



For Immediate Release  
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## **United Bankshares, Inc. Announces Record Earnings for the Year of 2019**

WASHINGTON, D.C. and CHARLESTON, WV-- United Bankshares, Inc. (NASDAQ: [UBSI](#)), today reported earnings for the fourth quarter and year of 2019. Earnings for the fourth quarter of 2019 were \$63.3 million or \$0.62 per diluted share as compared to earnings of \$64.0 million or \$0.62 per diluted share for the fourth quarter of 2018. Earnings for the year of 2019 were a record \$260.1 million or \$2.55 per diluted share as compared to earnings of \$256.3 million or \$2.45 per diluted share for the year of 2018.

Fourth quarter of 2019 results produced an annualized return on average assets of 1.29%, an annualized return on average equity of 7.42% and an annualized return on average tangible equity of 13.38%. For the year of 2019, United's return on average assets was 1.34% while the return on average equity was 7.80% and the return on average tangible equity was 14.26%. United's annualized returns on average assets, average equity and average tangible equity were 1.33%, 7.77% and 14.52%, respectively, for the fourth quarter of 2018 while the returns on average assets, average equity and average tangible equity were 1.36%, 7.84% and 14.65%, respectively, for the year of 2018.

"2019 was another great year for United Bankshares," stated Richard M. Adams, United's Chairman of the Board and Chief Executive Officer. "We earned record net income of \$260 million and record diluted earnings per share of \$2.55, announced the intent to acquire Carolina Financial Corporation, our 32nd acquisition of the current administration, and increased dividends to our shareholders for the 46th consecutive year, a record only one other major banking company in the USA has been able to achieve."

Net interest income for the fourth quarter of 2019 was \$141.3 million, which was a decrease of \$5.4 million or 4% from the fourth quarter of 2018. Tax-equivalent net interest income, which adjusts for the tax-favored status of income from certain loans and investments, for the fourth quarter of 2019 was \$142.1 million, a decrease of \$5.6 million or 4% from the fourth quarter of 2018 due mainly to a decrease of 18 basis points in the average yield on earning assets and an increase of 7 basis points in the average cost of funds as compared to the fourth quarter of 2018. Partially offsetting these decreases to tax-equivalent net interest income for the fourth quarter of 2019 was an increase in average earning assets as compared to the fourth quarter of 2018. Average earning assets for the fourth quarter of 2019 increased \$373.0 million or 2% from the fourth quarter of 2018 due mainly to an increase of \$410.8 million or 3% in average net loans. In addition, average investment securities for the fourth quarter of 2019 increased \$199.1 million or 8% from the fourth quarter of 2018. Partially offsetting these increases was a decrease in average short-term investments of \$236.9 million or 28%. The net interest margin of 3.29% for the fourth quarter of 2019 was a decrease of 21 basis points from the net interest margin of 3.50% for the fourth quarter of 2018.

Net interest income for the year of 2019 was \$577.9 million, which was a decrease of \$10.7 million or 2% from the year of 2018. Tax-equivalent net interest income for the year of 2019 was \$581.7 million, which was a decrease of \$11.3 million or 2% from the year of 2018 due mainly to an increase in the average cost of funds. The average cost of funds for the year of 2019 increased 45 basis points from the year of 2018 due to higher market interest rates and a change in the mix of interest bearing liabilities. Partially offsetting the decreases to tax-equivalent net interest income for the year of 2019 were increases in average earning assets and the average yield on those average earning assets. For the year of 2019, average earning assets increased \$608.0 million or 4% from the year of 2018 due mainly to increases of \$403.4 million or 3% in average net loans and \$313.9 million or 14% in average investment securities. Average short-term investments decreased \$109.2 million or 13%. The average yield on earning assets for the year of 2019 increased 11 basis points from the year of 2018 due primarily to higher market rates. Loan accretion on acquired loans was \$38.8 million and \$43.2 million for the year of 2019 and 2018, respectively, decreasing \$4.4 million or 10%. The net interest margin of 3.39% for the year of 2019 was a decrease of 19 basis points from the net interest margin of 3.58% for the year of 2018.

On a linked-quarter basis, net interest income for the fourth quarter of 2019 was relatively flat from the third quarter of 2019, decreasing \$635 thousand or less than 1%. United's tax-equivalent net interest income for the fourth quarter of 2019 was also relatively flat from the third quarter of 2019, decreasing \$698 thousand or less than 1% due mainly to a decrease of 10 basis points in the average yield on earning assets. In addition, average earning assets declined \$191.1 million or 1%. Specifically, average short-term investments decreased \$234.6 million or 28% while average investment securities increased \$34.6 million or 1%. Average net loans were relatively flat for the quarter, increasing \$8.9 million or less than 1%. Virtually offsetting the decreases was a decline of 14 basis points in the average cost of funds. In addition, loan accretion on acquired loans increased \$1.4 million. Loan accretion on acquired loans was \$8.6 million and \$7.2 million for the fourth quarter and third quarter of 2019, respectively. The net interest margin of 3.29% for the fourth quarter of 2019 increased 2 basis points from the net interest margin of 3.27% for the third quarter of 2019.

For the quarters ended December 31, 2019 and 2018, the provision for loan losses was \$5.9 million and \$5.8 million, respectively, while the provision for the year of 2019 was \$21.3 million as compared to \$22.0 million for the year of 2018. Net charge-offs were \$5.9 million and \$21.0 million for the fourth quarter and year of 2019, respectively, as compared to \$6.1 million and \$21.9 million for the same time periods in 2018. Annualized net charge-offs as a percentage of average loans were 0.17% and 0.16% for the fourth quarter and year of 2019, respectively. On a linked-quarter basis, the provision for loan losses for the fourth quarter of 2019 increased \$834 thousand while net charge-offs increased \$1.6 million from the third quarter of 2019.

Noninterest income for the fourth quarter of 2019 was \$37.2 million, which was an increase of \$7.4 million or 25% from the fourth quarter of 2018. The increase was due mainly to an increase of \$6.0 million in income from mortgage banking activities due to increased production and sales of mortgage loans in the secondary market by United's mortgage banking subsidiary, George Mason Mortgage, LLC (George Mason). In addition, United recognized a net gain of \$109 thousand on investment securities' activity in the fourth quarter of 2019 as compared to a net loss of \$1.9 million in the fourth quarter of 2018. Also, income from bank-owned life insurance policies increased \$1.6 million from the fourth quarter of 2018 due to the recognition of death benefits of \$1.7 million in the fourth quarter of 2019. Partially offsetting these increases was a net gain of \$2.8 million on the sale of bank premises United recorded in the fourth quarter of 2018.

Noninterest income for the year of 2019 was \$150.5 million, which was an increase of \$21.8 million or 17% from the year of 2018. The increase was due mainly to an increase of \$18.8 million in income from mortgage banking activities primarily due to increased loan originations and a higher realized gain on sale margin by George Mason. In addition, fees from trust services increased \$943 thousand due to an increase in managed assets, fees from brokerage services increased \$789 thousand due to increased volume and income from bank-owned life insurance increased \$2.3 million due to the recognition of \$2.3 million in death benefits for the year of 2019. Also, United recognized a net gain of \$175 thousand on investment securities' activity in the year of 2019 as compared to a net loss of \$2.6 million for the year of 2018. Partially offsetting these increases was the previously mentioned net gain of \$2.8 million on the sale of bank premises in the year of 2018.

On a linked-quarter basis, noninterest income for the fourth quarter of 2019 decreased \$5.0 million or 12% from the third quarter of 2019. This decrease was due mainly to a decrease of \$6.5 million in income from mortgage banking activities due to decreased production and sales of mortgage loans in the secondary market as a result of a typical seasonal slowdown. Partially offsetting this decrease was an increase of \$1.6 million in income from bank-owned life insurance policies due to the previously mentioned recognition of death benefits of \$1.7 million in the fourth quarter of 2019.

Noninterest expense for the fourth quarter of 2019 was \$96.9 million, an increase of \$5.9 million or 6% from the fourth quarter of 2018 due mainly to an increase of \$5.2 million in employee compensation expense. The increase was due primarily to an increase in employee commissions expense related to the increase in production and sales of mortgage loans at George Mason. In addition, other expense increased \$2.6 million due to an increase of \$1.2 million in donations and merger expenses of \$589 thousand related to the announced acquisition of Carolina Financial Corporation. Partially offsetting these increases was a decline of \$2.2 million in Federal Deposit Insurance Corporation (FDIC) assessment fees.

Noninterest expense for the year of 2019 was \$382.7 million, an increase of \$14.5 million or 4% from the year of 2018. In particular, employee compensation expense increased \$9.5 million due mainly to increased salaries and commissions expense primarily related to the increase in production and sales of mortgage loans at George Mason. In addition, United recognized prepayment penalties on FHLB advances of \$5.1 million in the second quarter of 2019 and other expense increased \$5.6 million due mainly to an increase of \$2.8 million on the amortization of income tax credits and an increase of \$1.1 million in donations. The amortization of tax credits lowered the effective tax rate. Partially offsetting these increases were decreases of \$3.4 million in FDIC insurance expense resulting from a small bank assessment credit and lower assessment fees, \$1.6 million in net occupancy expense due mainly to a decline in building rental expense and \$1.6 million in data processing fees due to lower fees under a new contract.

On a linked-quarter basis, noninterest expense for the fourth quarter of 2019 was relatively flat from the third quarter of 2019, increasing \$766 thousand or less than 1%. An increase of \$2.2 million in other expense due to an increase of \$1.2 million in donations and the merger expenses of \$589 thousand was virtually offset by a decline of \$1.9 million in employee compensation due mainly to a decrease in commissions and incentives expense for George Mason.

For the fourth quarter and year of 2019, income tax expense was \$12.5 million and \$64.3 million, respectively, as compared to \$15.8 million and \$70.8 million, respectively, in the fourth quarter and year of 2018. The decreases in 2019 were mainly due to a decline in the effective tax rate as a result of the increased benefit from income tax credits. On a linked-quarter basis, income tax expense for the fourth quarter of 2019 decreased \$4.5 million from the third quarter of 2019 due to lower earnings and a lower effective tax rate. United's effective tax rate was 16.5% for the fourth quarter of 2019, 20.5% for the third quarter of 2019 and 19.8% for the fourth quarter of 2018. For the year of 2019 and 2018, United's effective tax rate was 19.8% and 21.7%, respectively.

United's asset quality continues to be sound. At December 31, 2019, nonperforming loans were \$131.1 million, or 0.96% of loans, net of unearned income, a decline from nonperforming loans of \$142.8 million, or 1.06% of loans, net of unearned income, at December 31, 2018. As of December 31, 2019, the allowance for loan losses was \$77.1 million or 0.56% of loans, net of unearned income, which was comparable to \$76.7 million or 0.57% of loans, net of unearned income, at December 31, 2018. Total nonperforming assets of \$146.6 million, including OREO of \$15.5 million at December 31, 2019, represented 0.75% of total assets as compared to nonperforming assets of \$159.7 million or 0.83% at December 31, 2018.

United continues to be well-capitalized based upon regulatory guidelines. United's estimated risk-based capital ratio is 14.7% at December 31, 2019 while its estimated Common Equity Tier 1 capital, Tier 1 capital and leverage ratios are 12.5%, 12.5% and 10.5%, respectively. The regulatory requirements for a well-capitalized financial institution are a risk-based capital ratio of 10.0%, a Common Equity Tier 1 capital ratio of 6.5%, a Tier 1 capital ratio of 8.0% and a leverage ratio of 5.0%.

During the fourth quarter of 2019, United announced that it entered into a definitive merger agreement with Carolina Financial Corporation. Under the merger agreement, United will acquire 100% of the outstanding shares of Carolina Financial Corporation in exchange for common shares of United. The combined organization will be approximately \$25 billion in assets with more than 200 locations in some of the most desirable banking markets in the nation. United recently filed a Form S-4 with the Securities and Exchange Commission regarding the proposed merger. United expects the merger to close during the second quarter of 2020.

As of December 31, 2019, United had consolidated assets of approximately \$19.7 billion. United is the parent company of United Bank, the largest community bank headquartered in the D.C. Metro region. United Bank which comprises 138 full-service banking offices and 15 George Mason Mortgage, LLC locations, is located throughout Virginia, West Virginia, Maryland, North Carolina, South Carolina, Ohio, Pennsylvania and Washington, D.C. United's stock is traded on the NASDAQ Global Select Market under the quotation symbol "[UBSI](#)".

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### Cautionary Statements

*The Company is required under generally accepted accounting principles to evaluate subsequent events through the filing of its December 31, 2019 consolidated financial statements on Form 10-K. As a result, the Company will continue to evaluate the impact of any subsequent events on critical accounting assumptions and estimates made as of December 31, 2019 and will adjust amounts preliminarily reported, if necessary.*

### Use of non-GAAP Financial Measures

*This press release contains certain financial measures that are not recognized under U.S. generally accepted accounting principles ("GAAP"). Generally, United has presented these "non-GAAP" financial measures because it believes that these measures provide meaningful additional information to assist in the evaluation of United's results of operations or financial position. Presentation of these non-GAAP financial measures is consistent with how United's management evaluates its performance internally and these non-GAAP financial measures are frequently used by securities analysts, investors and other interested parties in the evaluation of companies in the banking industry.*

*Specifically, this press release contains certain references to financial measures identified as tax-equivalent (FTE) net interest income, tangible equity and tangible book value per share. Management believes these non-GAAP financial measures to be helpful in understanding United's results of operations or financial position.*

*Net interest income is presented in this press release on a tax-equivalent basis. The tax-equivalent basis adjusts for the tax-favored status of income from certain loans and investments. Although this is a non-GAAP measure, United's management believes this measure is more widely used within the financial services industry and provides better comparability of net interest income arising from taxable and tax-exempt sources. United uses this measure to monitor net interest income performance and to manage its balance sheet composition. The tax-equivalent adjustment combines amounts of interest income on federally nontaxable loans and investment securities using the statutory federal income tax rate of 21%.*

*Tangible common equity is calculated as GAAP total shareholders' equity minus total intangible assets. Tangible common equity can thus be considered the most conservative valuation of the company. Tangible common equity is also presented on a per common share basis and considering net income, a return on average tangible equity. Management provides these amounts to facilitate the understanding of as well as to assess the quality and composition of United's capital structure. By removing the effect of intangible assets that result from merger and acquisition activity, the "permanent" items of common equity are presented. These measures, along with others, are used by management to analyze capital adequacy and performance.*

*Where non-GAAP financial measures are used, the comparable GAAP financial measure, as well as reconciliation to that comparable GAAP financial measure can be found in the attached financial information tables to this press release. Investors should recognize that United's presentation of these non-GAAP financial measures might not be comparable to similarly titled measures at other companies. These non-GAAP financial measures should not be considered a substitute for GAAP basis measures and United strongly encourages a review of its condensed consolidated financial statements in their entirety.*

### Forward-Looking Statements

*This press release contains certain forward-looking statements, including certain plans, expectations, goals and projections, which are subject to numerous assumptions, risks and uncertainties. Actual results could differ materially from those contained in or implied by such statements for a variety of factors including: changes in economic conditions; movements in interest rates; competitive pressures on product pricing and services; success and timing of business strategies; the nature and extent of governmental actions and reforms; and rapidly changing technology and evolving banking industry standards.*

**UNITED BANKSHARES, INC. AND SUBSIDIARIES**  
**FINANCIAL SUMMARY**  
(In Thousands Except for Per Share Data)

|   | Three Months Ended  |                     | Year Ended          |                      |
|---|---------------------|---------------------|---------------------|----------------------|
|   | December 31<br>2019 | December 31<br>2018 | December 31<br>2019 | December 31<br>2018  |
| <b>EARNINGS SUMMARY:</b>                                    |                     |                     |                     |                      |
| Interest income   | \$ 183,869          | \$ 187,500          | \$ 762,562          | \$ 717,715           |
| Interest expense  | 42,586              | 40,795              | 184,640             | 129,070              |
| Net interest income   | 141,283             | 146,705             | 577,922             | 588,645              |
| Provision for loan losses                                   | 5,867               | 5,823               | 21,313              | 22,013               |
| Noninterest income  | 37,242              | 29,827              | 150,484             | 128,712              |
| Noninterest expenses  | 96,900              | 91,002              | 382,654             | 368,179              |
| Income before income taxes                                  | 75,758              | 79,707              | 324,439             | 327,165              |
| Income taxes  | 12,473              | 15,757              | 64,340              | 70,823               |
| Net income  | \$ 63,285           | \$ 63,950           | \$ 260,099          | \$ 256,342           |
| <b>PER COMMON SHARE:</b>                                    |                     |                     |                     |                      |
| Net income:   |                     |                     |                     |                      |
| Basic   | \$ 0.62             | \$ 0.62             | \$ 2.55             | \$ 2.46              |
| Diluted   | 0.62                | 0.62                | 2.55                | 2.45                 |
| Cash dividends  | \$ 0.35             | \$ 0.34             | 1.37                | 1.36                 |
| Book value  |                     |                     | 33.12               | 31.78                |
| Closing market price  |                     |                     | \$ 38.66            | \$ 31.11             |
| Common shares outstanding:                                  |                     |                     |                     |                      |
| Actual at period end, net of treasury shares                |                     |                     | 101,553,671         | 102,323,488          |
| Weighted average- basic                                     | 101,250,489         | 102,929,563         | 101,585,599         | 104,015,976          |
| Weighted average- diluted                                   | 101,537,640         | 103,164,267         | 101,852,577         | 104,298,825          |
| <b>FINANCIAL RATIOS:</b>                                    |                     |                     |                     |                      |
| Return on average assets                                    | 1.29%               | 1.33%               | 1.34%               | 1.36%                |
| Return on average shareholders' equity                      | 7.42%               | 7.77%               | 7.80%               | 7.84%                |
| Return on average tangible equity (non-GAAP) <sup>(1)</sup> | 13.38%              | 14.52%              | 14.26%              | 14.65%               |
| Average equity to average assets                            | 17.39%              | 17.10%              | 17.13%              | 17.34%               |
| Net interest margin   | 3.29%               | 3.50%               | 3.39%               | 3.58%                |
|   | December 31<br>2019 | December 31<br>2018 | December 31<br>2017 | September 30<br>2019 |
| <b>PERIOD END BALANCES:</b>                                 |                     |                     |                     |                      |
| Assets  | \$ 19,662,324       | \$ 19,250,498       | \$ 19,058,959       | \$ 19,751,461        |
| Earning assets  | 17,344,638          | 16,971,602          | 16,741,819          | 17,389,984           |
| Loans, net of unearned income                               | 13,712,129          | 13,422,222          | 13,011,421          | 13,633,427           |
| Loans held for sale   | 387,514             | 249,846             | 265,955             | 412,194              |
| Investment securities                                       | 2,669,797           | 2,543,727           | 2,071,645           | 2,673,312            |
| Total deposits  | 13,852,421          | 13,994,749          | 13,830,591          | 14,095,411           |
| Shareholders' equity  | 3,363,833           | 3,251,624           | 3,240,530           | 3,354,342            |

Note: (1) See information under the "Selected Financial Ratios" table for a reconciliation of non-GAAP measure.

**UNITED BANKSHARES, INC. AND SUBSIDIARIES**  
**Washington, D.C. and Charleston, WV**  
**Stock Symbol: UBSI**  
(In Thousands Except for Per Share Data)

**Consolidated Statements of Income**

|  | <b>Three Months Ended</b> |                          |                           |                      |                       |
|--|---------------------------|--------------------------|---------------------------|----------------------|-----------------------|
|  | <b>December<br/>2019</b>  | <b>December<br/>2018</b> | <b>September<br/>2019</b> | <b>June<br/>2019</b> | <b>March<br/>2019</b> |
| <b>Interest &amp; Loan Fees Income (GAAP)</b>      | \$ 183,869                | \$ 187,500               | \$ 190,351                | \$ 199,245           | \$ 189,097            |
| Tax equivalent adjustment                          | 851                       | 1,060                    | 914                       | 977                  | 993                   |
| Interest & Fees Income (FTE) (non-GAAP)            | 184,720                   | 188,560                  | 191,265                   | 200,222              | 190,090               |
| <b>Interest Expense</b>                            | <u>42,586</u>             | <u>40,795</u>            | <u>48,433</u>             | <u>48,692</u>        | <u>44,929</u>         |
| Net Interest Income (FTE) (non-GAAP)               | 142,134                   | 147,765                  | 142,832                   | 151,530              | 145,161               |
| <b>Provision for Loan Losses</b>                   | 5,867                     | 5,823                    | 5,033                     | 5,417                | 4,996                 |
| <b>Non-Interest Income:</b>                        |                           |                          |                           |                      |                       |
| Fees from trust services                           | 3,597                     | 3,385                    | 3,574                     | 3,438                | 3,264                 |
| Fees from brokerage services                       | 2,468                     | 2,383                    | 2,378                     | 2,766                | 2,524                 |
| Fees from deposit services                         | 8,549                     | 8,650                    | 8,702                     | 8,464                | 8,053                 |
| Bankcard fees and merchant discounts               | 1,154                     | 784                      | 1,262                     | 1,102                | 1,156                 |
| Other charges, commissions, and fees               | 576                       | 588                      | 568                       | 576                  | 521                   |
| Income from bank owned life insurance              | 2,906                     | 1,269                    | 1,280                     | 1,326                | 1,827                 |
| Income from mortgage banking activities            | 17,547                    | 11,570                   | 24,019                    | 21,704               | 13,681                |
| Net gain on the sale of bank premises              | 0                         | 2,763                    | 0                         | 0                    | 0                     |
| Net gains (losses) on investment securities        | 109                       | (1,926)                  | 116                       | 109                  | (159)                 |
| Other income                                       | 336                       | 361                      | 325                       | 310                  | 356                   |
| Total Non-Interest Income                          | <u>37,242</u>             | <u>29,827</u>            | <u>42,224</u>             | <u>39,795</u>        | <u>31,223</u>         |
| <b>Non-Interest Expense:</b>                       |                           |                          |                           |                      |                       |
| Employee compensation                              | 44,399                    | 39,200                   | 46,313                    | 44,301               | 38,949                |
| Employee benefits                                  | 9,121                     | 8,658                    | 8,615                     | 8,578                | 9,431                 |
| Net occupancy                                      | 8,734                     | 8,686                    | 8,698                     | 8,667                | 8,751                 |
| Data processing                                    | 5,727                     | 6,065                    | 5,776                     | 5,567                | 5,162                 |
| Amortization of intangibles                        | 1,754                     | 2,010                    | 1,754                     | 1,754                | 1,754                 |
| OREO expense                                       | 1,450                     | 1,021                    | 1,837                     | 633                  | 1,416                 |
| Equipment expense                                  | 3,522                     | 3,518                    | 3,698                     | 3,675                | 3,315                 |
| FDIC expense                                       | 1,005                     | 3,244                    | 465                       | 3,300                | 3,300                 |
| Prepayment penalties on FHLB borrowings            | 0                         | 0                        | 0                         | 5,105                | 0                     |
| Other expense                                      | 21,188                    | 18,600                   | 18,978                    | 18,615               | 17,347                |
| Total Non-Interest Expense                         | <u>96,900</u>             | <u>91,002</u>            | <u>96,134</u>             | <u>100,195</u>       | <u>89,425</u>         |
| <b>Income Before Income Taxes (FTE) (non-GAAP)</b> | 76,609                    | 80,767                   | 83,889                    | 85,713               | 81,963                |
| Tax equivalent adjustment                          | 851                       | 1,060                    | 914                       | 977                  | 993                   |
| <b>Income Before Income Taxes (GAAP)</b>           | 75,758                    | 79,707                   | 82,975                    | 84,736               | 80,970                |
| Taxes  | 12,473                    | 15,757                   | 17,010                    | 17,529               | 17,328                |
| <b>Net Income</b>                                  | <u>\$ 63,285</u>          | <u>\$ 63,950</u>         | <u>\$ 65,965</u>          | <u>\$ 67,207</u>     | <u>\$ 63,642</u>      |
| <b>MEMO: Effective Tax Rate</b>                    | 14.46%                    | 19.77%                   | 20.50%                    | 20.69%               | 21.40%                |

**UNITED BANKSHARES, INC. AND SUBSIDIARIES**  
**Washington, D.C. and Charleston, WV**  
**Stock Symbol: UBSI**  
(In Thousands Except for Per Share Data)

**Consolidated Statements of Income**

|  | Year Ended       |                  |                  |                  |
|--|------------------|------------------|------------------|------------------|
|  | December<br>2019 | December<br>2018 | December<br>2017 | December<br>2016 |
| <b>Interest &amp; Loan Fees Income (GAAP)</b>      | \$ 762,562       | \$ 717,715       | \$ 623,806       | \$ 470,341       |
| Tax equivalent adjustment                          | 3,735            | 4,328            | 8,429            | 6,121            |
| Interest & Fees Income (FTE) (non-GAAP)            | 766,297          | 722,043          | 632,235          | 476,462          |
| <b>Interest Expense</b>                            | 184,640          | 129,070          | 74,809           | 45,010           |
| Net Interest Income (FTE) (non-GAAP)               | 581,657          | 592,973          | 557,426          | 431,452          |
| <b>Provision for Loan Losses</b>                   | 21,313           | 22,013           | 28,406           | 24,509           |
| <b>Non-Interest Income:</b>                        |                  |                  |                  |                  |
| Fees from trust services                           | 13,873           | 12,930           | 11,801           | 12,025           |
| Fees from brokerage services                       | 10,136           | 9,347            | 7,730            | 7,012            |
| Fees from deposit services                         | 33,768           | 33,973           | 33,622           | 32,858           |
| Bankcard fees and merchant discounts               | 4,674            | 5,168            | 4,795            | 5,215            |
| Other charges, commissions, and fees               | 2,241            | 2,228            | 2,057            | 2,059            |
| Income from bank owned life insurance              | 7,339            | 5,045            | 5,110            | 5,794            |
| Income from mortgage banking activities            | 76,951           | 58,109           | 58,907           | 3,450            |
| Net gain on the sale of bank premises              | 0                | 2,763            | 0                | 0                |
| Net gains (losses) on investment securities        | 175              | (2,618)          | 5,584            | 280              |
| Other income                                       | 1,327            | 1,767            | 2,039            | 1,339            |
| Total Non-Interest Income                          | 150,484          | 128,712          | 131,645          | 70,032           |
| <b>Non-Interest Expense:</b>                       |                  |                  |                  |                  |
| Employee compensation                              | 173,962          | 164,468          | 166,393          | 95,655           |
| Employee benefits                                  | 35,745           | 36,172           | 34,997           | 26,591           |
| Net occupancy                                      | 34,850           | 36,462           | 39,067           | 27,529           |
| Data processing                                    | 22,232           | 23,800           | 21,019           | 15,280           |
| Amortization of intangibles                        | 7,016            | 8,039            | 7,772            | 3,944            |
| OREO expense                                       | 5,336            | 3,444            | 6,003            | 5,844            |
| Equipment expense                                  | 14,210           | 13,846           | 10,528           | 8,622            |
| FDIC expense                                       | 8,070            | 11,464           | 7,051            | 8,548            |
| Prepayment penalties on FHLB borrowings            | 5,105            | 0                | 0                | 0                |
| Other expense                                      | 76,128           | 70,484           | 74,579           | 56,183           |
| Total Non-Interest Expense                         | 382,654          | 368,179          | 367,409          | 248,196          |
| <b>Income Before Income Taxes (FTE) (non-GAAP)</b> | 328,174          | 331,493          | 293,256          | 228,779          |
| Tax equivalent adjustment                          | 3,735            | 4,328            | 8,429            | 6,121            |
| <b>Income Before Income Taxes (GAAP)</b>           | 324,439          | 327,165          | 284,827          | 222,658          |
| Taxes  | 64,340           | 70,823           | 134,246          | 75,575           |
| <b>Net Income</b>                                  | \$ 260,099       | \$ 256,342       | \$ 150,581       | \$ 147,083       |
| <b>MEMO: Effective Tax Rate</b>                    | 19.83%           | 21.65%           | 47.13%           | 33.94%           |



**UNITED BANKSHARES, INC. AND SUBSIDIARIES**  
**Washington, D.C. and Charleston, WV**  
**Stock Symbol: UBSI**  
(In Thousands Except for Per Share Data)

**Consolidated Balance Sheets**

|   | <b>December 31<br/>2019<br/>Q-T-D Average</b> | <b>December 31<br/>2018<br/>Q-T-D Average</b> | <b>December 31<br/>2019</b> | <b>December 31<br/>2018</b> | <b>December 31<br/>2017</b> |
|---|---|---|-----------------------------|-----------------------------|-----------------------------|
| Cash & Cash Equivalents                   | \$ 777,007                                    | \$ 1,025,695                                  | \$ 837,493                  | \$ 1,020,396                | \$ 1,666,167                |
| Securities Available for Sale             | 2,463,101                                     | 2,287,480                                     | 2,437,296                   | 2,337,039                   | 1,888,756                   |
| Securities Held to Maturity               | 1,463   | 20,017  | 1,446                       | 19,999                      | 20,428                      |
| Equity Securities                         | 8,984   | 9,880   | 8,894                       | 9,734                       | 0                           |
| Other Investment Securities               | 210,855                                       | 167,953                                       | 222,161                     | 176,955                     | 162,461                     |
| <b>Total Securities</b>                   | <u>2,684,403</u>                              | <u>2,485,330</u>                              | <u>2,669,797</u>            | <u>2,543,727</u>            | <u>2,071,645</u>            |
| <b>Total Cash and Securities</b>          | <u>3,461,410</u>                              | <u>3,511,025</u>                              | <u>3,507,290</u>            | <u>3,564,123</u>            | <u>3,737,812</u>            |
| Loans Held for Sale                       | 368,966                                       | 226,028                                       | 387,514                     | 249,846                     | 265,955                     |
| Commercial Loans                          | 9,347,641                                     | 9,433,610                                     | 9,399,170                   | 9,447,420                   | 9,822,027                   |
| Mortgage Loans                            | 3,052,045                                     | 2,906,314                                     | 3,107,721                   | 2,979,787                   | 2,443,780                   |
| Consumer Loans                            | 1,195,999                                     | 994,233                                       | 1,206,657                   | 1,002,325                   | 761,530                     |
| <b>Gross Loans</b>                        | <u>13,595,685</u>                             | <u>13,334,157</u>                             | <u>13,713,548</u>           | <u>13,429,532</u>           | <u>13,027,337</u>           |
| Unearned Income                           | (2,823)                                       | (9,290)                                       | (1,419)                     | (7,310)                     | (15,916)                    |
| <b>Loans, Net of Unearned Income</b>      | <u>13,592,862</u>                             | <u>13,324,867</u>                             | <u>13,712,129</u>           | <u>13,422,222</u>           | <u>13,011,421</u>           |
| Allowance for Loan Losses                 | (77,073)                                      | (76,933)                                      | (77,057)                    | (76,703)                    | (76,627)                    |
| Goodwill                                  | 1,478,014                                     | 1,478,014                                     | 1,478,014                   | 1,478,014                   | 1,478,380                   |
| Other Intangibles                         | 30,837  | 37,989  | 29,931                      | 36,947                      | 44,986                      |
| <b>Total Intangibles</b>                  | <u>1,508,851</u>                              | <u>1,516,003</u>                              | <u>1,507,945</u>            | <u>1,514,961</u>            | <u>1,523,366</u>            |
| Operating Lease Right-of-Use Asset        | 59,031  | ---   | 57,783                      | ---                         | ---                         |
| Other Real Estate Owned                   | 18,472  | 18,428  | 15,515                      | 16,865                      | 24,348                      |
| Other Assets                              | 532,561                                       | 560,230                                       | 551,205                     | 559,184                     | 572,684                     |
| <b>Total Assets</b>                       | <u>\$ 19,465,080</u>                          | <u>\$ 19,079,648</u>                          | <u>\$ 19,662,324</u>        | <u>\$ 19,250,498</u>        | <u>\$ 19,058,959</u>        |
| <b>MEMO: Interest-earning Assets</b>      | <u>\$ 17,165,071</u>                          | <u>\$ 16,792,108</u>                          | <u>\$ 17,344,638</u>        | <u>\$ 16,971,602</u>        | <u>\$ 16,741,819</u>        |
| Interest-bearing Deposits                 | \$ 9,281,403                                  | \$ 9,615,474                                  | \$ 9,231,059                | \$ 9,577,934                | \$ 9,535,904                |
| Noninterest-bearing Deposits              | 4,647,907                                     | 4,418,443                                     | 4,621,362                   | 4,416,815                   | 4,294,687                   |
| <b>Total Deposits</b>                     | <u>13,929,310</u>                             | <u>14,033,917</u>                             | <u>13,852,421</u>           | <u>13,994,749</u>           | <u>13,830,591</u>           |
| Short-term Borrowings                     | 132,621                                       | 193,971                                       | 374,654                     | 351,327                     | 477,587                     |
| Long-term Borrowings                      | 1,836,423                                     | 1,481,732                                     | 1,838,029                   | 1,499,103                   | 1,363,977                   |
| <b>Total Borrowings</b>                   | <u>1,969,044</u>                              | <u>1,675,703</u>                              | <u>2,212,683</u>            | <u>1,850,430</u>            | <u>1,841,564</u>            |
| Operating Lease Liability                 | 62,662  | ---   | 61,342                      | ---                         | ---                         |
| Other Liabilities                         | 118,702                                       | 106,671                                       | 172,045                     | 153,695                     | 146,274                     |
| <b>Total Liabilities</b>                  | <u>16,079,718</u>                             | <u>15,816,291</u>                             | <u>16,298,491</u>           | <u>15,998,874</u>           | <u>15,818,429</u>           |
| Preferred Equity                          | ---   | ---   | ---                         | ---                         | ---                         |
| Common Equity                             | 3,385,362                                     | 3,263,357                                     | 3,363,833                   | 3,251,624                   | 3,240,530                   |
| <b>Total Shareholders' Equity</b>         | <u>3,385,362</u>                              | <u>3,263,357</u>                              | <u>3,363,833</u>            | <u>3,251,624</u>            | <u>3,240,530</u>            |
| <b>Total Liabilities &amp; Equity</b>     | <u>\$ 19,465,080</u>                          | <u>\$ 19,079,648</u>                          | <u>\$ 19,662,324</u>        | <u>\$ 19,250,498</u>        | <u>\$ 19,058,959</u>        |
| <b>MEMO: Interest-bearing Liabilities</b> | <u>\$ 11,250,447</u>                          | <u>\$ 11,291,177</u>                          | <u>\$ 11,443,742</u>        | <u>\$ 11,428,364</u>        | <u>\$ 11,377,468</u>        |

**UNITED BANKSHARES, INC. AND SUBSIDIARIES**  
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|  | Three Months Ended |                  |                   |              |               |
|--|--------------------|------------------|-------------------|--------------|---------------|
|  | December<br>2019   | December<br>2018 | September<br>2019 | June<br>2019 | March<br>2019 |
| <b>Quarterly Share Data:</b>                               |                    |                  |                   |              |               |
| <b>Earnings Per Share:</b>                                 |                    |                  |                   |              |               |
| Basic  | \$ 0.62            | \$ 0.62          | \$ 0.65           | \$ 0.66      | \$ 0.62       |
| Diluted  | \$ 0.62            | \$ 0.62          | \$ 0.65           | \$ 0.66      | \$ 0.62       |
| <b>Common Dividend Declared Per Share</b>                  | \$ 0.35            | \$ 0.34          | \$ 0.34           | \$ 0.34      | \$ 0.34       |
| High Common Stock Price                                    | \$ 40.70           | \$ 36.84         | \$ 39.98          | \$ 39.88     | \$ 39.14      |
| Low Common Stock Price                                     | \$ 36.09           | \$ 29.13         | \$ 34.77          | \$ 35.42     | \$ 30.67      |
| <b>Average Shares Outstanding (Net of Treasury Stock):</b> |                    |                  |                   |              |               |
| Basic  | 101,250,489        | 102,929,563      | 101,432,243       | 101,773,643  | 101,894,786   |
| Diluted  | 101,537,640        | 103,164,267      | 101,711,740       | 102,047,845  | 102,162,704   |
| Common Dividends   | \$ 35,543          | \$ 34,975        | \$ 34,518         | \$ 34,688    | \$ 34,759     |
| Dividend Payout Ratio                                      | 56.16%             | 54.69%           | 52.33%            | 51.61%       | 54.62%        |

|  | Year Ended       |                  |                  |                  |            |
|--|------------------|------------------|------------------|------------------|------------|
|  | December<br>2019 | December<br>2018 | December<br>2017 | December<br>2016 |            |
| <b>YTD Share Data:</b>                                     |                  |                  |                  |                  |            |
| <b>Earnings Per Share:</b>                                 |                  |                  |                  |                  |            |
| Basic  |                  | \$ 2.55          | \$ 2.46          | \$ 1.54          | \$ 2.00    |
| Diluted  |                  | \$ 2.55          | \$ 2.45          | \$ 1.54          | \$ 1.99    |
| <b>Common Dividend Declared Per Share</b>                  |                  | \$ 1.37          | \$ 1.36          | \$ 1.33          | \$ 1.32    |
| <b>Average Shares Outstanding (Net of Treasury Stock):</b> |                  |                  |                  |                  |            |
| Basic  |                  | 101,585,599      | 104,015,976      | 97,502,633       | 73,531,992 |
| Diluted  |                  | 101,852,577      | 104,298,825      | 97,890,078       | 73,893,127 |
| Common Dividends   |                  | \$ 139,508       | \$ 141,610       | \$ 131,755       | \$ 98,696  |
| Dividend Payout Ratio                                      |                  | 53.64%           | 55.24%           | 87.50%           | 67.10%     |
| EOP Employees (full-time equivalent)                       |                  | 2,204            | 2,230            | 2,381            | 1,701      |

|  | Three Months Ended |                  |                   |              |               |
|--|--------------------|------------------|-------------------|--------------|---------------|
|  | December<br>2019   | December<br>2018 | September<br>2019 | June<br>2019 | March<br>2019 |
| <b>EOP Share Data:</b>                                 |                    |                  |                   |              |               |
| Book Value Per Share                                   | \$ 33.12           | \$ 31.78         | \$ 33.03          | \$ 32.70     | \$ 32.19      |
| Tangible Book Value Per Share <sup>(1)</sup>           | \$ 18.27           | \$ 16.97         | \$ 18.16          | \$ 17.87     | \$ 17.37      |
| 52-week High Common Stock Price                        | \$ 40.70           | \$ 39.95         | \$ 39.98          | \$ 39.95     | \$ 39.95      |
| Date   | 11/05/19           | 08/21/18         | 09/13/19          | 08/21/18     | 08/21/18      |
| 52-week Low Common Stock Price                         | \$ 30.67           | \$ 29.13         | \$ 30.67          | \$ 29.13     | \$ 29.13      |
| Date   | 01/02/19           | 12/27/18         | 01/02/19          | 12/27/18     | 12/27/18      |
| <b>EOP Shares Outstanding (Net of Treasury Stock):</b> | 101,553,671        | 102,323,488      | 101,555,696       | 101,963,030  | 102,118,029   |

**Note:**

(1) Tangible Book Value Per Share:

|  |              |              |              |              |              |
|--|--------------|--------------|--------------|--------------|--------------|
| Total Shareholders' Equity (GAAP)                | \$ 3,363,833 | \$ 3,251,624 | \$ 3,354,342 | \$ 3,333,858 | \$ 3,286,891 |
| Less: Total Intangibles                          | (1,507,945)  | (1,514,961)  | (1,509,699)  | (1,511,453)  | (1,513,207)  |
| Tangible Equity (non-GAAP)                       | \$ 1,855,888 | \$ 1,736,663 | \$ 1,844,643 | \$ 1,822,405 | \$ 1,773,684 |
| ÷ EOP Shares Outstanding (Net of Treasury Stock) | 101,553,671  | 102,323,488  | 101,555,696  | 101,963,030  | 102,118,029  |
| Tangible Book Value Per Share (non-GAAP)         | \$ 18.27     | \$ 16.97     | \$ 18.16     | \$ 17.87     | \$ 17.37     |

**UNITED BANKSHARES, INC. AND SUBSIDIARIES**  
**Washington, D.C. and Charleston, WV**  
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|   | Three Months Ended |                  |                   |              |               |
|---|--------------------|------------------|-------------------|--------------|---------------|
|   | December<br>2019   | December<br>2018 | September<br>2019 | June<br>2019 | March<br>2019 |
| <b>Selected Yields and Net Interest Margin:</b> |                    |                  |                   |              |               |
| Net Loans                                       | 4.65%              | 4.86%            | 4.75%             | 5.10%        | 4.91%         |
| Investment Securities                           | 2.74%              | 2.92%            | 2.90%             | 2.90%        | 2.93%         |
| Money Market Investments/FFS                    | 2.57%              | 2.57%            | 2.98%             | 2.81%        | 3.20%         |
| Average Earning Assets Yield                    | 4.28%              | 4.46%            | 4.38%             | 4.67%        | 4.54%         |
| Interest-bearing Deposits                       | 1.33%              | 1.25%            | 1.49%             | 1.46%        | 1.37%         |
| Short-term Borrowings                           | 1.52%              | 1.52%            | 1.78%             | 1.79%        | 1.61%         |
| Long-term Borrowings                            | 2.35%              | 2.58%            | 2.44%             | 2.70%        | 2.77%         |
| Average Liability Costs                         | 1.50%              | 1.43%            | 1.64%             | 1.66%        | 1.58%         |
| Net Interest Spread                             | 2.78%              | 3.03%            | 2.74%             | 3.01%        | 2.96%         |
| Net Interest Margin                             | 3.29%              | 3.50%            | 3.27%             | 3.53%        | 3.46%         |

**Selected Financial Ratios:**

|   |        |        |        |        |        |
|---|--------|--------|--------|--------|--------|
| Return on Average Common Equity                             | 7.42%  | 7.77%  | 7.79%  | 8.12%  | 7.88%  |
| Return on Average Assets                                    | 1.29%  | 1.33%  | 1.33%  | 1.38%  | 1.34%  |
| Return on Average Tangible Equity (non-GAAP) <sup>(1)</sup> | 13.38% | 14.52% | 14.16% | 14.90% | 14.64% |
| Efficiency Ratio  | 54.28% | 51.55% | 52.21% | 52.64% | 50.99% |

**Note:**

(1) Return on Average Tangible Equity:

|   |                    |                    |                    |                    |                    |
|---|--------------------|--------------------|--------------------|--------------------|--------------------|
| (a) Net Income (GAAP)   | \$ 63,285          | \$ 63,950          | \$ 65,965          | \$ 67,207          | \$ 63,642          |
| (b) Number of days  | 92                 | 92                 | 92                 | 91                 | 90                 |
| Average Total Shareholders' Equity (GAAP)                       | \$3,385,362        | \$3,263,357        | \$3,359,437        | \$3,220,987        | \$3,276,822        |
| Less: Average Total Intangibles                                 | <u>(1,508,851)</u> | <u>(1,516,003)</u> | <u>(1,510,653)</u> | <u>(1,512,400)</u> | <u>(1,514,168)</u> |
| (c) Average Tangible Equity (non-GAAP)                          | \$1,876,511        | \$1,747,354        | \$1,848,784        | \$1,808,587        | \$1,762,654        |
| Return on Tangible Equity (non-GAAP)<br>[(a) / (b)] x 365 / (c) | 13.38%             | 14.52%             | 14.16%             | 14.90%             | 14.64%             |

|   | Year Ended       |                  |                  |                  |
|---|------------------|------------------|------------------|------------------|
|   | December<br>2019 | December<br>2018 | December<br>2017 | December<br>2016 |
| <b>Selected Yields and Net Interest Margin:</b> |                  |                  |                  |                  |
| Net Loans                                       | 4.85%            | 4.77%            | 4.56%            | 4.38%            |
| Investment Securities                           | 2.86%            | 2.73%            | 2.63%            | 2.89%            |
| Money Market Investments/FFS                    | 2.91%            | 2.29%            | 1.23%            | 0.51%            |
| Average Earning Assets Yield                    | 4.47%            | 4.36%            | 4.07%            | 4.00%            |
| Interest-bearing Deposits                       | 1.41%            | 0.97%            | 0.54%            | 0.42%            |
| Short-term Borrowings                           | 1.67%            | 1.00%            | 0.51%            | 0.39%            |
| Long-term Borrowings                            | 2.56%            | 2.34%            | 1.80%            | 1.28%            |
| Average Liability Costs                         | 1.60%            | 1.15%            | 0.69%            | 0.53%            |
| Net Interest Spread                             | 2.87%            | 3.21%            | 3.38%            | 3.47%            |
| Net Interest Margin                             | 3.39%            | 3.58%            | 3.58%            | 3.62%            |

**Note:**

(1) Includes allowance for loan losses and reserve for lending-related commitments

**UNITED BANKSHARES, INC. AND SUBSIDIARIES**  
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|  | Year Ended       |                  |                  |                  |
|--|------------------|------------------|------------------|------------------|
|  | December<br>2019 | December<br>2018 | December<br>2017 | December<br>2016 |
| <b>Selected Financial Ratios:</b>  |                  |                  |                  |                  |
| Return on Average Common Equity  | 7.80%            | 7.84%            | 5.09%            | 7.67%            |
| Return on Average Assets   | 1.34%            | 1.36%            | 0.85%            | 1.10%            |
| Return on Average Tangible Equity (non-GAAP) <sup>(1)</sup>                | 14.26%           | 14.65%           | 9.18%            | 13.39%           |
| Loan / Deposit Ratio   | 98.99%           | 95.91%           | 94.08%           | 95.78%           |
| Allowance for Loan Losses/ Loans, Net of Unearned Income                   | 0.56%            | 0.57%            | 0.59%            | 0.70%            |
| Allowance for Credit Losses <sup>(2)</sup> / Loans, Net of Unearned Income | 0.57%            | 0.58%            | 0.59%            | 0.71%            |
| Nonaccrual Loans / Loans, Net of Unearned Income                           | 0.46%            | 0.51%            | 0.84%            | 0.81%            |
| 90-Day Past Due Loans/ Loans, Net of Unearned Income                       | 0.07%            | 0.11%            | 0.08%            | 0.08%            |
| Non-performing Loans/ Loans, Net of Unearned Income                        | 0.96%            | 1.06%            | 1.30%            | 1.10%            |
| Non-performing Assets/ Total Assets  | 0.75%            | 0.83%            | 1.01%            | 1.00%            |
| Primary Capital Ratio  | 17.44%           | 17.23%           | 17.34%           | 15.84%           |
| Shareholders' Equity Ratio   | 17.11%           | 16.89%           | 17.00%           | 15.41%           |
| Price / Book Ratio   | 1.17x            | 0.98x            | 1.13x            | 1.68x            |
| Price / Earnings Ratio   | 15.14x           | 12.71x           | 22.59x           | 23.24x           |
| Efficiency Ratio   | 52.53%           | 51.32%           | 53.98%           | 50.10%           |

**Notes:**

(1) Return on Average Tangible Equity:

|  |                    |                    |                    |                  |
|--|--------------------|--------------------|--------------------|------------------|
| (a) Net Income (GAAP)                            | \$ 260,099         | \$ 256,342         | \$ 150,581         | \$ 147,083       |
| Average Total Shareholders' Equity (GAAP)        | \$3,336,075        | \$3,268,944        | \$2,959,293        | \$1,918,887      |
| Less: Average Total Intangibles                  | <u>(1,511,501)</u> | <u>(1,519,174)</u> | <u>(1,319,109)</u> | <u>(820,558)</u> |
| (b) Average Tangible Equity (non-GAAP)           | \$1,824,574        | \$1,749,770        | \$1,640,184        | \$1,098,329      |
| Return on Tangible Equity (non-GAAP) [(a) / (b)] | 14.26%             | 14.65%             | 9.18%              | 13.39%           |

(2) Includes allowance for loan losses and reserve for lending-related commitments

|  | Three Months Ended |                  |                   |              |               |
|--|--------------------|------------------|-------------------|--------------|---------------|
|  | December<br>2019   | December<br>2018 | September<br>2019 | June<br>2019 | March<br>2019 |
| <b>Mortgage Banking Data – George Mason:</b>         |                    |                  |                   |              |               |
| Applications   | \$ 896,000         | \$ 714,000       | \$ 1,290,000      | \$ 1,278,000 | \$ 866,000    |
| Loans originated                                     | 777,312            | 530,088          | 907,896           | 801,926      | 454,588       |
| Loans sold   | \$ 800,400         | \$ 514,294       | \$ 865,873        | \$ 680,986   | \$ 457,192    |
| Purchase money % of loans closed                     | 66%                | 86%              | 63%               | 81%          | 86%           |
| Realized gain on sales and fees as a % of loans sold | 2.84%              | 2.82%            | 2.74%             | 2.89%        | 3.07%         |
| Net interest income                                  | \$ 547             | \$ 287           | \$ 203            | \$ 111       | \$ 55         |
| Other income   | 19,946             | 13,726           | 24,331            | 23,501       | 16,106        |
| Other expense  | 18,419             | 15,066           | 20,256            | 18,771       | 14,842        |
| Income taxes (benefit)                               | 192                | (121)            | 877               | 1,004        | 282           |
| Net income (loss)                                    | \$ 1,882           | \$ (932)         | \$ 3,401          | \$ 3,837     | \$ 1,037      |

**UNITED BANKSHARES, INC. AND SUBSIDIARIES**  
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|  | Year Ended   |              |
|--|--------------|--------------|
|  | December     | December     |
|  | 2019         | 2018         |
| <b><u>Mortgage Banking Data – George Mason:</u></b>  |              |              |
| Applications   | \$ 4,330,000 | \$ 3,912,000 |
| Loans originated                                     | 2,941,722    | 2,619,454    |
| Loans sold   | \$ 2,804,451 | \$ 2,608,242 |
| Purchase money % of loans closed                     | 72%          | 83%          |
| Realized gain on sales and fees as a % of loans sold | 2.86%        | 2.72%        |
| Net interest income                                  | \$ 916       | \$ 1,315     |
| Other income   | 83,884       | 68,555       |
| Other expense  | 72,288       | 72,632       |
| Income taxes (benefit)                               | 2,355        | (505)        |
| Net income (loss)                                    | \$ 10,157    | \$ (2,257)   |

|  | December   | December   | September  | June       | March      |
|--|------------|------------|------------|------------|------------|
|  | 2019       | 2018       | 2019       | 2019       | 2019       |
| <b><u>Period End Mortgage Banking Data – George Mason:</u></b> |            |            |            |            |            |
| Locked pipeline  | \$ 143,465 | \$ 122,677 | \$ 262,313 | \$ 305,843 | \$ 223,657 |

|   | December   | December   | September  | June       | March      |
|---|------------|------------|------------|------------|------------|
|   | 2019       | 2018       | 2019       | 2019       | 2019       |
| <b><u>Asset Quality Data:</u></b>         |            |            |            |            |            |
| EOP Non-Accrual Loans                     | \$ 63,209  | \$ 68,544  | \$ 69,884  | \$ 71,123  | \$ 63,402  |
| EOP 90-Day Past Due Loans                 | 9,494      | 14,851     | 9,840      | 12,729     | 15,572     |
| EOP Restructured Loans <sup>(1) (2)</sup> | 58,369     | 59,425     | 60,559     | 58,750     | 56,778     |
| Total EOP Non-performing Loans            | \$ 131,072 | \$ 142,820 | \$ 140,283 | \$ 142,602 | \$ 135,752 |
| EOP Other Real Estate & Assets Owned      | 15,515     | 16,865     | 18,367     | 14,469     | 17,465     |
| Total EOP Non-performing Assets           | \$ 146,587 | \$ 159,685 | \$ 158,650 | \$ 157,071 | \$ 153,217 |

- Notes:**
- (1) Restructured loans with an aggregate balance of \$48,387, \$50,757, \$48,586, \$47,459 and \$48,899 at December 31, 2019, September 30, 2019, June 30, 2019, March 31, 2019 and December 31, 2018, respectively, were on nonaccrual status, but are not included in "EOP Non-Accrual Loans" above.
- (2) Restructured loans with an aggregate balance of \$265 and \$690 at March 31, 2019 and December 31, 2018, respectively, were 90 days or more past due, but are not included in "EOP 90-Day Past Due Loans."

**UNITED BANKSHARES, INC. AND SUBSIDIARIES**  
**Washington, D.C. and Charleston, WV**  
**Stock Symbol: UBSI**  
(In Thousands Except for Per Share Data)

|  | <b>Three Months Ended</b> |                          | <b>Year Ended</b>        |                          |                          |
|--|---------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
|  | <b>December<br/>2019</b>  | <b>December<br/>2018</b> | <b>December<br/>2019</b> | <b>December<br/>2018</b> | <b>December<br/>2017</b> |
| <b><u>Allowance for Loan Losses:</u></b>   |                           |                          |                          |                          |                          |
| Beginning Balance                          | \$ 77,098                 | \$ 76,941                | \$ 76,703                | \$ 76,627                | \$ 72,771                |
| Provision for Loan Losses                  | 5,867                     | 5,823                    | 21,313                   | 22,013                   | 28,406                   |
|  | 82,965                    | 82,764                   | 98,016                   | 98,640                   | 101,177                  |
| Gross Charge-offs                          | (9,704)                   | (7,992)                  | (29,110)                 | (28,606)                 | (32,863)                 |
| Recoveries                                 | 3,796                     | 1,931                    | 8,151                    | 6,669                    | 8,313                    |
| Net Charge-offs                            | (5,908)                   | (6,061)                  | (20,959)                 | (21,937)                 | (24,550)                 |
| Ending Balance                             | \$ 77,057                 | \$ 76,703                | \$ 77,057                | \$ 76,703                | \$ 76,627                |
| Reserve for lending-related commitments    | 1,733                     | 1,389                    | 1,733                    | 1,389                    | 679                      |
| Allowance for Credit Losses <sup>(1)</sup> | <u>\$ 78,790</u>          | <u>\$ 78,092</u>         | <u>\$ 78,790</u>         | <u>\$ 78,092</u>         | <u>\$ 77,306</u>         |

**Note:**

(1) Includes allowance for loan losses and reserve for lending-related commitments.