## For Immediate Release

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# UNITED COMMUNITY BANKS, INC. ANNOUNCES RESULTS FOR FOURTH QUARTER 2008 

BLAIRSVILLE, GA - January 23, 2009 - United Community Banks, Inc. (NASDAQ: UCBI) today announced a net loss of $\$ 46.7$ million, or 99 cents per diluted share, for the fourth quarter of 2008 , compared to net income of $\$ 4.2$ million, or 9 cents per diluted share, for the same time last year. For the year 2008, the company had a net loss of $\$ 63.5$ million, or $\$ 1.35$ per diluted share, compared to net income of \$58.0 million, or \$1.24 per diluted share, for 2007.
"Challenges in the housing market, particularly in Atlanta, continued to have a significant impact on our loan portfolio and earnings in the fourth quarter," said Jimmy Tallent, president and chief executive officer. "We saw a rise in the level of classified and non-performing assets and further deterioration in property valuations. While we remain committed to moving through this down cycle as quickly as possible, it is clearly a very difficult environment."

For the fourth quarter of 2008, loans were $\$ 5.7$ billion, down $\$ 224$ million from a year ago and down $\$ 125$ million on a linked-quarter basis, reflecting the company's continuing efforts to reduce exposure to the residential construction and housing markets. At December 31, 2008, residential construction loans were $\$ 1.5$ billion, or 26 percent of total loans, a decrease of $\$ 350$ million from a year ago and $\$ 117$ million from the third quarter.

Taxable equivalent net interest revenue of $\$ 51.9$ million reflected a decrease of $\$ 6.9$ million from the third quarter of 2008 and $\$ 17.9$ million from the fourth quarter of 2007. Taxable equivalent
net interest margin was 2.70 percent compared with 3.17 percent for the third quarter of 2008 and 3.73 percent for the fourth quarter of 2007.
"Margin compression was primarily driven by actions taken late in the third quarter and early in the fourth quarter to build liquidity in a very fragile banking environment," stated Tallent. "Banks were not lending to other banks and consumers were concerned about bank failures and FDIC insurance levels on their deposits. About two-thirds of the margin compression was due to our aggressive actions to build liquidity and the remaining third was due to the higher level of non-performing assets and the steep decline in the targeted federal funds rate impacting our asset sensitive balance sheet," added Tallent.
"With liquidity improving late in the quarter we are letting brokered deposits run-off," stated Tallent. Also, we have lowered our deposit pricing and widened the credit spreads on our prime based loans. With the actions we have taken and liquidity remaining stable, we expect a measurable improvement in our margin, approaching 3 percent by the end of the first quarter of 2009."

The fourth quarter provision for loan losses was $\$ 85.0$ million. Net charge-offs for the quarter were $\$ 74.0$ million compared with $\$ 55.7$ million for the third quarter of 2008 . At quarter-end, non-performing assets totaled $\$ 250.5$ million compared with $\$ 177.7$ million at September 30, 2008. The ratio of non-performing assets to total assets at year-end and at the end of the third quarter was 2.94 percent and 2.20 percent, respectively.
"The down economic cycle continued to impact our credit quality, particularly within the Atlanta residential construction portfolio," stated Tallent. "The rise in non-performing assets was primarily the result of continued deterioration in the Atlanta housing market and softened demand from buyers, given the deterioration of pricing and valuations. The environment is not getting better. Despite this, our strategy will be the same to recognize and move troubled assets through our process as quickly as possible. We expect to see the challenges continue in the quarters ahead and charge-offs to be elevated over historical levels as we work through our problem credits. But at all times, we will make the best economic decision for our company."

Fee revenue of $\$ 10.7$ million reflected a decrease of $\$ 5.4$ million from the fourth quarter of 2007. Service charges and fees on deposit accounts of $\$ 7.7$ million decreased $\$ 608,000$ due to lower activity and transaction charges. Consulting fees were down $\$ 1.3$ million from last year primarily due to the advisory consulting services’ assistance in United's corporate-wide initiative to improve profitability and weakness in the financial services industry that affected sales efforts and delayed consulting contracts. The advisory consulting services were performed by a whollyowned subsidiary and, therefore, eliminated from the consolidated fee revenue. "Late in the fourth quarter, we took an opportunity to lower funding costs by prepaying higher-rate Federal Home Loan Bank advances," stated Tallent. "Securities gains of \$838,000 partially offset \$2.7 million in charges from the prepayment of the advances." Other fee revenue of $\$ 1.4$ million declined $\$ 684,000$ due to lower earnings on bank-owned life insurance assets.

Operating expenses of $\$ 52.4$ million reflected an increase of $\$ 3.1$ million from the fourth quarter of 2007. This increase was primarily due to higher foreclosed property costs of $\$ 1.4$ million and an increase in foreclosure-related professional legal fees of \$504,000 and the FDIC increasing insurance premiums by $\$ 879,000$. Salaries and employee benefit costs of $\$ 24.4$ million declined $\$ 2.7$ million from last year due to lower incentive compensation. This decrease was offset by an increase in other expenses of $\$ 3.1$ million, including a $\$ 2.4$ million accrual for contested costs on bank-owned life insurance assets and losses on deferred compensation assets of \$700,000.

United continues to maintain a very strong capital position, which was bolstered by the completion of the sale on December 5, 2008 of $\$ 180$ million in preferred stock and warrants to the U.S. Treasury through its Capital Purchase Program. In addition, the company privately placed $\$ 13$ million of trust preferred securities on October 31, 2008. At December 31, 2008, the company's capital ratios were as follows: Tier I Risk-Based Capital of 11.2 percent; Leverage of 8.3 percent; and Total Risk-Based of 13.9 percent. Also, the average tangible equity-to-assets ratio was 6.6 percent and the average tangible common equity-to-assets ratio was 6.2 percent.
"We remain firmly committed to a strategy of aggressive disposition of problem credits, as we believe moving through this credit cycle as quickly as possible is the best course of action,"

Tallent said. "Our strong capital position enables us to absorb losses without impairing the company's financial soundness."
"In the coming year, we will be intently focused on working through this credit cycle, improving our margin, growing core deposits and reducing expenses," Tallent concluded.

## Conference Call

United Community Banks will hold a conference call today, Friday, January 23, 2009, at 11 a.m. ET to discuss the contents of this news release and to share business highlights for the quarter. The telephone number for the conference call is (877) 723-9518 and the pass code is "UCBI." The conference call will also be available by web cast within the Investor Relations section of the company's web site at www.ucbi.com.


#### Abstract

About United Community Banks, Inc. Headquartered in Blairsville, United Community Banks is the third-largest bank holding company in Georgia. United Community Banks has assets of $\$ 8.5$ billion and operates 27 community banks with 107 banking offices located throughout north Georgia, the Atlanta region, coastal Georgia, western North Carolina and east Tennessee. The company specializes in providing personalized community banking services to individuals and small to mid-size businesses. United Community Banks also offers the convenience of 24-hour access through a network of ATMs, telephone and on-line banking. United Community Banks common stock is listed on the Nasdaq Global Select Market under the symbol UCBI. Additional information may be found at the company's web site at www.ucbi.com.


## Safe Harbor

This news release contains forward-looking statements, as defined by Federal Securities Laws, including statements about financial outlook and business environment. These statements are provided to assist in the understanding of future financial performance and such performance involves risks and uncertainties that may cause actual results to differ materially from those in such statements. Any such statements are based on current expectations and involve a number of risks and uncertainties. For a discussion of some factors that may cause such forward-looking
statements to differ materially from actual results, please refer to the section entitled "ForwardLooking Statements" on page 4 of United Community Banks, Inc.'s annual report filed on Form 10-K with the Securities and Exchange Commission.

## \# \# \#

(Tables Follow)

| (in thousands, except per share data; taxable equivalent) | 2008 |  |  |  |  |  | 2007 |  | Fourth <br> Quarter |  | For the T | Fourth |  | $\begin{gathered} \text { YTD } \\ \text { 2008-2007 } \\ \text { Change } \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Fourth Quarter | Third Quarter | Second <br> Quarter |  | First Quarter |  | Fourth Quarter | $\begin{gathered} 2008-2007 \\ \text { Change } \\ \hline \end{gathered}$ |  | Months Ended |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  | 2008 |  | 2007 |  |  |
| INCOME SUMMARY |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest revenue | 51,873 | 58,791 | 61,753 |  | 66,287 |  | 69,730 |  | (26) \% |  | 238,704 |  | 274,483 |  | (13) \% |
| Provision for loan losses ${ }^{(1)}$ | 85,000 | 76,000 | 15,500 |  | 7,500 |  | 26,500 |  |  |  | 184,000 |  | 37,600 |  |  |
| Fee revenue | 10,718 | 13,121 | 15,105 |  | 14,197 |  | 16,100 |  | (33) |  | 53,141 |  | 62,651 |  | (15) |
| Total operating revenue | $(22,409)$ | $(4,088)$ | 61,358 |  | 72,984 |  | 59,330 |  | (138) |  | 107,845 |  | 299,534 |  | (64) |
| Operating expenses | 52,439 | 56,970 | 49,761 |  | 47,529 |  | 49,336 |  | 6 |  | 206,699 |  | 190,061 |  | 9 |
| (Loss) income before taxes | $(74,848)$ | $(61,058)$ | 11,597 |  | 25,455 |  | 9,994 |  | NM |  | $(98,854)$ |  | 109,473 |  | NM |
| Income tax expense (benefit) | $(28,101)$ | $(21,184)$ | 4,504 |  | 9,377 |  | 3,960 |  |  |  | $(35,404)$ |  | 40,482 |  |  |
| Net operating (loss) income | $(46,747)$ | $(39,874)$ | 7,093 |  | 16,078 |  | 6,034 |  | NM |  | $(63,450)$ |  | 68,991 |  | NM |
| Fraud loss provision, net of tax ${ }^{(1)}$ | - | - | - |  | - |  | 1,833 |  |  |  | - |  | 10,998 |  |  |
| Net (loss) income | $(46,747)$ | $(39,874)$ | 7,093 |  | 16,078 |  | 4,201 |  | NM |  | $(63,450)$ |  | 57,993 |  | NM |
| Preferred stock dividends | 712 | 4 | 4 |  | 4 |  | 4 |  |  |  | 724 |  | 18 |  |  |
| Net (loss) income available to common shareholders | \$ (47,459) | \$ (39,878) | \$ 7,089 |  | \$ 16,074 |  | 4,197 |  | NM | \$ | $(64,174)$ | \$ | 57,975 |  | NM |
| OPERATING PERFORMANCE ${ }^{(1)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Earnings (loss) per common share: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Basic | \$ (.99) | \$ (.84) | \$ . 15 |  | \$ . 34 |  | . 13 |  | NM | \$ | (1.35) | \$ | 1.50 |  | NM |
| Diluted | (.99) | (.84) | . 15 |  | . 34 |  | . 13 |  | NM |  | (1.35) |  | 1.48 |  | NM |
| Return on tangible equity ${ }^{(2)(3)(4)}$ | NM \% | NM \% | 5.86 | \% | 13.16 | \% | 5.06 | \% |  |  | (12.37) \% |  | 14.23 | \% |  |
| Return on assets ${ }^{(4)}$ | NM | NM | . 34 |  | . 78 |  | . 29 |  |  |  | (.76) |  | . 89 |  |  |
| GAAP PERFORMANCE MEASURES |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Per common share: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Basic earnings (loss) | \$ (.99) | \$ (.84) | \$ . 15 |  | \$ . 34 |  | \$ . 09 |  | NM | \$ | (1.35) | \$ | 1.26 |  | NM |
| Diluted earnings (loss) | (.99) | (.84) | . 15 |  | . 34 |  | . 09 |  | NM |  | (1.35) |  | 1.24 |  | NM |
| Cash dividends declared | - | - | . 09 |  | . 09 |  | . 09 |  | NM |  | . 18 |  | . 36 |  | (50) |
| Stock dividends declared | . 09 | . 09 | - |  | - |  | - |  | NM |  | . 18 |  | - |  | 100 |
| Book value | 16.95 | 17.12 | 17.75 |  | 18.50 |  | 17.70 |  | (4) |  | 16.95 |  | 17.70 |  | (4) |
| Tangible book value ${ }^{(3)}$ | 10.39 | 10.48 | 11.03 |  | 11.76 |  | 10.92 |  | (5) |  | 10.39 |  | 10.92 |  | (5) |
| Key performance ratios: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Return on equity ${ }^{(2)(4)}$ | NM \% | NM \% | 3.41 | \% | 7.85 | \% | 2.01 | \% |  |  | (7.82) \% |  | 7.79 | \% |  |
| Return on assets | (2.20) | (1.95) | . 34 |  | . 78 |  | . 20 |  |  |  | (.76) |  | . 75 |  |  |
| Net interest margin ${ }^{(4)}$ | 2.70 | 3.17 | 3.32 |  | 3.55 |  | 3.73 |  |  |  | 3.18 |  | 3.88 |  |  |
| Efficiency ratio | 81.34 | 79.35 | 65.05 |  | 59.05 |  | 57.67 |  |  |  | 70.49 |  | 56.53 |  |  |
| Cash dividend payout ratio | - | - | 60.00 |  | 26.47 |  | 100.00 |  |  |  | (13.33) |  | 28.57 |  |  |
| Equity to assets | 10.08 | 10.28 | 10.33 |  | 10.30 |  | 10.20 |  |  |  | 10.25 |  | 9.61 |  |  |
| Tangible equity to assets ${ }^{(3)}$ | 6.59 | 6.65 | 6.77 |  | 6.73 |  | 6.58 |  |  |  | 6.69 |  | 6.63 |  |  |
| Tangible common equity to assets ${ }^{(3)}$ | 6.23 | 6.65 | 6.77 |  | 6.73 |  | 6.58 |  |  |  | 6.59 |  | 6.63 |  |  |
| ASSET QUALITY |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Allowance for loan losses | \$ 122,271 | \$ 111,299 | \$ 91,035 |  | \$ 89,848 |  | \$ 89,423 |  |  | \$ | 122,271 | \$ | 89,423 |  |  |
| Net charge-offs ${ }^{(1)}$ | 74,028 | 55,736 | 14,313 |  | 7,075 |  | 13,012 |  |  |  | 151,152 |  | 21,834 |  |  |
| Non-performing loans (NPLs) | 190,723 | 139,266 | 123,786 |  | 67,728 |  | 28,219 |  |  |  | 190,723 |  | 28,219 |  |  |
| OREO | 59,768 | 38,438 | 28,378 |  | 22,136 |  | 18,039 |  |  |  | 59,768 |  | 18,039 |  |  |
| Total non-performing assets (NPAs) | 250,491 | 177,704 | 152,164 |  | 89,864 |  | 46,258 |  |  |  | 250,491 |  | 46,258 |  |  |
| Allowance for loan losses to loans ${ }^{(1)}$ | 2.14 \% | 1.91 \% | 1.53 | \% | 1.51 | \% | 1.51 | \% |  |  | 2.14 \% |  | 1.51 | \% |  |
| Net charge-offs to average loans ${ }^{(1)(4)}$ | 5.09 | 3.77 | . 97 |  | . 48 |  | . 87 |  |  |  | 2.57 |  | . 38 |  |  |
| NPAs to loans and OREO | 4.35 | 3.03 | 2.55 |  | 1.50 |  | . 78 |  |  |  | 4.35 |  | . 78 |  |  |
| NPAs to total assets | 2.94 | 2.20 | 1.84 |  | 1.07 |  | . 56 |  |  |  | 2.94 |  | . 56 |  |  |
| AVERAGE BALANCES |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans | \$ 5,784,139 | \$ 5,889,168 | \$ 5,933,143 |  | \$ 5,958,296 |  | \$ 5,940,230 |  | (3) |  | 5,890,889 |  | 5,734,608 |  | 3 |
| Investment securities | 1,508,808 | 1,454,740 | 1,507,240 |  | 1,485,515 |  | 1,404,796 |  | 7 |  | 1,489,036 |  | 1,277,935 |  | 17 |
| Earning assets | 7,662,536 | 7,384,287 | 7,478,018 |  | 7,491,480 |  | 7,424,992 |  | 3 |  | 7,504,186 |  | 7,070,900 |  | 6 |
| Total assets | 8,449,097 | 8,146,880 | 8,295,748 |  | 8,305,621 |  | 8,210,120 |  | 3 |  | 8,299,330 |  | 7,730,530 |  | 7 |
| Deposits | 6,982,229 | 6,597,339 | 6,461,361 |  | 6,051,069 |  | 6,151,476 |  | 14 |  | 6,524,457 |  | 6,028,625 |  | 8 |
| Shareholders' equity | 851,956 | 837,487 | 856,727 |  | 855,659 |  | 837,195 |  | 2 |  | 850,426 |  | 742,771 |  | 14 |
| Common shares - basic | 47,844 | 47,417 | 47,158 |  | 47,052 |  | 47,273 |  |  |  | 47,369 |  | 45,948 |  |  |
| Common shares - diluted | 47,844 | 47,417 | 47,249 |  | 47,272 |  | 47,652 |  |  |  | 47,369 |  | 46,593 |  |  |
| AT PERIOD END |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans | \$ 5,704,861 | \$ 5,829,937 | \$ 5,933,141 |  | \$ 5,967,839 |  | \$ 5,929,263 |  | (4) |  | 5,704,861 |  | 5,929,263 |  | (4) |
| Investment securities | 1,617,187 | 1,400,827 | 1,430,588 |  | 1,508,402 |  | 1,356,846 |  | 19 |  | 1,617,187 |  | 1,356,846 |  | 19 |
| Total assets | 8,520,765 | 8,072,543 | 8,264,051 |  | 8,386,255 |  | 8,207,302 |  | 4 |  | 8,520,765 |  | 8,207,302 |  | 4 |
| Deposits | 7,003,624 | 6,689,335 | 6,696,456 |  | 6,175,769 |  | 6,075,951 |  | 15 |  | 7,003,624 |  | 6,075,951 |  | 15 |
| Shareholders' equity | 989,382 | 816,880 | 837,890 |  | 871,452 |  | 831,902 |  | 19 |  | 989,382 |  | 831,902 |  | 19 |
| Common shares outstanding | 48,009 | 47,596 | 47,096 |  | 47,004 |  | 46,903 |  |  |  | 48,009 |  | 46,903 |  |  |

(1) Excludes effect of special $\$ 15$ million fraud related provision for loan losses recorded in the second quarter of 2007, an additional $\$ 3$ million provision in the fourth quarter of 2007 , and $\$ 18$ million of related loan charge-offs recorded in the fourth quarter of 2007 which were all related to a failed real estate development and are considered non-recurring. (2) Net income available to common shareholders, which excludes preferred stock dividends, divided by average realized common equity, which excludes accumulated other comprehensive income (loss). (3) Excludes effect of acquisition related intangibles and associated amortization. (4) Annualized. NM - Not meaningful.

## UNITED COMMUNITY BANKS, INC.

## Selected Financial Information

## For the Years Ended December 31,


(1) Excludes pre-tax provision for fraud-related loan losses and related charge-offs of $\$ 18$ million, or $\$ .24$ per diluted common share, recorded in 2007 and pre-tax merger-related charges totaling $\$ .9$ million, or $\$ .02$ per diluted common share, recorded in 2004 and $\$ 2.1$ million, or $\$ .04$ per diluted common share, recorded in 2003. (2) Net income available to common stockholders, which excludes preferred stock dividends, divided by average realized common equity which excludes accumulated other comprehensive income (loss).(3) Excludes effect of acquisition related intangibles and associated amortization. (4) Compound annual growth rate. NM - Not meaningful.

## Financial Highlights

Loan Portfolio Composition at Period-End

| (in millions) | 2008 |  |  |  |  |  |  |  |  |  | Linked Quarter Change ${ }^{(1)}$ | Year over Year Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Fourth Quarter |  | Third Quarter |  | Second Quarter |  | First Quarter |  |  |  |  |  |
| LOANS BY CATEGORY |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial (sec. by RE) | \$ | 1,627 | \$ | 1,604 | \$ | 1,584 | \$ | 1,526 | \$ | 1,476 | 6 \% | 10 \% |
| Commercial construction |  | 500 |  | 509 |  | 522 |  | 548 |  | 527 | (7) | (5) |
| Commercial \& industrial |  | 410 |  | 425 |  | 417 |  | 437 |  | 418 | (14) | (2) |
| Total commercial |  | 2,537 |  | 2,538 |  | 2,523 |  | 2,511 |  | 2,421 | - | 5 |
| Residential construction |  | 1,479 |  | 1,596 |  | 1,745 |  | 1,791 |  | 1,829 | (29) | (19) |
| Residential mortgage |  | 1,526 |  | 1,528 |  | 1,494 |  | 1,491 |  | 1,502 | (1) | 2 |
| Consumer / installment |  | 163 |  | 168 |  | 171 |  | 175 |  | 177 | (12) | (8) |
| Total loans | \$ | 5,705 | \$ | 5,830 | \$ | 5,933 | \$ | 5,968 | \$ | 5,929 | (9) | (4) |

## LOANS BY MARKET

| Atlanta MSA | \$ | 1,706 | \$ | 1,800 | \$ | 1,934 | \$ | 1,978 | \$ | 2,002 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Gainesville MSA |  | 420 |  | 426 |  | 422 |  | 415 |  | 400 |
| North Georgia |  | 2,040 |  | 2,066 |  | 2,065 |  | 2,071 |  | 2,060 |
| Western North Carolina |  | 810 |  | 815 |  | 819 |  | 816 |  | 806 |
| Coastal Georgia |  | 464 |  | 458 |  | 436 |  | 439 |  | 416 |
| East Tennessee |  | 265 |  | 265 |  | 257 |  | 249 |  | 245 |
| Total loans | \$ | 5,705 | \$ | 5,830 | \$ | 5,933 | \$ | 5,968 | \$ | 5,929 |


| $(21) \%$ | $(15) \%$ |
| :---: | :---: |
| $(6)$ | 5 |
| $(5)$ | $(1)$ |
| $(2)$ | - |
| 5 | 12 |
| - | 8 |
| $(9)$ | $(4)$ |

## RESIDENTIAL CONSTRUCTION

Dirt loans

| Acquisition \& development | \$ | 484 | \$ | 516 | \$ | 569 | \$ | 583 | \$ | 592 | (25) \% | (18) \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Land loans |  | 153 |  | 142 |  | 139 |  | 130 |  | 126 | 31 | 21 |
| Lot loans |  | 358 |  | 385 |  | 401 |  | 406 |  | 407 | (28) | (12) |
| Total |  | 995 |  | 1,043 |  | 1,109 |  | 1,119 |  | 1,125 | (18) | (12) |
| House loans |  |  |  |  |  |  |  |  |  |  |  |  |
| Spec |  | 347 |  | 393 |  | 450 |  | 460 |  | 473 | (47) \% | (27) \% |
| Sold |  | 137 |  | 160 |  | 186 |  | 212 |  | 231 | (58) | (41) |
| Total |  | 484 |  | 553 |  | 636 |  | 672 |  | 704 | (50) | (31) |
| Total residential construction | \$ | 1,479 | \$ | 1,596 | \$ | 1,745 | \$ | 1,791 | \$ | 1,829 | (29) | (19) |

## RESIDENTIAL CONSTRUCTION - ATLANTA MSA

Dirt loans

| Acquisition \& development | \$ | 167 | \$ | 185 | \$ | 232 | \$ | 252 | \$ | 258 | (39) \% | (35) \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Land loans |  | 56 |  | 47 |  | 50 |  | 50 |  | 52 | 77 | 8 |
| Lot loans |  | 86 |  | 103 |  | 117 |  | 117 |  | 117 | (66) | (26) |
| Total |  | 309 |  | 335 |  | 399 |  | 419 |  | 427 | (31) | (28) |
| House loans |  |  |  |  |  |  |  |  |  |  |  |  |
| Spec |  | 189 |  | 227 |  | 271 |  | 271 |  | 280 | (67) \% | (33) \% |
| Sold |  | 40 |  | 49 |  | 58 |  | 71 |  | 77 | (73) | (48) |
| Total |  | 229 |  | 276 |  | 329 |  | 342 |  | 357 | (68) | (36) |
| Total residential construction | \$ | 538 | \$ | 611 | \$ | 728 | \$ | 761 | \$ | 784 | (48) | (31) |

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## UNITED COMMUNITY BANKS, INC.

Financial Highlights
Loan Portfolio Composition at Year-End

| (in millions) | 2008 |  | 2007 |  | 2006 |  | 2005 |  | 2004 |  | 2003 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| LOANS BY CATEGORY |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial (sec. by RE) | \$ | 1,627 | \$ | 1,476 | \$ | 1,230 | \$ | 1,055 | \$ | 966 | \$ | 777 |
| Commercial construction |  | 500 |  | 527 |  | 470 |  | 358 |  | 239 |  | 164 |
| Commercial \& industrial |  | 410 |  | 418 |  | 296 |  | 237 |  | 212 |  | 190 |
| Total commercial |  | 2,537 |  | 2,421 |  | 1,996 |  | 1,650 |  | 1,417 |  | 1,131 |
| Residential construction |  | 1,479 |  | 1,829 |  | 1,864 |  | 1,381 |  | 1,066 |  | 763 |
| Residential mortgage |  | 1,526 |  | 1,502 |  | 1,338 |  | 1,206 |  | 1,102 |  | 982 |
| Consumer / installment |  | 163 |  | 177 |  | 179 |  | 161 |  | 150 |  | 140 |
| Total loans | \$ | 5,705 | \$ | 5,929 | \$ | 5,377 | \$ | 4,398 | \$ | 3,735 | \$ | 3,016 |

LOANS BY MARKET
Atlanta MSA
Gainesville MSA
North Georgia
Western North Carolina
Coastal Georgia
East Tennessee
Total loans

| \$ | 1,706 | \$ | 2,002 | \$ | 1,651 | \$ | 1,207 | \$ | 1,061 | \$ | 662 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 420 |  | 400 |  | 354 |  | 249 |  | - |  | - |
|  | 2,040 |  | 2,060 |  | 2,034 |  | 1,790 |  | 1,627 |  | 1,481 |
|  | 810 |  | 806 |  | 773 |  | 668 |  | 633 |  | 548 |
|  | 464 |  | 415 |  | 358 |  | 306 |  | 274 |  | 222 |
|  | 265 |  | 246 |  | 207 |  | 178 |  | 140 |  | 103 |
| \$ | 5,705 | \$ | 5,929 | \$ | 5,377 | \$ | 4,398 | \$ | 3,735 | \$ | 3,016 |

UNITED COMMUNITY BANKS, INC.
Financial Highlights
Credit Quality

| (in thousands) | Fourth Quarter 2008 |  |  |  |  |  | Third Quarter 2008 |  |  |  |  |  | Second Quarter 2008 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { Nonaccrual } \\ \text { Loans } \\ \hline \end{gathered}$ |  | OREO |  | Total <br> NPAs |  | Nonaccrual Loans |  | OREO |  | Total <br> NPAs |  | Nonaccrual Loans |  | OREO |  | Total <br> NPAs |  |
| NPAs BY CATEGORY |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial (sec. by RE) | \$ | 15,188 | \$ | 2,427 | \$ | 17,615 | \$ | 9,961 | \$ | 854 | \$ | 10,815 | \$ | 4,610 | \$ | 593 | \$ | 5,203 |
| Commercial construction |  | 1,513 |  | 2,333 |  | 3,846 |  | 2,924 |  | 375 |  | 3,299 |  | 3,027 |  | 1,859 |  | 4,886 |
| Commercial \& industrial |  | 1,920 |  | - |  | 1,920 |  | 1,556 |  | - |  | 1,556 |  | 2,950 |  | - |  | 2,950 |
| Total commercial |  | 18,621 |  | 4,760 |  | 23,381 |  | 14,441 |  | 1,229 |  | 15,670 |  | 10,587 |  | 2,452 |  | 13,039 |
| Residential construction |  | 144,836 |  | 48,572 |  | 193,408 |  | 102,095 |  | 32,453 |  | 134,548 |  | 90,283 |  | 22,075 |  | 112,358 |
| Residential mortgage |  | 25,574 |  | 6,436 |  | 32,010 |  | 21,335 |  | 4,756 |  | 26,091 |  | 21,792 |  | 3,851 |  | 25,643 |
| Consumer / installment |  | 1,692 |  | - |  | 1,692 |  | 1,395 |  | - |  | 1,395 |  | 1,124 |  | - |  | 1,124 |
| Total NPAs | \$ | 190,723 | \$ | 59,768 | \$ | 250,491 | \$ | 139,266 | \$ | 38,438 | \$ | 177,704 | \$ | 123,786 | \$ | 28,378 | \$ | 152,164 |

NPAs BY MARKET

Atlanta MSA
Gainesville MSA
North Georgia
Western North Carolina
Coastal Georgia
East Tennessee
Total NPAs

| \$ | 105,476 | \$ | 42,336 | \$ | 147,812 | \$ | 80,805 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 16,208 |  | 1,110 |  | 17,318 |  | 15,105 |
|  | 31,631 |  | 12,785 |  | 44,416 |  | 20,812 |
|  | 18,509 |  | 2,986 |  | 21,495 |  | 13,432 |
|  | 11,863 |  | 138 |  | 12,001 |  | 3,682 |
|  | 7,036 |  | 413 |  | 7,449 |  | 5,430 |
| \$ | 190,723 | \$ | 59,768 | \$ | 250,491 | \$ | 139,266 |



| $\$$ | 107,816 |
| ---: | ---: |
| 15,753 |  |
| 29,149 |  |
|  | 14,941 |
| 4,283 |  |
|  | 5,762 |
| $\$$ | 177,704 |


| $\$$ | 89,327 |  |
| ---: | ---: | ---: |
|  | 4,885 |  |
|  | 16,117 |  |
|  | 9,838 |  |
|  | 1,575 |  |
|  | 2,044 |  |
| $\$ \quad 123,786$ |  |  |


| $\$$ | 15,196 | $\$$ |
| ---: | ---: | ---: |
|  | 12 |  |
|  | 8,277 |  |
|  | 990 |  |
|  | 3,871 |  |
|  | 32 |  |
| $\$$ | 28,378 |  |


| $\$$ | 104,523 |
| ---: | ---: |
|  | 4,897 |
|  | 24,394 |
|  | 10,828 |
|  | 5,446 |
|  | 2,076 |
| $\$ \quad 152,164$ |  |


| (in thousands) | Fourth Quarter 2008 |  |  |  | Third Quarter 2008 |  |  |  | Second Quarter 2008 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Net Charge-Offs |  | $\begin{gathered} \text { Net Charge- } \\ \text { Offs to } \\ \text { Average } \\ \text { Loans }{ }^{(1)} \\ \hline \end{gathered}$ |  | Net <br> Charge-Offs |  | Net ChargeOffs to Average Loans ${ }^{(1)}$ |  | Net <br> Charge-Offs |  | Net ChargeOffs to Average Loans ${ }^{(1)}$ |  |
| NET CHARGE-OFFS BY CATEGORY |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial (sec. by RE) | \$ | 4,460 | 1.10 | \% | \$ | 257 | . 06 | \% | \$ | 424 | . 11 | \% |
| Commercial construction |  | 1,442 | 1.14 |  |  | 225 | . 17 |  |  | 125 | . 09 |  |
| Commercial \& industrial |  | 3,416 | 3.24 |  |  | 1,018 | . 96 |  |  | 398 | . 38 |  |
| Total commercial |  | 9,318 | 1.46 |  |  | 1,500 | . 24 |  |  | 947 | . 15 |  |
| Residential construction |  | 57,882 | 14.93 |  |  | 50,228 | 11.94 |  |  | 10,343 | 2.36 |  |
| Residential mortgage |  | 5,852 | 1.52 |  |  | 3,332 | . 88 |  |  | 2,576 | . 70 |  |
| Consumer / installment |  | 976 | 2.34 |  |  | 676 | 1.58 |  |  | 447 | 1.05 |  |
| Total | \$ | 74,028 | 5.09 |  | \$ | 55,736 | 3.77 |  | \$ | 14,313 | . 97 |  |

## NET CHARGE-OFFS BY MARKET

| Atlanta MSA | \$ | 49,309 | 10.80 | \% | \$ | 48,313 | 10.08 | \% | \$ | 10,682 | 2.22 | \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Gainesville MSA |  | 7,994 | 8.60 |  |  | 1,470 | 1.49 |  |  | 360 | . 34 |  |
| North Georgia |  | 9,872 | 1.91 |  |  | 4,567 | . 88 |  |  | 1,829 | . 36 |  |
| Western North Carolina |  | 2,371 | 1.16 |  |  | 855 | . 42 |  |  | 279 | . 14 |  |
| Coastal Georgia |  | 3,150 | 2.70 |  |  | 249 | . 22 |  |  | 980 | . 90 |  |
| East Tennessee |  | 1,332 | 2.02 |  |  | 282 | . 43 |  |  | 183 | . 29 |  |
| Total | \$ | 74,028 | 5.09 |  | \$ | 55,736 | 3.77 |  | \$ | 14,313 | . 97 |  |

[^1]UNITED COMMUNITY BANKS, INC.
Operating Earnings to GAAP Earnings Reconciliation - Presented Only For Periods Where Non-GAAP Earnings Measures Are Shown
(in thousands, except per share data)


## UNITED COMMUNITY BANKS, INC.

Consolidated Statement of Income (Unaudited)

| (in thousands, except per share data) | Three Months Ended December 31, |  |  |  | Twelve Months Ended December 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2008 |  | 2007 |  | 2008 |  | 2007 |
| Interest revenue: |  |  |  |  |  |  |  |  |
| Loans, including fees | \$ | 86,409 | \$ | 121,248 | \$ | 385,959 | \$ | 482,333 |
| Investment securities: |  |  |  |  |  |  |  |  |
| Taxable |  | 18,640 |  | 18,296 |  | 74,405 |  | 64,377 |
| Tax exempt |  | 324 |  | 405 |  | 1,464 |  | 1,718 |
| Federal funds sold, commercial paper and deposits in banks |  | 2,508 |  | 336 |  | 2,880 |  | 608 |
| Total interest revenue |  | 107,881 |  | 140,285 |  | 464,708 |  | 549,036 |
| Interest expense: |  |  |  |  |  |  |  |  |
| Deposits: |  |  |  |  |  |  |  |  |
| NOW |  | 6,045 |  | 10,999 |  | 28,626 |  | 45,142 |
| Money market |  | 3,124 |  | 4,314 |  | 10,643 |  | 15,396 |
| Savings |  | 204 |  | 417 |  | 764 |  | 1,653 |
| Time |  | 41,512 |  | 40,934 |  | 158,268 |  | 167,400 |
| Total deposit interest expense |  | 50,885 |  | 56,664 |  | 198,301 |  | 229,591 |
| Federal funds purchased, repurchase agreements and other short-term borrowings |  | 445 |  | 6,010 |  | 7,699 |  | 16,236 |
| Federal Home Loan Bank advances |  | 2,358 |  | 6,275 |  | 13,026 |  | 22,013 |
| Long-term debt |  | 2,873 |  | 2,089 |  | 9,239 |  | 8,594 |
| Total interest expense |  | 56,561 |  | 71,038 |  | 228,265 |  | 276,434 |
| Net interest revenue |  | 51,320 |  | 69,247 |  | 236,443 |  | 272,602 |
| Provision for loan losses |  | 85,000 |  | 29,500 |  | 184,000 |  | 55,600 |
| Net interest (loss) revenue after provision for loan losses |  | $(33,680)$ |  | 39,747 |  | 52,443 |  | 217,002 |
| Fee revenue: |  |  |  |  |  |  |  |  |
| Service charges and fees |  | 7,742 |  | 8,350 |  | 31,683 |  | 31,433 |
| Mortgage loan and other related fees |  | 1,528 |  | 1,720 |  | 7,103 |  | 8,537 |
| Consulting fees |  | 1,260 |  | 2,577 |  | 7,046 |  | 8,946 |
| Brokerage fees |  | 645 |  | 1,064 |  | 3,457 |  | 4,095 |
| Securities gains, net |  | 838 |  | 1,364 |  | 1,315 |  | 3,182 |
| Losses on prepayment of borrowings |  | $(2,714)$ |  | $(1,078)$ |  | $(2,714)$ |  | $(2,242)$ |
| Other |  | 1,419 |  | 2,103 |  | 5,251 |  | 8,700 |
| Total fee revenue |  | 10,718 |  | 16,100 |  | 53,141 |  | 62,651 |
| Total revenue |  | $(22,962)$ |  | 55,847 |  | 105,584 |  | 279,653 |
| Operating expenses: |  |  |  |  |  |  |  |  |
| Salaries and employee benefits |  | 24,441 |  | 27,116 |  | 110,574 |  | 115,153 |
| Communications and equipment |  | 3,897 |  | 3,890 |  | 15,490 |  | 15,483 |
| Occupancy |  | 3,663 |  | 3,489 |  | 14,988 |  | 13,613 |
| Advertising and public relations |  | 1,358 |  | 1,873 |  | 6,117 |  | 7,524 |
| Postage, printing and supplies |  | 1,763 |  | 1,546 |  | 6,296 |  | 6,365 |
| Professional fees |  | 2,313 |  | 1,809 |  | 7,509 |  | 7,218 |
| Foreclosed property |  | 5,238 |  | 3,850 |  | 19,110 |  | 4,980 |
| FDIC assessments and other regulatory charges |  | 1,980 |  | 1,101 |  | 6,020 |  | 2,780 |
| Amortization of intangibles |  | 745 |  | 771 |  | 3,009 |  | 2,739 |
| Other |  | 7,041 |  | 3,891 |  | 17,586 |  | 14,206 |
| Total operating expenses |  | 52,439 |  | 49,336 |  | 206,699 |  | 190,061 |
| (Loss) income before income taxes |  | $(75,401)$ |  | 6,511 |  | $(101,115)$ |  | 89,592 |
| Income tax (benefit) expense |  | $(28,654)$ |  | 2,310 |  | $(37,665)$ |  | 31,599 |
| Net (loss) income |  | $(46,747)$ |  | 4,201 |  | $(63,450)$ |  | 57,993 |
| Preferred stock dividends |  | 712 |  | 4 |  | 724 |  | 18 |
| Net (loss) income available to common shareholders | \$ | $\underline{(47,459)}$ | \$ | 4,197 | \$ | $\underline{(64,174)}$ | \$ | 57,975 |
| (Loss) earnings per common share: |  |  |  |  |  |  |  |  |
| Basic | \$ | (.99) | \$ | . 09 | \$ | (1.35) | \$ | 1.26 |
| Diluted |  | (.99) |  | . 09 |  | (1.35) |  | 1.24 |
| Cash dividends per common share |  | . 00 |  | . 09 |  | . 18 |  | . 36 |
| Stock dividends per common share |  | . 09 |  | . 00 |  | . 18 |  | . 00 |
| Weighted average common shares outstanding: |  |  |  |  |  |  |  |  |
| Basic |  | 47,844 |  | 47,273 |  | 47,369 |  | 45,948 |
| Diluted |  | 47,844 |  | 47,652 |  | 47,369 |  | 46,593 |

UNITED COMMUNITY BANKS, INC.
Consolidated Balance Sheet

| (in thousands, except share and per share data) | $\begin{gathered} \hline \text { December 31, } \\ 2008 \end{gathered}$ | $\begin{gathered} \hline \text { December 31, } \\ 2007 \end{gathered}$ |
| :---: | :---: | :---: |
|  | (unaudited) | (unaudited) |
| ASSETS |  |  |
| Cash and due from banks | \$ 116,395 | \$ 157,549 |
| Interest-bearing deposits in banks | 8,417 | 62,074 |
| Federal funds sold, commercial paper and short-term investments | 368,609 | - |
| Cash and cash equivalents | 493,421 | 219,623 |
| Securities available for sale | 1,617,187 | 1,356,846 |
| Mortgage loans held for sale | 20,334 | 28,004 |
| Loans, net of unearned income | 5,704,861 | 5,929,263 |
| Less allowance for loan losses | 122,271 | 89,423 |
| Loans, net | 5,582,590 | 5,839,840 |
| Premises and equipment, net | 179,160 | 180,088 |
| Accrued interest receivable | 46,088 | 62,828 |
| Goodwill and other intangible assets | 321,798 | 325,305 |
| Other assets | 260,187 | 194,768 |
| Total assets | \$ 8,520,765 | \$ 8,207,302 |

## LIABILITIES AND SHAREHOLDERS' EQUITY

Liabilities:
Deposits:
Demand
NOW
Money market
Savings
Time:
Less than $\$ 100,000$
Greater than \$100,000
Brokered Total deposits

Federal funds purchased, repurchase agreements, and other short-term borrowings
Federal Home Loan Bank advances
Long-term debt
Accrued expenses and other liabilities
Total liabilities

| \$ 654,036 | \$ 700,941 |
| :---: | :---: |
| 1,543,385 | 1,474,818 |
| 466,750 | 452,917 |
| 170,275 | 186,392 |
| 1,953,235 | 1,573,604 |
| 1,422,974 | 1,364,763 |
| 792,969 | 322,516 |
| 7,003,624 | 6,075,951 |
| 108,411 | 638,462 |
| 235,321 | 519,782 |
| 150,986 | 107,996 |
| 33,041 | 33,209 |
| 7,531,383 | 7,375,400 |

Shareholders' equity:
Preferred stock, \$1 par value; $10,000,000$ shares authorized;
Series A; $\$ 10$ stated value; 25,800 and 25,800 shares
issued and outstanding
Series B; $\$ 1,000$ stated value; 180,000 shares issued and outstanding at December 31, 2008
Common stock, $\$ 1$ par value; $100,000,000$ shares authorized;
$48,809,301$ and $48,809,301$ shares issued
Common stock issuable; 129,304 and 73,250 shares
Capital surplus
Retained earnings
Treasury stock; 799,892 and 1,905,921 shares, at cost
Accumulated other comprehensive income
Total shareholders' equity
Total liabilities and shareholders' equity

258

173,180
14,261
831,902

831,902
$\overline{\$ 8,520,765}$

## UNITED COMMUNITY BANKS, INC.

Average Consolidated Balance Sheets and Net Interest Analysis
For the Three Months Ended December 31,

| (dollars in thousands, taxable equivalent) | 2008 |  |  | 2007 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average Balance | Interest | Avg. <br> Rate | Average Balance | Interest | Avg. <br> Rate |
| Assets: |  |  |  |  |  |  |
| Interest-earning assets: |  |  |  |  |  |  |
| Loans, net of unearned income ${ }^{(1)(2)}$ | \$5,784,139 | \$ 86,530 | 5.95 \% | \$5,940,230 | \$121,161 | 8.09 \% |
| Taxable securities ${ }^{(3)}$ | 1,478,427 | 18,640 | 5.04 | 1,366,507 | 18,296 | 5.36 |
| Tax-exempt securities ${ }^{(1)(3)}$ | 30,381 | 530 | 6.98 | 38,289 | 666 | 6.96 |
| Federal funds sold and other interest-earning assets | 369,589 | 2,734 | 2.96 | 79,966 | 645 | 3.23 |
| Total interest-earning assets | 7,662,536 | 108,434 | 5.64 | 7,424,992 | 140,768 | 7.53 |
| Non-interest-earning assets: $\quad$ - - |  |  |  |  |  |  |
| Allowance for loan losses | $(109,956)$ |  |  | $(89,797)$ |  |  |
| Cash and due from banks | 116,463 |  |  | 147,500 |  |  |
| Premises and equipment | 179,807 |  |  | 177,445 |  |  |
| Other assets ${ }^{(3)}$ | 600,247 |  |  | 549,980 |  |  |
| Total assets | \$8,449,097 |  |  | \$8,210,120 |  |  |
| Liabilities and Shareholders' Equity: |  |  |  |  |  |  |
| Interest-bearing liabilities: |  |  |  |  |  |  |
| Interest-bearing deposits: |  |  |  |  |  |  |
| NOW | \$ 1,534,370 | \$ 6,045 | 1.57 | \$ 1,491,091 | \$ 10,999 | 2.93 |
| Money market | 424,940 | 3,124 | 2.92 | 483,289 | 4,314 | 3.54 |
| Savings | 174,186 | 204 | . 47 | 191,133 | 417 | . 87 |
| Time less than \$100,000 | 1,916,811 | 18,524 | 3.84 | 1,583,989 | 19,392 | 4.86 |
| Time greater than \$100,000 | 1,448,818 | 14,558 | 4.00 | 1,362,812 | 17,467 | 5.08 |
| Brokered | 818,100 | 8,430 | 4.10 | 322,963 | 4,075 | 5.01 |
| Total interest-bearing deposits | 6,317,225 | 50,885 | 3.20 | 5,435,277 | 56,664 | 4.14 |
| Federal funds purchased and other borrowings | 109,712 | 445 | 1.61 | 466,408 | 6,010 | 5.11 |
| Federal Home Loan Bank advances | 284,860 | 2,358 | 3.29 | 531,196 | 6,275 | 4.69 |
| Long-term debt | 146,746 | 2,873 | 7.79 | 143,814 | 2,089 | 5.76 |
| Total borrowed funds | 541,318 | 5,676 | 4.17 | 1,141,418 | 14,374 | 5.00 |
| Total interest-bearing liabilities | 6,858,543 | 56,561 | 3.28 | 6,576,695 | 71,038 | 4.29 |
| Non-interest-bearing liabilities: |  |  |  |  |  |  |
| Non-interest-bearing deposits | 665,004 |  |  | 716,199 |  |  |
| Other liabilities | 73,594 |  |  | 80,031 |  |  |
| Total liabilities | 7,597,141 |  |  | 7,372,925 |  |  |
| Shareholders' equity | 851,956 |  |  | 837,195 |  |  |
| Total liabilities and shareholders' equity | \$8,449,097 |  |  | \$8,210,120 |  |  |
| Net interest revenue |  | \$ 51,873 |  |  | \$ 69,730 |  |
| Net interest-rate spread |  |  | 2.36 \% |  |  | 3.24 \% |
| Net interest margin ${ }^{(4)}$ |  |  | 2.70 \% |  |  | 3.73 \% |

(1) Interest revenue on tax-exempt securities and loans has been increased to reflect comparable interest on taxable securities and loans. The rate used was $39 \%$, reflecting the statutory federal income tax rate and the federal tax adjusted state income tax rate.
(2) Included in the average balance of loans outstanding are loans where the accrual of interest has been discontinued.
(3) Securities available for sale are shown at amortized cost. Pretax unrealized losses of $\$ 3.6$ million in 2008 and $\$ 799$ thousand in 2007 are included in other assets for purposes of this presentation.
(4) Net interest margin is taxable equivalent net-interest revenue divided by average interest-earning assets.

## UNITED COMMUNITY BANKS, INC.

Average Consolidated Balance Sheets and Net Interest Analysis
For the Twelve Months Ended December 31,

| (dollars in thousands, taxable equivalent) | 2008 |  |  | 2007 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average Balance | Interest | Avg. <br> Rate | Average Balance | Interest | Avg. <br> Rate |
| Assets: |  |  |  |  |  |  |
| Interest-earning assets: |  |  |  |  |  |  |
| Loans, net of unearned income ${ }^{(1)(2)}$ | \$5,890,889 | \$386,132 | 6.55 \% | \$5,734,608 | \$481,590 | 8.40 \% |
| Taxable securities ${ }^{(3)}$ | 1,455,206 | 74,405 | 5.11 | 1,236,595 | 64,377 | 5.21 |
| Tax-exempt securities ${ }^{(1)(3)}$ | 33,830 | 2,406 | 7.11 | 41,340 | 2,826 | 6.84 |
| Federal funds sold and other interest-earning assets | 124,261 | 4,026 | 3.24 | 58,357 | 2,124 | 3.64 |
| Total interest-earning assets | 7,504,186 | 466,969 | 6.22 | 7,070,900 | 550,917 | 7.79 |
| Non-interest-earning assets: |  |  |  |  |  |  |
| Allowance for loan losses | $(97,385)$ |  |  | $(81,378)$ |  |  |
| Cash and due from banks | 131,778 |  |  | 135,021 |  |  |
| Premises and equipment | 180,857 |  |  | 164,153 |  |  |
| Other assets ${ }^{(3)}$ | 579,894 |  |  | 441,834 |  |  |
| Total assets | \$8,299,330 |  |  | \$7,730,530 |  |  |
| Liabilities and Shareholders' Equity: |  |  |  |  |  |  |
| Interest-bearing liabilities: |  |  |  |  |  |  |
| Interest-bearing deposits: |  |  |  |  |  |  |
| NOW | \$ 1,491,419 | \$ 28,626 | 1.92 | \$ 1,406,655 | \$ 45,142 | 3.21 |
| Money market | 426,988 | 10,643 | 2.49 | 399,838 | 15,396 | 3.85 |
| Savings | 182,067 | 764 | . 42 | 188,560 | 1,653 | . 88 |
| Time less than \$100,000 | 1,724,036 | 71,844 | 4.17 | 1,619,332 | 79,317 | 4.90 |
| Time greater than \$100,000 | 1,457,397 | 62,888 | 4.32 | 1,377,915 | 71,467 | 5.19 |
| Brokered | 565,111 | 23,536 | 4.16 | 337,323 | 16,616 | 4.93 |
| Total interest-bearing deposits | 5,847,018 | 198,301 | 3.39 | 5,329,623 | 229,591 | 4.31 |
| Federal funds purchased and other borrowings | 324,634 | 7,699 | 2.37 | 308,372 | 16,236 | 5.27 |
| Federal Home Loan Bank advances | 410,605 | 13,026 | 3.17 | 455,620 | 22,013 | 4.83 |
| Long-term debt | 120,442 | 9,239 | 7.67 | 122,555 | 8,594 | 7.01 |
| Total borrowed funds | 855,681 | 29,964 | 3.50 | 886,547 | 46,843 | 5.28 |
| Total interest-bearing liabilities | 6,702,699 | 228,265 | 3.41 | 6,216,170 | 276,434 | 4.45 |
| Non-interest-bearing liabilities: |  |  |  |  |  |  |
| Non-interest-bearing deposits | 677,439 |  |  | 699,002 |  |  |
| Other liabilities | 68,766 |  |  | 72,587 |  |  |
| Total liabilities | 7,448,904 |  |  | 6,987,759 |  |  |
| Shareholders' equity | 850,426 |  |  | 742,771 |  |  |
| Total liabilities and shareholders' equity | $\underline{\$ 8,299,330}$ |  |  | $\underline{\text { \$7,730,530 }}$ |  |  |
| Net interest revenue |  | \$238,704 |  |  | \$274,483 |  |
| Net interest-rate spread |  |  | 2.81 \% |  |  | 3.34 \% |
| Net interest margin ${ }^{(4)}$ |  |  | 3.18 \% |  |  | 3.88 \% |

(1) Interest revenue on tax-exempt securities and loans has been increased to reflect comparable interest on taxable securities and loans. The rate used was $39 \%$, reflecting the statutory federal income tax rate and the federal tax adjusted state income tax rate.
(2) Included in the average balance of loans outstanding are loans where the accrual of interest has been discontinued.
(3) Securities available for sale are shown at amortized cost. Pretax unrealized gains of $\$ 3.3$ million in 2008 and pretax unrealized losses of $\$ 8.1$ million in 2007 are included in other assets for purposes of this presentation.
(4) Net interest margin is taxable equivalent net-interest revenue divided by average interest-earning assets.


[^0]:    ${ }^{(1)}$ Annualized.

[^1]:    ${ }^{(1)}$ Annualized.

