which attempts to manage United's interest rate sensitivity position. In addition, periodic reviews of banking services and products are conducted to adjust pricing in view of current and expected costs.

Year 2000

- ---------

The "Year 2000" issue refers to potential problems that could result from the improper processing of dates and date-dependent calculations by computers and other microchip-embedded technology. In simple terms, problems with Year 2000 can result from a computer's inability to recognize a two-digit date field (00) as representing Year 2000 and, incorrectly, recognize the year as 1900 which could disrupt normal business operations. In recognition of the seriousness of this issue, United established a Year 2000 Committee in January 1998. The committee was chaired by United's Chief Information Officer and reported directly to United's board of directors on a quarterly basis.

United complied with all aspects of a Year 2000 directive issued in May 1997 by the Federal Financial Institutions Examination Council that established key milestones that all financial institutions needed to meet with regard to Year 2000 testing and remediation. None of United's systems, including systems provided to United by third parties, sustained a failure related to Year 2000 and no contingency plans were subject to implementation as a result of system failure. In addition, there was no material impact on the liquidity of United or the banks resulting from excessive deposit withdrawal activity. Although management is not aware of any Year 2000 failures experienced by commercial loan customers, such problems could take several months to surface in the form of increased loan delinquencies. Management believes that the allowance for loan losses at December 31, 1999 is sufficient to absorb losses inherent in the loan portfolio, including losses related to failure of borrowers to adequately prepare the direct and indirect impact a Year 2000 computer failure had on their business.

The following table sets forth United's budget for the Year 2000 issue and actual amounts expended as of December 31, 1999. All amounts shown are pre-tax. In addition, the table indicates the percentage of each budget line category that was recognized as current period expense through December 1999, and the percentage that was recorded as a new asset(s) with expense recognized over the useful life of the asset through charges to depreciation expense. Management does not expect any additional expenditures related to Year 2000.

Table 17 - Year 2000 Budget
(in thousands)

|  | Budget | \% of Total Budget | Actual Costs Incurred as of 31-Dec-99 | \% of Budget Expended as of 31-Dec-99 | \% of Expens | to Be: <br> Amortized |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Consulting | \$ 175 | 9\% | 34 | 19\% | 100\% | 0\% |
| Inventory | 70 | 4\% | 60 | 86\% | 100\% | 0\% |
| Testing | 82 | 4\% | 28 | 34\% | 100\% | 0\% |
| Remediation | 1,520 | 80\% | 1,344 | 88\% | 15\% | 85\% |
| Resources | 53 | 3\% | 36 | 68\% | 100\% | 0\% |
| Total | \$1,900 | 100\% | 1,502 | 79\% | 12\% | 88\% |

In accordance with recently issued accounting guidelines on how Year 2000 costs should be recognized for financial statement purposes, United recognized as current period expense all costs associated with the consulting, inventory, testing and resources components of the Year 2000 budget. The costs associated with remediation, which comprised approximately 90\% of the Year 2000 expenditures, are primarily related to the installation of a new wide-area desktop computer network that replaced virtually all of the desktop computers, file servers and peripheral equipment. In addition to being Year 2000 compliant, the new network provides United with a uniform standard desktop computer configuration, internal and external e-mail capability, Internet access and savings on telephone communication costs through utilization of the network communications backbone for voice communication. United intends to leverage this new network technology to increase the levels of employee productivity and improve operating efficiency. The costs of the network component of the Year 2000 remediation budget is being recognized over a useful life of three years at a cost of approximately $\$ 450,000$ per year starting in the first quarter of 1999 . This annual cost does not include any of the anticipated savings that United expects to achieve through improved operating efficiency and reduced telecommunications costs.

United funded the costs associated with preparing for Year 2000 out of its normal operating cash flows. No major information technology initiatives were postponed as a result of Year 2000 preparation that would have materially impacted United's financial condition or results of operations.

United's net interest income and the fair value of its financial instruments (interest earning assets and interest bearing liabilities) are influenced by changes in market interest rates. United actively manages its exposure to interest rate fluctuations through policies established by its Asset/Liability Management Committee. The Asset/Liability Management Committee meets regularly and is responsible for approving asset/liability management policies, developing and implementing strategies to improve balance sheet positioning and net interest income and assessing the interest rate sensitivity of the banks.

United uses an interest rate simulation model to monitor and evaluate the impact of changing interest rates on net interest income. The estimated impact on United's net interest income sensitivity over a one-year time horizon as of December 31, 1999 is indicated in the table below. The table assumes an immediate and sustained parallel shift in interest rates of 200 basis points and no change in the composition of United's balance sheet.

Net Interest Income Sensitivity
December 31, 1999
(in thousands)

|  | Principal/Notional <br> Amounts of Earning <br> Assets, Interest Bearing <br> Liabilities and Derivatives at <br> December 31, 1999 |  | Percentage Increase (Decrease) in <br> Interest Income/Expense Given Immediate and Sustained Parallel Interest Rate Shifts |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  | Down 200 Basis Points | $\begin{gathered} \text { Up } 200 \\ \text { Basis Poil } \end{gathered}$ |
| Assets repricing in: |  |  |  |  |
| One year or less | \$ | 963,549 |  |  |
| Over one year |  | 1,001,110 |  |  |
| Total | \$ | 1,964,659 | -7.41\% | $7.30 \%$ |
| Liabilities repricing in: |  |  |  |  |
| One year or less | \$ | 1,347,695 |  |  |
| Over one year |  | 471,091 |  |  |
| Total | \$ | 1,818,786 | 12.62\% | $11.88 \%$ |
| Derivative hedge instruments | \$ | 195,000 |  |  |
| Net interest income sensitivity |  |  | -0.81\% | 1.49\% |

United's Asset/Liability Management Committee policy requires that a 200 basis point shift in interest rates not result in a decrease of net interest income of more than $10 \%$. The information presented in the tables above is based on the same assumptions set forth in United's Asset/Liability Management Committee policy.

There have been no material changes in United's quantitative and qualitative disclosures about market risk as of March 31, 2000 from that presented in United's Annual Report on Form $10-\mathrm{K}$ for the year ended December 31, 1999.

The following is a summary of material provisions of United's common stock, preferred stock, and debentures:

GENERAL. The authorized capital stock of United currently consists of $10,000,000$ shares of common stock, $\$ 1.00$ par value per share. If an amendment to the United Restated Articles of Incorporation to be presented at the United annual meeting is approved, the authorized capital stock of United will consist of $50,000,000$ shares of common stock, $\$ 1.00$ par value per share and $10,000,000$ shares of preferred stock, $\$ 1.00$ par value per share. As of May 1, 2000, $8,428,790$ shares, including 140,000 shares deemed outstanding pursuant to outstanding debentures and presently exercisable options to acquire 254,822 shares of United's common stock, were issued and outstanding, and no shares of preferred stock were issued and outstanding.

COMMON STOCK. All voting rights are vested in the holders of the common stock. Each holder of common stock is entitled to one vote per share on any issue requiring a vote at any meeting. The shares do not have cumulative voting rights. All shares of United common stock are entitled to share equally in any dividends that United's board of directors may declare on United common stock from sources legally available for distribution. The determination and declaration of dividends is within the discretion of United's board of directors. Upon liquidation, holders of United common stock will be entitled to receive on a pro rata basis, after payment or provision for payment of all debts and liabilities of United, all assets of United available for distribution, in cash or in kind.

The outstanding shares of United common stock are, and the shares of United common stock to be issued by United in connection with the merger will be, duly authorized, validly issued, fully paid, and nonassessable.

PREFERRED STOCK. United is authorized to issue $10,000,000$ shares of preferred stock, issuable in specified series and having specified voting, dividend, conversion, liquidation, and other rights and preferences as United's board of directors may determine. The preferred stock could be issued for any lawful corporate purpose without further action by United shareholders. The issuance of any preferred stock having conversion rights might have the effect of diluting the interests of United's other shareholders. In addition, shares of preferred stock could be issued with certain rights, privileges, and preferences which would deter a tender or exchange offer or discourage the acquisition of control of United. The board of directors presently has no plans to issue any preferred stock.

DEBENTURES. Debentures in the principal amount of $\$ 3,500,000$ that are due on December 31, 2006, are outstanding as of May 1, 2000. These debentures bear interest at the rate of one quarter of one percentage point over the prime rate per annum as quoted in THE WALL STREET JOURNAL, payable on April 1, July 1, October 1, and January 1 of each year commencing on April 1, 1998, to holders of record at the close of business on the 15 th day of the month immediately preceding the interest payment date. Interest is computed on the basis of the actual number of days elapsed in a year of 365 or 366 days, as applicable. Interest on the debentures is payable, at the option of the board of directors of United, in cash or in an additional debenture with the same terms as the outstanding debentures.

The debentures may be redeemed, in whole or in part, from time to time on or after January 1, 1999, at the option of United upon at least 20 days and not more than 60 days notice, at a redemption price equal to $100 \%$ of the principal amount of the debentures to be redeemed plus interest accrued and unpaid as of the date of redemption. The holder of any debentures not called for redemption will have the right, exercisable at any time up to December 31, 2006, to convert those debentures at the principal amount thereof into shares of United common stock at the conversion price of $\$ 25.00$ per share, subject to adjustment for stock splits and stock dividends. The debentures are unsecured obligations of United and are subordinate in right of payment to all obligations of United to its other creditors, except obligations ranking on a parity with or junior to the debentures. The debentures were not issued pursuant to an indenture, and no trustee acts on behalf of debenture holders.

TRANSFER AGENT AND REGISTRAR. The Transfer Agent and Registrar for United's common stock and the debentures is SunTrust Bank, 58 Edgewood Avenue, Room 2000, Atlanta, Georgia 30303.

Kilpatrick Stockton LLP counsel to United, will provide an opinion as to the (a) legality of the United common stock to be issued in connection with the Independent merger and (b) the income tax consequences of the Independent merger. As of the date of this proxy statement/prospectus, members of Kilpatrick Stockton LLP own an aggregate of 2,000 shares of United common stock.

EXPERTS FOR UNITED AND INDEPENDENT
The audited consolidated financial statements of United and its subsidiaries included or incorporated by reference in this proxy statement/prospectus and elsewhere in the registration statement have been audited by Porter Keadle Moore LLP, certified public accountants, as indicated in their related audit reports, and are included on the authority of that firm as experts in giving those reports.

The audited consolidated financial statements of Independent included in this proxy statement/prospectus and elsewhere in the registration statement have been audited by Mauldin \& Jenkins, LLC, independent certified public accountants, as indicated in their related audit reports, and are included on the authority of that firm as experts in giving those reports.

OTHER MATTERS THAT MAY COME BEFORE THE MEETING
Management of Independent knows of no matters other than those stated above that are to be brought before the meeting. If any other matters should be presented for consideration and voting, however, it is the intention of the persons named in the enclosed proxy to vote in accordance with their judgment as to what is in the best interest of Independent.

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To the Board of Directors
Independent Bancshares, Inc. and Subsidiary
Powder Springs, Georgia

We have audited the accompanying consolidated balance sheets of INDEPENDENT BANCSHARES, INC. AND SUBSIDIARY as of December 31, 1999 and 1998, and the related consolidated statements of income, comprehensive income, stockholders' equity, and cash flows for each of the three years in the period ended December 31, 1999. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with generally accepted auditing standards. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of Independent Bancshares, Inc. and Subsidiary as of December 31, 1999 and 1998, and the results of their operations and their cash flows for each of the three years in the period ended December 31, 1999, in conformity with generally accepted accounting principles.
/s/ Mauldin \& Jenkins, LLC

Atlanta, Georgia
February 18, 2000, except for Note 17 as to which the date is March 3, 2000

| Assets | 1999 |  | 1998 |  |
| :---: | :---: | :---: | :---: | :---: |
| Cash and due from banks | \$ | 4,639,144 | \$ | 4, 050,320 |
| Federal funds sold |  | 5,000,000 |  | 1,730,000 |
| Securities available-for-sale |  | 18,833,904 |  | 18,486,575 |
| Securities held-to-maturity (fair value of $\$ 6,169,214$ and $\$ 6,785,561$, respectively) |  | 7,226,331 |  | $7,706,711$ |
| Loans |  | 101,575,447 |  | 87,782,190 |
| Less allowance for loan losses |  | $1,124,854$ |  | 878,459 |
| Loans, net |  | 100,450,593 |  | 86,903,731 |
| Premises and equipment |  | 5,543,302 |  | 5,400,883 |
| Other assets |  | 3,408,682 |  | 3,027,977 |
| Total assets | \$ | 145,101,956 |  | 27,306,197 |

```
Liabilities, Redeemable Common Stock
and Stockholders Equity
```

Deposits

Noninterest-bearing demand
Interest-bearing demand
Savings 38,332,760 5,169,227 20,651,039 42,654,772
$123,422,137$

6,707,143
$1,350,320$
$131,479,600$
-------
\$ 17,015,431 37,109,488 4, 636,405 $14,846,249$ 36,178,702
$109,786,275$

3,350,000
1,430,103
$114,566,378$
------------

Commitments and contingent liabilities

Redeemable common stock held by KSOP, 44,398
and 44,432 shares outstanding at December 31 1999 and 1998, respectively

577,174
533,184

| 1,948,148 | 1,948,156 |
| :---: | :---: |
| 8,614,516 | 8,614,604 |
| 2,822,452 | 1,538,130 |
| $(339,934)$ | 105,745 |
| 13,045,182 | 12,206,635 |
| \$ 145,101,956 | \$127,306,197 |

See Notes to Consolidated Financial Statements.

|  | 1999 |  | 1998 | 1997 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| INTEREST INCOME |  |  |  |  |  |
| Interest and fees on loans | \$ | 9,470,892 | \$8,328,655 | \$ | 6,889,972 |
| Taxable securities |  | 1,381,973 | 1,250,112 |  | 1,243,564 |
| Nontaxable securities |  | 32,835 | 12,371 |  | 12,371 |
| Federal funds sold |  | 203,444 | 384,777 |  | 186,403 |
| Deposits in banks |  | 6,409 | 2,463 |  | 683 |
| TOTAL INTEREST INCOME |  | 1,095,553 | 9,978,378 |  | 8,332,993 |
| INTEREST EXPENSE |  |  |  |  |  |
| Deposits |  | 4,434,900 | 4,435,258 |  | 3,873,922 |
| Other borrowings |  | 370,589 | 187,978 |  | 175,141 |
| TOTAL INTEREST EXPENSE |  | 4,805,489 | 4,623,236 |  | 4,049,063 |
| NET INTEREST INCOME |  | 6,290,064 | 5,355,142 |  | 4,283,930 |
| PROVISION FOR LOAN LOSSES |  | 242,000 | 201,732 |  | 262,211 |
| NET INTEREST INCOME AFTER PROVISION FOR LOAN LOSSES |  | 6,048,064 | 5,153,410 |  | 4,021,719 |
| OTHER INCOME |  |  |  |  |  |
| Service charges on deposit accounts |  | 466,964 | 418,897 |  | 367,383 |
| Other loan fee income |  | 114,010 | 62,815 |  | 93,244 |
| Mortgage origination income |  | 284,648 | 318,434 |  | 129,060 |
| Net realized gains (losses) on sale of securities |  | 627 | 0 |  | $(7,216)$ |
| Other operating income |  | 237,558 | 138,031 |  | 88,465 |
| TOTAL OTHER INCOME |  | 1,103,807 | 938,177 |  | 670,936 |
| OTHER EXPENSES |  |  |  |  |  |
| Salaries and employee benefits |  | 2,802,675 | 2,781,916 |  | 2,105,895 |
| Equipment expenses |  | 443,265 | 334,515 |  | 261,232 |
| Occupancy expenses |  | 312,169 | 228,828 |  | 206,763 |
| Other operating expenses |  | 1,188,498 | 1,097,253 |  | 968,971 |
| TOTAL OTHER EXPENSES |  | 4,746,607 | 4,442,512 |  | 3,542,861 |
| INCOME BEFORE INCOME TAXES |  | 2,405,264 | 1,649,075 |  | 1,149,794 |
| INCOME TAX EXPENSE |  | 784,728 | 549,574 |  | 345,943 |
| NET INCOME | \$ | 1,620,536 | \$1,099,501 | \$ | 803,851 |
| BASIC EARNINGS PER SHARE | \$ | 0.83 | \$ 0.56 | \$ | 0.60 |
| DILUTED EARNINGS PER SHARE | \$ | 0.82 | \$ 0.55 | \$ | 0.59 |

See Notes to Consolidated Financial Statements.

## INDEPENDENT BANCSHARES, INC

AND SUBSIDIARY
CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME
YEARS ENDED DECEMBER 31, 1999, 1998 AND 1997

|  |  | 1999 | 1998 | 1997 |
| :---: | :---: | :---: | :---: | :---: |
| Net income | \$ | 1,620,536 | \$1,099,501 | \$803,851 |
| Other comprehensive income (loss): |  |  |  |  |
| Unrealized gains (losses) on securities available-for-sale: |  |  |  |  |
| ```Unrealized holding gains (losses) arising during period, net of tax (benefits) of $(229,380), $29,387 and $34,119, respectively``` |  | $(445,265)$ | 57,046 | 66,232 |
| Reclassification adjustment for (gains) losses realized in net income, net of tax of $\$(213)$, $\$-0-$ and $\$ 2,453$, respectively |  | (414) | -- | 4,763 |
| Other comprehensive income (loss) |  | $(445,679)$ | 57,046 | 70,995 |
| Comprehensive income | \$ | 1,174,857 | \$1,156,547 | \$874,846 |

See Notes to Consolidated Financial Statements.

BALANCE, DECEMBER 31, 1996
Net income
Dividends declared, \$.06 per share Issuance of stock
Stock offering costs
Other comprehensive income
Decrease in KSOP debt guarantee Adjustment for shares owned by KSOP Purchase of treasury stock
Sale of treasury stock
BALANCE, DECEMBER 31, 1997
Net income
Dividends declared, $\$ .10$ per share Issuance of stock
Other comprehensive income
Purchase of treasury stock
Adjustment for shares owned by KSOP
Sale of treasury stock
Retirement of treasury stock
BALANCE, DECEMBER 31, 1998
Net income
Dividends declared, $\$ .15$ per share Other comprehensive loss
Adjustment for shares owned by KSOP
Purchase of treasury stock
Retirement of treasury stock
BALANCE, DECEMBER 31, 1999

BALANCE, DECEMBER 31, 1996
Net income
Dividends declared, \$.06 per share Issuance of stock
Stock offering costs
Other comprehensive income
Decrease in KSOP debt guarantee
Adjustment for shares owned by KSOP Purchase of treasury stock
Sale of treasury stock
BALANCE, DECEMBER 31, 1997
Net income
Dividends declared, $\$ .10$ per share Issuance of stock
Other comprehensive income
Purchase of treasury stock
Adjustment for shares owned by KSOP Sale of treasury stock
Retirement of treasury stock
BALANCE, DECEMBER 31, 1998
Net income
Dividends declared, \$. 15 per share
Other comprehensive loss
Adjustment for shares owned by KSOP
Purchase of treasury stock
Retirement of treasury stock
BALANCE, DECEMBER 31, 1999

| Common Stock |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Shares |  | Par Value | Capital |  | Retained |  |
| 1,116,438 | \$ | 1,116,438 | \$ | 4,465,752 | \$ | 234,215 |
| -- |  | -- |  | 0 |  | 803,851 |
| -- |  | -- |  | -- |  | $(66,986)$ |
| 831,796 |  | 831,796 |  | 4,158,980 |  | -- |
| -- |  | -- |  | $(32,592)$ |  | -- |
|  |  |  |  | -- |  |  |
|  |  |  |  |  |  |  |
| -- |  | -- |  | -- |  | $(175,237)$ |
| -- |  | -- |  | -- |  | -- |
| -- |  | -- |  | 29,053 |  | -- |
| 1,948,234 |  | 1,948,234 |  | 8,621,193 |  | 795,843 |
| - -- |  | - -- |  | - -- |  | 1,099,501 |
| -- |  | -- |  | -- |  | $(194,823)$ |
| 4,255 |  | 4,255 |  | 21,275 |  | -- |
| -- |  | -- |  | -- |  | -- |
| -- |  | -- |  | -- |  | -- |
| -- |  | -- |  | -- |  | $(162,391)$ |
| -- |  | -- |  | 300 |  | -- |
| $(4,333)$ |  | $(4,333)$ |  | $(28,164)$ |  | -- |
| 1,948,156 |  | 1,948,156 |  | 8,614,604 |  | 1,538,130 |
| -- |  | -- |  | - -- |  | 1,620,536 |
| -- |  | -- |  | -- |  | $(292,224)$ |
| -- |  | -- |  | -- |  | - -- |
| -- |  | -- |  | -- |  | $(43,990)$ |
| -- |  | -- |  | -- |  | -- |
| (8) |  | (8) |  | (88) |  | -- |
| 1,948,148 | \$ | 1,948,148 | \$ | 8,614,516 | \$ | $2,822,452$ |

Total Stockholders Equity

| $\$ \quad 5,473,696$ |
| ---: |
| 803,851 |
| $(66,986)$ |
| $4,990,776$ |
| $(32,592)$ |
| 70,995 |
| 320,413 |
| $(175,237)$ |
| $(289,827)$ |
| 318,880 |
| -------- |
| $11,413,969$ |
| $1,099,501$ |
| $(194,823)$ |
| 25,530 |
| 57,046 |
| $(81,827)$ |
| $(162,391)$ |
| 49,630 |
| -- |
| $12,206,635$ |
| $1,620,536$ |
| $(292,224)$ |
| $(445,679)$ |
| $(43,990)$ |
| $(96)$ |

## INDEPENDENT BANCSHARES, INC

AND SUBSIDIARY
CONSOLIDATED STATEMENTS OF CASH FLOWS
YEARS ENDED DECEMBER 31, 1999, 1998 AND 1997

|  | 1999 |  | 1998 |  | 1997 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| OPERATING ACTIVITIES |  |  |  |  |  |  |
| Net income | \$ | 1,620,536 | \$ | 1,099,501 | \$ | 803,851 |
| Adjustments to reconcile net income to net cash provided by operating activities: |  |  |  |  |  |  |
| Provision for loan losses |  | 242,000 |  | 201,732 |  | 262,211 |
| Depreciation |  | 413,957 |  | 279,196 |  | 226,572 |
| Amortization |  | 4,653 |  | 4,653 |  | 4,653 |
| Deferred income tax benefits |  | $(89,000)$ |  | $(66,510)$ |  | $(35,210)$ |
| Net realized (gains) losses on sale of securities |  | (627) |  | 0 |  | 7,216 |
| (Gain) loss on sale of other real estate |  | $(13,566)$ |  | 11,054 |  | (793) |
| Write-down of repossessed assets |  | 0 |  | 0 |  | 60,291 |
| Increase (decrease) in interest receivable |  | 3,320 |  | $(11,755)$ |  | $(284,000)$ |
| Decrease in interest payable |  | $(77,155)$ |  | $(99,987)$ |  | $(212,898)$ |
| Other operating activities |  | $(192,713)$ |  | $(210,699)$ |  | 337,734 |
| Net cash provided by operating activities |  | 1,911,405 |  | 1,207,185 |  | 1,169,627 |
| INVESTING ACTIVITIES |  |  |  |  |  |  |
| Purchases of securities available-for-sale |  | $(7,979,440)$ |  | $(9,629,840)$ |  | $(7,975,857)$ |
| Proceeds from sales of securities available-for-sale |  | 1,001,300 |  | 0 |  | 1,192,156 |
| Proceeds from maturities of securities available-for-sale |  | 5,956,166 |  | 6,498,029 |  | 5,366,556 |
| Proceeds from maturities of securities held-to-maturity |  | 480,380 |  | 1,123,217 |  | 767,067 |
| Net (increase) decrease in Federal funds sold |  | $(3,270,000)$ |  | 1,080,000 |  | $(610,000)$ |
| Net increase in loans |  | $(13,811,702)$ |  | $(16,947,792)$ |  | $(21,384,636)$ |
| Proceeds from sale of other real estate |  | 156,406 |  | 459,082 |  | 144,863 |
| Payment of life insurance premiums |  | 0 |  | $(233,626)$ |  | $(876,631)$ |
| Purchase of premises and equipment |  | $(556,376)$ |  | $(2,103,118)$ |  | $(714,650)$ |
| Net cash used in investing activities |  | $(18,023,266)$ |  | $(19,754,048)$ |  | (24,091,132) |
| FINANCING ACTIVITIES |  |  |  |  |  |  |
| Net increase in deposits |  | 13,635,862 |  | 16,993,333 |  | 17,613,960 |
| Net increase in other borrowings |  | 3,357,143 |  | 1,557,143 |  | 1,771,407 |
| Dividends paid |  | $(292,224)$ |  | $(194,823)$ |  | $(66,986)$ |
| Net proceeds from issuance of stock |  | 0 |  | 25,530 |  | 4,958,184 |
| Purchase of treasury stock |  | (96) |  | $(81,827)$ |  | $(289,827)$ |
| Sale of treasury stock |  | 0 |  | 49,630 |  | 318,880 |
| Net cash provided by financing activities |  | 16,700,685 |  | 18,348,986 |  | 24,305,618 |

## INDEPENDENT BANCSHARES, INC.

AND SUBSIDIARY
CONSOLIDATED STATEMENTS OF CASH FLOWS YEARS ENDED DECEMBER 31, 1999, 1998 AND 1997
(CONTINUED)

|  |  | 1999 |  | 1998 | 1997 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net increase (decrease) in cash and due from banks | \$ | 588,824 | \$ | $(197,877)$ | \$ | 1,384,113 |
| Cash and due from banks at beginning of year |  | 050,320 |  | 4,248,197 |  | 2,864,084 |
| Cash and due from banks at end of year | \$4,639,144 |  | \$ | 4,050,320 | \$ 4,248,197 |  |
| SUPPLEMENTAL DISCLOSURES |  |  |  |  |  |  |
| CASH PAID FOR: |  |  |  |  |  |  |
| Interest | \$4,882, 644 |  | \$ 4,723,223 |  | \$ 4,231,961 |  |
| Income taxes | \$ | 924,411 | \$ | 923,755 | \$ | 54,849 |
| NONCASH TRANSACTIONS |  |  |  |  |  |  |
| Unrealized (gains) losses on securities available-for-sale | \$ | 675,272 | \$ | $(86,433)$ | \$ | $(107,567)$ |
| Principal balances on loans transferred to other real estate | \$ | 85,000 | \$ | 405,135 | \$ | 0 |

SEE NOTES TO CONSOLIDATED FINANCIAL STATEMENTS.

INDEPENDENT BANCSHARES, INC.
AND SUBSIDIARY
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

NOTE 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

NATURE OF BUSINESS
Independent Bancshares, Inc. (the "Company") is a bank holding company whose business is conducted by its wholly-owned subsidiary, Independent Bank \& Trust Company, (the "Bank"). The Bank is a commercial bank located in Powder Springs, Cobb County, Georgia with branches located in Powder Springs, Marietta, and Hiram, Georgia. The Bank provides a full range of banking services in its primary market area of Cobb County and portions of Paulding, Douglas, and Fulton counties. In addition to normal banking services, the Bank originates mortgage loans and small business administration ("SBA") loans and provides investment services to its customers.

## BASIS OF PRESENTATION

The consolidated financial statements include the accounts of the Company and its subsidiary. Significant intercompany transactions and accounts are eliminated in consolidation.

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosures of contingent assets and liabilities as of the balance sheet date and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates. Material estimates that are particularly susceptible to significant change in the near term relate to the determination of the allowance for loan losses and deferred tax assets.

## CASH AND DUE FROM BANKS

Cash on hand, cash items in process of collection, and amounts due from banks are included in cash and due from banks.

The Company maintains amounts due from banks which, at times, may exceed Federally insured limits.

## SECURITIES

Securities are classified based on management's intention on the date of purchase. Securities which management has the intent and ability to hold to maturity are classified as held-to-maturity and recorded at amortized cost. All other debt securities are classified as available-for-sale and recorded at fair value with net unrealized gains and losses reported in other comprehensive income (loss), net of tax. Equity securities without a readily determinable fair value are classified as available-for-sale and are recorded at cost.

Interest and dividends on securities, including amortization of premiums and accretion of discounts, are included in interest income. Realized gains and losses from the sale of securities are determined using the specific identification method.

## LOANS

Loans are reported at their outstanding principal balances less the allowance for loan losses. Interest income is accrued based on the principal balance outstanding.

Loan origination fees and certain direct costs of most short-term loans are recognized at the time the loan is recorded. The net loan origination fees and costs incurred for other loans are deferred and recognized in income over the life of the loan.

The accrual of interest on loans is discontinued when, in management's opinion, the borrower may be unable to meet payments as they become due. Interest income is subsequently recognized only to the extent cash payments are received.

The allowance for loan losses is maintained at a level that management believes to be adequate to absorb potential losses in the loan portfolio. Loan losses are charged against the allowance when management believes the uncollectibility of a loan is confirmed. Subsequent recoveries are credited to the allowance. Management's determination of the adequacy of the allowance is based on an evaluation of the portfolio, past loan loss experience, current economic conditions, volume, growth, composition of the loan portfolio, and other risks inherent in the portfolio. This evaluation is inherently subjective as it requires material estimates that are susceptible to significant change including the amounts and timing of future cash flows expected to be received on impaired loans. In addition, regulatory agencies, as an integral part of their examination process, periodically review the Company's allowance for loan losses, and may require the Company to record additions to the allowance based on their judgment about information available to them at the time of their examinations.

NOTE 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)
LOANS (CONTINUED)
A loan is considered impaired when it is probable the Company will be unable to collect all principal and interest payments due in accordance with the contractual terms of the loan agreement. Individually identified impaired loans are measured based on the present value of expected payments, using the contractual loan rate as the discount rate, the loan's observable market price, or the fair value of the collateral if the loan is collateral dependent. If the recorded investment in the impaired loan exceeds the measure of fair value, a valuation allowance is established as a component of the allowance for loan losses. Changes to the valuation allowance are recorded as a component of the provision for loan losses. Nonaccrual loans are included in total impaired loans.

## PREMISES AND EQUIPMENT

Land is carried at cost. Premises and equipment are carried at cost less accumulated depreciation computed principally by the straight-line method over the estimated useful lives of the assets.

## OTHER REAL ESTATE OWNED

Other real estate owned represents properties acquired through foreclosure. Other real estate owned is held for sale and is carried at the lower of the recorded amount of the loan or fair value of the properties less estimated selling costs. Any write-down to fair value at the time of transfer to other real estate owned is charged to the allowance for loan losses. Subsequent gains or losses on sale and any subsequent adjustment to the value are recorded in current income. The carrying amount of other real estate owned at December 31, 1998 was $\$ 120,000$. There was no other real estate owned at December 31, 1999.

NOTE 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

## INCOME TAXES

Income tax expense consists of current and deferred taxes. Current income tax provisions approximate taxes to be paid or refunded for the applicable year. Deferred income tax assets and liabilities are determined using the balance sheet method. Under this method, the net deferred tax asset or liability is determined based on the tax effects of the differences between the book and tax bases of the various balance sheet assets and liabilities and gives current recognition to changes in tax rates and laws.

Recognition of deferred tax balance sheet amounts is based on management's belief that it is more likely than not that the tax benefit associated with certain temporary differences will be realized. A valuation allowance would be recorded for those deferred tax items for which it is more likely than not that realization would not occur.

The Company and the Bank file a consolidated income tax return. Each entity provides for income taxes based on its contribution to income taxes (benefits) of the consolidated group.

## SALE OF LOANS

The Bank originates and sells participations in certain loans. Gains are recognized at the time the sale is consummated. The amount of gain recognized on the sale of a specific loan is equal to the percentage resulting from determining the fair value of the portion of the loan sold relative to the fair value of the entire loan including servicing rights.

EARNINGS PER SHARE

Basic earnings per share are computed by dividing net income by the weighted-average number of shares of common stock outstanding. Diluted earnings per share are computed by dividing net income by the sum of the weighted-average number of shares of common stock outstanding and potential common shares. Potential common shares consist of stock options.

COMPREHENSIVE INCOME (LOSS)
Statement of Financial Accounting Standards ("SFAS") No. 130 describes comprehensive income (loss) as the total of all components of comprehensive income (loss), including net income. Other comprehensive income (loss) refers to revenues, expenses, gains and losses that under generally accepted accounting principles are included in comprehensive income (loss) but excluded from net income. Currently, the Company's other comprehensive income (loss) consists of unrealized gains and losses on available-for-sale securities.

## RECENT DEVELOPMENTS

In June 1998, the Financial Accounting Standards Board issued SFAS No. 133, "Accounting for Derivative Instruments and Hedging Activities". The effective date of this statement has been deferred by SFAS No. 137 until fiscal years beginning after June 15, 2000. However, the statement permits early adoption as of the beginning of any fiscal quarter after its issuance. The Company expects to adopt this statement effective January 1, 2001. SFAS No. 133 requires the Company to recognize all derivatives as either assets or liabilities in the balance sheet at fair value. For derivatives that are not designated as hedges, the gain or loss must be recognized in earnings in the period of change. For derivatives that are designated as hedges, changes in the fair value of the hedged assets, liabilities, or firm commitments must be recognized in earnings or recognized in other comprehensive income until the hedged item is recognized in earnings, depending on the nature of the hedge. The ineffective portion of a derivative's change in fair value must be recognized in earnings immediately. Management has not yet determined what effect the adoption of SFAS No. 133 will have on the Company's earnings or financial position.

There are no other recent accounting pronouncements that have had, or are expected to have, a material effect on the Company's financial statements.

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

## NOTE 2. SECURITIES

The amortized cost and fair value of securities are summarized as follows:

|  | $\begin{aligned} & \text { AMORTIZED } \\ & \text { COST } \end{aligned}$ | GROSS UNREALIZED GAINS |  |  | GROSS <br> NREALIZED LOSSES | FAIR VALUE |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| SECURITIES AVAILABLE-FOR-SALE |  |  |  |  |  |  |
| DECEMBER 31, 1999: |  |  |  |  |  |  |
| U. S. GOVERNMENT AND AGENCYSECURITIES |  |  |  |  |  |  |
| STATE AND MUNICIPAL SECURITIES | 848,532 |  | -- |  | $(39,817)$ | 808,715 |
| MORTGAGE-BACKED SECURITIES | 5,683,271 |  | -- |  | $(225,115)$ | 5,458,156 |
| FEDERAL HOME LOAN BANK STOCK | 444,000 |  | -- |  | -- | 444,000 |
| EQUITY SECURITIES | 85,066 |  | -- |  | -- | 85,066 |
|  | \$19,348,956 | \$ | -- | \$ | $(515,052)$ | \$18,833,904 |
| December 31, 1998: |  |  |  |  |  |  |
| securities | \$11,323, 512 | \$ | 158,937 | \$ | -- | \$11,482,449 |
| Mortgage-backed securities | 6,439,996 |  | 18,819 |  | $(17,536)$ | 6,441,279 |
| Federal Home Loan Bank stock | 482,600 |  | -- |  | -- | 482,600 |
| Equity securities | 80,247 |  | -- |  | -- | 80,247 |
|  | \$18,326,355 | \$ | 177,756 | \$ | $(17,536)$ | \$18,486,575 |
| SECURITIES HELD-TO-MATURITY |  |  |  |  |  |  |
| DECEMBER 31, 1999: |  |  |  |  |  |  |
| U. S. GOVERNMENT AND AGENCY |  |  |  |  |  |  |
| STATE AND MUNICIPAL SECURITIES | 260,275 |  | 50 |  | -- | 260,325 |
| MORTGAGE-BACKED SECURITIES | 391,478 |  | -- |  | $(17,240)$ | 374,238 |
|  | \$ 7,226,331 | \$ | 1,101 | \$ | $(1,058,218)$ | \$ 6,169,214 |
| December 31, 1998: |  |  |  |  |  |  |
| U. S. Government and agency securities | \$ 6,569,238 | \$ | 10,505 | \$ | $(943,132)$ | \$ 5,636,611 |
| State and municipal securities | 266,029 |  | 3,946 |  | -- | 269,975 |
| Mortgage-backed securities | 871,444 |  | 7,531 |  | -- | 878,975 |
|  | \$ 7,706,711 | \$ | 21,982 | \$ | $(943,132)$ | \$ 6,785,561 |

## NOTE 2. SECURITIES (CONTINUED)

Securities with a carrying value of $\$ 4,101,929$ and $\$ 5,075,075$ at December 31,1999 and 1998 , respectively, were pledged to secure public deposits and for other purposes.

Gross gains and losses on sales of securities available-for-sale consist of the following for the years ended December 31, 1999, 1998, and 1997.

|  | 1999 |  | 1998 |  | 1997 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Gross gains | \$ | 753 | \$ | -- | \$ | -- |
| Gross losses |  | (126) |  | -- |  | $(7,216)$ |
| Net realized gains (losses) | \$ | 627 | \$ | -- | \$ | $(7,216)$ |

The amortized cost and fair value of debt securities as of December 31, 1999 by contractual maturity are shown below. Maturities may differ from contractual maturities of mortgage-backed securities because the mortgages underlying the securities may be called or prepaid with or without penalty. Therefore, these securities are not included in the maturity categories in the following summary.

|  | SECURITIES AVAILABLE-FOR-SALE |  | SECURITIES HELD-TO-MATURITY |  |
| :---: | :---: | :---: | :---: | :---: |
|  | AMORTIZED COST | FAIR VALUE | AMORTIZED COST | $\begin{array}{r} \text { FAIR } \\ \text { VALUE } \end{array}$ |
| Due in one year or less | \$ 500,763 | \$ 500,000 | \$1,599,256 | \$1,595,901 |
| Due from one to five years | 11,787,324 | 11,537,967 | 500,000 | 431,250 |
| Due from five to ten years | 848,532 | 808,715 | 4,475,322 | 3,507,500 |
| Due after ten years | -- | -- | 260,275 | 260,325 |
| Mortgage-backed securities | 5,683,271 | 5,458,156 | 391,478 | 374,238 |
|  | \$18,819,890 | \$18,304,838 | \$7,226,331 | \$6,169,214 |

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

## NOTE 3. LOANS AND ALLOWANCE FOR LOAN LOSSES

LOANS
The composition of loans is summarized as follows:

|  | DECEMBER 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 1999 |  | 1998 |  |
| Real estate - construction | \$ | 37,458,000 | \$ | 31,058,000 |
| Real estate - mortgage |  | 29,867,000 |  | 24,119,000 |
| Commercial |  | 21,719,000 |  | 25,419,000 |
| Consumer and other loans |  | 12,531,447 |  | 7,186,190 |
|  |  | 101,575,447 |  | 87,782,190 |
| Allowance for loan losses |  | $(1,124,854)$ |  | $(878,459)$ |
| Loans, net | \$ | 100,450,593 | \$ | 86,903,731 |

## ALLOWANCE FOR LOAN LOSSES

Changes in the allowance for loan losses for the years ended December 31, 1999, 1998, and 1997 are as follows:

|  | 1999 |  | 1998 |  | 1997 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Balance, beginning of year | \$ | 878,459 | \$ | 705,074 | \$ | 608,146 |
| Provision for loan losses |  | 242,000 |  | 201,732 |  | 262,211 |
| Loans charged off |  | $(31,905)$ |  | $(73,856)$ |  | (190,403 |
| Recoveries of loans previously charged off |  | 36,300 |  | 45,509 |  | 25,120 |
| Balance, end of year | \$ | 124,854 | \$ | 878,459 | \$ | 705,074 |

ALLOWANCE FOR LOAN LOSSES (CONTINUED)
The following is a summary of information pertaining to impaired loans:

|  | December 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 1999 |  | 1998 |  |
| Impaired loans without a valuation allowance | \$ | 29,900 | \$ | 98,682 |
| Impaired loans with a valuation allowance |  | -- |  | -- |
| Total impaired loans | \$ | 29,900 | \$ | 98,682 |
| Valuation allowance related to impaired loans | \$ | -- | \$ | -- |
| Average investment in impaired loans | \$ | 79,549 | \$ | 521,878 |

Interest recognized on impaired loans for the years ended December 31, 1999, 1998 and 1997 was insignificant.

RELATED PARTY LOANS

The Company has granted loans to certain related parties including directors, executive officers and their related entities. The interest rates on these loans were substantially the same as rates prevailing at the time of the transaction and repayment terms are customary for the type of loan involved. Changes in related party loans for the year ended December 31, 1999 are as follows:

| Balance, beginning of year | \$ | 613,780 |
| :---: | :---: | :---: |
| Advances |  | 8,725,934 |
| Repayments |  | $(4,740,650)$ |
| Change in related parties |  | $(394,566)$ |
| Balance, end of year | \$ | 4,204,498 |

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

## NOTE 4. PREMISES AND EQUIPMENT

Premises and equipment are summarized as follows:

|  | December 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 1999 |  | 1998 |  |
| Land | \$ | 1,087,774 | \$ | 1,087,774 |
| Buildings |  | 3,876,795 |  | 3,699,323 |
| Equipment |  | 2,118,001 |  | 1,614,420 |
| Construction in process |  | -- |  | 124,677 |
|  |  | 7,082,570 |  | 6,526,194 |
| Accumulated depreciation |  | $(1,539,268)$ |  | $(1,125,311)$ |
|  |  | 5,543,302 |  | 5,400,883 |

NOTE 5. DEPOSITS

At December 31, 1999, the scheduled maturities of time deposits are as follows:

| 2000 | \$ | 41,887,513 |
| :---: | :---: | :---: |
| 2001 |  | 9,612,617 |
| 2002 |  | 2,844,352 |
| 2003 |  | 1,660,864 |
| 2004 |  | 7,239,407 |
| Thereafter |  | 61,058 |
|  | \$ | 63,305,811 |

Other borrowings consist of the following:

FHLB advance, interest payable quarterly at 6.96\%, principal
\$ 607,143
$\$ 750,000$ due in quarterly installments of $\$ 35,714$. Advance matures on March 22, 2004
FHLB advance, interest payable semi-annually at $6.53 \%$,
$500,000 \quad 700,000$ principal due in semi-annual installments of $\$ 100,000$ Advance matures on January 9, 2002
FHLB advance, interest payable semi-annually $6.19 \%$ principal due in semi-annual installments of $\$ 100,000$ Advance matures on May 7, 2008
FHLB advance, interest payable semi-annually at 5.58\%, principal due in semi-annual installments of $\$ 100,000$ Advance matures on January 20, 2009
FHLB advance, interest and principal due at maturity with interest at 5.95\%. Advance matures March 15, 2000


Aggregate maturities required on other borrowings at December 31, 1999 are as follows:

| 2000 | \$ | 2,742,856 |
| :---: | :---: | :---: |
| 2001 |  | 742,856 |
| 2002 |  | 642,856 |
| 2003 |  | 542,856 |
| 2004 |  | 435,719 |
| Thereafter |  | 1,600,000 |
|  | \$ | 6,707,143 |

The advances from the Federal Home Loan Bank are collateralized by a blanket floating lien on qualifying first mortgages and the company's Federal Home Loan Bank stock.

The Company has an Employee Stock Ownership Plan with $401(\mathrm{k})$ provisions ("KSOP"). Employees are eligible at the earlier of January 1 or July 1 following their initial hire date. Each participant must be 18 years of age and provide 1,000 hours of service.

The Company's Board of Directors establishes a matching percentage each year. For 1999, 1998 and 1997, the Company's contributions were based on $50 \%$ of the participants' contributions up to $6 \%$ of eligible compensation. Other types of contributions are available to the Company on a discretionary basis, though none have been made for the years ended December 31, 1999 and 1998. The Company's matching contributions are allocated based on participants' salary contributions and allocated to those participants employed by the Company on December 31st. Employee contributions and Company matching contributions are 100\% vested. For the years ended December 31, 1999, 1998 and 1997, the Company incurred expenses totaling $\$ 65,785$, $\$ 76,302$, and $\$ 58,823$, respectively, related to the KSOP plan. These expenses are included in salaries and benefits expense in the accompanying statement of income.

In the event a terminated KSOP participant desires to sell his or her shares of the Company's stock, or for certain employees who elect to diversify their account, the KSOP is required to purchase their shares from the participant at fair market value, if the value of the participant's total account is less than $\$ 3,500$. If the participant's account exceeds $\$ 3,500$, the participant has the option of cash and/or Company stock. In any event, the Company has right of first refusal to purchase any Company stock distributed to the participant. For the years ended December 31, 1999, 1998, and 1997, the Company purchased 31, 1,969.565, and -0-shares, respectively, from participants.

In accordance with the Plan, the Company is expected to honor the rights of certain participants to diversify their account balances or to liquidate their ownership of the common stock in the event of distribution. The purchase price of the common stock would be based on the fair market value of the Company's common stock as of the annual valuation date which precedes the date the put option is exercised. Since the redemption of common stock is outside the control of the Company, the Company's maximum cash obligation based on the approximate market prices of common stock as of the reporting date has been presented outside of stockholders' equity. The amount presented as redeemable common stock held by the KSOP in the consolidated balance sheet represents the Company's maximum cash obligation and has been reflected as a reduction of retained earnings.

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

NOTE 7. EMPLOYEE STOCK OWNERSHIP PLAN (CONTINUED)
At December 31, 1999 and 1998, the KSOP held 44,398 and 44,432 shares. Shares held by the KSOP are considered outstanding for purposes of calculating the Company's earnings per share.

## NOTE 8. DEFERRED COMPENSATION

The Company has adopted a deferred compensation plan which provides retirement benefits to eligible officers of the Company. The deferred compensation is to be paid to the individuals or their beneficiaries over a period of ten years commencing with the first year following the termination of employment after completion of required services. The estimated amounts to be paid under the compensation plan are being funded through the purchase of life insurance policies on the officers. The Company records periodic accruals for the cost of providing such benefits by charges to income. The present value of the estimated liability under the plan is being accrued ratably over the remaining years to the date when the employee is first eligible for benefits. Cash surrender values of $\$ 1,973,374$ and $\$ 1,767,843$ on the insurance policies as of December 31, 1999 and 1998, respectively, are included in other assets.

NOTE 9. STOCK OPTIONS
The Company has an incentive stock option plan with 78,000 shares of common stock reserved for selected senior officers. At December 31, 1999, 43,000 shares are available for grant. The Company also has a nonqualified stock option plan with 87,000 shares of common stock reserved for the Board of Directors. All options under the nonqualified plan were granted in 1997. The options are granted at the greater of the book value or fair market value of the Company's common stock on the date of grant. If the optionee owns shares of the Company representing more than $10 \%$ of the total combined voting power, then the price shall not be less than $110 \%$ of the fair market value of such shares on the date the option is granted. The nonqualified stock options are exercisable immediately upon grant and the incentive stock options are exercisable in varying amounts upon grant at the discretion of the administrative committee. These options will expire ten years from the grant date. Other pertinent information related to the options is as follows:

NOTE 9. STOCK OPTIONS (CONTINUED)


The Company applies APB Opinion 25 and related interpretations in accounting for the stock option plan. Accordingly, no compensation cost has been recognized. Had compensation cost for the stock option plan been determined based on the fair value at the grant dates for awards under the plan consistent with the method prescribed by SFAS No. 123, net income and earnings per share would have been adjusted to the pro forma amounts indicated below.


## NOTE 9. STOCK OPTIONS (CONTINUED)

The fair value of each option grant is estimated on the date of grant using the Black-Scholes option-pricing model with the following weighted-average assumptions:

## Dividend yield (as a percent of the fair value

 of the stock1.33\%

Expected life
years
Expected volatility
$6.70 \%$
Risk-free interest rate
$5.97 \%$

## NOTE 10. LEASES

The Company leases office space in Alpharetta, Georgia under a noncancelable operating lease. The lease has a term of three years and expires on February 28, 2000. On January 4, 1999, the Company entered into a sublease agreement with a third party under the same terms as the current lease agreement. Sublease rental income is netted against rental expense in the statement of income.

Total rental expense amounted to $\$ 40,640, \$ 63,154$ and $\$ 33,956$ for the years ended December 31, 1999, 1998 and 1997 , respectively.

## NOTE 11. INCOME TAXES

Income tax expense consists of the following:

|  | Years Ended December 31, |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1999 |  | 1998 |  | 1997 |  |
| Current | \$ | 873,728 | \$ | 616,084 | \$ | 381,153 |
| Deferred |  | (89,000) |  | $(66,510)$ |  | $(35,210)$ |
| Income tax expense |  | 784,728 |  | 549,574 | \$ | 345,943 |
| F-23 |  |  |  |  |  |  |

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

NOTE 11. INCOME TAXES (CONTINUED)
The Company's income tax expense differs from the amounts computed by applying the Federal income tax statutory rates to income before income taxes. A reconciliation of the differences is as follows:

|  | YEARS ENDED DECEMBER 31, |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1999 |  |  | 1998 |  |  | 1997 |  |  |
|  | AMOUNT |  | PERCENT | AMOUNT |  | PERCENT | AMOUNT |  | PERCENT |
| Income taxes at statutory rate | \$ | 817,790 | $34 \%$ | \$ | 560,685 | $34 \%$ | \$ | 390,930 | $34 \%$ |
| Other items, net |  | $(33,062)$ | (1) |  | $(11,111)$ | (1) |  | $(44,987)$ | (4) |
| Income tax expense |  | 784,728 | 33 \% | \$ | 549,574 | 33 \% | \$ | 345,943 | 30 \% |

The components of deferred income taxes are as follows:

|  | DECEMBER 31, |  |
| :---: | :---: | :---: |
|  | 1999 | 1998 |
| Deferred Tax Assets: |  |  |
| Loan Loss Reserves | \$251,905 | \$160,585 |
| Accounting for Other Real Estate | -- | 5,849 |
| Securities Available-for-sale | 175,118 | -- |
| Other | 9,749 | -- |
|  | 436,772 | 166,434 |
| Deferred Tax Liabilities: |  |  |
| Depreciation | 61,899 | 55,679 |
| Securities Available-for-sale | -- | 54,475 |
|  | 61,899 | 110,154 |
| Net Deferred Tax Assets | \$374,873 | \$ 56,280 |

Diluted earnings per common share were computed by dividing net income by the weighted average number of shares of common stock and common stock equivalents outstanding. The number of common shares was increased by the number of shares issuable upon the exercise of the stock options described in Note 9. This theoretical increase in the number of common shares was reduced by the number of common shares which are assumed to have been repurchased for the treasury with the proceeds from the exercise of the options; these purchases were assumed to have been made at the price per share that approximates average market price. The treasury stock method for determining the amount of dilution of stock options is based on the concept that common shares which could have been purchased with the proceeds of the exercise of common stock options at market price are not actually outstanding common shares.

Presented below is a summary of the components used to calculate basic and diluted earnings per share for the years ended December 31, 1999, 1998, and 1997.

|  | Year Ended December 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 1999 | 1998 |  | 1997 |
| Net income | \$1,620,536 | \$1,099,501 | \$ | 803,851 |
| Weighted average common shares outstanding | 1,945,154 | 1,948,000 |  | 347,882 |
| Net effect of the assumed exercise of stock options based on the treasury stock method using average market price for the year | \$ 43,148 | \$ 46,647 | \$ | 17,715 |
| Total weighted average common shares and common stock equivalents outstanding | 1,988,302 | 1,994,647 |  | 365,597 |
| Diluted earnings per share | 0.82 | 0.55 | \$ | 0.59 |

In the normal course of business, the Company has entered into off-balance sheet financial instruments which are not reflected in the financial statements. These financial instruments include commitments to extend credit and standby letters of credit. Such financial instruments are included in the financial statements when funds are disbursed or the instruments become payable. These instruments involve, to varying degrees, elements of credit risk in excess of the amount recognized in the balance sheet.

The Company's exposure to credit loss in the event of nonperformance by the other party to the financial instrument for commitments to extend credit and standby letters of credit is represented by the contractual amount of those instruments. A summary of the Company's commitments is as follows:

|  | DECEMBER 31, |  |
| :---: | :---: | :---: |
|  | 1999 | 1998 |
| Commitments to extend credit | \$13,380,341 | \$ 9,888,349 |
| Construction loan commitments | 16,595,545 | 17,805,276 |
| Standby letters of credit | 551,747 | 912,131 |
| Credit card commitments | 3,710,887 | 3,055,255 |
|  | \$34,238,520 | \$31,661, 011 |

Commitments to extend credit generally have fixed expiration dates or other termination clauses and may require payment of a fee. Since many of the commitments are expected to expire without being drawn upon, the total commitment amounts do not necessarily represent future cash requirements. The credit risk involved in issuing these financial instruments is essentially the same as that involved in extending loans to customers. The Company evaluates each customer's creditworthiness on a case-by-case basis. The amount of collateral obtained, if deemed necessary by the Company upon extension of credit, is based on management's credit evaluation of the customer. Collateral held varies but may include real estate and improvements, marketable securities, accounts receivable, inventory, equipment, and personal property.

Standby letters of credit are conditional commitments issued by the Company to guarantee the performance of a customer to a third party. The credit risk involved in issuing letters of credit is essentially the same as that involved in extending loans to customers. Collateral held varies as specified above and is required in instances which the Company deems necessary.

Credit card commitments are unsecured.
In the normal course of business, the Company may be involved in various legal proceedings. In the opinion of management of the Company, there were no such proceedings pending or threatened at December 31, 1999.

NOTE 14. CONCENTRATIONS OF CREDIT

The Company originates primarily commercial, residential, and consumer loans to customers in Cobb, Paulding, Fulton, and Douglas counties. The ability of the majority of the Company's customers to honor their contractual loan obligations is dependent on the economy in the metro Atlanta area.

Sixty-three percent of the Company's loan portfolio is concentrated in loans secured by real estate, of which thirty-seven percent consists of construction loans. A substantial portion of these loans are in the Company's primary market area. Accordingly, the ultimate collectibility of the loan portfolio is susceptible to changes in market conditions in the Company's primary market area. The other significant concentrations, including a twenty-one percent concentration in commercial loans, are set forth in Note 3.

The Company is not allowed, by regulation, to extend credit to any single borrower or group of related borrowers in excess of $15 \%$ if unsecured, and $25 \%$ if fully secured, of statutory capital, or approximately $\$ 1,660,000$ and $\$ 2,770,000$, respectively.

## NOTE 15. REGULATORY MATTERS

The Bank is subject to certain restrictions on the amount of dividends that may be declared without prior regulatory approval. At December 31, 1999, approximately $\$ 810,000$ of retained earnings were available for dividend declaration without regulatory approval.

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

The Company and the Bank are subject to various regulatory capital requirements administered by the federal banking agencies. Failure to meet minimum capital requirements can initiate certain mandatory, and possibly additional discretionary actions by regulators that, if undertaken, could have a direct material effect on the financial statements. Under capital adequacy guidelines and the regulatory framework for prompt corrective action, the Company and Bank must meet specific capital guidelines that involve quantitative measures of the assets, liabilities, and certain off-balance-sheet items as calculated under regulatory accounting practices. The Company and Bank capital amounts and classification are also subject to qualitative judgments by the regulators about components, risk weightings, and other factors. Prompt corrective action provisions are not applicable to bank holding companies.

Quantitative measures established by regulation to ensure capital adequacy require the Company and the Bank to maintain minimum amounts and ratios of Total and Tier 1 capital to risk-weighted assets and of Tier 1 capital to average assets. Management believes, as of December 31, 1999, the Company and the Bank meet all capital adequacy requirements to which they are subject.

As of December 31, 1999, the most recent notification from the Federal Deposit Insurance Corporation categorized the Bank as well capitalized under the regulatory framework for prompt corrective action. To be categorized as well capitalized, the Bank must maintain minimum Total risk-based, Tier 1 risk-based, and Tier 1 leverage ratios as set forth in the following table. There are no conditions or events since that notification that management believes have changed the Bank's category.

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

NOTE 15. REGULATORY MATTERS (CONTINUED)
The Company and Bank's actual capital amounts and ratios are presented in the following table.

As of December 31, 1999:
Total Capital to Risk Weighted Assets:
Consolidated
Bank

| \$ | 15,087 | 13.37\% | \$ | 9,029 | 8.00\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 14,581 | 12.92\% | \$ | 9,027 | 8.00\% |
| \$ | 13,962 | 12.37\% | \$ | 4,515 | 4.00\% |
| \$ | 13,456 | 11.93\% | \$ | 4,513 | 4.00\% |
| \$ | 13,962 | 9.34\% | \$ | 5,977 | $4.00 \%$ |
| \$ | 13,456 | 9.03\% | \$ | 5,961 | 4.00\% |

N/A
1,284
N/A
Bank 1 Capital to Risk Weighted Assets: Consolidated Bank
Tier 1 Capital to Average Assets:
Consolidated
Bank \$ 13,456

| Actual |  |
| :---: | :---: |
| Amount | Ratio |

to be Well Capitalized Under Prompt Corrective Action Provisions

## Amount

Ratio

As of December 31, 1998:
Total Capital to Risk Weighted Assets:
Consolidated
Bank
1 Capital to Risk Weighted Assets:

Ass onsolidated
\$ 13,51
$13.27 \%$
$12.87 \%$
$12.38 \%$
$9.62 \%$
$\begin{array}{lll}9.28 \% & \$ & 5,254 \\ & \$ & 5,234\end{array}$

| $\$$ | 7,853 |
| :--- | :--- |
| $\$$ | 7,845 |
| $\$$ | 3,927 |
| $\$$ | 3,923 |
| $\$$ | 5,254 |
| $\$$ | 5,234 |

$8.00 \%$
$8.00 \%$
$4.00 \%$
$4.00 \%$
$4.00 \%$
$4.00 \%$
$\mathrm{N} / \mathrm{A}$
9,806

$\mathrm{~N} / \mathrm{A}$
5,884
$\mathrm{~N} / \mathrm{A}$
6,543
$10.00 \%$
N/A
$6.00 \%$
N/A
$5.00 \%$

The following methods and assumptions were used by the Company in estimating its fair value disclosures for financial instruments. In cases where quoted market prices are not available, fair values are based on estimates using discounted cash flow models. Those models are significantly affected by the assumptions used, including the discount rates and estimates of future cash flows. In that regard, the derived fair value estimates cannot be substantiated by comparison to independent markets and, in many cases, could not be realized in immediate settlement of the instrument. The use of different methodologies may have a material effect on the estimated fair value amounts. Also, the fair value estimates presented herein are based on pertinent information available to management as of December 31, 1999 and 1998. Such amounts have not been revalued for purposes of these financial statements since that date and, therefore, current estimates of fair value may differ significantly from the amounts presented herein.

CASH, DUE FROM BANKS, AND FEDERAL FUNDS SOLD:
The carrying amounts of cash, due from banks, and Federal funds sold approximate their fair value.

## SECURITIES:

Fair values for securities are based on available quoted market prices. The carrying values of equity securities with no readily determinable fair value approximate fair values.

LOANS:
For variable-rate loans that reprice frequently and have no significant change in credit risk, fair values are based on carrying values. For other loans, the fair values are estimated using discounted cash flow models, using current market interest rates offered for loans with similar terms to borrowers of similar credit quality. Fair values for impaired loans are estimated using discounted cash flow models or based on the fair value of the underlying collateral.

## DEPOSITS:

The carrying amounts of demand deposits, savings deposits, and variable-rate certificates of deposit approximate their fair values. Fair values for fixed-rate certificates of deposit are estimated using discounted cash flow models, using current market interest rates offered on certificates with similar remaining maturities.

OTHER BORROWINGS:
The fair values of the Company's other borrowings are estimated using discounted cash flow models based on the Company's current incremental borrowing rates for similar types of borrowing arrangements.

ACCRUED INTEREST:
The carrying amounts of accrued interest approximate their fair values.

## REDEEMABLE COMMON STOCK:

The fair values of the Company's redeemable common stock approximates the recorded amounts.

OFF-BALANCE SHEET INSTRUMENTS:


#### Abstract

Fair values of the Company's off-balance sheet financial instruments are based on fees charged to enter into similar agreements. However, commitments to extend credit, standby letters of credit, and credit cards do not represent a significant value to the Company until such commitments are funded. The Company has determined that these instruments do not have a distinguishable fair value and no fair value has been assigned.

The carrying value and estimated fair value of the Company's financial instruments were as follows:


| Carrying | Fair |
| :---: | :---: |
| Amount | Value |


| Carrying Amount | Fair Value |
| :---: | :---: |

Financial assets:
Cash, due from banks and Federal funds sold
Securities
Loans
$\begin{array}{rr}9,639,144 & \$ \begin{array}{r}9,639,144 \\ 26,060,235 \\ 25,003,118 \\ 100,450,539 \\ 929,867\end{array} \\ & 100,799,326 \\ 929,867 \\ 123,422,137 & \\ 6,707,143 & 122,816,249 \\ 1,087,610 & 6,452,980 \\ & 1,087,610\end{array}$

| $5,780,320$ | $\$$ |
| ---: | ---: |
| $26,193,286$ | $5,780,320$ |
| $86,903,731$ | $25,272,136$ |
| 933,187 | $86,710,000$ |
|  | 933,187 |
|  |  |
| $109,786,275$ | $110,781,000$ |
| $3,350,000$ | $3,432,000$ |
| $1,164,765$ | $1,164,765$ |

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

## NOTE 17. BUSINESS COMBINATION

On March 3, 2000, the Company entered into a definitive agreement with United Community Bank, Inc. ("United") of Blairsville, Georgia. Under this agreement, the Company will merge with and into United Community. Upon consummation of the merger, each share of Company stock will be converted into and exchanged for the right to receive approximately .4211 share of United common stock. Consummation is subject to certain conditions, including regulatory and stockholder approval and will be accounted for as a pooling of interests.

Also, on March 3, 2000, United entered into a definitive agreement to acquire North Point Bancshares, Inc. ("North Point"), a \$107 million one-bank holding company for Dawson County Bank, located in Dawsonville, Georgia for approximately 958,000 shares of its common stock.

The following unaudited pro forma data summarizes operating data as if the combinations had been consummated on January 1, 1997:

|  | as of and for the Year Ended <br> (In Thousands, Except Share Amounts) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1999 |  | 1998 |  | 1997 |  |
| Total assets | \$ | 2,383,486 | \$ | 1,812,585 | \$ | 1,410,071 |
| Stockholders' equity |  | 118,887 |  | 115,415 |  | 99,571 |
| Net income |  | 16,692 |  | 15,510 |  | 13,197 |
| Basic income per share |  | 1.70 |  | 1.59 |  | 1.41 |
| Diluted income per share |  | 1.67 |  | 1.56 |  | 1.40 |

NOTE 18. SUPPLEMENTAL FINANCIAL DATA
Components of other operating expenses in excess of $1 \%$ of total revenue are as follows:

|  | December 31, |  |  |
| :---: | :---: | :---: | :---: |
|  | 1999 | 1998 | 1997 |
| Data processing | \$195,045 | \$175,335 | \$152,294 |
| Director fees | 112,000 | 112,000 | 90,000 |
| Stationery and supplies | 149,344 | 125,823 | 114,379 |

## NOTE 19. PARENT COMPANY FINANCIAL INFORMATION

The following information presents the condensed balance sheets, statements of income and cash flows of Independent Bancshares, Inc. as of December 31, 1999 and 1998 and for the years ending December 31, 1999, 1998 and 1997.
ASSETS
Cash
Investment in subsidiary
Other assets

CONDENSED BALANCE SHEETS

TOTAL ASSETS

Stockholders' equity

|  | CONDENSED STATEMENTS OF INCOME |
| :--- | ---: |$\quad 1999$


| Income before income taxes (benefits) and equity in undistributed income of subsidiary |  | 291,501 |
| :---: | :---: | :---: |
| INCOME TAXES (BENEFITS) |  | (1,005) |
| Income before equity in undistributed income of subsidiary |  | 292,506 |
| Equity in undistributed income of subsidiary |  | 1,328,030 |
| NET INCOME | \$ | 1,620,536 |


| \$ | 498,730 |
| :---: | :---: |
|  | 13,116,646 |
|  | 6,980 |

467,016
$12,234,296$
38,507

| \$ 13, 622,356 | \$12,739,819 |
| :---: | :---: |
| \$ 13, 622,356 | \$12,739,819 |

1998
24,564
194,823
--------
219,387
\$ 5,578 100,801
--------106,379

12,542 8,413

20,955
_-_--------
----------

| 204,778 | 85,424 |
| :---: | :---: |
| 3,300 | $(5,228)$ |

$(5,228)$

$$
90,652
$$

713,199
\$ 803, 851

NOTE 19. PARENT COMPANY FINANCIAL INFORMATION (CONTINUED)



## LIABILITIES AND STOCKHOLDERS' EQUITY

Deposits:
Demand
Interest bearing demand
Savings
Time


See notes to unaudited consolidated financial statements

For the Three Months
Ended March 31,

| Basic earnings per share: |  |  |
| :---: | :---: | :---: |
| Weighted average shares outstanding | 1,948 | 1,948 |
| Net income | 455 | 310 |
| Basic earnings per share | 0.23 | 0.16 |
| Diluted earnings per share: |  |  |
| Net effect of the assumed exercise of stock options based on the treasury stock method using average market price for the period | 78 | 37 |
| Total weighted average shares and common stock equivalents outstanding | 2,026 | 1,985 |
| Net income, as reported | 455 | 310 |
| Diluted earnings per share | 0.22 | 0.16 |

For the Three Months
NET INCOME
OTHER COMPREHENSIVE INCOME (LOSS), BEFORE TAX:

See notes to unaudited consolidated financial statements.
For the Three Months Ended
March 31,
2000
\$ $455 \quad 310$

| 112 | 94 |
| :---: | :---: |
| 45 | 76 |
| -- | -- |
| (72) | 10 |
| (47) | (89) |
| 350 | (486) |
| 843 | (85) |


| 534 | 88 |
| :---: | :---: |
| (2) | (3) |
| -- | -- |
| 176 | 2,779 |
| $(4,967)$ | $(2,992)$ |
| 282 | $(3,785)$ |
| (54) | (42) |
| $(4,031)$ | $(3,955)$ |


| 17,208 | 5,185 |
| :---: | :---: |
| 811 | $(1,985)$ |
| $(2,236)$ | 1,864 |
| (390) | (292) |
| 15,393 | 4,772 |


| 12,205 | 732 |
| :---: | :---: |
| 9,639 | 5,780 |
| \$21,844 | 6,512 |


| 1,174 | 1,155 |
| ---: | ---: |
| 16 | 13 |

## NOTE 1 - Significant Accounting Policies

The accounting and financial reporting policies of Independent Bancshares, Inc. ("Independent") and its subsidiary conform to generally accepted accounting principles and general banking industry practices. The preceding consolidated financial statements as of March 31, 2000 have not been audited and all material intercompany balances and transactions have been eliminated. A more detailed description of Independent's accounting policies is included in the 1999 audited consolidated financial statements.

In management's opinion, all accounting adjustments necessary to accurately reflect the financial position and results of operations on the accompanying financial statements have been made. These adjustments are considered normal and recurring accruals considered necessary for a fair and accurate presentation. The results for interim periods are not necessarily indicative of results for the full year or any other interim periods.

The Board of Directors and Stockholders
United Community Banks, Inc.
Blairsville, Georgia
We have audited the consolidated balance sheets of United Community Banks, Inc. and subsidiaries as of December 31,1999 and 1998 and the related statements of income, comprehensive income, changes in stockholders equity, and cash flows for each of the three years in the period ended December 31, 1999. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with generally accepted auditing standards. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of United Community Banks, Inc. and subsidiaries as of December 31, 1999 and 1998, and the results of their operations and their cash flows for each of the three years in the period ended December 31, 1999, in conformity with generally accepted accounting principles.
\s $\backslash$ PORTER KEADLE MOORE, LLP

Atlanta, Georgia
February 25, 2000, except for note 20
as to which the date is March 3, 2000

# UNITED COMMUNITY BANKS, INC. AND SUBSIDIARIES 

Consolidated Balance Sheets
December 31, 1999 and 1998

## Assets <br> -_---



See accompanying notes to consolidated financial statements.

UNITED COMMUNITY BANKS, INC. AND SUBSIDIARIES
Consolidated Statements of Income
For the Years Ended December 31, 1999, 1998 and 1997

| 1999 | 1998 | 1997 |
| :---: | :---: | :---: |
|  |  |  |

Interest income:
Interest and fees on loans
Interest on federal funds sold
Interest on investment securities:
Taxable

Tax exempt
Total interest income

Interest expense:
Interest on deposits:
Demand

Savings
Time

Other borrowings

Total interest expense
81,766

Net interest income
Provision for loan losses
Net interest income after provision for loan losses

Non-interest income:
Service charges and fees
Securities gain, net
Mortgage loan and other related fees
Other non-interest income

Total non-interest income

Non-interest expense:
Salaries and employee benefits
Occupancy
Other non-interest expense
Total non-interest expense
Income before income taxes
Income taxes
Net income

Basic income per share
Diluted income per share

See accompanying notes to consolidated financial statements.

|  |  | 1999 | 1998 | 1997 |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  | (IN THOUSANDS) |  |
| Net income | \$ | 13,648 | 12,773 | 11,054 |
| Other comprehensive income: |  |  |  |  |
| Unrealized holding gains (losses) on investment securities available for sale |  | $(15,608)$ | 1,581 | 2,272 |
| Less reclassification adjustment for gains on sales of investment securities available for sale |  | 543 | 804 | 737 |
| Total other comprehensive income (loss), before income taxes |  | $(16,151)$ | 777 | 1,535 |
| Income tax expense (benefit) related to other comprehensive income: |  |  |  |  |
| Unrealized holding gains (losses) on investment securities available for sale |  | $(5,932)$ | 601 | 864 |
| Less reclassification adjustment for gains (losses) on sales of investment securities available for sale |  | 206 | 306 | 280 |
| Total income tax expense (benefit) related to other comprehensive income |  | $(6,138)$ | 295 | 584 |
| Total other comprehensive income (loss), net of tax |  | $(10,013)$ | 482 | 951 |
| Total comprehensive income |  | 3,635 | 13,255 | 12,005 |

See accompanying notes to consolidated financial statements.

## UNITED COMMUNITY BANKS, INC. AND SUBSIDIARIES

Consolidated Statements of Changes in Stockholders' Equity For the Years Ended December 31, 1999, 1998 and 1997

| Common Stock |  | Accumulated Other |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Capital | Retained | Comprehensive |  |
| Shares | Amount | Surplus | Earnings | Income/(Loss) | Total |


| Balance, December 31, 1996, as previously reported | 7,084,621 | \$ | 7,085 | 18,516 | 32,162 | (88) | 57,675 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Adjustment in connection with pooling of interests | 508,393 |  | 509 | 3,733 | 452 | (12) | 4,682 |
| Balance, December 31, 1996, as restated | 7,593,014 |  | 7,594 | 22,249 | 32,614 | (100) | 62,357 |
| Change in unrealized gain on securities available for sale, net of tax | - |  | - | - | - | 951 | 951 |
| Cash dividends declared, (\$.10 per share) | - |  | - | - | (759) | - | (759) |
| Net income | - |  | - | - | 11,054 | - | 11,054 |
| Proceeds from common stock offering, net of offering cost | 300,000 |  | 300 | 6,177 | - | - | 6,477 |
| Proceeds from resale of treasury stock of pooled entity | 484 |  | - | 6 | - | - | 6 |
| Balance, December 31, 1997 | 7,893,498 |  | 7,894 | 28,432 | 42,909 | 851 | 80,086 |
| Change in unrealized gain on securities available for sale, net of tax | - |  | - | - | - | 482 | 482 |
| Cash dividends declared, (\$.15 per share) | - |  | - | - | $(1,182)$ | - | $(1,182)$ |
| Net income | - |  | - | - | 12,773 | - | 12,773 |
| Proceeds from common stock offering, net of offering costs | 101,724 |  | 102 | 1,458 | - | - | 1,560 |
| Proceeds from exercise of stock options | 8,500 |  | 8 | 109 | - | - | 117 |
| Balance, December 31, 1998 | 8,003,722 |  | 8,004 | 29,999 | 54,500 | 1,333 | 93,836 |
| Change in unrealized gain (loss) on securities available for sale, net of tax | - |  | - | - | - | $(10,013)$ | $(10,013)$ |
| Cash dividends declared, (\$.20 per share) | - |  | - | - | $(1,542)$ | - | $(1,542)$ |
| Net income | - |  | - | - | 13,648 | - | 13,648 |
| Proceeds from exercise of stock options, including disqualified disposition tax benefit | 30,546 |  | 30 | 311 | - | - | 341 |
| Balance, December 31, 1999 | 8,034,268 | \$ | 8,034 | 30,310 | 66,606 | $(8,680)$ | 96,270 |

See accompanying notes to consolidated financial statements.

Cash flows from operating activities:
Net income \$
Adjustments to reconcile net income to net cash provided
by operating activities:
Depreciation, amortization and accretion
Provision for loan losses
Deferred income tax benefit
Gain on sale of securities available for sale
Change in assets and liabilities, net of effects of purchase acquisitions: Other assets and accrued interest receivable
Accrued expenses and other liabilities
Mortgage loans held for sale
Net cash provided by operating activities
Cash flows from investing activities, net of effects of purchase acquisitions: Cash acquired from (paid for) acquisitions and branch purchases
Proceeds from maturities and calls of securities held to maturity
Purchases of securities held to maturity
Proceeds from sales of securities available for sale
Proceeds from maturities and calls of securities available for sale
Purchases of securities available for sale
Net increase in loans
Purchases of premises and equipment
Purchases of life insurance contracts
Transaction costs associated with Trust Preferred Securities

Net cash used in investing activities
Cash flows from financing activities, net of effects of purchase acquisitions: Net change in demand and savings deposits
Net change in time deposits
Net change in federal funds purchased and repurchase agreements
Proceeds from notes payable and other borrowings
Proceeds from FHLB advances
Proceeds from Trust Preferred Securities
Repayments of notes payable
Repayments of FHLB advances
Proceeds from exercise of stock options
Proceeds from sale of common stock
Proceeds from resale of treasury stock of pooled entity Cash paid for dividends

Net cash provided by financing activities
Net change in cash and cash equivalents
Cash and cash equivalents at beginning of period
Cash and cash equivalents at end of period

| \$ | 13,648 | 12,773 | 11,054 |
| :---: | :---: | :---: | :---: |
|  | 5,135 | 3,027 | 2,542 |
|  | 5,104 | 2,612 | 2,814 |
|  | $(1,616)$ | (766) | (404) |
|  | (543) | (810) | (737) |
|  | $(4,859)$ | (411) | $(4,470)$ |
|  | 6,292 | $(10,561)$ | 725 |
|  | 1,803 | $(4,167)$ | 2,765 |
|  | 24,964 | 1,697 | 14,289 |
|  | $(2,757)$ | 20,282 | - |
|  | - | 25,439 | 18,009 |
|  | - | $(14,087)$ | $(10,564)$ |
|  | 8,131 | 44,193 | 36,683 |
|  | 91,280 | 68,363 | 22,470 |
|  | $(241,019)$ | $(268,590)$ | $(121,996)$ |
|  | $(325,833)$ | $(186,254)$ | $(210,706)$ |
|  | $(8,318)$ | $(14,842)$ | $(9,875)$ |
|  | - | $(8,117)$ | - |
|  | - | (959) | - |
|  | $(478,516)$ | $(334,572)$ | $(275,979)$ |
|  | 64,998 | 119,487 | 67,709 |
|  | 316,005 | 61,683 | 156,897 |
|  | 5,292 | $(6,901)$ | 33,421 |
|  | 16,239 | - | 4,747 |
|  | 201,625 | 221,249 | 16,636 |
|  | - | 21,000 | - |
|  | - - | $(12,792)$ | $(1,131)$ |
|  | $(100,907)$ | $(78,715)$ | $(7,389)$ |
|  | 216 | 117 | - |
|  | - | 1,560 | 6,477 |
|  | - | - | 6 |
|  | $(1,417)$ | (1,089) | (825) |
|  | 502,051 | 325,599 | 276,548 |
|  | 48,499 | $(7,276)$ | 14,858 |
|  | 64,112 | 71,388 | 56,530 |
| \$ | 112,611 | 64,112 | 71,388 |
|  | ====== | ======= | ======= |

The accounting principles followed by United Community Banks, Inc. ("United") and its subsidiaries and the methods of applying these principles conform with generally accepted accounting principles and with general practices within the banking industry. The following is a description of the more significant of those policies.

ORGANIZATION AND BASIS OF PRESENTATION

United is an eight-bank holding company whose business is conducted by its wholly-owned bank subsidiaries. United is subject to regulation under the Bank Holding Company Act of 1956. The consolidated financial statements include the accounts of United Community Banks, Inc. and its wholly-owned commercial bank subsidiaries, United Community Bank, Blairsville, Georgia ("UCB"), Carolina Community Bank, Murphy, North Carolina ("Carolina"), Peoples Bank of Fannin County, Blue Ridge, Georgia ("Peoples"), Towns County Bank, Hiawassee, Georgia ("Towns"), White County Bank, Cleveland, Georgia ("White"), First Clayton Bank and Trust, Clayton, Georgia ("Clayton"), Bank of Adairsville, Adairsville, Georgia ("Adairsville"), 1st Floyd Bank, Rome, Georgia ("Floyd") (collectively, the "Banks") and United Family Finance Company, Inc. ("Finance"), a finance company subsidiary. All significant intercompany accounts and transactions have been eliminated in consolidation. Certain items in prior years' financial statements have been reclassified to conform to the current financial statement presentations.

The Banks are commercial banks that serve markets throughout North Georgia and Western North Carolina and provide a full range of customary banking services. The Banks are insured and subject to the regulation of the Federal Deposit Insurance Corporation ("FDIC").

In preparing the financial statements, management is required to make estimates and assumptions that affect the reported amounts of assets and liabilities as of the date of the balance sheet and revenues and expenses for the period. Actual results could differ significantly from those estimates.

Material estimates that are particularly susceptible to significant change relate to the determination of the allowance for loan losses and the valuation of real estate acquired in connection with foreclosures or in satisfaction of loans. In connection with these valuations, management obtains independent appraisals for significant properties.

A substantial portion of United's loans are secured by real estate located in North Georgia and Western North Carolina. Accordingly, the ultimate collectibility of a substantial portion of United's loan portfolio is susceptible to changes in the real estate market conditions of this market area.

## INVESTMENT SECURITIES

United classifies its securities in one of three categories: held to maturity, available for sale, or trading. Trading securities are bought and held principally for the purpose of selling them in the near term. United does not have investments classified in the trading category. Held to maturity securities are those securities for which United has the ability and intent to hold until maturity. All other securities are classified as available for sale.

Available for sale securities are recorded at fair value. Held to maturity securities are recorded at cost, adjusted for the amortization or accretion of premiums or discounts. Unrealized holding gains and losses, net of the related tax effect, on securities available for sale are excluded from income and are reported as a separate component of stockholders' equity until realized. Transfers of securities between categories are recorded at fair value at the date of transfer. Unrealized holding gains or losses associated with transfers of securities from held to maturity to available for sale are recorded as a separate component of stockholders' equity. The unrealized holding gains or losses included in the separate component of stockholders' equity for securities transferred from available for sale to held to maturity are maintained and amortized into income over the remaining life of the security as an adjustment to the yield in a manner consistent with the amortization or accretion of premium or discount on the associated security.

INVESTMENT SECURITIES, continued
A decline in the market value of any available for sale or held to maturity investment below cost that is deemed other than temporary is charged to income and establishes a new cost basis for the security.

Premiums and discounts are amortized or accreted over the life of the related security as an adjustment to the yield. Realized gains and losses for securities classified as available for sale and held to maturity are included in income and are derived using the specific identification method for determining the cost of securities sold.

## MORTGAGE LOANS HELD FOR SALE

Mortgage loans held for sale are carried at the lower of aggregate cost or market value. The amount by which cost exceeds market value is accounted for as a valuation allowance. Changes in the valuation allowance are included in the determination of net income of the period in which the change occurs. No market valuation allowances were required at December 31, 1999 or 1998.

LOANS AND ALLOWANCE FOR LOAN LOSSES
All loans are stated at principal amount outstanding. Interest on loans is primarily calculated by using the simple interest method on daily balances of the principal amount outstanding.

Accrual of interest is discontinued on a loan when management believes, after considering economic and business conditions and collection efforts, that the borrower's financial condition is such that collection of interest is doubtful. When a loan is placed on nonaccrual status, previously accrued and uncollected interest is charged to interest income on loans. Generally, payments on nonaccrual loans are applied to principal.

A loan is impaired when, based on current information and events, it is probable that all amounts due, according to the contractual terms of the loan, will not be collected. Impaired loans are measured based on the present value of expected future cash flows, discounted at the loan's effective interest rate, or at the loan's observable market price, or the fair value of the collateral if the loan is collateral dependent. Interest income on impaired loans is recognized using the cash-basis method of accounting during the time within the period in which the loans were impaired. The Banks had no material amounts of impaired loans at December 31, 1999 or 1998.

The allowance for loan losses is established through a provision for loan losses charged to expense. Loans are charged against the allowance for loan losses when management believes that the collectibility of the principal is unlikely. The allowance represents an amount, which, in management's judgment, will be adequate to absorb probable losses on existing loans that may become uncollectible.

Management's judgment in determining the adequacy of the allowance is based on evaluations of the collectibility of loans. These evaluations take into consideration such factors as changes in the nature and volume of the loan portfolio, current economic conditions that may affect the borrower's ability to pay, overall portfolio quality, and review of specific problem loans. In determining the adequacy of the allowance for loan losses, management uses a loan grading system that rates loans in ten different categories. Grades seven through ten are assigned allocations of loss based on the standard regulatory loss percentages set forth in the FDIC Interagency Policy Statement on the Allowance for Loan and Lease Losses issued in 1993. Loans graded one through six are allocated loss ranges based on historical loss experience for the previous five years. The combination of these results are compared quarterly to the recorded allowance for loan losses and material deficiencies are adjusted by increasing the provision for loan losses. Management has a devoted internal loan review department that is independent of the lending function to challenge and corroborate the loan grading system and provide additional analysis in determining the adequacy of the allowance for loan losses and the future provisions for estimated loan losses.

UNITED COMMUNITY BANKS, INC. AND SUBSIDIARIES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS, continued

SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES, continued
LOANS AND ALLOWANCE FOR LOAN LOSSES, continued
Management believes the allowance for loan losses is adequate. While management uses available information to recognize losses on loans, future additions to the allowance may be necessary based on changes in economic conditions. In addition, various regulatory agencies, as an integral part of their examination process, periodically review United's allowance for loan losses. Such agencies may require United to recognize additions to the allowance based on their judgments of information available to them at the time of their examination.

## PREMISES AND EQUIPMENT

Premises and equipment are stated at cost less accumulated depreciation. Depreciation is computed primarily using the straight-line method over the estimated useful lives of the related assets. Costs incurred for maintenance and repairs are expensed currently. The range of estimated useful lives for buildings and improvements is 15 to 40 years, and for furniture and equipment, 3 to 10 years.

## GOODWILL AND DEPOSIT-BASED INTANGIBLES

Goodwill, arising from the excess cost over the fair value of net assets acquired of purchased bank subsidiaries, is amortized on a straight-line basis over periods not exceeding 25 years. Deposit assumption premiums paid in connection with branch bank purchases are being amortized over 15 years, the estimated life of the deposit base acquired. On an ongoing basis, management reviews the valuation and amortization periods of goodwill and the deposit assumption premiums to determine if events and circumstances require the remaining lives to be reduced.

## MORTGAGE SERVICING RIGHTS

United's mortgage banking division accounts for mortgage servicing rights as a separate asset regardless of whether the servicing rights are acquired through purchase or origination. United's mortgage servicing rights represent the unamortized cost of purchased and originated contractual rights to service mortgages for others in exchange for a servicing fee and ancillary loan administration income. Mortgage servicing rights are amortized over the period of estimated net servicing income and are periodically adjusted for actual and anticipated prepayments of the underlying mortgage loans. Impairment analysis is performed quarterly after stratifying the rights by interest rate. Impairment, defined as the excess of the asset's carrying value over its current fair value, is recognized through a valuation allowance. At December 31, 1999 and 1998, no valuation allowances were required for United's mortgage servicing rights.

United recognized approximately $\$ 15,000$ in servicing assets during 1997, and recognized amortization expense relating to servicing assets of approximately $\$ 315,000, \$ 387,000$, and $\$ 144,000$ during 1999,1998 and 1997 , respectively.

## INCOME TAXES

Deferred tax assets and liabilities are recorded for the future tax consequences attributable to differences between the financial statement carrying amounts of existing assets and liabilities and their respective tax bases. Future tax benefits, such as net operating loss carryforwards, are recognized to the extent that realization of such benefits is more likely than not. Deferred tax assets and liabilities are measured using enacted tax rates expected to apply to taxable income in the years in which the assets and liabilities are expected to be recovered or settled. The effect on deferred tax assets and liabilities of a change in tax rates is recognized in income tax expense in the period that includes the enactment date.

In the event the future tax consequences of differences between the financial reporting bases and the tax bases of United's assets and liabilities results in deferred tax assets, an evaluation of the probability of being able to realize the future benefits indicated by such asset is required. A valuation allowance is provided for the portion of the deferred tax asset when it is more likely than not that some portion or all of the deferred tax asset will not be realized. In assessing the realizability of the deferred tax assets, management considers the scheduled reversals of deferred tax liabilities, projected future taxable income and tax planning strategies.

UNITED COMMUNITY BANKS, INC. AND SUBSIDIARIES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS, continued

SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES, continued

DERIVATIVE INSTRUMENTS AND HEDGING ACTIVITIES
Effective January 1, 1999, United adopted Statement of Financial Accounting Standards No. 133, "Accounting for Derivative Instruments and Hedging Activities" ("SFAS No. 133"), which establishes accounting and reporting standards for hedging activities and for derivative instruments including derivative instruments embedded in other contracts. It requires the fair value recognition of derivatives as assets or liabilities in the financial statements. The accounting for the changes in the fair value of a derivative depends on the intended use of the derivative instrument at inception. The change in fair value of instruments used as fair value hedges is accounted for in the income of the period simultaneous with accounting for the fair value change of the item being hedged. The change in fair value of the effective portion of cash flow hedges is accounted for in comprehensive income rather than income, and the change in fair value of foreign currency hedges is accounted for in comprehensive income as part of the translation adjustment. The change in fair value of derivative instruments that are not intended as a hedge is accounted for in the income of the period of the change. At the date of initial application, an entity may transfer any held to maturity security into the available for sale or trading categories without calling into question the entity's intent to hold other securities to maturity in the future. In 1999, the Banks transferred all held to maturity investment securities to available for sale under this provision of SFAS No. 133. The held to maturity securities had amortized cost of $\$ 58.3$ million and net unrealized gains of $\$ 1.8$ million. The result of the transfer was to increase stockholders' equity by $\$ 1.1$ million, which represented the net of tax effect of the unrealized gains associated with the held to maturity investments transferred.

OTHER
Property (other than cash deposits) held by the Banks in a fiduciary or agency capacity for customers is not included in the consolidated balance sheets since such items are not assets of the Banks.

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UNITED COMMUNITY BANKS, INC. AND SUBSIDIARIES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS, continued

SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES, continued
INCOME PER SHARE
United is required to report on the face of the statements of income, income per common share with and without the dilutive effects of potential common stock issuances from instruments such as options, convertible securities and warrants. Basic income per common share is based on the weighted average number of common shares outstanding during the period while the effects of potential common shares outstanding during the period are included in diluted income per common share. Additionally, United must reconcile the amounts used in the computation of both basic income per share and diluted income per share. Income per common share amounts for the years ended December 31, 1999, 1998 and 1997 are as follows (dollars and shares in thousands, except for per share data):

FOR THE YEAR ENDED DECEMBER 31, 1999

|  |  | et Income Numerator) | Weighted <br> Average Common Shares (Denominator) | Per Share Amount |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Basic income per share | \$ | 13,648 | 8,020 | \$ | 1.70 |
| ```Effect of dilutive securities: Stock options Convertible debentures``` |  | 191 | $\begin{aligned} & 156 \\ & 140 \end{aligned}$ |  |  |
| Diluted income per share | \$ | 13,839 | 8,316 | \$ | 1.66 |

FOR THE YEAR ENDED DECEMBER 31, 1998

|  |  | Net Income (Numerator) | Weighted <br> Average Common Shares (Denominator) |  | er Share Amount |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Basic income per share | \$ | 12,773 | 7,973 | \$ | 1.60 |
| ```Effect of dilutive securities: Stock options Convertible debentures``` |  | 187 | $\begin{aligned} & 133 \\ & 140 \end{aligned}$ |  |  |
| Diluted income per share | \$ | 12,960 | 8,246 | \$ | 1.57 |

UNITED COMMUNITY BANKS, INC. AND SUBSIDIARIES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS, continued

## SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES, continued

INCOME PER SHARE, continued
FOR THE YEAR ENDED DECEMBER 31, 1997

|  |  | Income merator) | Weighted Average Common Shares (Denominator) |  | Share mount |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Basic income per share | \$ | 11,054 | 7,810 | \$ | 1.42 |
| Effect of dilutive securities: |  |  |  |  |  |
| Stock options |  | - | 81 |  |  |
| Convertible debentures |  | 189 | 140 |  |  |
| Diluted income per share | \$ | 11,243 | 8,031 |  | 1.40 |

(1) MERGERS AND ACQUISITIONS

Effective August 27, 1999, the Company acquired, for 632,890 shares of its $\$ 1$ par value common stock and approximately $\$ 8,700$ paid for fractional shares, all of the outstanding common stock of 1st Floyd Bankshares, Inc., a $\$ 115$ million one-bank holding company, located in Rome, Georgia. The acquisition was accounted for as a pooling of interests and accordingly, the consolidated financial statements for all periods presented have been restated to include the financial position and results of operations as if the combination had occurred on January 1, 1997.

The following is a reconciliation of the amounts of net interest income and net earnings previously reported with the restated amounts (in thousands):

|  |  | 999 | 1998 | 1997 |
| :---: | :---: | :---: | :---: | :---: |
| Net interest income: |  |  |  |  |
| The Company, as previously reported |  |  |  |  |
| Floyd |  | 4,676 | 3,711 | 2,486 |
| As restated | \$ | 67,974 | 56,210 | 45,718 |
| Net income: |  |  |  |  |
| The Company, as previously reported in 1998 and 1997 | \$ | 13,231 | 12,152 | 10,735 |
| Floyd |  | 417 | 621 | 319 |
| As restated | \$ | 13,648 | 12,773 | 11,054 |

United recorded merger, integration and restructuring charges of $\$ 1.8$ million during 1999 associated with the acquisition of lst floyd Bankshares, Inc. The components of the charges are shown below (in thousands):

| Severance and related costs | 692 |
| :--- | ---: |
| Premises and equipment write-downs | 424 |
| Professional fees | 522 |
| Other merger-related expenses | 207 |
|  | ----- |
| Total | $\$ 1,845$ |

UNITED COMMUNITY BANKS, INC. AND SUBSIDIARIES NOTES TO CONSOLIDATED FINANCIAL STATEMENTS, continued
(1) MERGERS AND ACQUISITIONS, continued

The following table presents a summary of activity with respect to the merger-related accrual (in thousands):

| Balance at beginning of year | \$ | - |
| :--- | ---: | ---: |
| Merger-related charge | 1,845 |  |
| Cash payments | $(956)$ |  |
| Noncash write-downs | $(434)$ |  |
| Balance at end of year | \$ | ( |

On March 15, 1999, United acquired all the outstanding common stock of Adairsville Bancshares, Inc., the parent company of Bank of Adairsville, Adairsville, Georgia, for $\$ 7.1$ million plus certain acquisition costs. United accounted for this transaction using the purchase method, and accordingly, the original purchase price was allocated to assets and liabilities acquired based upon their fair values at the date of acquisition. The excess of the purchase price over the fair value of the net assets acquired (goodwill) was approximately $\$ 2.9$ million and is being amortized over 15 years using the straight-line method.

On January 30, 1998, Peoples assumed deposits of $\$ 23.4$ million and purchased certain assets totaling $\$ 3.7$ million of a branch in Ellijay, Georgia.

Effective September 12, 1997, United acquired, for 646,257 shares of its $\$ 1$ par value common stock and approximately $\$ 7,000$ paid for fractional shares, all of the outstanding common stock of First Clayton Bancshares, Inc., a $\$ 73$ million one-bank holding company, located in Clayton, Georgia. The acquisition was accounted for as a pooling of interests.
(2) CASH FLOWS

United paid approximately $\$ 78$ million, $\$ 59$ million and $\$ 47$ million in interest on deposits and other liabilities during 1999, 1998 and 1997, respectively. In connection with United's 1999 acquisition of Adairsville, assets having a fair value of $\$ 36$ million were acquired and liabilities totaling $\$ 32$ million were assumed.

| 1999 | 1998 | 1997 |
| :---: | :---: | :---: |
| ---- | ---- | - |
| $(10,013)$ | 482 | 951 |
| 125 | 93 | (66) |
| - | 23,399 | - |
| - | 3,246 | - |
| 14,500 | 10,645 | - |
| 58,306 | - | - |
| 125 | - | - |

UNITED COMMUNITY BANKS, INC. AND SUBSIDIARIES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS, continued
(3) INVESTMENT SECURITIES

Investment securities at December 31, 1999 and 1998, are as follows (in thousands):

|  | December 31, 1999 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| SECURITIES AVAILABLE FOR SALE: |  | Amortized Cost | Gross <br> Unrealized Gains | Gross <br> Unrealized Losses | ```Estimated Fair Value``` |
| U.S. Treasuries | \$ | 32,674 | 28 | 302 | 32,400 |
| U.S. Government agencies |  | 105,219 | 2 | 2,491 | 102,730 |
| State and political subdivisions |  | 81,116 | 253 | 2,545 | 78,824 |
| Mortgage-backed securities |  | 305,951 | 449 | 8,468 | 297,932 |
| Other |  | 23,403 | - | 786 | 22,617 |
| Total | \$ | 548,363 | 732 | 14,592 | 534,503 |
|  |  |  | Decembe | , 1998 |  |
|  |  | Amortized | Gross Unrealized | Gross Unrealized | Estimated Fair |
| SECURITIES AVAILABLE FOR SALE: |  | Cost | Gains | Losses | Value |
| U.S. Treasuries | \$ | 32,090 | 990 | - | 33,080 |
| U.S. Government agencies |  | 46,421 | 492 | 9 | 46,904 |
| State and political subdivisions |  | 22,305 | 369 | 64 | 22,610 |
| Mortgage-backed securities |  | 220,171 | 945 | 480 | 220,636 |
| Other |  | 10,615 | 1 | 59 | 10,557 |
| Total | \$ | 331,602 | 2,797 | 612 | 333,787 |
|  |  | ======= | ===== | == | ======= |

SECURITIES HELD TO MATURITY:
U.S. Government agencies
State and political subdivisions
Mortgage-backed securities

| $\$ 1,885$ | 9 | 5 | 1,889 |
| ---: | ---: | ---: | ---: |
| 53,386 | 1,691 | 33 | 55,044 |
| 2,122 | 55 | 5 | 2,172 |
| 913 | - | - | 913 |
|  | ----- | ---- | -- |
| $\$$ | 58,306 | 1,755 | 43 |

UNITED COMMUNITY BANKS, INC. AND SUBSIDIARIES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS, continued
(3) INVESTMENT SECURITIES, continued

The amortized cost and estimated fair value of the securities portfolio at December 31, 1999, by contractual maturity, is presented in the following table. Expected maturities may differ from contractual maturities because borrowers have the right to call or prepay obligations with or without call or prepayment penalties.

|  | Securities Available for Sale |  |  |
| :---: | :---: | :---: | :---: |
|  |  | rtized Cost | Estimated Fair Value |
| U.S. Treasuries: |  |  |  |
| Within 1 year | \$ | 9,246 | 9,252 |
| 1 to 5 years |  | 23,428 | 23,148 |
|  | \$ | 32,674 | 32,400 |
| U.S. Government agencies: |  |  |  |
| Within 1 year | \$ | 4,450 | 4,405 |
| 1 to 5 years |  | 63,670 | 61,903 |
| 5 to 10 years |  | 33,611 | 33,202 |
| More than 10 years |  | 3,488 | 3,220 |
|  | \$ | 105,219 | 102,730 |
| State and political subdivisions: |  |  |  |
| Within 1 year | \$ | 5,322 | 5,324 |
| 1 to 5 years |  | 32,469 | 32,280 |
| 5 to 10 years |  | 25,420 | 24,749 |
| More than 10 years |  | 17,905 | 16,471 |
|  | \$ | 81,116 | 78,824 |
| Other: |  |  |  |
| More than 10 years | \$ | 23,403 | 22,617 |
| Total securities other than mortgage-backed securities: |  |  |  |
| Within 1 year | \$ | 19,018 | 18,981 |
| 1 to 5 years |  | 119,567 | 117,331 |
| 5 to 10 years |  | 59,031 | 57,951 |
| More than 10 years |  | 44,796 | 42,308 |
| Mortgage-backed securities |  | 305,951 | 297,932 |
|  | \$ | 548,363 | 534,503 |

There were no sales of securities held to maturity during 1999, 1998 and 1997. Proceeds from sales of securities available for sale during 1999, 1998 and 1997 were $\$ 8$ million, $\$ 44$ million and $\$ 37$ million, respectively. Gross gains of $\$ 646,000$, $\$ 807,000$ and $\$ 767,000$ for 1999, 1998 and 1997, respectively, along with gross losses of $\$ 103,000$, $\$ 3,000$ and $\$ 30,000$ for 1999, 1998 and 1997, respectively, were realized on those sales. Income tax expense recognized on these gains and losses was $\$ 206,000$, $\$ 306,000$ and $\$ 280,000$ in 1999, 1998 and 1997, respectively.

Securities with a carrying value of $\$ 141$ million and $\$ 102$ million at December 31, 1999 and 1998, respectively, were pledged to secure public deposits and Federal Home Loan Bank advances.

UNITED COMMUNITY BANKS, INC. AND SUBSIDIARIES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS, CONTINUED
(4) LOANS AND ALLOWANCE FOR LOAN LOSSES

Major classifications of loans at December 31, 1999 and 1998, are summarized as follows (in thousands):

|  | 1999 |  | 1998 |
| :---: | :---: | :---: | :---: |
| Commercial, financial and agricultural | \$ | 121,325 | 109,647 |
| Real estate - construction |  | 161,020 | 121,900 |
| Real estate - mortgage |  | 971,543 | 694,561 |
| Consumer |  | 146,472 | 135,058 |
| Total loans |  | 1,400,360 | 1,061,166 |
| Less allowance for loan losses |  | 17,722 | 12,680 |
| Loans, net | \$ | 1,382,638 | 1,048,486 |

The Banks grant loans and extensions of credit to individuals and a variety of firms and corporations located primarily in counties in North Georgia and Western North Carolina. Although the Banks have diversified loan portfolios, a substantial portion of the loan portfolios is collateralized by improved and unimproved real estate and is dependent upon the real estate market.

During 1999 and 1998, certain executive officers and directors of United and its Banks, including their immediate families and companies with which they are associated, maintained a variety of banking relationships with the Banks. Total loans outstanding to these persons at December 31, 1999 and 1998 amounted to $\$ 39,559,000$ and $\$ 22,755,000$, respectively. The change from December 31, 1998 to December 31,1999 reflects payments amounting to $\$ 25,188,000$ and advances of $\$ 41,992,000$. Such loans are made in the ordinary course of business at normal credit terms, including interest rate and collateral requirements, and do not represent more than normal credit risk.

Changes in the allowance for loan losses are summarized as follows (in thousands):


United serviced approximately $\$ 55.0$ million and $\$ 73.6$ million of mortgage loans for others at December 31, 1999 and 1998, respectively.

UNITED COMMUNITY BANKS, INC. AND SUBSIDIARIES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS, continued
(5) PREMISES AND EQUIPMENT

Premises and equipment at December 31, 1999 and 1998, are summarized as follows (in thousands):

| Land and land improvements | $\$ 10,662$ | 8,187 |
| :--- | ---: | ---: |
| Building and improvements | 25,217 | 19,074 |
| Furniture and equipment | 25,449 | 20,714 |
| Construction in progress | 2,881 | 5,907 |
|  | ------ | ----- |
| Less accumulated depreciation | 64,209 | 53,882 |
|  | 16,844 | 12,635 |
|  | ------ | ----- |
|  | $\$ 47,365$ | 41,247 |
|  | $======$ | $======$ |

Depreciation expense was approximately $\$ 4.2$ million, $\$ 2.8$ million and $\$ 2.2$ million in 1999, 1998 and 1997, respectively.
(6) TIME DEPOSITS

The aggregate amount of time deposit accounts with a minimum denomination of $\$ 100,000$ was approximately $\$ 312,000,000$ and $\$ 219,968,000$ at December 31, 1999 and 1998, respectively.

At December 31, 1999, contractual maturities of time deposits are summarized as follows (in thousands):
Maturing In:

| 2000 | \$ | 829,681 |
| :---: | :---: | :---: |
| 2001 |  | 186,062 |
| 2002 |  | 28,983 |
| 2003 |  | 7,990 |
| 2004 |  | 1,512 |
| Thereafter |  | 390 |
|  | \$ | 1,054,618 |

(7) Federal Home Loan Bank Advances

The Banks have advances from the Federal Home Loan Bank ("FHLB") with monthly interest payments and principal payments due at various maturity dates and interest rates ranging from 4.35\% to 7.81\% at December 31, 1999. The FHLB advances are collateralized by first mortgage loans, mortgage-backed securities and FHLB stock.

Advances from FHLB outstanding at December 31, 1999 mature as follows (in thousands) :

| Year |  |  |
| :---: | :---: | :---: |
| 2000 | \$ | 80,682 |
| 2001 |  | 10,308 |
| 2002 |  | 56,433 |
| 2003 |  | 37,469 |
| 2004 |  | 39,255 |
| Thereafter |  | 63,425 |
|  | \$ | 287,572 |

UNITED COMMUNITY BANKS, INC. AND SUBSIDIARIES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS, continued
(8) LONG-TERM DEBT AND OTHER BORROWINGS

Long-term debt and other borrowings at December 31, 1999 and 1998 consisted of the following (in thousands):

Note payable, due at maturity with monthly interest payments through March 2001, secured by common stock of the Bank Subsidiaries. Interest is variable based on the prime rate less $1.25 \%$. The loan agreement contains covenants and restrictions pertaining to the maintenance of certain financial ratios, limitations on the incurrence of additional debt, and the declaration of dividends or other capital transactions. As of December 31, 1999, the Company had violated certain financial covenants; however, the Company has obtained a waiver of these violations.

Commercial paper of Finance, due at maturity during 2000 and unsecured. Interest is from $6.50 \%$ to $7.00 \%$ and is payable monthly.

| 2,151 | 1,277 |
| ---: | ---: | ---: |
| ------ | ----- |
| 17,516 |  |
| $======$ | 1,277 |
|  | $=====$ |

(9) CONVERTIBLE SUBORDINATED DEBENTURES

On December 31, 1996, United completed a private placement of convertible subordinated debentures due December 31, 2006 (the "Debentures"). The Debentures bear interest at the rate of one quarter of one percentage point over the prime rate per annum, payable in quarterly installments. The Debentures may be redeemed, in whole or in part at the option of United upon at least 20 days and not more than 60 days notice, at a redemption price equal to $100 \%$ of the principal amount of the Debentures to be redeemed plus interest accrued and unpaid as of the date of redemption. The holders of the Debentures not called for redemption will have the right, exercisable at any time up to December 31, 2006, to convert such Debenture at the principal amount thereof into shares of common stock of United at the conversion price of $\$ 25$ per share, subject to adjustment for stock splits and stock dividends.

Certain directors and executive officers of United held convertible debentures totaling $\$ 2,800,000$ at December 31, 1999 and 1998.
(10) TRUST PREFERRED SECURITIES

In July, 1998, United formed a wholly owned Delaware statutory business trust, United Community Capital Trust ("United Trust"), which issued \$21 million of guaranteed preferred beneficial interests in United's junior subordinated deferrable interest debentures that qualify as Tier 1 capital under Federal Reserve Board guidelines. All of the common securities of United Trust are owned by United. The proceeds from the issuance of the Common Securities and the Trust Preferred Securities were used by United Trust to purchase $\$ 21.7$ million of junior subordinated debentures of United which carry a fixed interest rate of 8.125 percent. The proceeds received by United from the sale of the junior subordinated debentures were used to prepay line of credit borrowings of approximately $\$ 11.8$ million and for further investments in the Banks. The debentures represent the sole asset of United Trust. The debentures and related income statement effects are eliminated in United's financial statements.

The Trust Preferred Securities accrue and pay distributions semiannually at a fixed rate of 8.125 percent per annum of the stated liquidation value of $\$ 1,000$ per capital security. United has entered into contractual arrangements which, taken collectively, fully and unconditionally guarantee payment of: (i) accrued and unpaid distributions required to be paid on the Trust Preferred Securities; (ii) the redemption price with respect to any Trust Preferred Securities called for redemption by United Trust, and (iii) payments due upon a voluntary or involuntary dissolution, winding up or liquidation of United Trust.

UNITED COMMUNITY BANKS, INC. AND SUBSIDIARIES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS, continued
(10) TRUST PREFERRED SECURITIES, continued

The Trust Preferred Securities are mandatorily redeemable upon maturity of the debentures on July 15, 2028, or upon earlier redemption as provided in the indenture. United has the right to redeem the debentures purchased by United Trust: (i) in whole or in part, on or after July 15, 2008, and (ii) in whole (but not in part) at any time within 90 days following the occurrence and during the continuation of a tax event, investment company event or capital treatment time (as defined in the offering circular). As specified in the indenture, if the debentures are redeemed prior to maturity, the redemption price will be the principal amount, any accrued but unpaid interest, plus a premium ranging from 4.06 percent in 2008 to 0.41 percent in 2017.
(11) INCOME TAXES

During 1999, 1998 and 1997, United made income tax payments of approximately $\$ 6.9$ million, $\$ 6.3$ million and $\$ 5.8$ million, respectively.

The components of income tax expense for the years ended December 31, 1999, 1998 and 1997 are as follows (in thousands):

|  | 1999 | 1998 | 1997 |
| :--- | :---: | :---: | :---: |
| Current | ---- | ---- | --- |
| Deferred (reduction) | $\$ 7,509$ | 6,756 | 5,391 |
|  | $(1,616)$ | $(766)$ | $(404)$ |
|  | ----- | ----- | ----- |
|  | $\$ 5,893$ | 5,990 | 4,987 |
|  | $=====$ | $=====$ | $=====$ |

The differences between the provision for income taxes and the amount computed by applying the statutory federal income tax rate ( 34 percent) to income before income taxes are as follows (in thousands):

|  |  | 1999 | 1998 | 1997 |
| :---: | :---: | :---: | :---: | :---: |
| Pretax income at statutory rates | \$ | 6,644 | 6,379 | 5,454 |
| Add (deduct) : |  |  |  |  |
| Tax-exempt interest income |  | $(1,360)$ | $(1,158)$ | (878) |
| Nondeductible interest expense |  | 256 | 224 | 147 |
| Other |  | 353 | 545 | 264 |
|  | \$ | 5,893 | 5,990 | 4,987 |

The following summarizes the sources and expected tax consequences of future taxable deductions (income) which comprise the net deferred tax asset at December 31, 1999 and 1998 (in thousands):

|  |  | 1999 | 1998 |
| :---: | :---: | :---: | :---: |
| Deferred tax assets: |  |  |  |
| Allowance for loan losses | \$ | 6,823 | 4,848 |
| Net operating loss and credit carryforwards |  | 561 | - |
| Unrealized loss of securities available for sale |  | 5,099 | - |
| Other |  | 253 | 122 |
| Gross deferred tax assets |  | 12,736 | 4,970 |
| Deferred tax liabilities: |  |  |  |
| Premises and equipment |  | $(1,983)$ | $(1,567)$ |
| Unrealized gain on securities available for sale |  | - | (879) |
| Other |  | (216) | (423) |
| Gross deferred tax liabilities |  | $(2,199)$ | $(2,869)$ |
| Net deferred tax asset | \$ | 10,537 | 2,101 |

UNITED COMMUNITY BANKS, INC. AND SUBSIDIARIES NOTES TO CONSOLIDATED FINANCIAL STATEMENTS, CONTINUED
(12) EMPLOYEE BENEFIT PLANS

United has contributory employee benefit plans covering substantially all employees, subject to certain minimum service requirements. United's contribution to the plans is determined annually by the Board of Directors and amounted to approximately $\$ 1,215,000, \$ 1,025,000$ and $\$ 803,000$ in 1999, 1998, and 1997, respectively. The companies acquired in 1999 sponsored certain defined contribution employee benefit plans that have been or will be merged into the existing plan of United. Under these plans, the acquired companies recognized expenses of approximately $\$ 113,000$, $\$ 77,000$ and $\$ 25,000$ in 1999, 1998 and 1997, respectively.

During 1998, United initiated a defined post-retirement benefit plan to provide retirement benefits to certain executive officers and other key employees and to provide death benefits for their designated beneficiaries. Under this plan, United purchased split-dollar whole life insurance contracts on the lives of each participant. At December 31, 1999 and 1998, the cash surrender value of the insurance contracts was approximately $\$ 8.6$ million and $\$ 8.1$ million, respectively. Expenses incurred for benefits were approximately $\$ 204,000$ during 1999. No expenses were incurred for benefits during 1998.

## (13) REGULATORY MATTERS

United and the Banks are subject to various regulatory capital requirements administered by the federal banking agencies. Failure to meet minimum capital requirements can initiate certain mandatory, and possibly additional discretionary, action by regulators that, if undertaken, could have a direct material effect on the Banks' financial statements. Under capital adequacy guidelines and the regulatory framework for prompt corrective action, the Banks must meet specific capital guidelines that involve quantitative measures of the Banks' assets, liabilities, and certain off-balance sheet items as calculated under regulatory accounting practices. The Banks' capital amounts and classification are also subject to qualitative judgements by the regulators about components, risk weightings, and other factors.

Quantitative measures established by regulation to ensure capital adequacy require the Banks to maintain minimum amounts and ratios of total and Tier 1 capital (as defined) to risk-weighted assets (as defined), and of Tier 1 capital (as defined) to average assets (as defined). Management believes, as of December 31, 1999, that the Banks meet all capital adequacy requirements to which they are subject.

Minimum ratios required by the Banks to ensure capital adequacy are 8\% for total capital to risk weighted assets and $4 \%$ each for Tier 1 capital to risk weighted assets and Tier 1 capital to average assets. Minimum ratios required by the Banks to be well capitalized under prompt corrective action provisions are $10 \%$ for total capital to risk weighted assets, $6 \%$ for Tier 1 capital to risk weighted assets and 5\% for Tier 1 capital to average assets. Minimum amounts required for capital adequacy purposes and to be well capitalized under prompt corrective action provisions are presented below for United and its most significant subsidiaries (in thousands). Prompt corrective action provisions do not apply to bank holding companies.

|  | Minimum |  |  | Minimum |  | Minimum |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total Risk Based |  |  | Tier 1 Risk Based |  | Tier 1 Leverage |  |
|  |  |  |  |  |  |  |  |
|  |  |  | Prompt |  | Prompt |  | Prompt |
|  |  | Capital | Corrective | Capital | Corrective | Capital | Corrective |
| 1999 |  | Adequacy | Action | Adequacy | Action | Adequacy | Action |
| ---- |  | - | ------ | Aler | -- | - | --- |
| Consolidated | \$ | 110,443 | N/A | 55,221 | N/A | 75,471 | N/A |
| UCB |  | 31,744 | 39,680 | 15,872 | 23,808 | 24,370 | 30,463 |
| Carolina |  | 30,176 | 37,720 | 15,088 | 22,632 | 22,933 | 28,666 |
| 1998 |  |  |  |  |  |  |  |
| Consolidated | \$ | 88,550 | N/A | 44,275 | N/A | 59,805 | N/A |
| UCB |  | 27,819 | 34,774 | 13,910 | 20,864 | 18,811 | 23,514 |
| Carolina |  | 22,814 | 28,517 | 11,407 | 17,110 | 16,965 | 21,207 |

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UNITED COMMUNITY BANKS, INC. AND SUBSIDIARIES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS, continued
(13) REGULATORY MATTERS, continued

Actual capital amounts and ratios for United and its most significant Banks as of December 31, 1999 and 1998, are as follows (in thousands):

|  |  | Actual |  | Actual |  | Actual |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Total Risk Based |  | Tier 1 Risk Based |  | Tier 1 Leverage |  |
|  |  | Actual |  | Actual |  | Actual |  |
| 1999 |  | Amount | Ratio | Amount | Ratio | Amount | Ratio |
| Consolidated | \$ | 137,298 | 9.95\% | 116,536 | 8.44\% | 116,536 | 5.52\% |
| UCB |  | 43,825 | 11.05\% | 38,865 | 9.80\% | 38,865 | 6.38\% |
| Carolina |  | 39,521 | 10.48\% | 34,991 | 9.28\% | 34,991 | $6.10 \%$ |
| 1998 |  |  |  |  |  |  |  |
| Consolidated | \$ | 122,468 | 11.06\% | 106,269 | 9.60\% | 106,269 | 7.11\% |
| UCB |  | 39,272 | 11.29\% | 35,209 | 10.13\% | 35,209 | 7.49\% |
| Carolina |  | 30,374 | 10.65\% | 26,808 | 9.40\% | 26,808 | 6.32\% |

As of December 31, 1999 and 1998, the most recent notification from the FDIC categorized each of the Banks as well capitalized under the regulatory framework for prompt corrective action.
(14) COMMITMENTS

The Banks are parties to financial instruments with off-balance-sheet risk in the normal course of business to meet the financing needs of their customers. These financial instruments include commitments to extend credit, letters of credit and financial guarantees. These instruments involve, to varying degrees, elements of credit risk in excess of the amount recognized in the balance sheet. The contract amounts of these instruments reflect the extent of involvement the Banks have in particular classes of financial instruments.

The exposure to credit loss in the event of nonperformance by the other party to the financial instrument for commitments to extend credit, letters of credit and financial guarantees written is represented by the contractual amount of these instruments. The Banks use the same credit policies in making commitments and conditional obligations as for on-balance-sheet instruments. In most cases, collateral or other security is required to support financial instruments with credit risk.

The following table summarizes, as of December 31, 1999 and 1998, the contract amount of off-balance sheet instruments (in thousands):
Financial instruments whose contract amounts represent credit risk:
Commitments to extend credit
Standby letters of credit

Commitments to extend credit are agreements to lend to a customer as long as there is no violation of any condition established in the contract. Commitments generally have fixed expiration dates or other termination clauses and may require payment of a fee. Since many of the commitments may expire without being drawn upon, the total commitment amounts do not necessarily represent future cash requirements. The Banks evaluate each customer's creditworthiness on a case-by-case basis. The amount of collateral obtained, if deemed necessary, upon extension of credit is based on management's credit evaluation. Collateral held varies, but may include unimproved and improved real estate, certificates of deposit, personal property or other acceptable collateral.

| 1999 | 1998 |
| :---: | ---: |
| --- |  |
|  |  |
| $\$ 212,099$ | 136,281 |
| $\$$ | 6,523 |

UNITED COMMUNITY BANKS, INC. AND SUBSIDIARIES
Notes to Consolidated Financial Statements, continued
(14) Commitments, continued

Standby letters of credit and financial guarantees written are conditional commitments issued by the Banks to guarantee the performance of a customer to a third party. Those guarantees are primarily issued to local businesses. The credit risk involved in issuing letters of credit is essentially the same as that involved in extending loan facilities to customers. The Banks hold real estate, certificates of deposit, equipment and automobiles as collateral supporting those commitments for which collateral is deemed necessary. The extent of collateral held for those commitments varies.

United maintains an overall interest rate risk-management strategy that incorporates the use of derivative instruments to minimize significant unplanned fluctuations in earnings that are caused by interest rate volatility. The goal is to manage interest rate sensitivity by modifying the repricing or maturity characteristics of certain balance sheet assets and liabilities so that the net interest margin is not, on a material basis, adversely affected by movements in interest rates. As a result of interest rate fluctuations, hedged assets and liabilities will appreciate or depreciate in market value. The effect of this unrealized appreciation or depreciation will generally be offset by income or loss on the derivative instruments that are linked to the hedged assets and liabilities. United views this strategy as a prudent management of interest rate sensitivity, such that earnings are not exposed to undue risk presented by changes in interest rates.

Derivative instruments that are used as part of United's interest rate risk-management strategy include interest rate contracts (swaps and caps). As a matter of policy, United does not use highly leveraged derivative instruments for interest rate risk management. Interest rate swaps generally involve the exchange of fixed- and variable-rate interest payments between two parties, based on a common notional principal amount and maturity date. Interest rate cap agreements provide for a variable cash flow if interest rates exceed the cap rate, based on a notional principal amount and maturity date.

By using derivative instruments, United is exposed to credit and market risk. If the counterparty fails to perform, credit risk is equal to the extent of the fair-value gain in a derivative. When the fair value of a derivative contract is positive, this generally indicates that the counterparty owes United, and, therefore, creates a repayment risk for United. When the fair value of a derivative contract is negative, United owes the counterparty and, therefore, it has no repayment risk. United minimizes the credit (or repayment) risk in derivative instruments by entering into transactions with high-quality counterparties that are reviewed periodically by United.

United's derivative activities are monitored by its asset/liability management committee as part of that committee's oversight of United's asset/liability and treasury functions. United's asset/liability committee is responsible for implementing various hedging strategies that are developed through its analysis of data from financial simulation models and other internal and industry sources. The resulting hedging strategies are then incorporated into the overall interest-rate risk management.

As described more fully in the summary of significant accounting policies, United adopted SFAS No. 133 during 1999. All of United's derivative financial instruments are classified as highly effective fair value hedges. United enters into interest-rate swaps and caps to convert a portion of its fixed rate loans and a portion of its fixed-rate liabilities to variable.

For the year ended December 31, 1999, there were no material amounts recognized which represented the ineffective portion of fair-value hedges. All components of each derivative's gain or loss are included in the assessment of hedge effectiveness, unless otherwise noted.

UNITED COMMUNITY BANKS, INC. AND SUBSIDIARIES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS, continued
(15) PREFERRED STOCK

United may issue preferred stock in one or more series as established by resolution of the Board of Directors, up to a maximum of $10,000,000$ shares. Each resolution shall include the number of shares issued, preferences, special rights and limitations as determined by the Board of Directors. At December 31, 1999 and 1998, there were no preferred shares issued or outstanding.
(16) STOCKHOLDERS' EQUITY

Dividends paid by the Banks are the primary source of funds available to United for payment of dividends to its stockholders and other needs. Applicable federal and state statutes and regulations impose restrictions on the amount of dividends that may be declared by the Banks. At December 31, 1999, approximately $\$ 23$ million of the Banks' net assets were available for payment of dividends without prior approval from the regulatory authorities. In addition to the formal statutes and regulations, regulatory authorities also consider the adequacy of each Bank's total capital in relation to its assets, deposits and other such items. Capital adequacy considerations could further limit the availability of dividends from the Banks.

During 1997, United issued 300,000 shares of common stock for approximately $\$ 6,477,000$, net of offering costs. The proceeds from this sale of stock were used to inject capital into the Banks and for general corporate purposes.

During 1995, the Board of Directors adopted the Key Employee Stock Option Plan. Under this plan, options can be granted for shares of United's common stock at a price equal to the fair market value at the date of grant. At December 31, 1999, no shares were available for grant under this plan. Floyd also previously adopted a stock option plan for its key employees. This plan had provisions similar to United's plan. Holders of options under the Floyd plan were issued options in connection with the merger of United and Floyd at the exchange ratio of .8477 per option held. All option amounts detailed below have been restated to reflect the options outstanding under Floyd's plan.

SFAS No. 123, "Accounting for Stock-Based Compensation," encourages, but does not require, entities to compute the fair value of options at the date of grant and to recognize such costs as compensation expense immediately if there is no vesting period or ratably over the vesting period of the options. United has chosen not to adopt the cost recognition principles of this statement and accounts for stock options under Accounting Principles Board Opinion No. 25 and its related interpretations. No compensation expense has been recognized in 1999, 1998 or 1997 related to the stock option plan. Had compensation cost been determined based upon the fair value of the options at the grant dates consistent with the method of SFAS No. 123, United's income and income per share would have been reduced to the pro forma amounts indicated below (in thousands, except per share data):

|  |  |  | 1999 | 1998 | 1997 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net income | As reported | \$ | 13,648 | 12,773 | 11,054 |
|  | Pro forma | \$ | 13,277 | 12,562 | 10,798 |
| Basic income per share | As reported | \$ | 1.70 | 1.60 | 1.42 |
|  | Pro forma | \$ | 1.66 | 1.58 | 1.38 |
| Diluted income per share | As reported | \$ | 1.66 | 1.57 | 1.40 |
|  | Pro forma | \$ | 1.62 | 1.55 | 1.37 |

The fair value of each option granted is estimated on the date of grant using the minimum value method with the following weighted average assumptions used for grants in 1999, 1998 and 1997: dividend yield of 1\%, risk free interest rate of $6 \%$ and an expected life of 10 years.

UNITED COMMUNITY BANKS, INC. AND SUBSIDIARIES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS, continued
(16) STOCKHOLDERS' EQUITY, continued

A summary of activity in United's stock option plan is presented below:
Range

Options on 214,562, 124,404, and 102,104 shares were exercisable at December 31, 1999, 1998 and 1997 , respectively. The weighted average grant-date fair value of options granted in 1999, 1998 and 1997 was $\$ 15.65$, $\$ 9.65$ and $\$ 5.90$, respectively. Such options have a weighted average remaining contractual life of approximately 7 years as of December 31, 1999.
(17) SUPPLEMENTAL FINANCIAL DATA

Components of other non-interest expenses in excess of $1 \%$ of total interest and non-interest income for the years ended December 31, 1999, 1998 and 1997 included advertising expenses of $\$ 1,673,000, \$ 1,484,000$, and \$1,566,000, respectively.

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(18) UNITED COMMUNITY BANKS, INC. (PARENT COMPANY ONLY) FINANCIAL INFORMATION
BALANCE SHEETS

## DECEMBER 31, 1999 AND 1998

| 1999 | 1998 |
| :---: | :---: |
| --- | --- |
| (IN | THOUSANDS) |


| \$ | 247 | 424 |
| ---: | ---: | ---: |
|  | 128,402 | 109,780 |
| 11,361 | 8,982 |  |
|  | ------- | ------ |
| \$ 140,010 | 119,186 |  |
|  | $=======$ | $=======$ |

Liabilities and Stockholders' Equity

Other liabilities
Notes payable
Convertible subordinated debentures
Junior subordinated debentures
Stockholders' equity

STATEMENTS OF INCOME
FOR THE YEARS ENDED DECEMBER 31, 1999, 1998 AND 1997

|  | 1999 |  | 1998 | 1997 |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  | Thousand |  |
| Income: |  |  |  |  |
| Dividends from subsidiaries | \$ | 4,000 | 3,927 | 1,210 |
| Other |  | 4,955 | 2,868 | 730 |
| Total income |  | 8,955 | 6,795 | 1,940 |
| Expenses: |  |  |  |  |
| Interest |  | 2,671 | 1,560 | 1,045 |
| Other |  | 10,397 | 5,638 | 2,097 |
| Total expense |  | 13,068 | 7,198 | 3,142 |
| Loss before income tax benefit and equity in undistributed |  |  |  |  |
| Income tax benefit |  | 2,684 | 1,410 | 823 |
| Income (loss) before equity in undistributed income of subsidiaries |  | $(1,429)$ | 1,007 | (379) |
| Equity in undistributed income of subsidiaries |  | 15,077 | 11,766 | 11,433 |
| Net income | \$ | 13,648 | 12,773 | 11,054 |


| \$ | 3,225 | 200 |
| ---: | ---: | ---: |
| 15,365 | - |  |
| 3,500 | 3,500 |  |
| 21,650 | 21,650 |  |
| 96,270 | 93,836 |  |
|  | ------- | -------- |
| \$ 140,010 | 119,186 |  |
|  | $=======$ | $======$ |

21, 650
93, 836
$======$

Cash
Investment in subsidiaries
Other assets

## Assets

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(IN THOUSANDS)
(18) UNITED COMMUNITY BANKS, INC. (PARENT COMPANY ONLY) FINANCIAL INFORMATION, continued

STATEMENTS OF CASH FLOWS

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FOR THE YEARS ENDED DECEMBER 31, 1999, 1998 AND 1997
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(19) FAIR VALUE OF FINANCIAL INSTRUMENTS

SFAS No. 107, "Disclosures about Fair Value of Financial Instruments," requires disclosure of fair value information about financial instruments, whether or not recognized on the face of the balance sheet, for which it is practicable to estimate that value. The assumptions used in the estimation of the fair value of United's financial instruments are detailed below. Where quoted prices are not available, fair values are based on estimates using discounted cash flows and other valuation techniques. The use of discounted cash flows can be significantly affected by the assumptions used, including the discount rate and estimates of future cash flows. The following disclosures should not be considered a surrogate of the liquidation value of United or its Banks, but rather a good-faith estimate of the increase or decrease in value of financial instruments held by United since purchase, origination, or issuance.

Cash and Cash Equivalents
For cash, due from banks and federal funds sold the carrying amount is a reasonable estimate of fair value.

## Securities Held to Maturity and Securities Available for Sale

Fair values for investment securities are based on quoted market prices.
Loans and Mortgage Loans Held for Sale
The fair value of fixed rate loans is estimated by discounting the future cash flows using the current rates at which similar loans would be made to borrowers with similar credit ratings. For variable rate loans, the carrying amount is a reasonable estimate of fair value.

Cash Surrender Value of Life Insurance
The carrying value of cash surrender value of life insurance is a reasonable estimate of fair value.

## Deposits

The fair value of demand deposits, savings accounts and certain money market deposits is the amount payable on demand at the reporting date. The fair value of fixed maturity certificates of deposit is estimated by discounting the future cash flows using the rates currently offered for deposits of similar remaining maturities.

Federal Funds Purchased and Repurchase Agreements
The carrying amount of federal funds purchased and repurchase agreements is a reasonable estimate of fair value.

Federal Home Loan Bank Advances
The fair value of United's fixed rate borrowings are estimated using discounted cash flows, based on United's current incremental borrowing rates for similar types of borrowing arrangements. For variable rate borrowings the carrying amount is a reasonable estimate of fair value.

Long-Term Debt and Convertible Subordinated Debentures
Long-term debt and convertible subordinated debentures are made using variable rates; thus, the carrying amount is a reasonable estimate of fair value.

Trust Preferred Securities
The fair value of United's trust preferred securities is estimated using discounted cash flows, based on United's current incremental borrowing rates for similar types of borrowing arrangements.

Interest Rate Swaps, Floors and Caps
The fair value of interest rate swaps, floors and caps is obtained from dealer quotes. These values represent the estimated amount United would receive or pay to terminate the contracts or agreements, taking into account current interest rates and, when appropriate, the current creditworthiness of the counterparties.

Commitments to Extend Credit, Standby Letters of Credit and Financial
Guarantees Written
Because commitments to extend credit and standby letters of credit are made using variable rates or are commitments recently made, the contract value is a reasonable estimate of fair value.

UNITED COMMUNITY BANKS, INC. AND SUBSIDIARIES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS, continued
(19) FAIR VALUE OF FINANCIAL INSTRUMENTS, continued

Limitations
Fair value estimates are made at a specific point in time, based on relevant market information and information about the financial instrument. These estimates do not reflect any premium or discount that could result from offering for sale at one time United's entire holdings of a particular financial instrument. Because no market exists for a significant portion of United's financial instruments, fair value estimates are based on many judgments. These estimates are subjective in nature and involve uncertainties and matters of significant judgment and therefore cannot be determined with precision. Changes in assumptions could significantly affect the estimates.

Fair value estimates are based on existing on and off-balance sheet financial instruments without attempting to estimate the value of anticipated future business and the value of assets and liabilities that are not considered financial instruments. Significant assets and liabilities that are not considered financial instruments include the mortgage banking operation, brokerage network, deferred income taxes, premises and equipment and goodwill. In addition, the tax ramifications related to the realization of the unrealized gains and losses can have a significant effect on fair value estimates and have not been considered in the estimates.

The carrying amount and estimated fair values of United's financial instruments at December 31, 1999 and 1998 are as follows (in thousands):

|  |  | December 31, 1999 |  | December 31, 1998 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Carrying Amount | Estimated <br> Fair Value | Carrying Amount | Estimated Fair Value |
| Assets: |  |  |  |  |  |
| Cash and cash equivalents | \$ | 112,611 | 112,611 | 64,112 | 64,112 |
| Securities held to maturity |  | - | - | 58,306 | 60,018 |
| Securities available for sale |  | 534,503 | 534,503 | 333,787 | 333,787 |
| Mortgage loans held for sale |  | 6,326 | 6,326 | 8,129 | 8,129 |
| Loans, net |  | 1,382,638 | 1,378,299 | 1,048,486 | 1,051,252 |
| Cash surrender value of life insurance |  | 8,550 | 8,550 | 8,130 | 8,130 |
| Liabilities: |  |  |  |  |  |
| Deposits |  | 1,649,392 | 1,648,947 | 1,238,323 | 1,240,000 |
| Federal funds purchased and repurchase agreements |  | 31,812 | 31,812 | 26,520 | 26,520 |
| Federal Home Loan Bank advances |  | 287,572 | 287,126 | 186,854 | 182,485 |
| Long-term debt and other borrowings |  | 17,516 | 17,516 | 1,277 | 1,277 |
| Convertible subordinated debentures |  | 3,500 | 3,500 | 3,500 | 3,500 |
| Trust Preferred Securities |  | 21,000 | 17,188 | 21,000 | 19,336 |
| Interest rate contracts |  | 113 | 113 | - | - |
| Unrecognized financial instruments: |  |  |  |  |  |
| Commitments to extend credit |  | 212,099 | 212,099 | 136,281 | 136,281 |
| Standby letters of credit |  | 6,523 | 6,523 | 8,698 | 8,698 |
| Interest rate contracts | \$ | - | - | 437 | 448 |

UNITED COMMUNITY BANKS, INC. AND SUBSIDIARIES NOTES TO CONSOLIDATED FINANCIAL STATEMENTS, CONTINUED

## (20) SUBSEQUENT EVENTS

On March 3, 2000, United entered into a definitive agreement to acquire North Point Bancshares, Inc. (North Point), a $\$ 107$ million one-bank holding company for Dawson County Bank, located in Dawsonville, Georgia for approximately 958,000 shares of its common stock. Also on March 3, 2000, United entered into an agreement to acquire Independent Bancshares, Inc. (Independent), a $\$ 145$ million one-bank holding company for Independent Bank \& Trust, located in Powder Springs, Georgia for approximately 872,000 shares of its common stock. These agreements are subject to approval of applicable regulatory authorities and shareholders and will be accounted for as pooling of interests. As such, historical financial information presented in future reports will be restated to include North Point and Independent.

The following unaudited pro forma data summarizes operating data as if the combinations had been consummated on January 1, 1997:

As of and for the year ended (in thousands, except per share amounts) 199919981997
-

Total assets
Stockholders' equity
Net income
2,383,486
118,908
1,812,585 1,410,071
$118,908 \quad 115,415 \quad 99,571$ $\begin{array}{lll}16,692 & 15,510 & 13,197\end{array}$

| 1.70 | 1.59 | 1.41 |
| :--- | :--- | :--- |

$1.67 \quad 1.56 \quad 1.40$

| (in thousands) | $\begin{gathered} \text { March 31, } \\ 2000 \end{gathered}$ |  | $\begin{gathered} \text { December } 31, \\ 1999 \end{gathered}$ |
| :---: | :---: | :---: | :---: |
| ASSETS |  |  |  |
| Cash and due from banks Federal funds sold | \$ | $\begin{array}{r} 82,294 \\ 170 \end{array}$ | $\begin{aligned} & 89,231 \\ & 23,380 \end{aligned}$ |
| Cash and cash equivalents |  | 82,464 | 112,611 |
| Securities available for sale <br> Mortgage loans held for sale <br> Loans, net of unearned income <br> Less: Allowance for loan losses |  | $\begin{array}{r} 548,670 \\ 4,588 \\ 1,459,469 \\ (18,922) \end{array}$ | $\begin{array}{r} 534,503 \\ 6,326 \\ 1,400,360 \\ (17,722) \end{array}$ |
| Loans, net |  | 1,440,547 | 1,382,638 |
| Premises and equipment, net Accrued interest receivable Other assets |  | $\begin{aligned} & 47,644 \\ & 19,406 \\ & 31,302 \end{aligned}$ | $\begin{aligned} & 47,365 \\ & 17,861 \\ & 30,136 \end{aligned}$ |
| Total assets | \$ | 2,174,621 | 2,131,440 |

## LIABILITIES AND STOCKHOLDERS' EQUITY

| Deposits: |  |  |  |
| :---: | :---: | :---: | :---: |
| Demand | \$ | 210,248 | 192,006 |
| Interest bearing demand |  | 352,448 | 328,815 |
| Savings |  | 78,147 | 73,953 |
| Time |  | 1,027,642 | 1,054,618 |
| Total deposits |  | 1,668,485 | 1,649,392 |
| Accrued expenses and other liabilities |  | 20,149 | 24,378 |
| Federal funds purchased and repurchase agreements |  | 33,760 | 31,812 |
| Federal Home Loan Bank advances |  | 309,940 | 287,572 |
| Long-term debt and other borrowings |  | 19,331 | 17,516 |
| Convertible subordinated debentures |  | 3,500 | 3,500 |
| Trust Preferred Securities |  | 21,000 | 21,000 |
| Total liabilities |  | 2,076,165 | 2,035,170 |
| Stockholders' equity: |  |  |  |
| Preferred Stock |  | - | - |
| Common stock, $\$ 1$ par value; $10,000,000$ shares authorized; 8,034,268 shares issued and outstanding |  | 8,034 | 8,034 |
| Capital surplus |  | 30,310 | 30,310 |
| Retained earnings |  | 69,807 | 66,606 |
| Accumulated other comprehensive income (loss) |  | $(9,695)$ | $(8,680)$ |
| Total stockholders' equity |  | 98,456 | 96,270 |
| Total liabilities and stockholders' equity | \$ | 2,174,621 | 2,131,440 |

See notes to unaudited consolidated financial statements.

| (In Thousands, Except Per Share Data) | For the Three Months Ended March 31, |  |  |
| :---: | :---: | :---: | :---: |
| Interest income: |  |  |  |
| Interest and fees on loans | \$ | 34,484 | 26,541 |
| Interest on federal funds sold |  | 202 | 170 |
| Interest on investment securities: |  |  |  |
| Taxable |  | 7,849 | 5,201 |
| Tax exempt |  | 896 | 917 |
| Total interest income |  | 43,431 | 32,829 |
| INTEREST EXPENSE: |  |  |  |
| Interest on deposits: |  |  |  |
| Demand |  | 3,350 | 2,667 |
| Savings |  | 545 | 626 |
| Time |  | 15,290 | 10,312 |
| Notes payable, subordinated debentures, federal |  |  |  |
| funds purchased and FHLB advances |  | 4,950 | 3,360 |
| Trust Preferred Securities |  | 430 | 430 |
| Total interest expense |  | 24,565 | 17,395 |
| Net interest income |  | 18,866 | 15,434 |
| Provision for loan losses |  | 1,546 | 980 |
| Net interest income after provision for loan losses |  | 17,320 | 14,454 |
| NONINTEREST INCOME: |  |  |  |
| Service charges and fees |  | 1,473 | 1,164 |
| Securities gains, net |  | 5 | 5 |
| Mortgage loan and related fees |  | 220 | 448 |
| Other non-interest income |  | 992 | 862 |
| Total noninterest income |  | 2,690 | 2,479 |
| NONINTEREST EXPENSE: |  |  |  |
| Salaries and employee benefits |  | 8,044 | 6,745 |
| Occupancy |  | 2,566 | 2,086 |
| Other noninterest expense |  | 3,787 | 3,169 |
| Total noninterest expense |  | 14,397 | 12,000 |
| Income before income taxesIncome taxes |  | 5,613 | 4,933 |
|  |  | 1,789 | 1,640 |
| NET INCOME | \$ | 3,824 | 3,293 |
| Basic earnings per share | \$ | 0.48 | 0.41 |
| Diluted earnings per share | \$ | 0.47 | 0.40 |
| Average shares outstanding |  | 8,034 | 8,004 |
| Diluted average shares outstanding |  | 8,317 | 8,293 |

See notes to unaudited consolidated financial statements.

FOR THE THREE MONTHS ENDED March 31
2000
(In Thousands)

CASH FLOWS FROM OPERATING ACTIVITIES:
Net income
Adjustments to reconcile net income to net cash
provided (used) by operating activities:
Depreciation, amortization and accretion
Provision for loan losses
Loss (gain) on sale of investment securities
Change in assets and liabilities:
Interest receivable
Other assets
Accrued expenses and other liabilities
Change in mortgage loans held for sale

NET CASH PROVIDED BY OPERATING ACTIVITIES

CASH FLOWS FROM INVESTING ACTIVITIES, NET OF PURCHASE ACQUISITIONS: Proceeds from sales of securities available for sale
Proceeds from maturities and calls of securities available for sale Purchases of securities available for sale
Purchase of life insurance contracts
Net increase in loans
Net cash inflow (outflow) for branch and bank acquisitions
Proceeds from sale of other real estate
Purchase of bank premises and equipment

NET CASH USED IN INVESTING ACTIVITIES

CASH FLOWS FROM FINANCING ACTIVITIES, NET OF PURCHASE ACQUISITIONS:
Net change in demand and savings deposits
Net change in time deposits
Net change in federal funds purchased and
repurchase agreements
Net change in FHLB advances
Net change in long-term debt and other borrowings
Dividends paid
NET CASH PROVIDED BY FINANCING ACTIVITIES

Net change in cash and cash equivalents
Cash and cash equivalents at beginning of period

Cash and cash equivalents at end of period

SUPPLEMENTAL DISCLOSURES OF CASH FLOW INFORMATION:
Cash paid during the period for:
Interest
$\$ \quad 24,653$
17,235
Income Taxes
\$ 2,330
448

| 2000 | 1999 |
| :---: | :---: |
| \$ 3,824 | 3,293 |
| $(1,533)$ | 373 |
| 5 | 5 |
| $(1,528)$ | 378 |
| (515) | 133 |
| 2 | 2 |
| (513) | 135 |
| $(1,015)$ | 243 |
| \$ 2,809 | 3,536 |

Other comprehensive income (loss), before tax:
Unrealized holding gains (losses) on investment
securities available for sale

| 2000 | 1999 |
| :---: | :---: |
| \$ 3,824 | 3,293 |
| $(1,533)$ | 373 |
| 5 | 5 |
| $(1,528)$ | 378 |
| (515) | 133 |
| 2 | 2 |
| (513) | 135 |
| $(1,015)$ | 243 |
| \$ 2,809 | 3,536 |

INCOME TAX EXPENSE (BENEFIT) RELATED TO OTHER
COMPREHENSIVE INCOME
Unrealized holding gains (losses) on investment securities
Less reclassification adjustment for gains on investment securities available for sale

Total income tax expense (benefit) related to other comprehensive income (loss)

Total other comprehensive income (loss), net of tax Total comprehensive income
\$ 3,824
3,293

Less reclassification adjustment for gains on investment securities available for sale

Total other comprehensive income (loss), before tax

See notes to unaudited consolidated financial statements.

NOTE 1 - SIGNIFICANT ACCOUNTING POLICIES
The accounting and financial reporting policies of United Community Banks, Inc. ("United") and its subsidiaries conform to generally accepted accounting principles and general banking industry practices. The following consolidated financial statements have not been audited and all material intercompany balances and transactions have been eliminated. A more detailed description of United's accounting policies is included in the 1999 annual report filed on Form 10-K.

In management's opinion, all accounting adjustments necessary to accurately reflect the financial position and results of operations on the accompanying financial statements have been made. These adjustments are considered normal and recurring accruals considered necessary for a fair and accurate presentation. The results for interim periods are not necessarily indicative of results for the full year or any other interim periods.

## NOTE 2 - RECENT DEVELOPMENTS

On May 8, 2000, United commenced the process of conducting a public offering of between 350,000 and 450,000 shares of common stock at a price of $\$ 38.00$ per share. United plans to use the net proceeds, which will range from approximately $\$ 13.2$ to $\$ 17.0$ million, to provide capital for its subsidiary banks and for general corporate purposes, including the reduction of parent company debt. Management expects the public offering will be completed during the second quarter of 2000 .

On March 3, 2000, United entered into an agreement to acquire North Point Bancshares, Inc. ("North Point"), a single-bank holding company based in Dawsonville, Georgia, in exchange for 958,211 shares of United common stock. This merger is expected to be completed during the second quarter of 2000 and will be accounted for as a pooling of interests. At March 31, 2000, North Point had $\$ 115.0$ million of total assets, $\$ 105.6$ million of total liabilities and $\$ 9.4$ million of total stockholders' equity.

On March 3, 2000, United entered into an agreement to acquire Independent Bancshares, Inc. ("Independent"), a single-bank holding company based in Powder Springs, Georgia, in exchange for 870,595 shares of United common stock. This merger is expected to be completed during the second quarter of 2000 and will be accounted for as a pooling of interests. At March 31, 2000, Independent had $\$ 161.1$ million of total assets, $\$ 147.5$ million of total liabilities and $\$ 13.5$ million of total stockholders' equity.

| (In thousands, except per share data) |  |  | Months <br> 31, <br> 1999 |
| :---: | :---: | :---: | :---: |
| Basic earnings per share: |  |  |  |
| Weighted average shares outstanding |  | 8,034 | 8,004 |
| Net income | \$ | 3,824 | 3,293 |
| Basic earnings per share | \$ | 0.48 | 0.41 |
| Diluted earnings per share: |  |  |  |
| Weighted average shares outstanding |  | 8,034 | 8,004 |
| price for the period |  | 143 | 149 |
| Effect of conversion of subordinated debt |  | 140 | 140 |
| Total weighted average shares and common stock equivalents outstanding |  | 8,317 | 8,293 |
| Net income, as reported | \$ | 3,824 | 3,293 |
| Income effect of conversion of subordinated debt, net of tax | \$ | 47 | 43 |
| Net income, adjusted for effect of conversion of subordinated debt, net of tax | \$ | 3,871 | 3,336 |
| Diluted earnings per share |  | 0.47 | 0.40 |

APPENDIX A
AGREEMENT AND PLAN OF MERGER BETWEEN UNITED AND INDEPENDENT

THIS AGREEMENT AND PLAN OF MERGER (the "Agreement") is made and entered into as of this 3rd day of March, 2000, by and between UNITED COMMUNITY BANKS, INC. ("United") and INDEPENDENT BANCSHARES, INC. ("Independent"), both Georgia corporations (said corporations are hereinafter collectively referred to as the "Constituent Corporations").
R E C I T A L S:

WHEREAS, the authorized capital stock of United consists of $10,000,000$ shares of Common Stock, $\$ 1.00$ par value per share (the "United Stock"), of which 8,429,090 shares are issued and outstanding; and

WHEREAS, the authorized capital stock of Independent consists of $10,000,000$ shares of Common Stock, $\$ 1.00$ par value per share, of which $2,067,439$ shares are issued and outstanding, including options to acquire 119,283 shares of Common Stock ("Independent Stock"); and

WHEREAS, the respective Boards of Directors of the Constituent Corporations deem it advisable and in the best interests of each such corporation and its shareholders that Independent merge with United, with United being the surviving corporation; and

WHEREAS, the respective Boards of Directors of the Constituent Corporations, by resolutions duly adopted, have unanimously approved and adopted this Agreement, and the Board of Directors of Independent, by resolution duly adopted, has directed that this Agreement be submitted to the shareholders of Independent for their approval; and

WHEREAS, United has agreed to issue shares of United Stock which shareholders of Independent will be entitled to receive, according to the terms and conditions contained herein, on or after the Effective Date (as defined herein) of the merger provided for herein.

NOW, THEREFORE, for and in consideration of the premises and the mutual agreements herein contained, and other good and valuable consideration, the receipt and adequacy of which as legally sufficient consideration are hereby acknowledged, the parties hereto have agreed and do hereby agree, as follows:
1.

MERGER.

Pursuant to and with the effects provided in the applicable provisions of Article 11 of the Georgia Business Corporation Code, as amended (Chapter 2 of Title 14 of the Official Code of Georgia), Independent (hereinafter sometimes referred to as the "Merged Corporation") shall be merged with and into United (the "Merger"). United shall be the surviving corporation (the "Surviving Corporation") and shall continue under the name "United Community Banks, Inc." On the Effective Date (as defined herein) of the Merger, the individual existence of the Merged Corporation shall cease and terminate.

The acts and things required to be done by the Georgia Business Corporation Code in order to make this Agreement effective, including the submission of this Agreement to the shareholders of the Merged Corporation and the filing of the Certificate of Merger relating hereto in the manner provided in said Code, shall be attended to and done by the proper officers of the Constituent Corporations with the assistance of counsel as soon as practicable.
3. EFFECTIVE DATE.

The Merger shall be effective upon the approval of this Agreement by the shareholders of the Merged Corporation and the filing of the Certificate of Merger relating hereto in the manner provided in the Georgia Business Corporation Code (the "Effective Date").
4. ARTICLES OF INCORPORATION AND BYLAWS OF THE SURVIVING

CORPORATION.
(a) The Articles of Incorporation of United, as heretofore amended, shall on the Effective Date be the Articles of Incorporation of the Surviving Corporation.
(b) Until altered, amended or repealed, as therein provided, the Bylaws of United as in effect on the Effective Date shall be the Bylaws of the Surviving Corporation.
5. MANNER AND BASIS OF CONVERTING SHARES OF CAPITAL STOCK;

CAPITAL STRUCTURE OF THE SURVIVING CORPORATION.

The manner and basis of converting the shares of capital stock of each of the Constituent Corporations into shares of the Surviving Corporation shall be as follows:
(a) Upon the Effective Date each of the shares of Independent Stock outstanding on the Effective Date shall be converted into fully paid and nonassessable shares of United Stock at the rate of .4211 shares of United Stock for each outstanding share of Independent Stock. If either party should change the number of its outstanding shares as a result of a stock split, stock dividend, or similar recapitalization with respect to such shares prior to the Effective Date then the shares to be issued hereunder to holders of Independent Stock shall be proportionately adjusted.
(b) No scrip or fractional share certificates of United Stock shall be issued in connection with the Merger and an outstanding fractional share interest will not entitle the owner thereof to vote, to receive dividends or to have any of the rights of a shareholder with respect to such fractional interest. In lieu of any fractional interest, there shall be paid in cash an amount (computed to the nearest cent) equal to such fraction multiplied by $\$ 38.00$.
(c) Upon the Effective Date, all rights with respect to Independent Stock pursuant to stock options (the "Independent Stock Options") granted by Independent which are outstanding at the Effective Date, whether or not exercisable, shall be converted into and become rights with respect to United Stock, and United shall assume each Independent Stock Option in accordance with the terms of the stock option plan and the stock option agreement by which it is evidenced. From and after the Effective Date, (i) each Independent Stock Option assumed by United may be exercised solely for shares of United Stock, (ii) the number of shares of United Stock subject to such Independent Stock Option shall be equal to the product of the number of shares of Independent Stock subject to such Independent Stock Option immediately prior to the Effective Date multiplied by .4211, and (iii) the per share exercise price under each such Independent Stock Option shall be adjusted by dividing the per share exercise price by . 4211 and rounding down to the nearest cent.
(d) As soon as practicable after the Effective Date, each holder as of the Effective Date of any of the shares of Independent Stock, upon presentation and surrender of the certificates representing such shares to United, shall be entitled to receive in exchange therefor a certificate representing the number of shares of United Stock to which such shareholder shall be entitled according to the terms of this Agreement. Until such surrender, each such outstanding certificate which prior to the Effective Date represented Independent Stock shall be deemed for all corporate purposes to evidence ownership of the number of shares of United Stock into which the same shall have been converted and the right to receive payment for fractional shares.
(e) Upon the Effective Date, each share of United Stock issued and outstanding immediately prior to the Effective Date shall continue unchanged and shall continue to evidence a share of common stock of the Surviving Corporation.
6. TERMINATION OF SEPARATE EXISTENCE.

Upon the Effective Date, the separate existence of the Merged Corporation shall cease and the Surviving Corporation shall possess all of the rights, privileges, immunities, powers and franchises, as well of a public nature as of a private nature, of each of the Constituent Corporations; and all property, real, personal and mixed, and all debts due on whatever account, and all other choses in action, and all and every other interest of or belonging to or due to each of the Constituent Corporations shall be taken and deemed to be transferred to and vested in the Surviving Corporation without further act or deed, and the title to any real estate or any interest therein, vested in either of the Constituent Corporations shall not revert or be in any way impaired by reason of the Merger. The Surviving Corporation shall thenceforth be responsible and liable for all the liabilities, obligations and penalties of each of the Constituent Corporations; and any claim existing or action or proceeding, civil or criminal, pending by or against either of said Constituent Corporations may be prosecuted as if the Merger had not taken place, or the Surviving Corporation may be substituted in its place, and any judgment rendered against either of the Constituent Corporations may thenceforth be enforced against the Surviving Corporation; and neither the rights of creditors nor any liens upon the property of either of the Constituent Corporations shall be impaired by the Merger.

If at any time the Surviving Corporation shall consider or be advised that any further assignments or assurances in law or any other things are necessary or desirable to vest in said corporation, according to the terms hereof, the title to any property or rights of the Merged Corporation, the proper officers and directors of the Merged Corporation shall and will execute and make all such proper assignments and assurances and do all things necessary and proper to vest title in such property or rights in the Surviving Corporation, and otherwise to carry out the purposes of this Agreement.
8. CONDITIONS PRECEDENT TO CONSUMMATION OF THE MERGER.

This Agreement is subject to, and consummation of the Merger is conditioned upon, the fulfillment as of the Effective Date of each of the following conditions:
(a) Approval of this Agreement by the affirmative vote of the holders of a majority of the outstanding voting shares of Independent Stock; and
(b) All the terms, covenants, agreements, obligations and conditions of the Agreement and Plan of Reorganization (the "Acquisition Agreement") of even date herewith by and between Independent and United to be complied with, satisfied and performed on or prior to the Closing Date (as defined therein), shall have been complied with, satisfied and performed in all material respects unless accomplishment of such covenants, agreements, obligations and conditions has been waived by the party benefited thereby.
9. TERMINATION.

This Agreement may be terminated and the Merger abandoned in accordance with the terms of the Acquisition Agreement, at any time before or after adoption of this Agreement by the directors of either of the Constituent Corporations, notwithstanding favorable action on the Merger by the shareholders of the Merged Corporation, but not later than the issuance of the certificate of merger by the Secretary of State of Georgia with respect to the Merger in accordance with the provisions of the Georgia Business Corporation Code.
10. COUNTERPARTS; TITLE; HEADINGS.

This Agreement may be executed simultaneously in any number of counterparts, each of which shall be deemed an original, but all of which shall constitute one and the same instrument. The title of this Agreement and the headings herein set out are for the convenience of reference only and shall not be deemed a part of this Agreement.

At any time before or after approval and adoption by the shareholders of Independent, this Agreement may be modified, amended or supplemented by additional agreements, articles or certificates as may be determined in the judgment of the respective Boards of Directors of the Constituent Corporations to be necessary, desirable or expedient to further the purposes of this Agreement, to clarify the intention of the parties, to add to or modify the covenants, terms or conditions contained herein or to effectuate or facilitate any governmental approval of the Merger or this Agreement, or otherwise to effectuate or facilitate the consummation of the transactions contemplated hereby; provided, however, that no such modification, amendment or supplement shall reduce to any extent the consideration into which shares of Independent Stock shall be converted in the Merger pursuant to Section 5 hereof.

IN WITNESS WHEREOF, the Constituent Corporations have each caused this Agreement to be executed on their respective behalfs and their respective corporate seals to be affixed hereto as of the day and year first above written.

UNITED COMMUNITY BANKS, INC.
(CORPORATE SEAL)

ATTEST:

By:
Jimmy Tallent
President

Secretary

INDEPENDENT BANCSHARES, INC.
(CORPORATE SEAL)

By: $\qquad$
Name: $\qquad$

## Secretary

## GEORGIA DISSENTERS' RIGHTS STATUTES

14-2-1301. DEFINITIONS.

As used in this article, the term
(1) "Beneficial shareholder" means the person who is a beneficial owner of shares held in a voting trust or by a nominee as the record shareholder.
2) "Corporate action" means the transaction or other action by the corporation that creates dissenters' rights under Code Section 14-2-1302.
(3) "Corporation" means the issuer of shares held by a dissenter before the corporate action, or the surviving or acquiring corporation by merger or share exchange of that issuer.
(4) "Dissenter" means a shareholder who is entitled to dissent from corporate action under Code Section 14-2-1302 and who exercises that right when and in the manner required by Code Sections 14-2-1320 through 14-2-1327.
(5) "Fair value," with respect to a dissenter's shares, means the value of the shares immediately before the effectuation of the corporate action to which the dissenter objects, excluding any appreciation or depreciation in anticipation of the corporate action
(6) "Interest" means interest from the effective date of the corporate action until the date of payment, at a rate that is fair and equitable under all the circumstances.
(7) "Record shareholder" means the person in whose name shares are registered in the records of a corporation or the beneficial owner of shares to the extent of the rights granted by a nominee certificate on file with a corporation.
(8) "Shareholder" means the record shareholder or the beneficial shareholder. (Code 1981, section 14-2-1301, enacted by Ga. L. 1988, p. 1070, section 1; Ga. L. 1993, p. 1231, section 16.)

## 4-2-1302. RIGHT TO DISSENT.

(a) A record shareholder of the corporation is entitled to dissent from, and obtain payment of the fair value of his shares in the event of, any of the following corporate actions:
(1) Consummation of a plan of merger to which the corporation is a party:
(A) If approval of the shareholders of the corporation is required for the merger by Code Section 14-2-1103 or 14-2-1104 or the articles of incorporation and the shareholder is entitled to vote on the merger; or
(B) If the corporation is a subsidiary that is merged with its parent under Code Section 14-2-1104;
(2) Consummation of a plan of share exchange to which the corporation is a party as the corporation whose shares will be acquired, if the shareholder is entitled to vote on the plan;

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(3) Consummation of a sale or exchange of all or substantially all of the property of the corporation if a shareholder vote is required on the sale or exchange pursuant to Code Section 14-2-1202, but not including a sale pursuant to court order or a sale for cash pursuant to a plan by which all or substantially all of the net proceeds of the sale will be distributed to the shareholders within one year after the date of sale;
(4) An amendment of the articles of incorporation that materially and adversely affects rights in respect of a dissenter's shares because it:
(A) Alters or abolishes a preferential right of the shares;
(B) Creates, alters, or abolishes a right in respect of redemption, including a provision respecting a sinking fund for the redemption or repurchase, of the shares;
(C) Alters or abolishes a preemptive right of the holder of the shares to acquire shares or other securities;
(D) Excludes or limits the right of the shares to vote on any matter, or to cumulate votes, other than a limitation by dilution through issuance of shares or other securities with similar voting rights;
(E) Reduces the number of shares owned by the shareholder to a fraction of a share if the fractional share so created is to be acquired for cash under Code Section 14-2-604; or
(F) Cancels, redeems, or repurchases all or part of the shares of the class; or
(5) Any corporate action taken pursuant to a shareholder vote to the extent that Article 9 of this chapter, the articles of incorporation, bylaws, or a resolution of the board of directors provides that voting or nonvoting shareholders are entitled to dissent and obtain payment for their shares.
(b) A shareholder entitled to dissent and obtain payment for his shares under this article may not challenge the corporate action creating his entitlement unless the corporate action fails to comply with procedural requirements of this chapter or the articles of incorporation or bylaws of the corporation or the vote required to obtain approval of the corporate action was obtained by fraudulent and deceptive means, regardless of whether the shareholder has exercised dissenter's rights.
(c) Notwithstanding any other provision of this article, there shall be no right of dissent in favor of the holder of shares of any class or series which, at the record date fixed to determine the shareholders entitled to receive notice of and to vote at a meeting at which a plan of merger or share exchange or a sale or exchange of property or an amendment of the articles of incorporation is to be acted on, were either listed on a national securities exchange or held of record by more than 2,000 shareholders, unless:
(1) In the case of a plan of merger or share exchange, the holders of shares of the class or series are required under the plan of merger or share exchange to accept for their shares anything except shares of the surviving corporation or another publicly held corporation which at the effective date of the merger or share exchange are either listed on a national securities exchange or held of record by more than 2,000 shareholders, except for scrip or cash payments in lieu of fractional shares; or
(2) The articles of incorporation or a resolution of the board of directors approving the transaction provides otherwise. (Code 1981, section 14-2-1302, enacted by Ga. L. 1988, p. 1070, section 1; Ga. L. 1989, p. 946, section 58. )

A record shareholder may assert dissenters' rights as to fewer than all the shares registered in his name only if he dissents with respect to all shares beneficially owned by any one beneficial shareholder and notifies the corporation in writing of the name and address of each person on whose behalf he asserts dissenters' rights. The rights of a partial dissenter under this code section are determined as if the shares as to which he dissents and his other shares were registered in the names of different shareholders. (Code 1981, section 14-2-1303, enacted by Ga. L. 1988, p. 1070, section 1.)

14-2-1320. NOTICE OF DISSENTERS' RIGHTS.
(a) If proposed corporate action creating dissenters' rights under Code Section 14-2-1302 is submitted to a vote at a shareholders' meeting, the meeting notice must state that shareholders are or may be entitled to assert dissenters' rights under this article and be accompanied by a copy of this article.
(b) If corporate action creating dissenters' rights under Code Section 4-2-1302 is taken without a vote of shareholders, the corporation shall notify in writing all shareholders entitled to assert dissenters' rights that the action was taken and send them the dissenters' notice described in code Section 14-2-1322 no later than ten days after the corporate action was taken. (Code 1981, section 14-2-1320, enacted by Ga. L. 1988, p. 1070, section 1; Ga. L. 1993, p. 1231, section 17.)

14-2-1321. NOTICE OF INTENT TO DEMAND PAYMENT.
(a) If proposed corporate action creating dissenters' rights under Code Section 14-2-1302 is submitted to a vote at a shareholders' meeting, a record shareholder who wishes to assert dissenters' rights:
(1) Must deliver to the corporation before the vote is taken written notice of his intent to demand payment for his shares if the proposed action is effectuated; and
(2) Must not vote his shares in favor of the proposed action.
(b) A record shareholder who does not satisfy the requirements of subsection (a) of this Code section is not entitled to payment for his shares under this article. (Code 1981, section 14-2-1321, enacted by Ga. L. 1988, p. 1070, section 1.)

14-2-1322. DISSENTERS' NOTICE.
(a) If proposed corporate action creating dissenters' rights under Code Section 14-2-1302 is authorized at a shareholders' meeting, the corporation shall deliver a written dissenters' notice to all shareholders who satisfied the requirements of Code Section 14-2-1321.
(b) The dissenters' notice must be sent no later than ten days after the corporate action was taken and must:
(1) State where the payment demand must be sent and where and when certificates for certificated shares must be deposited;
(2) Inform holders of uncertificated shares to what extent transfer of the shares will be restricted after the payment demand is received;
(3) Set a date by which the corporation must receive the payment demand, which date may not be fewer than 30 nor more than 60 days after the date the notice required in subsection (a) of this Code section is delivered; and
(4) Be accompanied by a copy of this article. (Code 1981, section 14-2-1322, enacted by Ga. L. 1988, p. 1070, section 1.)

14-2-1323. DUTY TO DEMAND PAYMENT.
(a) A record shareholder sent a dissenters' notice described in Code Section 14-2-1322 must demand payment and deposit his certificates in accordance with the terms of the notice.
(b) A record shareholder who demands payment and deposits his shares under subsection (a) of this code section retains all other rights of a shareholder until these rights are canceled or modified by the taking of the proposed corporate action.
(c) A record shareholder who does not demand payment or deposit his share certificates where required, each by the date set in the dissenters' notice, is not entitled to payment for his shares under this article. (Code 1981, section 14-2-1323, enacted by Ga. L. 1988, p. 1070, section 1.)

## 14-2-1324. SHARE RESTRICTIONS.

(a) The corporation may restrict the transfer of uncertificated shares from the date the demand for their payment is received until the proposed corporate action is taken or the restrictions released under Code Section 14-2-1326.
(b) The person for whom dissenters' rights are asserted as to uncertificated shares retains all other rights of a shareholder until these rights are canceled or modified by the taking of the proposed corporate action. (Code 1981, section 14-2-1324, enacted by Ga. L. 1988, p. 1070, section 1.)

14-2-1325. OFFER OF PAYMENT.
(a) Except as provided in Code Section 14-2-1327, within ten days of the later of the date the proposed corporate action is taken or receipt of a payment demand, the corporation shall by notice to each dissenter who complied with Code section 14-2-1323 offer to pay to such dissenter the amount the corporation estimates to be the fair value of his or her shares, plus accrued interest.
(b) The offer of payment must be accompanied by:
(1) The corporation's balance sheet as of the end of a fiscal year ending not more than 16 months before the date of payment, an income statement for that year, a statement of changes in shareholders' equity for that year, and the latest available interim financial statements, if any;
(2) A statement of the corporation's estimate of the fair value of the shares;
(3) An explanation of how the interest was calculated;
(4) A statement of the dissenter's right to demand payment under Code Section 14-2-1327; and
(5) A copy of this article.
(c) If the shareholder accepts the corporation's offer by written notice to the corporation within 30 days after the corporation's offer or is deemed to have accepted such offer by failure to respond within said 30 days, payment for his or her shares shall be made within 60 days after the making of the offer or the taking of the proposed corporate action, whichever is later. (Code 1981, section 14-2-1325, enacted by Ga. L. 1988, p. 1070, section 1; Ga. L. 1989, p. 946, section 59; Ga. L. 1993, p. 1231, section 18.)
(a) If the corporation does not take the proposed action within 60 days after the date set for demanding payment and depositing share certificates, the corporation shall return the deposited certificates and release the transfer restrictions imposed on uncertificated shares.
(b) If, after returning deposited certificates and releasing transfer restrictions, the corporation takes the proposed action, it must send a new dissenters' notice under Code Section 14-2-1322 and repeat the payment demand procedure. (Code 1981, section 14-2-1326, enacted by Ga. L. 1988, p. 1070, section 1; Ga. L. 1990, p. 257, section 20.)

## 14-2-1327. PROCEDURE IF SHAREHOLDER DISSATISFIED WITH PAYMENT OR OFFER.

(a) A dissenter may notify the corporation in writing of his own estimate of the fair value of his shares and amount of interest due, and demand payment of his estimate of the fair value of his shares and interest due, if:
(1) The dissenter believes that the amount offered under Code Section 14-2-1325 is less than the fair value of his shares or that the interest due is incorrectly calculated; or
(2) The corporation, having failed to take the proposed action, does not return the deposited certificates or release the transfer restrictions imposed on uncertificated shares within 60 days after the date set for demanding payment.
(b) A dissenter waives his or her right to demand payment under this Code section and is deemed to have accepted the corporation's offer unless he or she notifies the corporation of his or her demand in writing under subsection (a) of this Code section within 30 days after the corporation offered payment for his or her shares, as provided in Code Section 14-2-1325.
(c) If the corporation does not offer payment within the time set forth in subsection (a) of Code Section 14-2-1325:
(1) The shareholder may demand the information required under subsection (b) of Code Section 14-2-1325, and the corporation shall provide the information to the shareholder within ten days after receipt of a written demand for the information; and
(2) The shareholder may at any time, subject to the limitations period of Code Section 14-2-1332, notify the corporation of his own estimate of the fair value of his shares and the amount of interest due and demand payment of his estimate of the fair value of his shares and interest due. (Code 1981, section 14-2-1327, enacted by Ga. L. 1988, p. 1070, section 1; Ga. L. 1989, p. 946, section 60; Ga. L. 1990, p. 257, section 21; Ga. L. 1993, p. 1231, section 19.)

14-2-1330. COURT ACTION.
(a) If a demand for payment under Code Section 14-2-1327 remains unsettled, the corporation shall commence a proceeding within 60 days after receiving the payment demand and petition the court to determine the fair value of the shares and accrued interest. If the corporation does not commence the proceeding within the 60 day period, it shall pay each dissenter whose demand remains unsettled the amount demanded.
(b) The corporation shall commence the proceeding, which shall be a nonjury equitable valuation proceeding, in the superior court of the county where a corporation's registered office is located. If the surviving corporation is a foreign corporation without a registered office in this state, it shall commence the proceeding in the county in this state where the registered office of the domestic corporation merged with or whose shares were acquired by the foreign corporation was located.
(c) The corporation shall make all dissenters, whether or not residents of this state, whose demands remain unsettled parties to the proceeding, which shall have the effect of an action quasi in rem against their shares. The corporation shall serve a copy of the petition in the proceeding upon each dissenting shareholder who is a resident of this state in the manner provided by law for the service of a summons and complaint, and upon each nonresident dissenting shareholder either by registered or certified mail or by publication, or in any other manner permitted by law.
(d) The jurisdiction of the court in which the proceeding is commenced under subsection (b) of this Code section is plenary and exclusive. The court may appoint one or more persons as appraisers to receive evidence and recommend decision on the question of fair value. The appraisers have the powers described in the order appointing them or in any amendment to it. Except as otherwise provided in this chapter, Chapter 11 of Title 9, known as the "Georgia Civil Practice Act," applies to any proceeding with respect to dissenters' rights under this chapter.
(e) Each dissenter made a party to the proceeding is entitled to judgment for the amount which the court finds to be the fair value of his shares, plus interest to the date of judgment. (Code 1981, section 14-2-1330, enacted by Ga. L. 1988, p. 1070, section 1; Ga. L. 1989, p. 946, section 61; Ga. L. 1993, p. 1231, section 20.)

14-2-1331. COURT COSTS AND COUNSEL FEES.
(a) The court in an appraisal proceeding commenced under Code Section 14-2-1330 shall determine all costs of the proceeding, including the reasonable compensation and expenses of appraisers appointed by the court, but not including fees and expenses of attorneys and experts for the respective parties. The court shall assess the costs against the corporation, except that the court may assess the costs against all or some of the dissenters, in amounts the court finds equitable, to the extent the court finds the dissenters acted arbitrarily, vexatiously, or not in good faith in demanding payment under Code Section 14-2-1327.
(b) The court may also assess the fees and expenses of attorneys and experts for the respective parties, in amounts the court finds equitable;
(1) Against the corporation and in favor of any or all dissenters if the court finds the corporation did not substantially comply with the requirements of Code Sections 14-2-1320 through 14-2-1327; or
(2) Against either the corporation or a dissenter, in favor of any other party, if the court finds that the party against whom the fees and expenses are assessed acted arbitrarily, vexatiously, or not in good faith with respect to the rights provided by this article.
(c) If the court finds that the services of attorneys for any dissenter were of substantial benefit to other dissenters similarly situated, and that the fees for those services should not be assessed against the corporation, the court may award to these attorneys reasonable fees to be paid out of the amounts awarded the dissenters who were benefited. (Code 1981, section 14-2-1331, enacted by Ga. L. 1988, p. 1070, section 1.)

14-2-1332. LIMITATION OF ACTIONS.
No action by any dissenter to enforce dissenters' rights shall be brought more than three years after the corporate action was taken, regardless of whether notice of the corporate action and of the right to dissent was given by the corporation in compliance with the provisions of Code Section 14-2-1320 and Code Section 14-2-1322. (Code 1981, section 14-2-1332, enacted by Ga. L. 1988, p. 1070, section 1.)

Board of Directors
Independent Bancshares, Inc.
4484 Marietta Street
Powder Springs, Georgia 30073

Members of the Board:

You have requested our opinion as to the fairness, from a financial point of view, to the unaffiliated shareholders of Independent Bancshares, Inc. ("Independent Bancshares") of the Exchange Ratio, under the terms of that certain Agreement and Plan of Merger dated February 10, 2000 (the "Agreement") which provides for the merger of Independent Bancshares with United Community Banks, Inc. ("United Community Banks") (the "Merger"). Under the terms of the Agreement, each of the outstanding shares of Independent Bancshares common stock shall be converted into the right to receive 0.4211 share of United Community Banks common stock. The foregoing summary of the Merger is qualified in its entirety by reference to the Agreement.

The Carson Medlin Company is a National Association of Securities Dealers, Inc. member investment banking firm, which specializes in the securities of southeastern and western United States financial institutions. As part of our investment banking activities, we are regularly engaged in the valuation of southeastern and western United States financial institutions and transactions relating to their securities. We regularly publish our research on independent community banks regarding their financial and stock price performance. We are familiar with the commercial banking industry in Georgia and the Southeast and the major commercial banks operating in those markets. We have been retained by Independent Bancshares in a financial advisory capacity to render our opinion hereunder, for which we will receive compensation.

In reaching our opinion, we have analyzed the respective financial positions, both current and historical, of United Community Banks and Independent Bancshares. We have reviewed: (i) the Agreement; (ii) the annual reports to shareholders and annual reports on Form 10-K of United Community Banks for the five years ended December 31, 1999; (iii) audited financial statements of Independent Bancshares for the five years ended December 31, 1999; (iv) unaudited financial statements of United Community Banks for the quarter ended March 31, 2000; (v) unaudited financial statements of Independent Bancshares for the quarter ended March 31, 2000; and, (vi) certain other financial and operating information with respect to the business, operations and prospects of United Community Banks and Independent Bancshares. We also: (i) reviewed and discussed with members of management of United Community Banks and Independent Bancshares the historical and current business operations, financial condition and future prospects of their respective companies; (ii) reviewed the historical market prices and trading activity, if any, for the common stocks of United Community Banks and Independent Bancshares and compared them with those of certain other publicly traded companies which we deemed to be relevant; (iii) compared the results of operations of United Community Banks and Independent Bancshares with those of certain banking companies which we deemed to be relevant; (iv) compared the proposed financial terms of the Merger with the financial terms, to the extent publicly available, of certain other recent business combinations of commercial banking organizations; (v) analyzed the pro forma financial impact of the Merger on United Community Banks; and (vi) conducted such other studies, analyses, inquiries and examinations as we deemed appropriate.

We have relied upon and assumed, without independent verification, the accuracy and completeness of all information provided to us. We have not performed or considered any independent appraisal or evaluation of the assets of United Community Banks or Independent Bancshares. The opinion we express herein is necessarily based upon market, economic and other relevant considerations as they exist and can be evaluated as of the date of this letter.

Based upon the foregoing, it is our opinion that the Exchange Ratio provided for in the Agreement is fair, from a financial point of view, to the unaffiliated shareholders of Independent Bancshares.

Very truly yours,

INDEPENDENT BANCSHARES, INC.
POWDER SPRINGS, GEORGIA
THIS PROXY IS SOLICITED BY INDEPENDENT'S BOARD OF DIRECTORS

WHEN THIS PROXY IS PROPERLY EXECUTED AND RETURNED, AND NOT REVOKED, THE SHARES OF COMMON STOCK IT REPRESENTS WILL BE VOTED AT THE MEETING IN ACCORDANCE WITH THE CHOICE SPECIFIED BELOW, AND IF NO CHOICE IS SPECIFIED, IT WILL BE VOTED FOR APPROVAL OF THE AGREEMENT AND PLAN OF REORGANIZATION AND AGREEMENT AND PLAN OF MERGER BETWEEN UNITED COMMUNITY BANKS, INC. AND INDEPENDENT BANCSHARES, INC., DATED MARCH 3, 2000.

The undersigned shareholder of Independent Bancshares, Inc. hereby appoints James H. Powell or , or either of them, with full power of substitution to each, the proxies of the undersigned to vote, as designated below, the shares of the undersigned at the special meeting of shareholders of Independent Bancshares, Inc. to be held on $\qquad$ , 2000, and at any adjournments thereof;
(a) PROPOSAL TO APPROVE THE MERGER AGREEMENT, providing for the merger of Independent with and into United, pursuant to which each outstanding share of common stock of Independent will be converted, subject to certain terms, conditions, and adjustments as described in the merger agreement, into 0.4211 of a share of common stock of United, and instead of the issuance of fractional shares of United, United will pay cash in an amount equal to the fraction multiplied by $\$ 38.00$.

FOR I_I AGAINST I_| ABSTAIN I_l
(b) IN ACCORDANCE WITH THEIR BEST JUDGMENT with respect to any other matters that may properly come before the meeting and any adjournment thereof.

Please date and sign this Proxy exactly as your name appears below:
Dated:
[LABEL]

NOTE: When signing as attorney, trustee, administrator, executor, or guardian, please give your full title as such. If a corporation, please sign in full corporate name by President or other authorized officer. In the case of joint tenants, each joint owner must sign.


[^0]:    * (Aggregate Transaction Value Minus Stated Book Value) Divided by Core Deposits

[^1]:    See notes to pro forma condensed consolidated financial statements.

