



4Q Investor Presentation

January 19, 2021

Disclosures

CAUTIONARY STATEMENT

This Investor Presentation contains forward-looking statements about United Community Banks, Inc. (“United”), as defined in federal securities laws. Statements that are not historical or current facts, including statements about beliefs and expectations, are forward-looking statements and are based on information available to, and assumptions and estimates made by, management as of the date hereof. Because forward-looking statements involve inherent risks and uncertainties, our actual results may differ materially from those expressed or implied in any such statements. The COVID-19 pandemic is adversely impacting United, its employees, customers, vendors, counterparties, and the communities that it serves. The ultimate extent of the impact of COVID—19 on United’s financial position, results of operations, liquidity, and prospects is highly uncertain. United’s results could be adversely affected by, among other things, volatility in financial markets, continued deterioration of economic and business conditions, further increases in unemployment rates, deterioration in the credit quality of United’s loan portfolio, deterioration in the value of United’s investment securities, and changes in statutes, regulations, and regulatory policies or practices. For a discussion of these and other risks that may cause such forward-looking statements to differ materially from actual results, please refer to United’s filings with the Securities and Exchange Commission, including its 2019 Annual Report on Form 10-K and Form 10-Q for the quarters ended March 31, 2020, June 30, 2020 and September 30, 2020 under the sections entitled “Cautionary Note Regarding Forward-Looking Statements” and “Risk Factors.” Forward-looking statements speak only as of the date they are made, and we undertake no obligation to update or revise forward-looking statements.

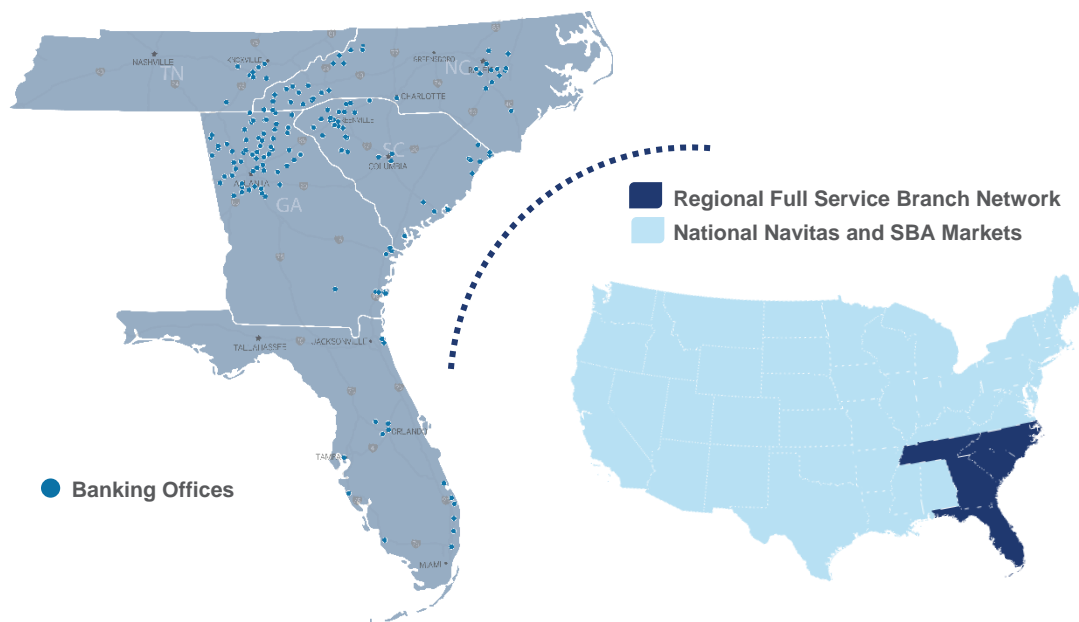
NON-GAAP MEASURES

This Investor Presentation includes financial information determined by methods other than in accordance with generally accepted accounting principles (“GAAP”). This financial information includes certain operating performance measures, which exclude merger-related and other charges that are not considered part of recurring operations. Such measures include: “Earnings per share – operating,” “Diluted earnings per share – operating,” “Tangible book value per share,” “Return on common equity – operating,” “Return on tangible common equity – operating,” “Return on assets – operating,” “Return on assets – pre-tax pre-provision, excluding merger-related and other charges,” “Efficiency ratio – operating,” “Expenses – operating,” and “Tangible common equity to tangible assets.”

Management has included these non-GAAP measures because it believes these measures may provide useful supplemental information for evaluating United’s underlying performance trends. Further, management uses these measures in managing and evaluating United’s business and intends to refer to them in discussions about our operations and performance. Operating performance measures should be viewed in addition to, and not as an alternative to or substitute for, measures determined in accordance with GAAP, and are not necessarily comparable to non-GAAP measures that may be presented by other companies. To the extent applicable, reconciliations of these non-GAAP measures to the most directly comparable GAAP measures can be found in the ‘Non-GAAP Reconciliation Tables’ included in the exhibits to this Presentation.

United Community Banks, Inc.

Committed to Service Since 1950



Premier Southeast Regional Bank

- ✓ Metro-focused branch network with locations in the fastest growing MSAs in the Southeast
- ✓ 152 branches, 8 loan production sites, and 4 mortgage loan offices across five SE states
 - Closed 6 branches in 4Q and entered the Columbia, SC market with 2 new branches to support an existing LPO
- ✓ Top 10 market share in GA and SC
- ✓ Proven ability to integrate bank transactions – 8 transactions over the past 10 years

Extended Navitas and SBA Markets

- ✓ Offered in 48 states across the continental U.S.
- ✓ SBA business has both in-footprint and national business (4 specific verticals)
- ✓ Navitas subsidiary is a small ticket, essential use commercial equipment finance provider

(1) Assets Under Administration

Company Overview

\$17.8
BILLION IN ASSETS

\$11.4
BILLION IN
TOTAL LOANS

\$2.5
BILLION IN AUA⁽¹⁾

\$15.2
BILLION IN
TOTAL DEPOSITS

13.0%
TIER 1 RBC

**100 BEST BANKS IN
AMERICA**
for the seventh consecutive
year - Forbes

\$0.18
QUARTERLY DIVIDEND –
2020 DIVIDENDS UP 6%
YOY

**WORLD'S BEST
BANKS**
in 2019 & 2020 - Forbes

160
BANKING OFFICES
ACROSS THE
SOUTHEAST

**2020 TOP
WORKPLACES**
In S.C. & Atlanta – Greenville
Business Magazine & Atlanta
Journal Constitution

**#1 IN CUSTOMER
SATISFACTION**
with Retail Banking in the
Southeast – J.D. Power

**BEST BANKS TO
WORK FOR**
for the fourth consecutive
year – American Banker

4Q20 Highlights

\$0.66

Diluted earnings per share
– GAAP

\$0.68

Diluted earnings per share
– operating⁽¹⁾

12.4%

Return on common equity
– GAAP

16.3%

Return on tangible common
equity - operating⁽¹⁾

1.30%

Return on average assets
– GAAP

8%

Annualized 4Q EOP core
loan growth
(excluding PPP loans)

1.34%

Return on average assets
- operating⁽¹⁾

13%

Annualized 4Q EOP core
transaction deposit growth

1.82%

PTPP return on average
assets - operating⁽¹⁾

8%

Annualized 4Q core net
interest income growth⁽²⁾

0.17%

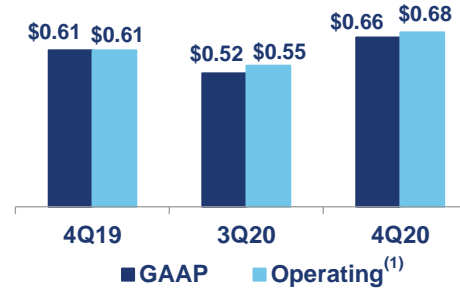
Cost of Deposits

35%

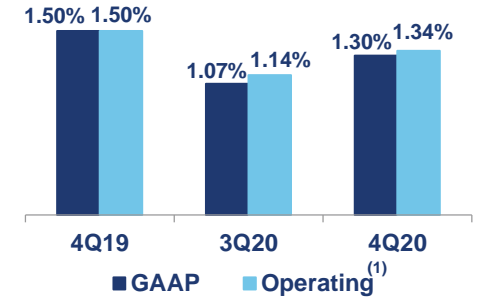
DDA / Total Deposits

Other 4Q notable items:
\$8.5 mm contribution to
UCB Foundation
(\$0.07 EPS)
\$19.4 mm of PPP fee
income (\$0.18 EPS)

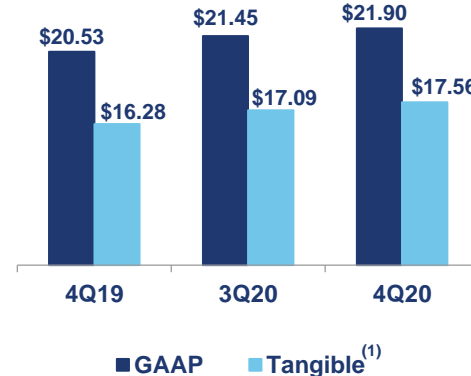
Diluted Earnings Per Share



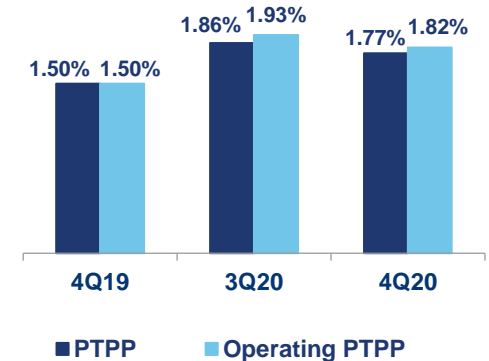
Return on Average Assets



Book Value Per Share



PTPP Return on Average Assets

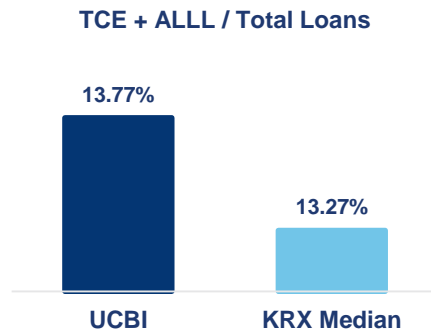


(1) See non-GAAP reconciliation table slides in the Appendix for a reconciliation of operating performance measures to GAAP performance
(2) Excludes PPP fees and loan accretion

High Quality Balance Sheet / Earnings Strength

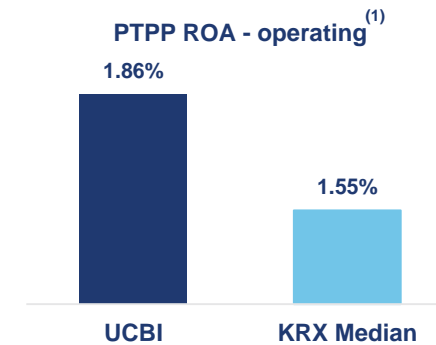
Capital

- ✓ 3Q20 TCE + reserves is 50 bps higher compared to peers
- ✓ UCBI ranks 21st highest among the 50 KRX peers



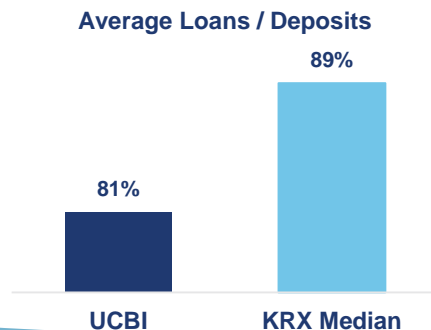
Profitability

- ✓ 3Q20 PTPP ROA - operating is 20% higher compared to peers
- ✓ UCBI ranks 14th highest PTPP ROA among the 50 KRX peers



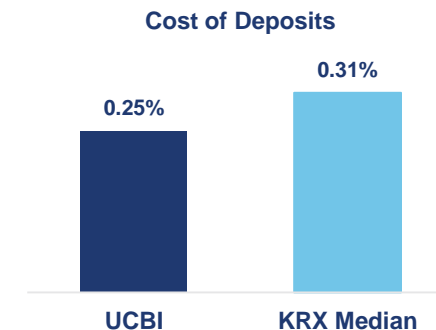
Liquidity

- ✓ Significantly lower 3Q20 loan to deposit ratio compared to peers
- ✓ UCBI has the 13th lowest average loans to deposits ratio among the 50 KRX peers



Funding

- ✓ Funding base comprised mostly of core deposits; 3Q20 funding costs remain below the peer median
- ✓ UCBI has the 21st lowest cost of deposits among the 50 KRX peers



(1) Pre-tax pre-provision - operating ROA calculated as ROA minus the effect of income tax expense, provision expense and merger-related and other charges
Source: S&P Global Markets

UCBI Focused on High-Growth MSAs in Southeast

Located in Most of the Top 20 Markets in the Region

High-Growth MSAs in the Southeast

Fastest Growing Southeast MSAs ⁽¹⁾	'21 – '26 Proj. Pop. Growth %	'21 Population	'26 Proj. Median Household
1. Myrtle Beach, SC	8.49	518,050	\$62,042
2. Cape Coral, FL	7.42	785,277	\$68,827
3. Raleigh, NC	7.30	1,420,576	\$91,380
4. Charleston, SC	7.30	823,428	\$78,951
5. Orlando, FL	7.09	2,685,903	\$72,412
6. Lakeland, FL	6.98	738,482	\$62,730
7. Naples, FL	6.96	393,750	\$84,332
8. Spartanburg, SC	6.81	327,475	\$66,443
9. Sarasota, FL	6.79	855,242	\$73,471
10. Charlotte, NC	6.61	2,696,789	\$77,692
11. Wilmington, NC	6.57	304,661	\$60,070
12. Jacksonville, FL	6.17	1,602,120	\$73,563
13. Port St. Lucie, FL	6.10	495,076	\$68,635
14. Greenville, SC	6.08	937,813	\$68,413
15. Tampa, FL	6.06	3,257,479	\$67,300
16. Durham-Chapel Hill, NC	5.93	655,218	\$74,713
17. Nashville, TN	5.91	1,980,990	\$80,404
18. Fayetteville, AR	5.88	550,113	\$71,570
19. Daytona Beach, FL	5.81	678,826	\$65,579
20. Atlanta, GA	5.73	6,137,994	\$85,730

 United / Seaside MSA Presence (Branch and or LPO)

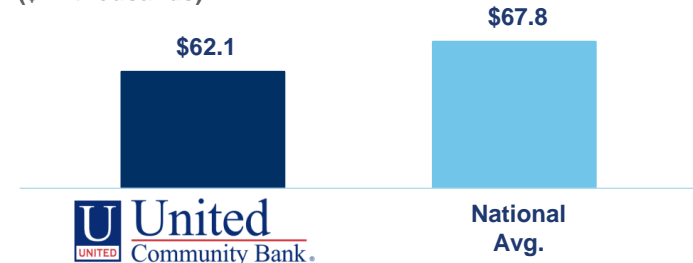
Projected Population Growth ⁽²⁾
2021 – 2026 (%)



Projected Household Income Growth ⁽²⁾
2021 – 2026 (%)



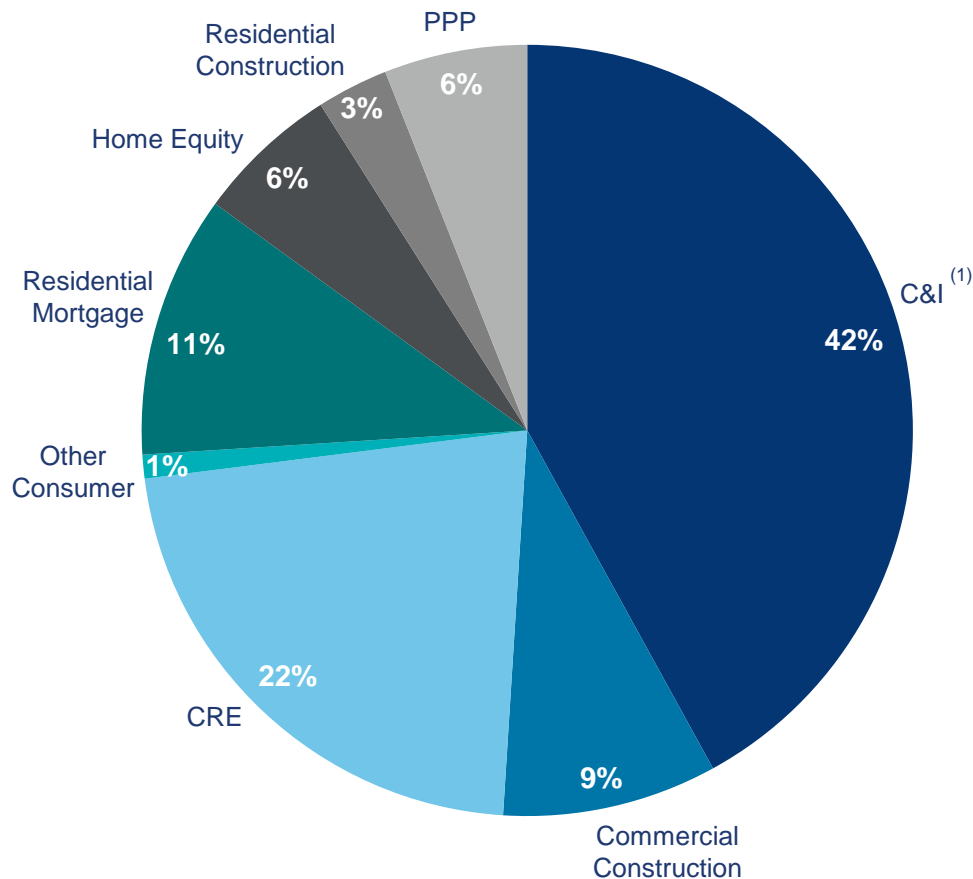
Median Household Income ⁽²⁾
(\$ in thousands)



(1) Includes MSAs with a population of greater than 300,000
(2) Data by MSA shown on a weighted average basis by deposits

Diversified Loan Portfolio

4Q20 Total Loans \$11.4 billion

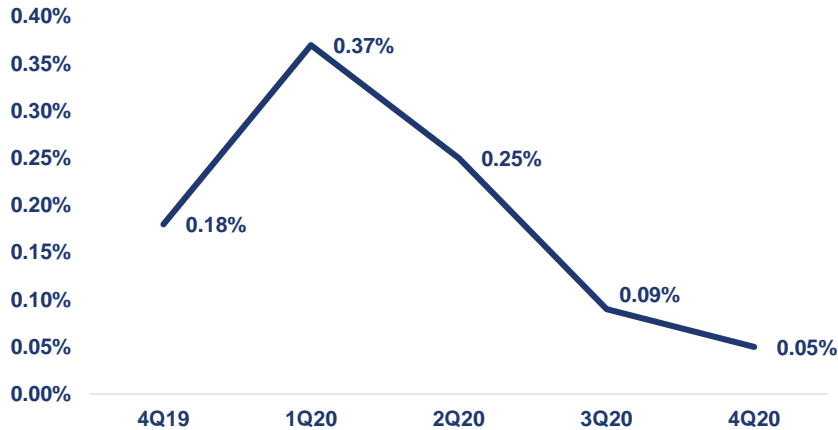


- ✓ Loans decreased \$428 million in 4Q20 due to \$671 million of PPP forgiveness
- ✓ 4Q20 core loan growth of \$243 million, or 8% annualized excluding PPP

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

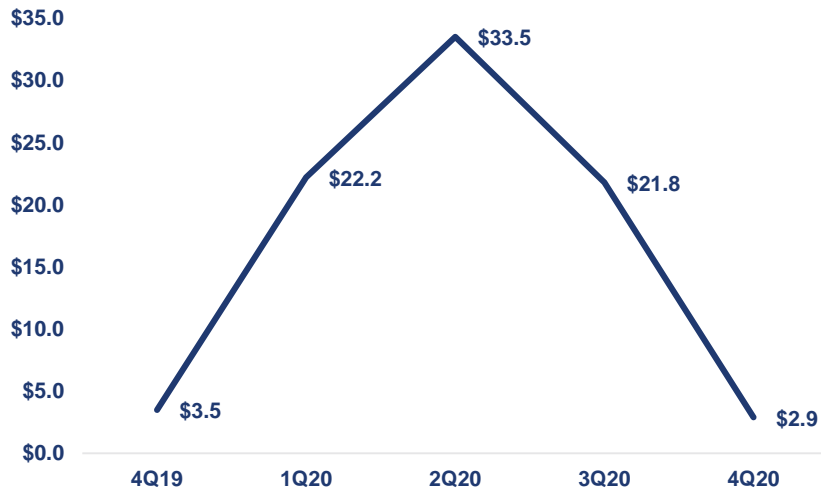
Credit Quality

Net Charge-Offs as % of Average Loans



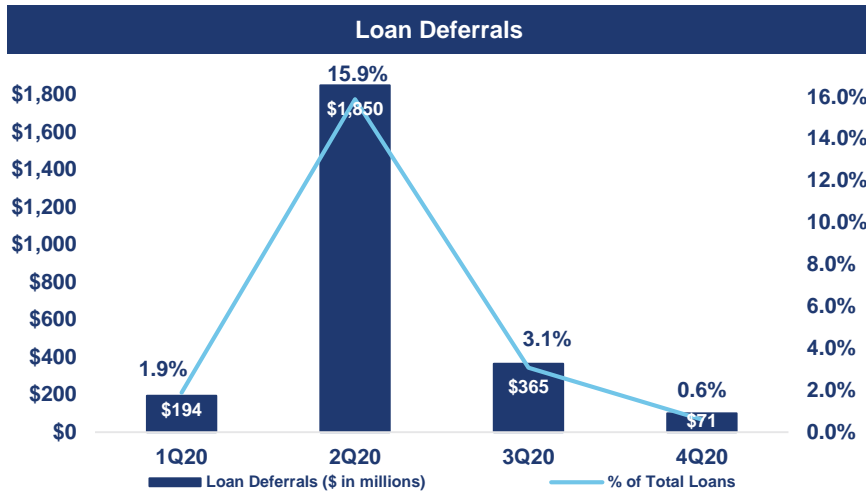
- ✓ 4Q20 NCOs of \$1.5 million, or 0.05% of average loans, annualized
 - The quarter benefited from \$5.3 million of recoveries
- ✓ 2020 NCOs of \$18.3 million, or 0.17% of average loans

Provision for Credit Losses (\$ in millions)



- ✓ The provision for credit losses was \$2.9 million
- ✓ 2020 included \$80.4 million of reserve building due to economic uncertainty caused by the pandemic

Criticized & Classified Loan Trends

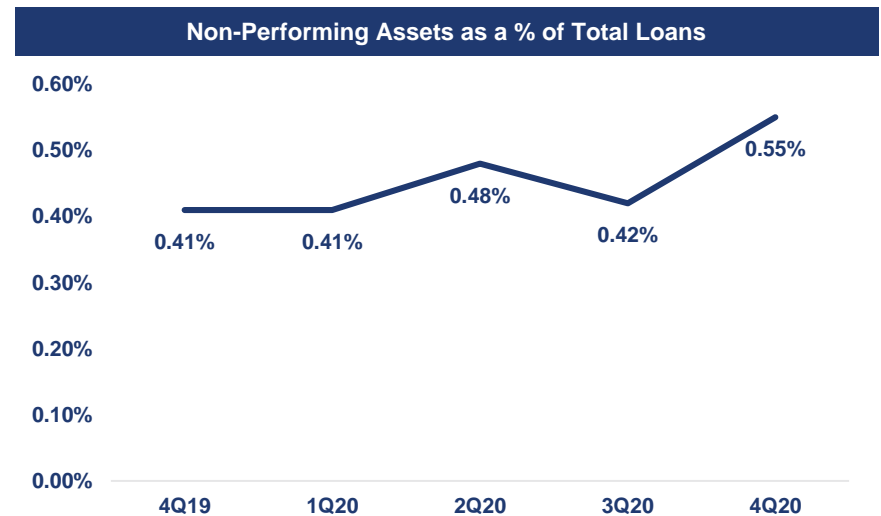
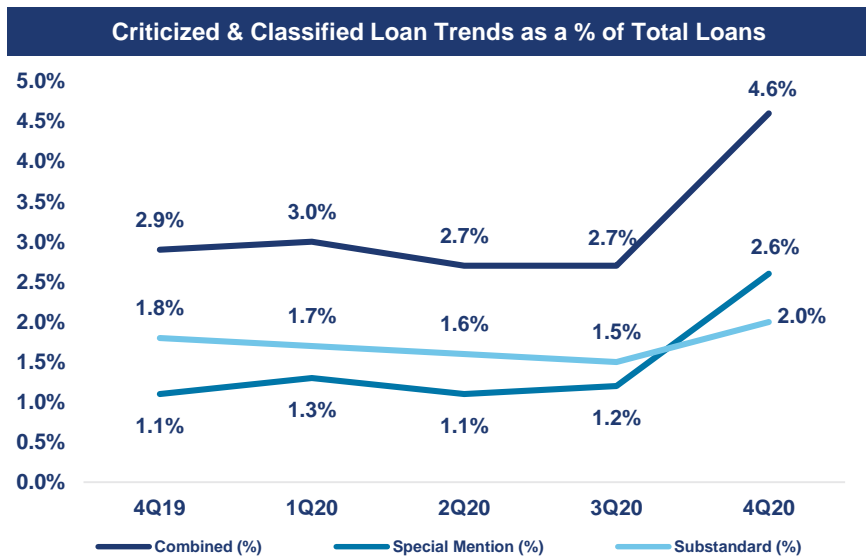


✓ \$207 million Criticized and Classified increase from 3Q20

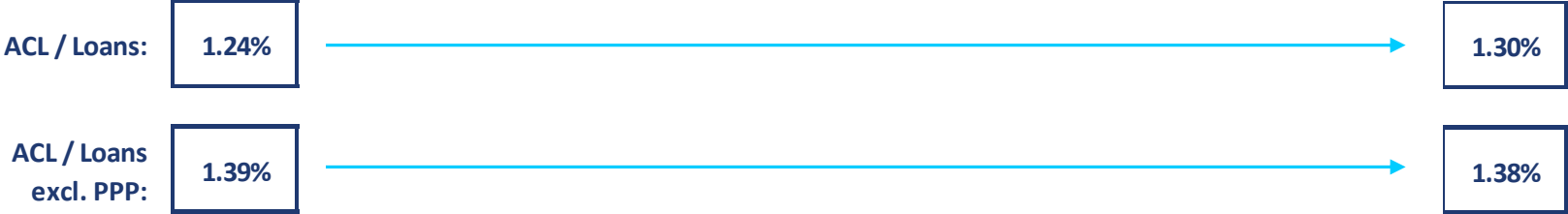
- Criticized and Classified are 5% of total loans
- The primary drivers of the increase to Criticized and Classified are 5 Hotel loans totaling \$63 million and 7 Senior Care loans totaling \$98 million

✓ \$12.2 million NPA increase

- Driven by a \$13 million C&I credit and a \$5 million SBA 504 hotel loan



ACL Walk-Forward



Capital Ratios

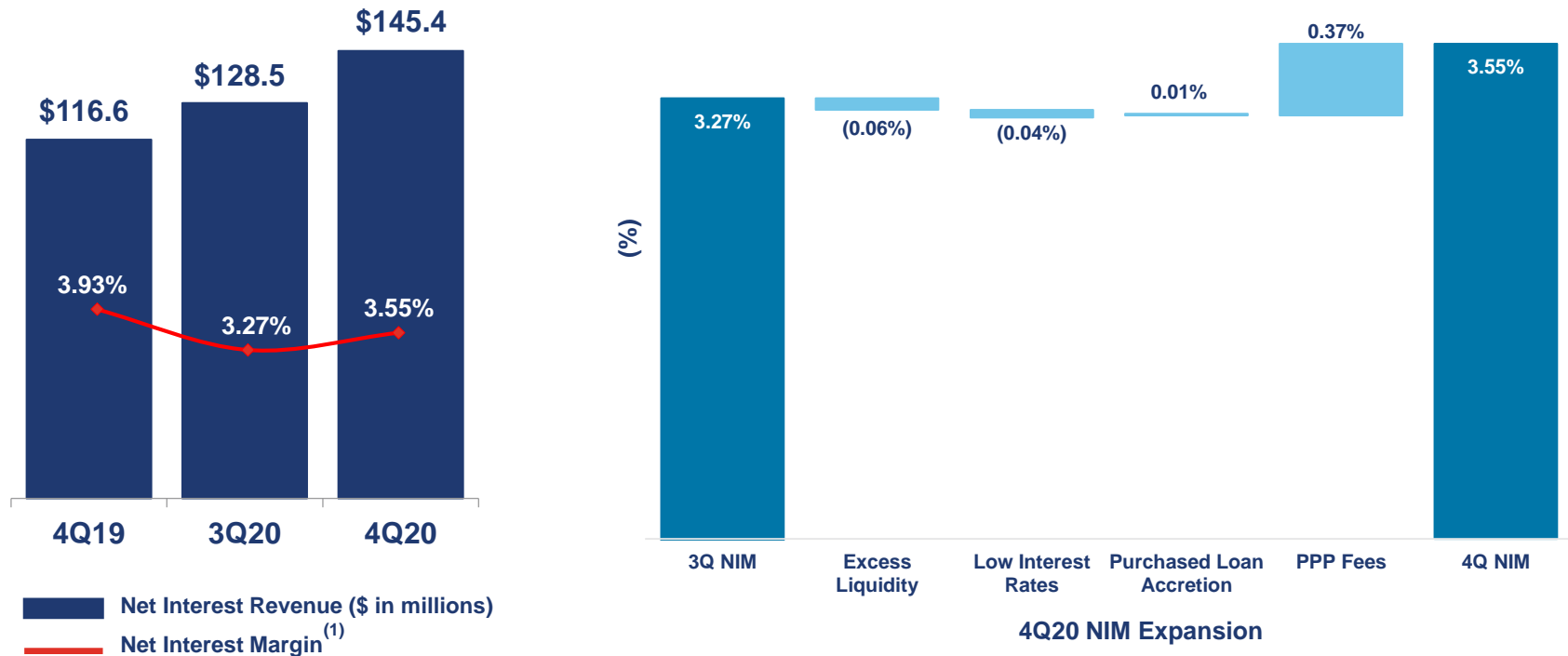
Holding Company	4Q19		2Q20		3Q20		3Q20 KRX Peer Median		UCBI vs. KRX		4Q20*	
Common Equity Tier 1 Capital	13.0	%	12.9	%	12.3	%	11.5	%	+ 0.8	%	12.2	%
Tier 1 Risk-Based Capital	13.2		14.0		13.1		11.9		+ 1.2		13.0	
Total Risk-Based Capital	15.0		16.1		15.3		14.2		+ 1.1		15.1	
Leverage	10.3		10.3		9.4		8.8		+ 0.6		9.3	
Tangible Common Equity to Tangible Assets	10.3		9.1		8.9		8.7		+ 0.2		8.8	

- ✓ Quarterly dividend of \$0.18 per share
- ✓ Plan to redeem \$11.3 million, 6.25% subordinated debt and \$4.4 million, 4.25% TruPs in 1Q21
- ✓ If no M&A occurs, we will consider resuming share repurchases in mid-2021
- ✓ Capital greater than peers offers flexibility as the economy normalizes

*4Q20 regulatory capital ratios are preliminary

Net Interest Revenue / Margin⁽¹⁾

\$ in millions

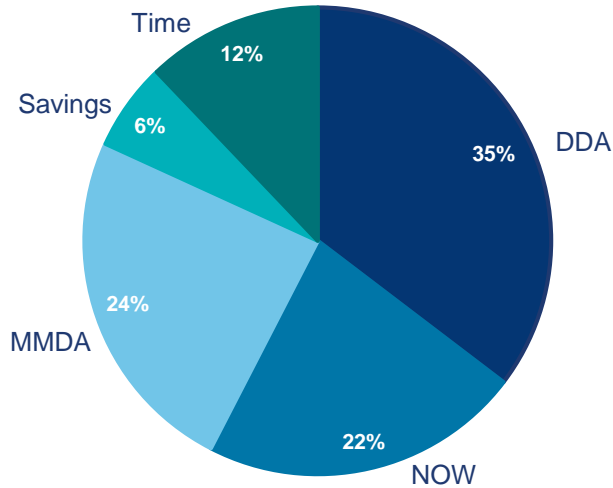


- ✓ Net interest margin increased 28 bps from 3Q20, mainly driven by increased PPP fees due to significant forgiveness in 4Q20
- ✓ Loan accretion totaled \$6.8 million and contributed 17 bps to the margin, up 1 bp from 3Q20
- ✓ PPP fees of \$19.4 million in 4Q20 compared to \$5.1 million in 3Q20
- ✓ Of the 10 bps of core margin pressure, 6 bps resulted from excess liquidity as strong deposit growth pushed average cash and securities balances higher
- ✓ Excluding PPP fees and loan accretion, core net interest income grew by 8% annualized in the quarter

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

Valuable Deposit Mix

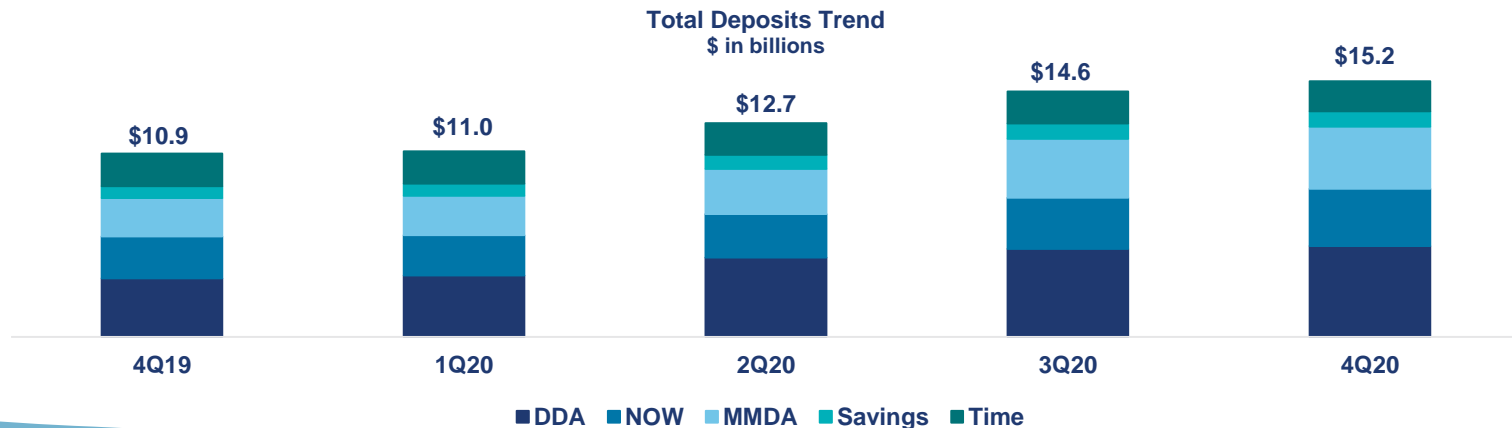
4Q20 Total Deposits \$15.2 billion



4Q20 Highlights

- ✓ Total deposits were up \$629 million, or 17% annualized from 3Q20 and up \$4.3 billion, or 40% YOY
 - Excluding Seaside, total deposits were up \$2.5 billion, or 23% YOY
- ✓ Core transaction deposits were up \$369 million, or 13% annualized from 3Q20 and up \$4.0 billion, or 53% YOY
 - Excluding Seaside, core transaction deposits were up \$2.7 billion, or 36% YOY
- ✓ Cost of deposits down 8 bps to 0.17% in 4Q20, driven by continued noninterest bearing deposit growth and deposit rate cuts

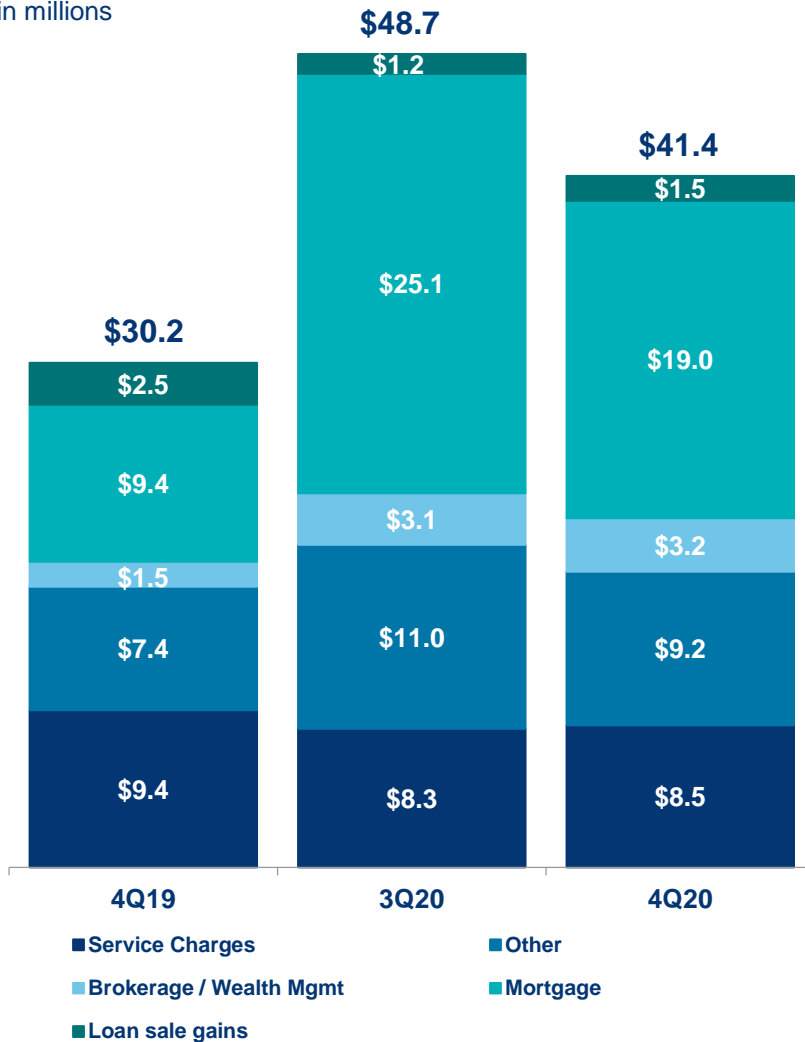
Strong Core Deposit Growth Over Time



(1) Transaction accounts include demand deposits, interest-bearing demand, money market and savings accounts, excluding public funds deposits

Noninterest Income

\$ in millions



Linked Quarter

✓ Fees down \$7.3 million

- Mortgage fees down \$6.1 million from 3Q20, as continued strong volumes were offset by margins decreasing from historical levels and greater GSE fees
- Rate locks were down with \$117 million in 4Q20 from \$910 million in 3Q20
- Record mortgage closings of \$609 million in 4Q20 versus \$576 million in 3Q20
- 4Q20 mortgage production purchase/refi mix was 54%/46%
- 4Q20 mortgage results included a \$1.8 million MSR write-down compared to a \$1.2 million write-down in 3Q20
- Gain on sale of SBA loans was \$1.5 million on \$16.9 million of SBA loan sales

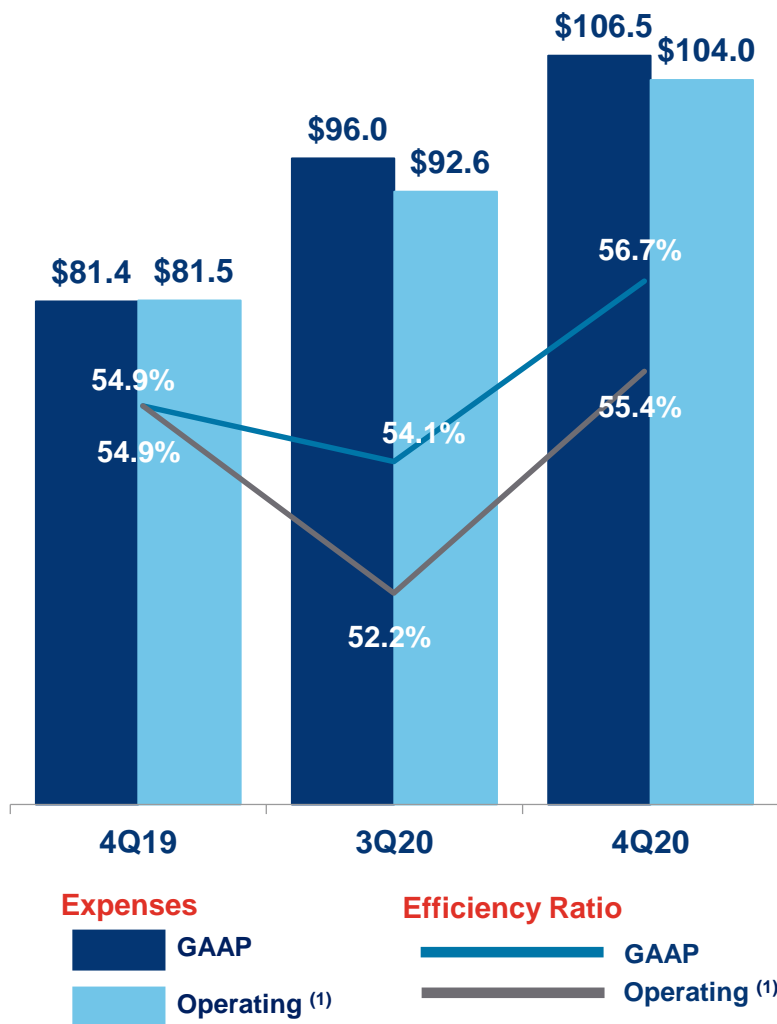
Year-over-Year

✓ Fees up \$11.2 million

- Mortgage rate locks up 93% compared to last year (\$792 million in 4Q20 compared to \$411 million in 4Q19)

Disciplined Expense Management

\$ in millions



Linked Quarter

- ✓ GAAP and operating expenses increased 11% and 12%, respectively
 - Salaries and benefits were up \$2.8 million mainly due to \$1.8 million of Paid Time Off hours carried into 2021 as a result of COVID
 - Excluding foundation contributions, GAAP and operating expenses increased 3% and 4%, respectively
 - \$8.5 million expense from contribution to the United Community Bank Foundation; following \$0.5 million contribution in 3Q20

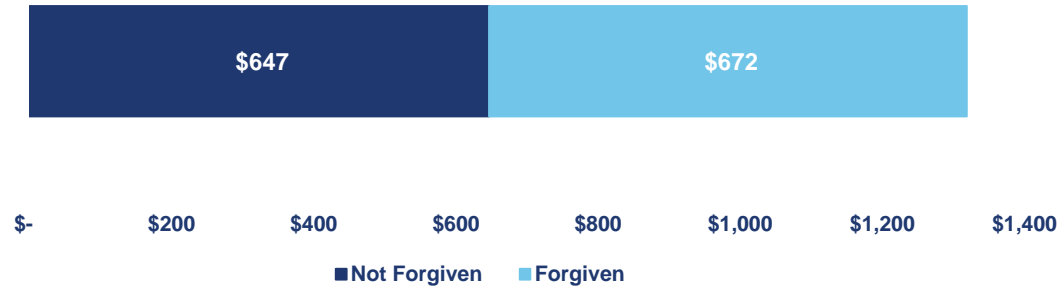
Year-over-Year

- ✓ GAAP and operating expenses increased 31% and 28%, respectively
 - Excluding foundation contributions, GAAP and operating expenses increased 20% and 17%, respectively, with the increase primarily driven by the Seaside acquisition on July 1

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

PPP Update

PPP Totals \$ in millions



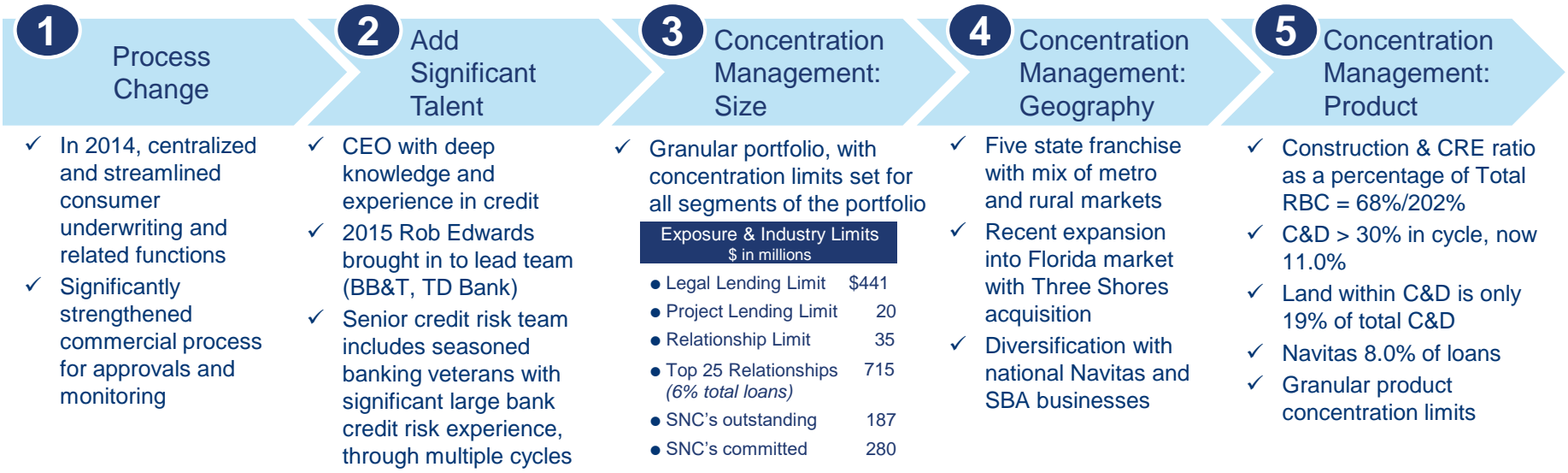
- ✓ As of December 31, approximately 52% of our PPP loans, representing \$671 million in loans, have been forgiven by the SBA
- ✓ In 4Q20, we recognized \$19.4 million in PPP fees, of which we contributed \$8.5 million to fully fund the United Community Bank Foundation

4Q INVESTOR PRESENTATION

Exhibits



Strong Credit Culture & Disciplined Credit Processes



Structure

- ✓ Centralized underwriting and approval process for consumer credit
- ✓ Distributed Regional Credit Officers (reporting to Credit) for commercial
- ✓ Dedicated Special Assets team
- ✓ Eight of the top twelve credit leaders recruited post-crisis

Process

- ✓ Weekly Senior Credit Committee; approval required for all relationship exposure > \$12.5 million
- ✓ Continuous external loan review
- ✓ Monthly commercial asset quality review
- ✓ Monthly retail asset quality review meetings

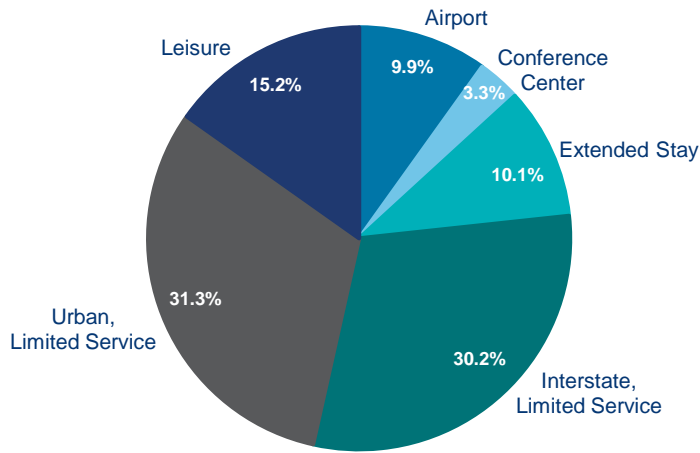
Policy

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

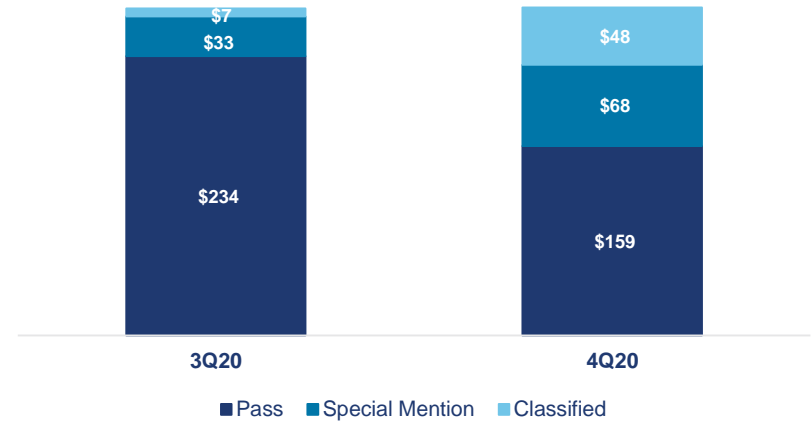
**BUILT TO
OUTPERFORM
THROUGH
ECONOMIC
CYCLES**

Selected Segments – Hotels

Top 50 Hotels by Sector



Top 50 Hotel Risk Rating
\$ in millions

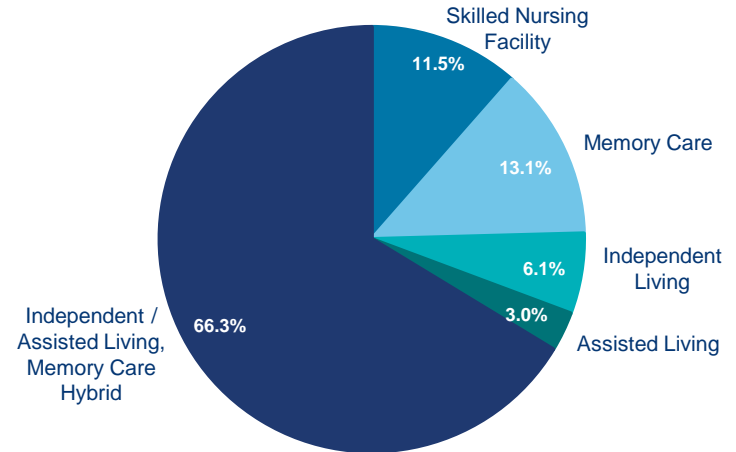


- ✓ Top 50 hotel loans outstanding totaled \$275 million as of 4Q20, or 2% of total loans
- ✓ Original loan to value low at 56% on average for UCBI portfolio
- ✓ Construction comprises 13% of top 50 hotel loans outstanding balances
- ✓ Average occupancy of 51% in top 50 hotel portfolio
- ✓ As of 4Q20, \$37 million of hotel loans were deferred, which equated to approximately 12% of the total hotel portfolio outstanding

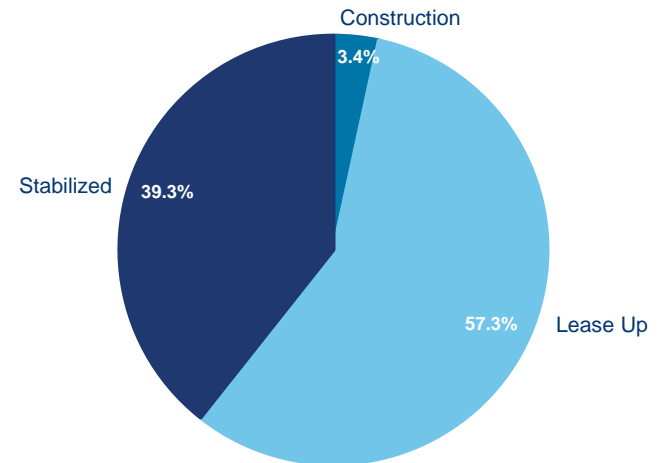
Selected Segments – Senior Care

- ✓ Senior Care lending team are dedicated specialists with significant experience in the space
- ✓ Senior Care funded exposure for UCBI totaled \$462 million as of 4Q20, or 4% of total loans
- ✓ Senior Care borrowers provide significant equity up front with an average LTV of 57% at origination
- ✓ As of December 31st, there were no Senior Care loans in deferral and \$4.8 million of nonaccruals related to one loan
- ✓ As of December 31st, \$145.6 million were criticized or classified

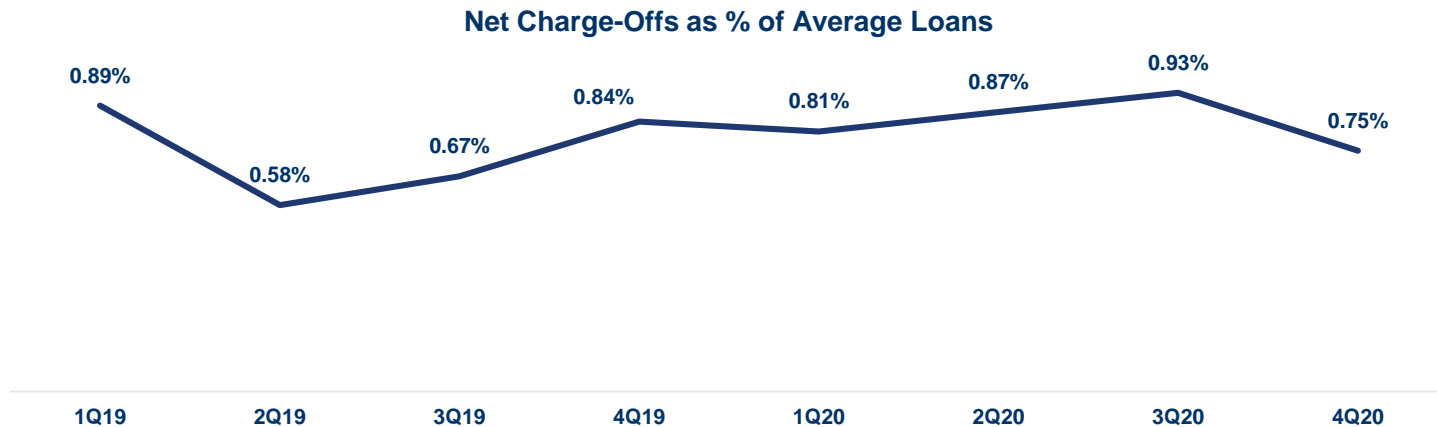
Senior Care by Project Type



Senior Care by Project Stage



Credit Quality — Navitas



- ✓ Navitas 4Q20 NCOs = 0.75%
- ✓ Navitas' cumulative net loss rates have approximated 2% for the last 10 years
- ✓ Navitas ACL - Loans equated to 1.95% as of 4Q20
- ✓ Rating agencies have historically assigned Navitas originations with expected through-the-cycle loss rates of 3.1% to 3.8%
- ✓ Total Navitas deferrals are only 0.4% of the total Navitas loan portfolio at 4Q20, improved 82% from 3Q20

Non-GAAP Reconciliation Tables

\$ in thousands, except per share data

	<u>4Q19</u>	<u>1Q20</u>	<u>2Q20</u>	<u>3Q20</u>	<u>4Q20</u>
Expenses					
Expenses - GAAP	\$ 81,424	\$ 81,538	\$ 83,980	\$ 95,981	\$ 106,490
Merger-related and other charges	<u>74</u>	<u>(808)</u>	<u>(397)</u>	<u>(3,361)</u>	<u>(2,452)</u>
Expenses - Operating	<u>\$ 81,498</u>	<u>\$ 80,730</u>	<u>\$ 83,583</u>	<u>\$ 92,620</u>	<u>\$ 104,038</u>
Diluted Earnings per share					
Diluted earnings per share - GAAP	\$ 0.61	\$ 0.40	\$ 0.32	\$ 0.52	\$ 0.66
Merger-related and other charges	<u>-</u>	<u>0.01</u>	<u>-</u>	<u>0.03</u>	<u>0.02</u>
Diluted earnings per share - Operating	<u>0.61</u>	<u>0.41</u>	<u>0.32</u>	<u>0.55</u>	<u>0.68</u>
Book Value per share					
Book Value per share - GAAP	\$ 20.53	\$ 20.80	\$ 21.22	\$ 21.45	\$ 21.90
Effect of goodwill and other intangibles	<u>(4.25)</u>	<u>(4.28)</u>	<u>(4.27)</u>	<u>(4.36)</u>	<u>(4.34)</u>
Tangible book value per share	<u>\$ 16.28</u>	<u>\$ 16.52</u>	<u>\$ 16.95</u>	<u>\$ 17.09</u>	<u>\$ 17.56</u>
Return on Tangible Common Equity					
Return on common equity - GAAP	12.07 %	7.85 %	6.17 %	10.06 %	12.36 %
Effect of merger-related and other charges	<u>(0.01)</u>	<u>0.16</u>	<u>0.08</u>	<u>0.63</u>	<u>0.41</u>
Return on common equity - Operating	12.06	8.01	6.25	10.69	12.77
Effect of goodwill and intangibles	<u>3.43</u>	<u>2.56</u>	<u>1.84</u>	<u>2.83</u>	<u>3.46</u>
Return on tangible common equity - Operating	<u>15.49 %</u>	<u>10.57 %</u>	<u>8.09 %</u>	<u>13.52 %</u>	<u>16.23 %</u>

Non-GAAP Reconciliation Tables

\$ in thousands, except per share data

	<u>4Q19</u>	<u>1Q20</u>	<u>2Q20</u>	<u>3Q20</u>	<u>4Q20</u>
Return on Assets					
Return on assets - GAAP	1.50 %	0.99 %	0.71 %	1.07 %	1.30 %
Merger-related and other charges	-	0.02	0.01	0.07	0.04
Return on assets - Operating	<u>1.50 %</u>	<u>1.01 %</u>	<u>0.72 %</u>	<u>1.14 %</u>	<u>1.34 %</u>
Return on Assets to return on assets- pre-tax pre-provision					
Return on assets - GAAP	1.50 %	0.99 %	0.71 %	1.07 %	1.30 %
Income tax expense	0.39	0.27	0.20	0.28	0.40
Provision for credit losses	0.11	0.69	0.95	0.51	0.07
Return on assets - pre-tax, pre-provision	2.00	1.95	1.86	1.86	1.77
Merger-related and other charges	-	0.03	0.01	0.07	0.05
Return on assets - pre-tax, pre-provision, excluding merger-related and other charges	<u>2.00 %</u>	<u>1.98 %</u>	<u>1.87 %</u>	<u>1.93 %</u>	<u>1.82 %</u>
Efficiency Ratio					
Efficiency Ratio - GAAP	54.87 %	56.15 %	55.86 %	54.14 %	56.73 %
Merger-related and other charges	0.05	(0.56)	(0.27)	(1.90)	(1.31)
Efficiency Ratio - Operating	<u>54.92 %</u>	<u>55.59 %</u>	<u>55.59 %</u>	<u>52.24 %</u>	<u>55.42 %</u>
Tangible common equity to tangible assets					
Equity to assets ratio - GAAP	12.66 %	12.54 %	11.81 %	11.47 %	11.29 %
Effect of goodwill and other intangibles	(2.34)	(2.32)	(2.05)	(2.02)	(1.94)
Effect of preferred equity	-	-	(0.64)	(0.56)	(0.54)
Tangible common equity to tangible assets ratio	<u>10.32 %</u>	<u>10.22 %</u>	<u>9.12 %</u>	<u>8.89 %</u>	<u>8.81 %</u>

Glossary

ACL – Allowance for Credit Losses

ALLL – Allowance for Loan Losses

AUA – Assets Under Administration

BPS – Basis Points

C&I – Commercial and Industrial

C&D – Commercial and Development

CECL – Current Expected Credit Losses

CET1 – Common Equity Tier 1 Capital

CRE – Commercial Real Estate

CSP – Customer Service Profiles

DDA – Demand Deposit Account

EOP – End of Period

GAAP – Accounting Principles Generally Accepted in the United States of America

KRX – KBW Nasdaq Regional Banking Index

LPO – Loan Production Office

MLO – Mortgage Loan Officer

MTM – Marked-to-market

MSA – Metropolitan Statistical Area

MSR – Mortgage Servicing Rights Asset

NCO – Net Charge-Offs

NIM – Net Interest Margin

NPA – Non-Performing Asset

NSF – Non-sufficient Funds

OO RE – Owner Occupied Commercial Real Estate

PCD – Loans Purchased with Credit Deterioration

PPP – Paycheck Protection Program

PTPP – Pre-Tax, Pre-Provision Earnings

RBC – Risk Based Capital

ROA – Return on Assets

SBA – United States Small Business Administration

TCE – Tangible Common Equity

USDA – United States Department of Agriculture

YOY – Year over Year