## FORM 10-Q

区 QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the Quarterly Period Ended June 30, 2002

OR

## TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d)

 OF THE SECURITIES EXCHANGE ACT OF 1934For the Transition Period from $\qquad$ to $\qquad$
Commission file number 0-21656

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

| Georgia | $\frac{58-180-7304}{\text { (State of Incorporation) }}$ |
| :---: | :---: |

P.O. Box 398, 63 Highway 515

Blairsville, Georgia
30512
Address of Principal Executive Offices
(Zip Code)
(706 ) 781-2265
(Telephone Number)
Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past $\mathbf{9 0}$ days.

YES $\square$ NO $\square$
Common stock, par value $\$ 1$ per share: $21,414,158$ shares
outstanding as of June 30, 2002
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## Part I - FINANCIAL INFORMATION

Item 1 - Financial Statements

UNITED COMMUNITY BANKS, INC.

## Consolidated Statement of Income

For the Three and Six Months Ended June 30, 2002 and 2001

| (in thousands, except per share data) | Three Months Ended June 30, |  |  |  | Six Months Ended June 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2002 |  | 2001 |  | 2002 |  | 2001 |  |
| Interest revenue: |  | (Unaudited) |  | naudited) |  | audited) |  | naudited) |
| Interest and fees on loans | \$ | 42,235 | \$ | 45,028 | \$ | 83,634 | \$ | 90,399 |
| Interest on federal funds sold and deposits in banks |  | 183 |  | 516 |  | 351 |  | 1,075 |
| Interest on investment securities: |  |  |  |  |  |  |  |  |
| Taxable |  | 5,495 |  | 6,773 |  | 11,441 |  | 14,377 |
| Tax-exempt |  | 814 |  | 903 |  | 1,640 |  | 1,802 |
| Total interest revenue |  | 48,727 |  | 53,220 |  | 97,066 |  | 107,653 |
| Interest expense: |  |  |  |  |  |  |  |  |
| Interest on deposits: |  |  |  |  |  |  |  |  |
| Demand |  | 2,980 |  | 3,493 |  | 5,396 |  | 7,306 |
| Savings |  | 132 |  | 409 |  | 264 |  | 942 |
| Time |  | 10,961 |  | 17,172 |  | 23,052 |  | 36,187 |
| Other borrowings |  | 4,688 |  | 5,367 |  | 9,739 |  | 11,130 |
| Total interest expense |  | 18,761 |  | 26,441 |  | 38,451 |  | 55,565 |
| Net interest revenue |  | 29,966 |  | 26,779 |  | 58,615 |  | 52,088 |
| Provision for loan losses |  | 1,800 |  | 1,500 |  | 3,300 |  | 3,050 |
| Net interest revenue after provision for loan losses |  | 28,166 |  | 25,279 |  | 55,315 |  | 49,038 |
| Fee revenue: |  |  |  |  |  |  |  |  |
| Service charges and fees |  | 3,481 |  | 2,587 |  | 6,225 |  | 4,927 |
| Mortgage loan and related fees |  | 1,436 |  | 1,319 |  | 3,243 |  | 2,315 |
| Consulting fees |  | 1,174 |  | 1,279 |  | 2,165 |  | 2,620 |
| Trust and Brokerage fees |  | 492 |  | 324 |  | 989 |  | 564 |
| Securities gains, net |  |  |  | 17 |  | - |  | 192 |
| Other |  | 719 |  | 821 |  | 1,601 |  | 1,644 |
| Total fee revenue |  | 7,302 |  | 6,347 |  | 14,223 |  | 12,262 |
| Total revenue |  | 35,468 |  | 31,626 |  | 69,538 |  | 61,300 |
| Operating expenses: |  |  |  |  |  |  |  |  |
| Salaries and employee benefits |  | 14,658 |  | 12,505 |  | 28,434 |  | 24,330 |
| Occupancy |  | 2,061 |  | 2,017 |  | 4,176 |  | 3,945 |
| Communications and equipment |  | 1,514 |  | 1,553 |  | 3,023 |  | 2,890 |
| Postage, printing and supplies |  | 965 |  | 1,048 |  | 1,966 |  | 1,972 |
| Professional fees |  | 922 |  | 1,104 |  | 1,740 |  | 1,994 |
| Advertising and public relations |  | 989 |  | 731 |  | 1,719 |  | 1,399 |
| Amortization of intangibles |  | 85 |  | 190 |  | 170 |  | 380 |
| Other |  | 2,001 |  | 2,088 |  | 4,340 |  | 4,324 |
| Total operating expenses |  | 23,195 |  | 21,236 |  | 45,568 |  | 41,234 |
| Income before income taxes |  | 12,273 |  | 10,390 |  | 23,970 |  | 20,066 |
| Income taxes |  | 4,174 |  | 3,455 |  | 8,151 |  | 6,696 |
| Net income | \$ | 8,099 | \$ | 6,935 | \$ | 15,819 | \$ | 13,370 |
| Net income available to common shareholders | \$ | 8,073 | \$ | 6,909 | \$ | 15,767 | \$ | 13,301 |
| Earnings per common share: |  |  |  |  |  |  |  |  |
| Basic | \$ | . 38 | \$ | . 33 | \$ | . 74 | \$ | . 63 |
| Diluted |  | . 36 |  | . 32 |  | . 71 |  | . 62 |


| Basic | 21,407 | 21,070 | 21,407 | 21,052 |
| :--- | :--- | :--- | :--- | :--- |
| Diluted | 22,383 | 21,634 | 22,224 | 21,623 |

## SEE NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

## UNITED COMMUNITY BANKS, INC.

## Consolidated Balance Sheet

For the period ended

| (\$ in thousands) |  | $\begin{gathered} \text { June 30, } \\ 2002 \end{gathered}$ |  | $\begin{gathered} \text { December 31, } \\ 2001 \end{gathered}$ |  | $\begin{gathered} \text { June 30, } \\ 2001 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ASSETS |  | Unaudited) |  | (Audited) |  | Unaudited) |
| Cash and due from banks | \$ | 86,103 | \$ | 87,299 | \$ | 74,038 |
| Interest-bearing deposits in banks |  | 64,442 |  | 17,604 |  | 29,550 |
| Federal funds sold |  | 27,635 |  | 18,124 |  | 24,075 |
| Cash and cash equivalents |  | 178,180 |  | 123,027 |  | 127,663 |
| Securities available for sale |  | 452,470 |  | 494,274 |  | 471,333 |
| Mortgage loans held for sale |  | 8,742 |  | 16,538 |  | 13,602 |
| Loans, net of unearned income |  | 2,269,973 |  | 2,007,990 |  | 1,858,336 |
| Less - allowance for loan losses |  | 29,190 |  | 27,124 |  | 25,651 |
| Loans, net |  | 2,240,783 |  | 1,980,866 |  | 1,832,685 |
| Premises and equipment, net |  | 68,454 |  | 64,066 |  | 57,963 |
| Accrued interest receivable |  | 22,317 |  | 22,544 |  | 24,344 |
| Other assets |  | 43,662 |  | 47,942 |  | 40,637 |
| Total assets | \$ | 3,014,608 | \$ | 2,749,257 | \$ | 2,568,227 |
| LIABILITIES AND STOCKHOLDERS' EQUITY |  |  |  |  |  |  |
| Liabilities: |  |  |  |  |  |  |
| Deposits: |  |  |  |  |  |  |
| Demand | \$ | 323,854 | \$ | 278,995 | \$ | 294,953 |
| Interest-bearing demand |  | 655,015 |  | 526,608 |  | 452,500 |
| Savings |  | 99,417 |  | 96,992 |  | 92,234 |
| Time |  | 1,262,090 |  | 1,213,904 |  | 1,153,255 |
| Total deposits |  | 2,340,376 |  | 2,116,499 |  | 1,992,942 |
| Accrued expenses and other liabilities |  | 19,595 |  | 22,294 |  | 25,760 |
| Federal funds purchased and repurchase agreements |  | 48,843 |  | 77,214 |  | 57,175 |
| Federal Home Loan Bank advances |  | 335,859 |  | 290,394 |  | 271,619 |
| Long-term debt and other borrowings |  | 60,348 |  | 48,191 |  | 46,417 |
| Total liabilities |  | 2,805,021 |  | 2,554,592 |  | 2,393,913 |
| Stockholders' equity: |  |  |  |  |  |  |
| Preferred stock, \$1 par value; \$10 stated value; 10,000,000 shares authorized; 172,600 shares issued and outstanding |  | 1,726 |  | 1,726 |  | 1,726 |
| Common stock, $\$ 1$ par value; $50,000,000$ shares authorized; 21,805,924, 21,805,924 and 21,089,672 shares issued |  | 21,806 |  | 21,806 |  | 21,090 |
| Capital surplus |  | 62,510 |  | 62,829 |  | 49,384 |
| Retained earnings |  | 121,467 |  | 108,371 |  | 96,913 |
| Treasury stock; 391,766 and 294,948 shares, at cost |  | $(7,637)$ |  | $(5,749)$ |  | - |
| Accumulated other comprehensive income |  | 9,715 |  | 5,682 |  | 5,201 |
| Total stockholders' equity |  | 209,587 |  | 194,665 |  | 174,314 |
| Total liabilities and stockholders' equity | \$ | 3,014,608 | \$ | 2,749,257 | \$ | 2,568,227 |

## SEE NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|c|c|c|c|}
\hline (in thousands) \& \& \[
\begin{aligned}
\& \text { erred } \\
\& \text { ock }
\end{aligned}
\] \& \& \[
\begin{aligned}
\& \text { Common } \\
\& \text { Stock }
\end{aligned}
\] \& \& Capital Surplus \& \& Retained Earnings \& \& Treasury Stock \& \& Accumulated Other Comprehensive Income (Loss) \& \& Total \\
\hline Balance, December 31, 2000 \& \$ \& 2,874 \& \$ \& 21,028 \& \$ \& 48,872 \& \$ \& 85,718 \& \$ \& - \& \$ \& (104) \& \$ \& 158,388 \\
\hline \begin{tabular}{l}
Comprehensive income: \\
Net income \\
Other comprehensive income: \\
Unrealized holding gains on investment securities net of deferred tax expense and reclassification adjustment \\
Unrealized gains on derivative financial instruments qualifying as cash flow hedges net of deferred tax expense
\end{tabular} \& \& \& \& \& \& \& \& 13,370 \& \& \& \& 5,162

143 \& \& 13,370
5,162

143 <br>

\hline Comprehensive income Cash dividends declared (\$.10 per share) \& \& \& \& \& \& \& \& $$
\begin{aligned}
& 13,370 \\
& (2,106)
\end{aligned}
$$ \& \& \& \& 5,305 \& \& \[

$$
\begin{aligned}
& 18,675 \\
& (2,106)
\end{aligned}
$$
\] <br>

\hline Exercise of stock options (issued 61,774 shares) \& \& \& \& 62 \& \& 512 \& \& \& \& \& \& \& \& 574 <br>
\hline Preferred stock retired (114,810 shares) \& \& $(1,148)$ \& \& \& \& \& \& \& \& \& \& \& \& $(1,148)$ <br>
\hline Dividends declared on preferred stock (\$.30 per share) \& \& \& \& \& \& \& \& (69) \& \& \& \& \& \& (69) <br>
\hline Balance, June 30,2001 \& \$ \& 1,726 \& \$ \& 21,090 \& \$ \& 49,384 \& \$ \& 96,913 \& \$ \& - \& \$ \& 5,201 \& \$ \& 174,314 <br>
\hline Balance, December 31, 2001 \& \$ \& 1,726 \& \$ \& 21,806 \& \$ \& 62,829 \& \$ \& 108,371 \& \$ \& $(5,749)$ \& \$ \& 5,682 \& \$ \& 194,665 <br>
\hline Comprehensive income: \& \& \& \& \& \& \& \& \& \& \& \& \& \& <br>
\hline Net income \& \& \& \& \& \& \& \& 15,819 \& \& \& \& \& \& 15,819 <br>

\hline | Other comprehensive: |
| :--- |
| Unrealized holding losses on investment securities net of deferred tax expense and reclassification adjustment |
| Unrealized gains on derivative financial instruments qualifying as cash flow hedges net of deferred tax expense | \& \& \& \& \& \& \& \& \& \& \& \& 3,207

826 \& \& 3,207
826 <br>

\hline Comprehensive income Cash dividends declared (\$.125 per share) \& \& \& \& \& \& \& \& $$
\begin{aligned}
& 15,819 \\
& (2,671)
\end{aligned}
$$ \& \& \& \& 4,033 \& \& \[

$$
\begin{aligned}
& 19,852 \\
& (2,671)
\end{aligned}
$$
\] <br>

\hline Exercise of stock options ( 37,102 shares) \& \& \& \& \& \& (338) \& \& \& \& 724 \& \& \& \& 386 <br>
\hline Acquisition of treasury stock (146,390 shares) \& \& \& \& \& \& \& \& \& \& $(2,855)$ \& \& \& \& $(2,855)$ <br>
\hline Employee stock grant (12,470 shares) \& \& \& \& \& \& \& \& \& \& 243 \& \& \& \& 243 <br>
\hline Tax benefit from option exercises \& \& \& \& \& \& 19 \& \& \& \& \& \& \& \& 19 <br>
\hline Dividends declared on preferred stock ( $\$ .30$ per share) \& \& \& \& \& \& \& \& (52) \& \& \& \& \& \& (52) <br>
\hline Balance, June 30,2002 \& \$ \& 1,726 \& \$ \& 21,806 \& \$ \& 62,510 \& \$ \& 121,467 \& \$ \& $(7,637)$ \& \$ \& 9,715 \& \$ \& 209,587 <br>
\hline
\end{tabular}

[^0]
# UNITED COMMUNITY BANKS, INC. 

Consolidated Statement of Cash Flows
For the Six Months Ended June 30,

| (in thousands) | 2002 |  | 2001 |  |
| :---: | :---: | :---: | :---: | :---: |
| Operating activities: | (Unaudited) |  | (Unaudited) |  |
| Net income | \$ | 15,819 | \$ | 13,370 |
| Adjustments to reconcile net income to net cash provided by operating activities: |  |  |  |  |
| Depreciation, amortization and accretion |  | 3,834 |  | 2,815 |
| Provision for loan losses |  | 3,300 |  | 3,050 |
| Gain on sale of securities available for sale |  | - |  | (192) |
| Employee stock grant |  | 243 |  | - |
| Changes in assets and liabilities: |  |  |  |  |
| Other assets and accrued interest receivable |  | (380) |  | $(1,290)$ |
| Accrued expenses and other liabilities |  | 294 |  | (563) |
| Mortgage loans held for sale |  | 7,796 |  | $(7,477)$ |
| Net cash provided by operating activities |  | 30,906 |  | 9,713 |
| Investing activities: |  |  |  |  |
| Proceeds from sales of securities available for sale |  | 100 |  | 13,795 |
| Proceeds from maturities and calls of securities available for sale |  | 100,445 |  | 76,636 |
| Purchases of securities available for sale |  | $(54,500)$ |  | $(21,256)$ |
| Net increase in loans |  | $(263,884)$ |  | $(69,598)$ |
| Purchases of premises and equipment |  | $(7,480)$ |  | $(3,736)$ |
| Proceeds from sale of other real estate |  | 1,371 |  | 1,211 |
| Net cash used by investing activities |  | $(223,948)$ |  | $(2,948)$ |
| Financing activities |  |  |  |  |
| Net change in deposits |  | 223,877 |  | $(2,923)$ |
| Net change in federal funds purchased and repurchase agreements |  | $(28,371)$ |  | 4,535 |
| Net change in notes payable and other borrowings |  | 12,157 |  | 5,348 |
| Proceeds from FHLB advances |  | 182,999 |  | 103,000 |
| Repayments of FHLB advances |  | $(137,534)$ |  | $(88,606)$ |
| Proceeds from exercise of stock options |  | 386 |  | 575 |
| Retirement of preferred stock |  | - |  | $(1,148)$ |
| Purchase of treasury stock |  | $(2,855)$ |  | - |
| Cash dividends on common stock |  | $(2,412)$ |  | $(2,107)$ |
| Cash dividends on preferred stock |  | (52) |  | (69) |
| Net cash provided by financing activities |  | 248,195 |  | 18,605 |
| Net change in cash and cash equivalents |  | 55,153 |  | 25,370 |
| Cash and cash equivalents at beginning of period |  | 123,027 |  | 102,293 |
| Cash and cash equivalents at end of period | \$ | 178,180 | \$ | 127,663 |
| Supplemental disclosures of cash flow information: |  |  |  |  |
| Cash paid during the period for: |  |  |  |  |
| Interest | \$ | 39,589 | \$ | 57,241 |
| Income taxes |  | 9,241 |  | 3,583 |

## United Community Banks, Inc. and Subsidiaries

Notes to 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 accounting principles generally accepted in the United States of America and general banking industry practices. The accompanying interim consolidated financial statements have not been audited. All material intercompany balances and transactions have been eliminated. A more detailed description of United's accounting policies is included in the 2001 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 - Earnings Per Share

The following table sets forth the computation of basic and diluted earnings per share for the three and six months ended June 30 (in thousands, except per share data). All amounts have been restated to reflect the two for one stock split effective May 29, 2002, for shareholders of record May 15, 2002, that was announced on April 25, 2002.

|  | Three Months Ended June 30, |  |  |  | Six Months Ended June 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2002 |  | 2001 |  | 2002 |  | 2001 |
| Basic earnings per share: |  |  |  |  |  |  |  |  |
| Weighted average shares outstanding |  | 21,407 |  | 21,070 |  | 21,407 |  | 21,052 |
| Net income available to common shareholders | \$ | 8,073 | \$ | 6,909 | \$ | 15,767 | \$ | 13,301 |
| Basic earnings per share | \$ | . 38 | \$ | . 33 | \$ | . 74 | \$ | . 63 |
| Diluted earnings per share: |  |  |  |  |  |  |  |  |
| Weighted average shares outstanding |  | 21,407 |  | 21,070 |  | 21,407 |  | 21,052 |
| Net effect of the assumed exercise of stock options based on the treasury stock method using average market price for the period |  | 696 |  | 284 |  | 537 |  | 291 |
| Effect of conversion of subordinated debt |  | 280 |  | 280 |  | 280 |  | 280 |
| Total weighted average shares and common stock equivalents outstanding |  | 22,383 |  | 21,634 |  | 22,224 |  | 21,623 |
| Net income available to common shareholders | \$ | 8,073 | \$ | 6,909 | \$ | 15,767 | \$ | 13,301 |
| Income effect of conversion of subordinated debt, net of tax |  | 29 |  | 45 |  | 57 |  | 97 |
| Net income, adjusted for effect of conversion of subordinated debt, net of tax |  | 8,102 |  | 6,954 |  | 15,824 |  | 13,398 |
| Diluted earnings per share | \$ | . 36 | \$ | . 32 | \$ | . 71 | \$ | . 62 |

## Note 3 - Stock Split

On April 25, 2002, United announced a two-for-one stock split in the form of a $100 \%$ stock dividend effective May 29 , 2002 for shareholders of record May 15, 2002. All financial statements and per share amounts included in the financial statements and accompanying notes have been restated to reflect the change in the number of shares outstanding as of the beginning of the earliest period presented.

## Note 4 - Reclassification

Certain amounts for the comparative periods of 2001 have been reclassified to conform to the 2002 presentation.

## Part I

## Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations

## Forward-Looking Statements

This Form 10-Q, contains forward-looking statements regarding United Community Banks, Inc., including, without limitation, statements relating to United's expectations with respect to revenue, credit losses, levels of nonperforming assets, expenses, earnings and other measures of financial performance. Words such as "may", "could", "would", "should", "believes", "expects", "anticipates", "estimates", "intends", "plans", "targets" or similar expressions are intended to identify forward-looking statements. These forward-looking statements are not guarantees of future performance and involve certain risks and uncertainties that are subject to change based on various factors (many of which are beyond United's control). The following factors, among others, could cause United's financial performance to differ materially from the expectations expressed in such forward-looking statements: (1) business increases, productivity gains and other investments are lower than expected or do not occur as quickly as anticipated; (2) competitive pressures among financial services companies increase significantly; (3) the strength of the United States economy in general and/or the strength of the local economies of the states in which United conducts operations changes; (4) trade, monetary and fiscal policies and laws, including interest rate policies of the Board of Governors of the Federal Reserve System, change; (5) inflation, interest rates and/or market conditions fluctuate; (6) conditions in the stock market, the public debt market and other capital markets deteriorate; (7) United fails to develop competitive new products and services and/or new and existing customers do not accept these products and services; (8) financial services laws and regulations change; (9) technology changes and United fails to adapt to those changes; (10) consumer spending and saving habits change; (11) unanticipated regulatory or judicial proceedings occur; and (12) United is unsuccessful at managing the risks involved in the foregoing. Additional information with respect to factors that may cause actual results to differ materially from those contemplated by such forward-looking statements may also be included in other reports that United files with the Securities and Exchange Commission. United cautions that the foregoing list of factors is not exclusive and not to place undue reliance on forward-looking statements. United does not intend to update any forward-looking statement, whether written or oral, relating to the matters discussed in this Form 10-Q.

## Overview

United is a bank holding company registered under the Bank Holding Company Act of 1956, and was incorporated under the laws of the state of Georgia in 1987 and commenced operations in 1988. United’s activities are primarily conducted by its nine wholly-owned banking subsidiaries (which are collectively referred to as the "Banks" in this discussion) and Brintech, Inc. a consulting firm providing professional services to the financial services industry.

At June 30, 2002, United had total consolidated assets of $\$ 3.0$ billion, total loans of $\$ 2.3$ billion, total deposits of $\$ 2.3$ billion and stockholders’ equity of $\$ 210$ million.

On April 25, 2002, United announced a two-for-one stock split in the form of a $100 \%$ stock dividend effective May 29,2002 for shareholders of record May 15, 2002. All financial information and per share amounts included in Management's Discussion and Analysis have been restated to reflect the change in the number of shares outstanding as of the beginning of the earliest period presented.

## Critical Accounting Policies

The accounting and reporting policies of United Community Banks, Inc. and its subsidiaries are in accordance with accounting principles generally accepted in the United States and conform to general practices within the banking industry. The more critical accounting and reporting policies include United's accounting for securities, loans and the allowance for loan losses. In particular, United's accounting policies relating to the allowance for loan losses involve the use of estimates and require significant judgments to be made by management. Different assumptions in the application of these policies could result in material changes in United's consolidated financial position or consolidated results of operations. See "Asset Quality and Risk Elements" herein for a complete discussion of United's accounting methodologies related to the allowance. Please also refer to Note 1 in the "Notes to Consolidated Financials Statements" for details regarding all of United's critical and significant accounting policies.

## Results of Operations

## Table 1 - Financial Highlights

For the Three and Six Months Ended June 30, 2002

|  | 2002 |  | 2001 |  |  | Second |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (in thousands, except per share data; taxable equivalent) | Second Quarter | First Quarter | Fourth Quarter | Third Quarter | Second Quarter | $\begin{aligned} & \text { Quarter } \\ & 2002- \\ & 2001 \\ & \text { Changes } \end{aligned}$ |
| OPERATING INCOME SUMMARY ${ }^{(1)}$ | (Unaudited) | (Unaudited) | (Unaudited) | (Unaudited) | (Unaudited) |  |
| Interest revenue | \$ 49,326 | \$ 48,951 | \$ 49,914 | \$ 51,312 | \$ 53,795 |  |
| Interest expense | 18,761 | 19,690 | 21,182 | 24,125 | 26,441 |  |
| Net interest revenue | 30,565 | 29,261 | 28,732 | 27,187 | 27,354 | 12\% |
| Provision for loan losses | 1,800 | 1,500 | 1,450 | 1,500 | 1,500 |  |
| Total fee revenue | 7,302 | 6,921 | 6,898 | 6,107 | 6,347 | 15 |
| Total revenue | 36,067 | 34,682 | 34,180 | 31,794 | 32,201 | 12 |
| Operating expenses | 23,195 | 22,373 | 22,163 | 20,509 | 21,236 | 9 |
| Income before taxes | 12,872 | 12,309 | 12,017 | 11,285 | 10,965 | 17 |
| Income taxes | 4,773 | 4,589 | 4,312 | 4,045 | 4,030 |  |
| Net income | \$8,099 | \$ 7,720 | \$7,705 | \$ 7,240 | \$ 6,935 | 17 |

PER COMMON SHARE ${ }^{(1)}$
Basic
Diluted
Cash dividends declared
Book value

Book value
$\$ .38$
.36
.0625
9.71

## KEY PERFORMANCE

## RATIOS ${ }^{(1)}$

Return on common equity ${ }^{\text {(3) }}$
Return on average assets
Efficiency ratio
Net interest margin
Dividend payout ratio
Average equity to average
$\quad$ assets

## ASSET QUALITY

Non-performing assets
Net charge-offs
Allowance for loan losses
to loans

Non-performing assets to total assets
Net charge-offs to average oans

AVERAGE BALANCES

## Loans

Earning assets ${ }^{(2)}$
Total assets
Deposits
Stockholders' equity
Common shares outstanding:
Basic
Diluted

AT PERIOD END
Loans
Earning assets
Total assets
Deposits
Stockholders' equity
Common shares outstanding
REPORTED RESULTS

| Net income | \$8,099 | \$ 7,720 | \$ 6,621 | \$ 7,240 | \$ 6,935 | 17 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Earnings per share: |  |  |  |  |  |  |
| Basic | . 38 | . 36 | . 31 | . 34 | . 33 | 15 |
| Diluted | . 36 | . 35 | . 30 | . 33 | . 32 | 15 |
| Return on common equity ${ }^{(3)}$ | 16.67 \% | 16.52 \% | 14.54 \% | 16.77 \% | 16.85 \% |  |
| Return on average assets | 1.12 | 1.12 | . 98 | 1.12 | 1.09 |  |
| Efficency ratio | 61.25 | 61.83 | 66.73 | 61.65 | 63.04 |  |
| Dividend payout ratio | 16.45 | 17.36 | 16.13 | 14.71 | 15.15 |  |

(1) Presented on an operating basis which excludes after-tax nonrecurring charges totaling $\$ 1.1$ million or $\$ .05$ per diluted common share recorded in the
fourth quarter of 2001 .
(2) $\quad$ Excludes unrealized gains and losses on securities available for sale.
Return on common equity is calculated by dividing net income available to common stockholders by average realized common equity which excludes
accumulated other comprehensive income.

For the Three and Six Months Ended June 30, 2002

|  | For the Six Months Ended |  |  |  | $\begin{aligned} & \text { YTD } \\ & \text { 2002-2001 } \\ & \text { Change } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2002 |  | 2001 |  |  |
| OPERATING INCOME SUMMARY ${ }^{(1)}$ |  |  |  |  |  |
|  |  |  |  |  |  |  |
| Interest revenue | \$ 98,277 |  | \$ 108,810 |  |  |
| Interest expense | 38,451 |  | 55,565 |  |  |
| Net interest revenue | 59,826 |  | 53,245 |  | 12 |
| Provision for loan losses | 3,300 |  | 3,050 |  |  |
| Total fee revenue | 14,223 |  | 12,262 |  | 16 |
| Total revenue | 70,749 |  | 62,457 |  | 13 |
| Operating expenses | 45,568 |  | 41,234 |  | 11 |
| Income before taxes | 25,181 |  | 21,223 |  | 19 |
| Income taxes | 9,362 |  | 7,853 |  |  |
| Net income | \$ 15,819 |  | \$ 13,370 |  | 18 |
| PER COMMON SHARE ${ }^{(1)}$ |  |  |  |  |  |
| Basic | \$ .74 |  | \$ . 63 |  | 17 |
| Diluted | . 71 |  | . 62 |  | 15 |
| Cash dividends declared | . 125 |  | . 10 |  | 25 |
| Book value | 9.71 |  | 8.18 |  | 19 |
| KEY PERFORMANCE RATIOS ${ }^{(1)}$ |  |  |  |  |  |
| Return on common equity ${ }^{(3)}$ | 16.60 | \% | 16.59 | \% |  |
| Return on average assets | 1.12 |  | 1.06 |  |  |
| Efficiency ratio | 61.54 |  | 63.13 |  |  |
| Net interest margin | 4.51 |  | 4.48 |  |  |
| Dividend payout ratio | 16.89 |  | 15.87 |  |  |
| Average equity to average assets | 6.98 |  | 6.58 |  |  |
| ASSET QUALITY |  |  |  |  |  |
| Allowance for loan losses | \$ 29,190 |  | \$ 25,651 |  |  |
| Non-performing assets | 9,221 |  | 8,770 |  |  |
| Allowance for loan losses |  |  |  |  |  |
| Allowance for loan losses to loans | 1.29 | \% | 1.38 | \% |  |
| Non-performing assets to <br> total assets . 31 . 34 |  |  |  |  |  |
| Net charge-offs to average |  |  |  |  |  |
| loans | . 12 |  | . 23 |  |  |
| AVERAGE BALANCES |  |  |  |  |  |
| Loans | \$ 2,148,917 |  | \$ 1,821,732 |  | 18 |
| Earning assets ${ }^{(2)}$ | 2,671,117 |  | 2,391,875 |  | 12 |
| Total assets | 2,859,334 |  | 2,547,529 |  | 12 |
| Deposits | 2,228,360 |  | 1,990,525 |  | 12 |
| Stockholders' equity | 199,622 |  | 167,625 |  | 19 |
| Common shares outstanding: |  |  |  |  |  |
| Basic | 21,407 |  | 21,052 |  | 2 |
| Diluted | 22,224 |  | 21,623 |  | 3 |
| AT PERIOD END |  |  |  |  |  |
| Loans | \$ 2,269,973 |  | \$ 1,858,336 |  | 22 |
| Earning assets | 2,823,262 |  | 2,399,264 |  | 18 |
| Total assets | 3,014,608 |  | 2,568,227 |  | 17 |
| Deposits | 2,340,376 |  | 1,992,942 |  | 17 |
| Stockholders' equity | 209,587 |  | 174,314 |  | 20 |
| Common shares outstanding | 21,414 |  | 21,090 |  | 2 |
| REPORTED RESULTS |  |  |  |  |  |
| Net income | \$ 15,819 |  | \$ 13,370 |  | 18 |
| Earnings per share: |  |  |  |  |  |
| Basic | . 74 |  | . 63 |  | 17 |
| Diluted | . 71 |  | . 62 |  | 15 |
| Return on common equity ${ }^{(3)}$ | 16.60 | \% | 16.59 | \% |  |
| Return on average assets | 1.12 |  | 1.06 |  |  |
| Efficency ratio | 61.54 |  | 63.13 |  |  |
| Dividend payout ratio | 16.89 |  | 15.87 |  |  |

Net operating income was $\$ 8.1$ million for the three months ended June 30, 2002, an increase of $\$ 1.2$ million, or $17 \%$, from the same period in 2001. Diluted earnings per share were $\$ .36$ for the three months ended June 30, 2002, compared with $\$ .32$ for the same period in 2001, an increase of $13 \%$. Return on average common stockholders' equity for the second quarter of 2002 was $16.67 \%$, compared with $16.85 \%$ for the second quarter of 2001 . Return on average assets for the three months ended June 30, 2002 was $1.12 \%$, compared to $1.09 \%$ for the three months ended June 30, 2001.

For the six months ended June 30, 2002, net operating income was $\$ 15.8$ million, an increase of $\$ 2.4$ million or $18 \%$ over the first six months of 2001. Diluted earnings per share were $\$ .71$ for the six months ended June 30, 2002, compared with $\$ .62$ for the same period in 2001, an increase of $15 \%$. Return on average common stockholders' equity for the first six months of 2002 was $16.60 \%$, compared with $16.59 \%$ for the first six months of 2001 . Return on average assets for the six months ended June 30, 2002 was $1.12 \%$, compared to $1.06 \%$ for the six months ended June 30, 2001.

## Net Interest Revenue (Taxable Equivalent)

Net interest revenue (the difference between the interest earned on assets and the interest paid on deposits and liabilities) is the single largest component of United's total revenue. United actively manages this revenue source to provide an optimal level of revenue while balancing interest rate, credit and liquidity risks. Net interest revenue for the quarter of $\$ 30.6$ million was up $12 \%$ over last year, with year-to-date also being up $12 \%$ at $\$ 59.8$ million. The main driver of this increase was loan growth. Loans increased $\$ 412$ million or $22 \%$ from June of last year. This was due to a rise in demand starting late in the fourth quarter of 2001, the addition of seasoned commercial lenders in the metro Atlanta market and the merger with Peoples Bancorp, Inc. ("United Community Bank West Georgia"). Of the $\$ 412$ million increase in loans over last year, $\$ 220$ million was across United's markets in north Georgia and western North Carolina. The balance of the increase, $\$ 192$ million was in the metro Atlanta market, including $\$ 62$ million relating to the merger, as well as strong growth in the remainder of our metro Atlanta market.

Average interest-earning assets increased \$321 million, or $13 \%$, for the quarter and $\$ 279$ million, or $12 \%$, year-to-date, over the balance at June 30 , 2001, reflecting the growth in loans net of attrition in the investment securities portfolio. The increase in interest-earning assets was almost completely funded by interest-bearing sources as the increases in average interest-bearing liabilities for the quarter and year-to-date were approximately $\$ 304$ million and $\$ 261$ million over June 30, 2001.

The banking industry uses two key ratios to measure relative profitability of net interest revenue. The net interest rate spread measures the difference between the average yield on interest-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 revenue as a percent of average total interest-earning assets and takes into account the positive impact of investing non interest-bearing deposits.

For the three months ended June 30, 2002 and 2001, United's net interest spread was $4.12 \%$ and $3.90 \%$, respectively, while the net interest margin was $4.51 \%$ and $4.57 \%$, respectively. For the six months ended June 30, 2002 and 2001, United's net interest spread was $4.11 \%$ and $3.79 \%$, respectively, while the net interest margin was $4.51 \%$ and $4.48 \%$, respectively. Though net interest spread for both the quarter and year-to-date yielded increases over the same periods in 2001, net interest margin was down in the quarterly comparison and only up slightly in the year-to-date comparison due to loans growing at a higher rate than deposits. This difference in growth rates has caused some of the increase in loans to be funded with more expensive interest-bearing liabilities such as FHLB advances and long-term debt and other borrowings, which contributed positively to net interest income but slightly decreased the net interest margin.

The average yield on interest-earning assets for the second quarter of 2002 was $7.28 \%$, compared with $9.00 \%$ in the second quarter of 2001 . For the first six months of 2002, the average yield on interest-earning assets was $7.41 \%$ compared with $9.16 \%$ for the first six months of 2001 . The main driver of this decrease was loan yields which for the three and six months ended June 30, 2002 were down 221 and 217 basis points, respectively, compared to the same periods in 2001. This occurred as loan rates followed the multiple rate decreases by the Federal Reserve Bank in 2001.

The average cost of interest-bearing liabilities for the second quarter 2002 was $3.16 \%$, a decrease of 194 basis points from second quarter 2001. For the six months ended June 30, 2002 and 2001, the average cost of interest-bearing liabilities was $3.30 \%$ and $5.37 \%$, respectively, a decrease of 207 basis points. Both the quarterly and year-to-date decreases were primarily due to lower rates paid on interest-bearing demand deposits and savings accounts and lower pricing on new and renewed time deposits. This movement was also spurred by the Federal Reserve Bank's rate decreases in 2001. At June 30, 2002, core deposits, which include transaction accounts, savings accounts and non-brokered certificates of deposit less than $\$ 100,000$, increased $\$ 186$ million, or $12 \%$, to $\$ 1.8$ billion from a year ago.

The following table shows the relationship between interest revenue and expense and the average balances of interest-earning assets and interestbearing liabilities for the three months ended June 30, 2002 and 2001.

Table 2 - Average Consolidated Balance Sheets and Net Interest Analysis
For the Three Months Ended June 30,
(In thousands, taxable equivalent)

|  | 2002 |  |  | 2001 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average Balance | Interest | Avg. <br> Rate | Average Balance | Interest | Avg. <br> Rate |
| Assets: |  |  |  |  |  |  |
| Interest-earning assets: |  |  |  |  |  |  |
| Loans, net of unearned income ${ }^{(1)}$ | \$ 2,211,980 | \$ 42,193 | 7.65 \% | \$ 1,830,004 | \$ 44,987 | 9.86 \% |
| Taxable securities ${ }^{(3)}$ | 372,707 | 5,495 | 5.90 | 410,431 | 6,773 | 6.60 |
| Tax-exempt securities ${ }^{(1)}$ | 70,461 | 1,339 | 7.60 | 77,220 | 1,355 | 7.02 |
| Federal funds sold and other interest-earning assets | 61,926 | 299 | 1.93 | 78,460 | 680 | 3.47 |
| Total interest-earning assets | 2,717,074 | 49,326 | 7.28 | 2,396,115 | 53,795 | 9.00 |
| Non-interest-earning assets: |  |  |  |  |  |  |
| Allowance for loan losses | $(28,924)$ |  |  | $(25,787)$ |  |  |
| Cash and due from banks | 78,602 |  |  | 56,189 |  |  |
| Premises and equipment | 67,641 |  |  | 57,473 |  |  |
| Other assets | 77,121 |  |  | 73,120 |  |  |
| Total assets | \$ 2,911,514 |  |  | \$ 2,557,110 |  |  |
| Liabilities and Stockholders' Equity |  |  |  |  |  |  |
| Interest-bearing liabilities: |  |  |  |  |  |  |
| Interest-bearing deposits: |  |  |  |  |  |  |
| Transaction accounts | \$ 632,575 | \$ 2,980 | 1.89 | \$ 450,950 | \$ 3,493 | 3.11 |
| Savings deposits | 97,832 | 132 | . 54 | 90,251 | 409 | 1.82 |
| Certificates of deposit | 1,254,089 | 10,961 | 3.51 | 1,172,029 | 17,172 | 5.88 |
| Total interest-bearing deposits | 1,984,496 | 14,073 | 2.84 | 1,713,230 | 21,074 | 4.93 |
| Federal Home Loan Bank advances | 286,757 | 3,376 | 4.72 | 276,833 | 3,901 | 5.65 |
| Long-term debt and other borrowings | 112,275 | 1,312 | 4.69 | 89,258 | 1,466 | 6.59 |
| Total borrowed funds | 399,032 | 4,688 | 4.71 | 366,091 | 5,367 | 5.88 |
| Total interest-bearing liabilities | 2,383,528 | 18,761 | 3.16 | 2,079,321 | 26,441 | 5.10 |
| Non-interest-bearing liabilities: |  |  |  |  |  |  |
| Non-interest-bearing deposits | 301,735 |  |  | 279,934 |  |  |
| Other liabilities | 23,932 |  |  | 27,009 |  |  |
| Total liabilities | 2,709,195 |  |  | 2,386,264 |  |  |
| Stockholders' equity | 202,319 |  |  | 170,846 |  |  |
| Total liabilities and stockholders' equity | \$ 2,911,514 |  |  | \$ 2,557,110 |  |  |
| Net interest revenue |  | \$ 30,565 |  |  | \$ 27,354 |  |
| Net interest-rate spread |  |  | 4.12 \% |  |  | 3.90 \% |
| Net interest margin ${ }^{(2)}$ |  |  | 4.51 \% |  |  | 4.57 \% |

(1) Interest revenue on tax-exempt securities and loans has been increased to reflect comparable interest on taxable securities.
(2) Net interest margin is taxable equivalent net-interest revenue divided by average interest-earning assets
(3) Securities available for sale are reported at amortized cost. Pretax unrealized gains of $\$ 9.3$ million in 2002 and $\$ 6.3$ million in 2001 are included in other assets for purposes of this presentation.

The following table shows the relationship between interest revenue and expense and the average balances of interest-earning assets and interestbearing liabilities for the six months ended June 30, 2002 and 2001.

## Table 2 - Average Consolidated Balance Sheets and Net Interest Analysis (continued)

For the Six Months Ended June 30,
(In thousands, taxable equivalent)

Assets:
Interest-earning assets:
Loans, net of unearned income ${ }^{(1)}$
Taxable securities ${ }^{(3)}$
Tax-exempt securities ${ }^{(1)}$
Federal funds sold and other interest-earning assets

Total interest-earning assets

|  | 2002 |  |  |  | 2001 |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
| Average |  | Avg. |  | Average |  | Avg. |
| Balance | Interest | Rate |  | Balance | Interest | Rate |


| Total interest-earning assets | $2,671,117$ |
| :--- | ---: |
| Non-interest-earning assets: |  |
| Allowance for loan losses | $(28,393)$ |
| Cash and due from banks | 74,803 |
| Premises and equipment | 66,544 |
| Other assets | 75,263 |
|  | $\$ 2,859,334$ |
| Total 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
Long-term debt and other borrowings

Total interest-bearing liabilities

| Non-interest-bearing liabilities: |  |
| :--- | ---: |
| Non-interest-bearing deposits | 289,255 |
| Other liabilities | 22,798 |
| Total liabilities | $2,659,712$ |
|  |  |
| Stockholders' equity | 199,622 |

Total liabilities
and stockholders' equity

| Net interest-rate spread | $4.11 \%$ | $3.79 \%$ |
| :--- | :---: | :---: |
| Net interest margin ${ }^{(2)}$ | $4.51 \%$ | $4.48 \%$ |

(1) Interest revenue on tax-exempt securities and loans has been increased to reflect comparable interest on taxable securities.
(2) Net interest margin is taxable equivalent net-interest revenue divided by average interest-earning assets.
(3) Securities available for sale are reported at amortized cost. Pretax unrealized gains of $\$ 7.5$ million in 2002 and $\$ 7.1$ million in 2001are included in other assets for purposes of this presentation.

The following table shows the relative impact on net interest revenue for changes in the average outstanding balances (volume) of interest-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 Revenue and Expense on a Tax Equivalent Basis (in thousands)

|  | Three Months Ended June 30, 2002 <br> Compared to 2001 <br> Increase (decrease) due to changes in |  |  |  |  |  | Six Months Ended June 30, 2002 <br> Compared to 2001 Increase (decrease) due to changes in |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Volume |  | Rate |  | Total |  | Volume |  | Rate |  | Total |
| Interest-earning assets: |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans | \$ | 4,156 | \$ | $(6,950)$ | \$ | $(2,794)$ | \$ | 8,411 |  | $(15,285)$ | \$ | $(6,874)$ |
| Taxable securities |  | (587) |  | (691) |  | $(1,278)$ |  | $(1,191)$ |  | $(1,745)$ |  | $(2,936)$ |
| Tax-exempt securities |  | (80) |  | 64 |  | (16) |  | (52) |  | 46 |  | (6) |
| Federal funds sold and other interest-earning assets |  | (96) |  | (285) |  | (381) |  | (24) |  | (693) |  | (717) |
| Total interest-earning assets |  | 3,393 |  | $(7,862)$ |  | $(4,469)$ |  | 7,144 |  | $(17,677)$ |  | $(10,533)$ |
| Interest-bearing liabilities: |  |  |  |  |  |  |  |  |  |  |  |  |
| Transaction accounts |  | 412 |  | (925) |  | (513) |  | 882 |  | $(2,792)$ |  | $(1,910)$ |
| Savings deposits |  | 9 |  | (286) |  | (277) |  | 21 |  | (699) |  | (678) |
| Certificates of deposit |  | 665 |  | $(6,876)$ |  | $(6,211)$ |  | 849 |  | $(13,984)$ |  | $(13,135)$ |
| Total interest-bearing deposits |  | 1,086 |  | $(8,087)$ |  | $(7,001)$ |  | 1,752 |  | $(17,475)$ |  | $(15,723)$ |
| Federal Home Loan Bank advances |  | 112 |  | (637) |  | (525) |  | 280 |  | $(1,189)$ |  | (909) |
| Long-term debt and other borrowings |  | 157 |  | (311) |  | (154) |  | 376 |  | (858) |  | (482) |
| Total borrowed funds |  | 269 |  | (948) |  | (679) |  | 656 |  | $(2,047)$ |  | $(1,391)$ |
| Total interest-bearing liabilities |  | 1,355 |  | $(9,035)$ |  | $(7,680)$ |  | 2,408 |  | $(19,522)$ |  | $(17,114)$ |
| Increase in net interest revenue | \$ | 2,038 | \$ | 1,173 | \$ | 3,211 | \$ | 4,736 | \$ | 1,845 | \$ | 6,581 |

## Provision for Loan Losses

The provision for loan losses was $\$ 1.8$ million for the second quarter of 2002, compared with $\$ 1.5$ million for the same period in 2001. For the first six months of 2002, the provision was $\$ 3.3$ million , compared to $\$ 3.1$ million for the first six months of 2001. As a percentage of average outstanding loans (on an annualized basis), the second quarter's provision for loan losses was $.33 \%$ for both 2002 and 2001 , and $.31 \%$ and $.33 \%$, respectively, for the first six months of 2002 and 2001. United continues to experience strong credit quality and a stable level of non-performing assets. Net loan charge-offs as a percentage of average outstanding loans for the three months ended June 30,2002 were $.14 \%$ as compared with $.22 \%$ for the same period in 2001 . For the six months ended June 30 , 2002 and 2001, net loan charge-offs as a percentage of average outstanding loans were $.12 \%$ and $.23 \%$, respectively.

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 report.

## Fee Revenue

Fee revenue for the second quarter of 2002, totaled $\$ 7.3$ million, compared with $\$ 6.3$ million for 2001 . Fee revenue was approximately $20 \%$ of total revenue for both the quarter and year-to-date, consistent with a year ago. United is focused on increasing fee revenue through new products and services. The following table presents the components of fee revenue for the second quarter and year-to-date for 2002 and 2001.

## Table 4 - Fee Revenue

For the Three and Six Months Ended June 30, (in thousands, taxable equivalent)

|  | Three Months Ended June 30, |  | $\begin{gathered} \text { Change } \\ \text { 2002-2001 } \end{gathered}$ | Six Months Ended June 30, |  | Change <br> 2002-2001 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2002 | 2001 |  | 2002 | 2001 |  |
| Service charges and fees | \$ 3,481 | \$ 2,587 | 35 \% | \$ 6,225 | \$ 4,927 | 26 \% |
| Mortgage loan and related fees | 1,436 | 1,319 | 9 | 3,243 | 2,315 | 40 |
| Consulting fees | 1,174 | 1,279 | (8) | 2,165 | 2,620 | (17) |
| Trust and brokerage fees | 492 | 324 | 52 | 989 | 564 | 75 |
| Securities gains, net |  | 17 |  |  | 192 | - |
| Other | 719 | 821 | (12) | 1,601 | 1,644 | (3) |
| Total | \$7,302 | \$ 6,347 | 15 | \$ 14,223 | \$ 12,262 | 16 |

The main factor in fee revenue growth was service charges on deposit accounts of $\$ 3.5$ million, up $\$ 894,000$, or $35 \%$, over the second quarter of 2001, and $\$ 6.2$ million for the first six months of 2002, up $\$ 1.3$ million, or $26 \%$ over the first six months of 2001. The increase in service charges and fees was primarily due to higher fees related to new products and services introduced in 2002, as well as an increase in the number of accounts and transaction activity.

Another contributor to fee revenue this quarter was mortgage loan and related fees of $\$ 1.4$ million, up $\$ 117,000$. Year-to-date, mortgage loan and related fees of $\$ 3.2$ million were up $\$ 928,000$, or $40 \%$ from the same period in 2001. Mortgage loan demand slowed slightly in United's markets during the second quarter of 2002 though mortgage rates remained low. Substantially all of these originated residential mortgages were sold into the secondary market, including the right to service these loans.

Consulting fees for the quarter were $\$ 1.2$ million, up $\$ 183,000$ from the first quarter of 2002 and down $8 \%$ from a year ago. The events of third quarter 2001 slowed business dramatically for a good portion of the fourth quarter of 2001. The year-to-date 2002 to 2001 comparison also shows this impact, with consulting fees of $\$ 2.2$ million down $17 \%$ from 2001. Late in the first quarter of 2002 business started to show signs of a rebound, and continued to recover throughout the second quarter.

Trust and brokerage fees of $\$ .5$ million were up $52 \%$ over the amount reported in the second quarter of 2001. Year-to-date they were up $75 \%$ over the first six months of 2001. Over the last two years, United has been building its brokerage business by recruiting brokers and offering brokerage services to its existing customer base.

## Operating Expenses

For the three months ended June 30 , 2002, total operating expenses were $\$ 23.2$ million, compared with $\$ 21.2$ million for 2001, while year-to-date total operating expenses for 2002 were $\$ 45.6$ million, compared with $\$ 41.2$ million for the same period in 2001 . The following table presents the components of operating expenses for the three and six months ended June 30, 2002 and 2001.

Table 5 - Operating Expenses
For the Three and Six Months Ended June 30, (in thousands)

|  | Three Months Ended June 30, |  | Change <br> 2002-2001 | Six Months Ended June 30, |  | Change <br> 2002-2001 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2002 | 2001 |  | 2002 | 2001 |  |
| Salaries and employee benefits | \$ 14,658 | \$ 12,505 | 17 \% | \$ 28,434 | \$ 24,330 | 17 \% |
| Occupancy | 2,061 | 2,017 | 2 | 4,176 | 3,945 | 6 |
| Communications and equipment | 1,514 | 1,553 | (3) | 3,023 | 2,890 | 5 |
| Postage, printing and supplies | 965 | 1,048 | (8) | 1,966 | 1,972 | -- |
| Professional fees | 922 | 1,104 | (16) | 1,740 | 1,994 | (13) |
| Advertising and public relations | 989 | 731 | 35 | 1,719 | 1,399 | 23 |
| Amortization of intangibles | 85 | 190 | (55) | 170 | 380 | (55) |
| Other | 2,001 | 2,088 | (4) | 4,340 | 4,324 | -- |
| Total | \$ 23,195 | \$ 21,236 | 9 | \$ 45,568 | \$ 41,234 | 11 |

Salaries and benefits for the second quarter of 2002 totaled $\$ 14.7$ million, an increase of $17 \%$ over the same period in 2001. For the first six months of 2002 , salaries and benefits of $\$ 28.4$ million were also up $17 \%$ over the first six months of 2001 . United's full-time equivalent staff increased to 1,090 , up about 100 staff from a year ago. The head count growth was evenly divided between a merger, business development and infrastructure. The merger with United Community Bank West Georgia added 31 staff. Business development at various banks added 40 staff, including lenders in the metro Atlanta market, plus three new branch locations and other customer support. The holding company and operations added 40 staff, which included staff for two new processing centers and other support areas. An increase in variable incentive compensation resulting from higher loan production, mortgage fees and brokerage fees accounted for most of the remaining increase.

Professional fees of $\$ 922,000$ were down $\$ 182,000$ or $16 \%$ from the second quarter of 2001, while for the first six months of 2002, these expenses were $\$ 1,740,000$, down $13 \%$ over the same period in 2001. The decrease is mostly due to the completion of projects begun in late 2000 to develop and implement a common brand name for all affiliate banks and to streamline certain back office functions.

Advertising and public relations expense of $\$ 989,000$ for the quarter and $\$ 1,719,000$ were up $35 \%$ and $23 \%$, respectively over the same periods in 2001.

Amortization of intangibles of $\$ 85,000$ for the quarter and $\$ 170,000$ year-to-date decreased $55 \%$ from last year. This decrease was due to adoption of Statement of Financial Accounting Standards No. 142 "Goodwill and Other Intangibles" which discontinued amortization of existing goodwill effective January 1, 2002.

The efficiency ratio measures total operating expenses as a percentage of total revenue, excluding the provision for loan losses and net securities gains and losses. United's efficiency ratio for the second quarter of 2002 was $61.25 \%$ as compared with $63.04 \%$ for the second quarter of 2001. For the first six months of 2002 and 2001, the efficiency ratios were $61.54 \%$ and $63.13 \%$, respectively. The improvement in the efficiency ratio is due to management's focus on controlling operating expenses and improving operating results.

## Income Taxes

Income taxes, excluding taxable equivalent adjustments, were $\$ 4.2$ million in the second quarter of 2002, compared with $\$ 3.5$ million in the second quarter of 2001. For the first six months of 2002, income taxes were $\$ 8.2$ million, compared with $\$ 6.7$ million over the same period in 2001. The effective tax rates (as a percentage of pre-tax net income) for first quarter 2002 and 2001 were $34.0 \%$ and $33.3 \%$, respectively. For the first six months of 2002 and 2001, the effective tax rates were $34.0 \%$ and $33.4 \%$, respectively. These effective tax rates are lower than the statutory tax rate primarily due to interest revenue on certain investment securities and loans that are exempt from income taxes. Additional information regarding income taxes can be found in Note 10 to the Consolidated Financial Statements filed with United's 2001 Form 10-K.

## Balance Sheet Review

Total assets at June 30, 2002 were $\$ 3.015$ billion, $10 \%$ higher than the $\$ 2.749$ billion as of December 31, 2001 and $17 \%$ higher than the $\$ 2.568$ billion as of June 30, 2001. Average total assets for the second quarter of 2002 were $\$ 2.912$ billion, up $\$ 355$ million from averages in the second quarter of 2001.

## Loans

At June 30, 2002, total loans were $\$ 2.270$ billion, an increase of $\$ 412$ million, or $22 \%$ from June 30,2001 and an increase of $\$ 262$ million, or $13 \%$, from December 31, 2001. Average total loans for the second quarter of 2002 were $\$ 2.212$ billion, an increase of $\$ 382$ million, or $21 \%$ over second quarter of 2001. 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. Substantially all of United's loans are to customers located in Georgia and North Carolina, the immediate market areas of the Banks. This includes loan customers who have a seasonal residence in the Banks' market areas. After some softness in the first three quarters of 2001, loan demand began to pick up in the fourth quarter of 2001 and continued through the first six months of 2002. Most of the increase occurred in the commercial real estate and construction portfolios, although growth in residential real estate has also been strong.

## Asset Quality and Risk Elements

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. Additional information on United's loan administration function is included in Item 1 under the heading Loan Review and Non-performing Assets in United's Annual Report on Form 10-K.

The provision for loan losses charged to earnings is based upon management's judgment of the amount necessary to maintain the allowance at a level adequate to absorb probable losses. 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 loans, 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.

The following table presents a summary of changes in the allowance for loan losses for the three and six months ended June 30, 2002 and 2001.

Table 6 - Summary of Loan Loss Experience
For the Three and Six Months Ended June 30, (in thousands)


Management believes that the allowance for loan losses at June 30, 2002 is adequate to absorb losses inherent in the loan portfolio. 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 such additions.

## Non-performing Assets

Non-performing loans, which include non-accrual loans and accruing loans past due over 90 days, totaled $\$ 8.6$ million at June 30, 2002, compared with $\$ 8.6$ million at December 31, 2001 and $\$ 7.6$ million at June 30, 2001. There is no concentration of non-performing loans attributable to any specific industry. At June 30, 2002, the ratio of non-performing loans to total loans was
$.38 \%$, compared with $.43 \%$ at December 31, 2001and $.41 \%$ at June 30, 2001. Non-performing assets, which include non-performing loans and foreclosed real estate, totaled $\$ 9.2$ million at June 30, 2002, compared with $\$ 9.7$ million at December 31, 2001 and $\$ 8.8$ million at June 30, 2001.

United's policy is 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 or when the loan becomes 90 days past due and is not well secured and in the process of collection. When a loan is placed on non-accrual status, interest previously accrued but not collected is reversed against current interest revenue. Depending on management's evaluation of the borrower and loan collateral, interest revenue 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 customers whose loans were on non-accrual status at June 30, 2002. The table below summarizes United's non-performing assets.

Table 7 - Non-Performing Assets
(in thousands)

|  | $\begin{gathered} \text { June 30, } \\ 2002 \end{gathered}$ | $\begin{gathered} \text { December 31, } \\ 2001 \end{gathered}$ | $\begin{gathered} \text { June 30, } \\ 2001 \end{gathered}$ |
| :---: | :---: | :---: | :---: |
| Non-accrual loans | \$ 8,122 | \$ 8,610 | \$ 7,592 |
| Loans past due 90 days or more and still accruing | 504 | - | 8 |
| Total non-performing loans | 8,626 | 8,610 | 7,600 |
| Other real estate owned | 595 | 1,060 | 1,170 |
| Total non-performing assets | \$ 9,221 | \$ 9,670 | \$ 8,770 |
| Total non-performing loans as a percentage of total loans | . $38 \%$ | . $43 \%$ | . $41 \%$ |
| Total non-performing assets as a percentage of total assets | . 31 | . 35 | . 34 |

At June 30, 2002, United had $\$ 14.5$ million of loans that 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 a 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 investment securities portfolio reflects United's investment strategy of maintaining an appropriate level of liquidity while providing a relatively stable source of income. The investment 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.

Total average investment securities decreased $9 \%$ from second quarter of 2001 primarily due to accelerated prepayment of mortgages underlying mortgage-backed securities, brought on by the current lower rate environment, as well as other scheduled maturities. Most of the runoff was not immediately replaced by new securities due to the unattractive yields currently available.

The investment securities portfolio consists 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 acceleration of 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.

## Deposits

Total deposits at June 30, 2002 were $\$ 2.340$ billion, an increase of $\$ 347$ million from June 30, 2001. Total non-interest-bearing demand deposit accounts increased $\$ 29$ million and interest-bearing demand accounts increased $\$ 203$ million from the second quarter of 2001 . Total time deposits as of June 30 , 2002 were $\$ 1.262$ billion, an increase of $\$ 109$ million from the second quarter 2001.

Time deposits of $\$ 100,000$ and greater totaled $\$ 367$ million at June 30, 2002, compared with $\$ 327$ million at June 30, 2001. 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. Brokered time deposits outstanding at June 30, 2002 and June 30, 2001 were \$173 and \$52 million, respectively.

## Wholesale Funding

At June 30, 2002, all of the Banks were shareholders in the Federal Home Loan Bank of Atlanta. Through this affiliation, secured advances totaling $\$ 336$ 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 FHLB advances outstanding at June 30, 2002 had both fixed and floating interest rates ranging from 1.97\% to 7.81\%. Approximately $36 \%$ of the FHLB advances mature prior to December 31, 2002. Additional information regarding FHLB advances, including scheduled maturities, is provided in Note 8 to the consolidated financial statements filed with United’s 2001 Form 10-K.

## Interest Rate Sensitivity Management

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 revenue to changing interest rates, in order 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.

The Company's net interest revenue, and the fair value of its financial instruments, are influenced by changes in the level of interest rates. The Company manages its exposure to fluctuations in interest rates through policies established by the Asset/Liability Management Committee ("ALCO") of United and of its subsidiary Banks. The ALCO meets periodically and has responsibility for approving asset/liability management policies, formulating and implementing strategies to improve balance sheet positioning and/or earnings and reviewing the interest rate sensitivity of the Company.

One of the tools management utilizes to estimate the sensitivity of net interest revenue to changes in interest rates is an interest rate simulation model. Such estimates are based upon a number of assumptions for each scenario, including the level of balance sheet growth, deposit repricing characteristics and the rate of prepayments. The simulation model measures the potential change in net interest revenue over a twelve-month period under six interest rate scenarios. The first scenario assumes rates remain flat ("flat rate scenario") over the next twelve months and is the scenario that all others are compared to in order to measure the change in net interest revenue. The second scenario is a most likely scenario that projects the most likely change in rates over the next twelve months based on the slope of the yield curve. United runs shock scenarios assuming an immediate change in interest rates up and down 300 basis points and ramp scenarios that assume gradual increases and decreases of 300 basis points each over the next twelve months. United's policy for net interest revenue simulation is limited to a change from the flat rate scenario of less than $15 \%$ for the up or down 300 basis point ramp scenarios over twelve months. At June 30 , 2002, United's simulation model indicated that a 300 basis point increase in rates over the next twelve months would cause an approximate $8 \%$ increase in net interest revenue and a 300 basis point decrease in rates over the next twelve months would cause an approximate $11 \%$ decrease in net interest revenue. Given the current position in the rate cycle (federal funds target 1.75\%), it is unlikely that a 300 basis point rate decrease could occur.

In order 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 2002 and 2001. 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 involve interest rate swaps under which United pays a variable rate and receives a fixed rate.

## Table 8 - Interest Rate Swap Contracts

As of June 30, 2002
(in thousands)

| Type/Maturity | Notional <br> Amount | Rate Received | Rate $\text { Paid }^{(1)}$ | Fair Value |
| :---: | :---: | :---: | :---: | :---: |
| Fair Value Contracts |  |  |  |  |
| July 29, 2002 | 25,000 | 9.04 | 4.75 | 83 |
| August 10, 2002 | 10,000 | 9.60 | 4.75 | 60 |
| January 2, 2003 | 15,000 | 7.21 | 4.75 | 177 |
| Total Fair Value Contracts | \$ 50,000 | 8.60 \% | 4.75 | \$ 320 |
| Cash Flow Contracts |  |  |  |  |
| March 24, 2003 | \$ 25,000 | 7.80 \% | 4.75\% | \$ 521 |
| June 18, 2003 | 25,000 | 7.85 | 4.75 | 652 |
| January 2, 2004 | 20,000 | 6.35 | 4.75 | 492 |
| September 19, 2004 | 5,000 | 7.01 | 4.75 | 43 |
| November 22, 2004 | 15,000 | 7.00 | 4.75 | 91 |
| August 29, 2006 | 10,000 | 8.32 | 4.75 | 165 |
| September 5, 2006 | 5,000 | 8.16 | 4.75 | 65 |
| September 6, 2006 | 5,000 | 8.35 | 4.75 | 195 |
| September 24, 2011 | 10,000 | 8.61 | 4.75 | (60) |
| September 28, 2011 | 10,000 | 8.60 | 4.75 | 53 |
| Total Cash Flow Contracts | \$ 130,000 | 7.66 \% | 4.75\% | \$ 2,217 |
| Total/weighted average | \$ 180,000 | 7.92 \% | 4.75\% | \$ 2,537 |

(1) Based on prime rate at June 30, 2002

United's derivative financial instruments are classified as fair value and cash flow 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. The change in fair value of cash flow hedges is recognized in other comprehensive income.

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.

## Liquidity Management

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 in order 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 $\$ 8.7$ million at June 30 , 2002, and typically turn over every 45 days as the closed loans are sold to investors in the secondary market. Other short-term investments such as federal funds sold are additional sources of liquidity.

The liability section of the balance sheet provides liquidity through interest-bearing and noninterest-bearing deposit accounts. Federal funds purchased, FHLB 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 generally 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, net cash provided by operating activities was $\$ 30.9$ million for the six months ended June 30, 2002. The major sources of cash provided by operating activities are net income plus a decrease in mortgage loans held for sale caused by moderate slowing in refinancing activity. Net cash used by investing activities of $\$ 223.9$ million consisted primarily of a net increase in loans totaling $\$ 263.9$ million that was partially offset by a net decrease in investment securities. Net cash provided by financing activities consisted primarily of a $\$ 223.9$ million increase in deposits, net proceeds from FHLB advances of $\$ 45.5$ million and a net increase of $\$ 12.2$ million in notes payable and other borrowings, partially offset by a net decrease in federal funds purchased and repurchase agreements of $\$ 28.4$ million, cash paid to purchase treasury stock of $\$ 2.9$ million and cash dividends payments on common stock of $\$ 2.4$ million. In the opinion of management, United's liquidity position at June 30, 2002, is sufficient to meet its expected cash flow requirements.

## Capital Resources and Dividends

Stockholders' equity at June 30, 2002 was $\$ 209.6$ million, an increase of $\$ 35.3$ million from June 30, 2001. Accumulated other comprehensive income (loss) is not included in the calculation of regulatory capital adequacy ratios. Excluding the change in the accumulated other comprehensive gain, stockholders' equity increased by $18 \%$ from June 30, 2001. Dividends of $\$ 1.3$ million, or $\$ .0625$ per share, were declared on common stock during the second quarter of 2002 bringing the total for the year to $\$ 2.7$ million, or $\$ .125$ per share, an increase of $25 \%$ per share from the amount declared in 2001. The dividend payout ratio for the second quarters of 2002 and 2001 were $16 \%$ and $15 \%$, respectively, while the payout ratio for the first six months of 2002 was $17 \%$ compared to the first six months of 2001 at $16 \%$. United has historically retained the majority of its earnings in order to provide a cost effective source of capital for continued growth and expansion. However, in recognition that cash dividends are an important component of shareholder value, management has instituted a dividend program that provides for increased cash dividends when earnings and capital levels permit.

On July 18, 2001, United's Board of Directors authorized the repurchase of up to 600,000 shares of the Company's common stock through the end of 2002 for general corporate purposes. On December 19, 2001, the Board of Directors increased the authorization to 1,000,000 shares. Through June 30, 2002, United repurchased a total of 441,338 shares under this authorization.

On March 18, 2002, United began trading on The Nasdaq Stock Market under the symbol UCBI. Previously, the stock was listed on the over-thecounter market on the Pink Sheets. The closing price for the period ended June 30, 2002 was $\$ 29.62$. Below is a schedule of high and low stock prices for the first two quarters of 2002 and all quarters in 2001. For periods prior to March 18, 2002, prices are based on information available to United at that time.

Table 9 - Stock Price Information
(All prior period amounts have been restated to reflect the 2 for 1 stock split announced April 25, 2002)

|  | 2002 |  | 2001 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | High | Low | High | Low |
| First quarter | \$ 28.60 | \$ 19.00 | \$ 19.50 | \$ 14.50 |
| Second quarter | 30.00 | 23.90 | 19.00 | 15.00 |
| Third quarter |  |  | 22.50 | 17.50 |
| Fourth quarter |  |  | 20.00 | 17.50 |
|  |  |  | 9 |  |

The following table presents the cash dividends declared in the first two quarters of 2002 and all quarters of 2001 and the respective payout ratios as a percentage of net income.

Table 10 - Dividend Payout Information
(All prior period amounts have been restated to reflect the 2 for 1 stock split announced April 25, 2002)

|  | 2002 |  |  | 2001 |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  |  | Dividend | Payout \% |  | Dividend |
|  |  | Payout \% |  |  |  |
| First quarter | $\$ .0625$ | 17 | $\$ .05$ | 16 |  |
| Second quarter | .0625 | 16 | .05 | 15 |  |
| Third quarter |  |  | .05 | 15 |  |
| Fourth quarter |  |  | .05 | 14 |  |

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.

The following table shows United’s capital ratios, as calculated under regulatory guidelines, at June 30, 2002 and June 30, 2001.

## Table 11 - Capital Ratios

(in thousands)

|  |  | 2002 |  | 2001 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Well <br> Capitalized | Actual Amount | Regulatory Minimum | Actual Amount | Regulatory <br> Minimum |
| Tier I Leverage: |  |  |  |  |  |
| Amount |  | \$ 222,934 | \$ 86,957 | \$ 196,985 | \$ 76,466 |
| Ratio | 5.00\% | 7.69\% | 3.00\% | 7.73\% | 3.00\% |
| Tier I Risk Based: |  |  |  |  |  |
| Amount |  | \$ 222,934 | \$ 90,451 | \$ 196,985 | \$ 75,564 |
| Ratio | 6.00\% | 9.86\% | 4.00\% | 10.43\% | 4.00\% |
| Total Risk Based: |  |  |  |  |  |
| Amount |  | \$ 253,755 | \$ 180,903 | \$ 223,769 | \$ 151,128 |
| Ratio | 10.00\% | 11.22\% | 8.00\% | 11.85\% | 8.00\% |

United's Tier I capital, which excludes other comprehensive income, consists of stockholders' equity and qualifying capital securities less goodwill and deposit-based intangibles, totaled $\$ 223$ million at June 30 , 2002. Tier II capital components include supplemental capital items 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 $\$ 254$ million at June 30, 2002. The capital ratios, as calculated under the guidelines, were $9.86 \%$ and $11.22 \%$ for Tier I and Total Risk-based capital, respectively, at June 30, 2002.

A minimum leverage ratio is required in addition to the risk-based capital standards and is defined as Tier I capital divided by average assets adjusted for goodwill and deposit-based intangibles. Although a minimum leverage ratio of $3 \%$ 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 $3 \%$ 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 June 30, 2002 and June 30, 2001 were $7.69 \%$ and $7.73 \%$, respectively.

The capital ratios of United and the Banks currently exceed the minimum ratios as defined by federal regulators. United monitors these ratios to ensure that United and the Banks remain above regulatory minimum guidelines.

## 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 investment 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 in order 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 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.

## Part I

## Item 3. Quantitative and Qualitative Disclosure About Market Risk

There have been no material changes in United's quantitative and qualitative disclosures about market risk as of June 30, 2002 from that presented in United's Annual Report on Form 10-K for the year ended December 31, 2001. United’s interest rate sensitivity position at June 30, 2002 is included in management's discussion and analysis on page 17 of this report.

## Part II. Other Information

Item 1. Legal Proceedings - None
Item 2. Changes in Securities - None

Item 3. Defaults upon Senior Securities - None

Item 4. Submission of Matters to a Vote of Securities Holders

United held its annual meeting of shareholders on April 25, 2002.

At the annual meeting, the shareholders elected Jimmy C. Tallent, Robert L. Head, Jr., W. C. Nelson, Jr., Robert H. Blalock, Harold Brewer, Guy W. Freeman, Thomas C. Gilliland, Charles E. Hill, Hoyt O. Holloway, Clarence W. Mason, Sr., Charles E. Parks, and Tim Wallis as directors to serve until the next annual meeting and until their successors are elected and qualified. The elections were approved by the votes set forth in the following table.

| Election of Directors | Shares Voted in Favor |  | Shares Withheld |
| :--- | :---: | :---: | :---: |
| Jimmy C. Tallent | $7,051,837$ |  | 37,426 |
| Robert L. Head, Jr. | $7,068,819$ | 20,444 |  |
| W. C. Nelson, Jr. | $7,072,988$ | 16,275 |  |
| Robert H. Blalock | $7,070,793$ | 18,470 |  |
| Harold Brewer | $7,072,788$ | 16,475 |  |
| Guy W. Freeman | $7,072,788$ | 16,475 |  |
| Thomas C. Gilliland | $7,072,788$ | 16,475 |  |
| Charles E. Hill | $7,073,088$ | 16,175 |  |
| Hoyt O. Holloway | $7,073,088$ | 16,175 |  |
| Clarence W. Mason, Sr. | $7,072,820$ | 16,443 |  |
| Charles E. Parks | $7,072,703$ | 16,560 |  |
| Tim Wallis | $7,073,014$ | 16,249 |  |

Item 5. Other Information - None

Item 6. Exhibits and Reports on Form 8-K
(a) Exhibits
99.1 Certification Pursuant to 18 U.S.C. Section 1350, as Adopted Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002
99.2 Certification Pursuant to 18 U.S.C. Section 1350, as Adopted Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002
(b) Reports on Form 8-K

A current report on Form 8-K dated April 26, 2002, was filed with the Securities and Exchange Commission publishing a press release announcing United's 2 for 1 split of its common stock effective May 29, 2002, for shareholders of record on May 15, 2002, and a quarterly dividend of $\$ .0625$ per share payable July 1, 2002 to shareholders of record June 14, 2002.

A current report on Form 8-K dated May 7, 2002, was filed with the Securities and Exchange Commission publishing schedules showing the effect of the 2 for 1 stock split announced April 25, 2002, for shareholders of record May 15, 2002 and effective May 29, 2002 on previously reported earnings per share, dividends per share and shares outstanding amounts.

## Signatures

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this Report to be signed on its behalf by the undersigned thereunto duly authorized.

UNITED COMMUNITY BANKS, INC.

By: _/s/ Jimmy C. Tallent
Jimmy C. Tallent
President and Chief Executive Officer
(Principal Executive Officer)

Date: August 14, 2002

By /s/Rex S. Schuette
Rex S. Schuette
Executive Vice President and Chief Financial Officer (Principal Financial Officer)

## EXHIBIT 99.1

CERTIFICATION PURSUANT TO

## 18 U.S.C. SECTION 1350,

AS ADOPTED PURSUANT TO

## SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002

In connection with the Quarterly Report of United Community Banks, Inc. ("United") on Form 10-Q for the period ending June 30, 2002 as filed with the Securities and Exchange Commission on the date hereof (the "Report"), I, Jimmy C. Tallent, Chief Executive Officer of United, certify, pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, that:

1. The Report fully complies with the requirements of section 13(a) or 15(d) of the Securities Exchange Act of 1934; and
2. The information contained in the Report fairly presents, in all material respects, the financial condition and result of operations of United.

By:_ /s/Jimmy_C. Tallent
Jimmy C. Tallent
President and Chief Executive Officer
Date: August 14, 2002

## 18 U.S.C. SECTION 1350,

AS ADOPTED PURSUANT TO

## SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002

In connection with the Quarterly Report of United Community Banks, Inc. ("United") on Form 10-Q for the period ending June 30, 2002 as filed with the Securities and Exchange Commission on the date hereof (the "Report"), I, Rex S. Schuette, Chief Financial Officer of United, certify, pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, that:

1. The Report fully complies with the requirements of section 13(a) or 15(d) of the Securities Exchange Act of 1934; and
2. The information contained in the Report fairly presents, in all material respects, the financial condition and result of operations of United.
$\qquad$
Rex S. Schuette
Executive Vice President and
Chief Financial Officer
Date: August 14, 2002

[^0]:    * Comprehensive income for the second quarter of 2002 and 2001 was $\$ 5,920$ and $\$ 205$, respectively.

