

United States
SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549

FORM 8-K

CURRENT REPORT
Pursuant to Section 13 or 15(d) of The Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): August 22, 2013

UNION FIRST MARKET BANKSHARES CORPORATION
(Exact name of registrant as specified in its charter)

Virginia
(State or other jurisdiction
of incorporation)

0-20293
(Commission
File Number)

54-1598552
(I.R.S. Employer
Identification No.)

1051 East Cary Street
Suite 1200
Richmond, Virginia 23219
(Address of principal executive offices, including Zip Code)

Registrant's telephone number, including area code: (804) 633-5031

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instruction A.2. below):

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
 - Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
 - Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
 - Pre-commencement communications pursuant to Rule 13c-4(c) under the Exchange Act (17 CFR 240.13c-4(c))
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Item 7.01 Regulation FD Disclosure.

On Thursday, August 22, 2013, G. William Beale, chief executive officer, and Robert M. Gorman, executive vice president and chief financial officer, made an investor presentation at the Raymond James 2013 US Bank Conference at The Swissotel in Chicago. The conference presentation may be viewed via live webcast and may be accessed at <http://wsw.com/webcast/rj84/UBSH/>, and presentations will be archived for 90 days after the event at this site.

Certain information contained in the investor presentation was previously filed with the Securities and Exchange Commission in other formats and was made publicly available prior to the filing of this report.

This presentation is also available under the Other Documents link in the Investor Relations section of the Company's website at <http://investors.bankatunion.com>.

A copy of the investor presentation is attached as Exhibit 99.1 to this report and is being furnished, not filed, under Item 7.01 of this Form 8-K.

Item 9.01 Financial Statements and Exhibits.

(d) *Exhibits.*

99.1 Union First Market Bankshares Corporation investor presentation.

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.

UNION FIRST MARKET BANKSHARES CORPORATION

Date: August 22, 2013

By: /s/ Robert M. Gorman
Robert M. Gorman
Executive Vice President and
Chief Financial Officer



UNION

Union First Market Bankshares

**Investor Presentation
August 2013**

- Overview
- StellarOne Corporation Acquisition
- Financial Performance
- Near-Term Outlook

Forward-Looking Statement



Certain statements in this report may constitute “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements are statements that include projections, predictions, expectations or beliefs about future events or results or otherwise and are not statements of historical fact. Such statements are often characterized by the use of qualified words (and their derivatives) such as “expect,” “believe,” “estimate,” “plan,” “project,” “anticipate” or other statements concerning opinions or judgment of the Company and its management about future events. Although the Company believes that its expectations with respect to forward-looking statements are based upon reasonable assumptions within the bounds of its existing knowledge of its business and operations, there can be no assurance that actual results, performance or achievements of the Company will not differ materially from any future results, performance or achievements expressed or implied by such forward-looking statements. Actual future results and trends may differ materially from historical results or those anticipated depending on a variety of factors, including, but not limited to, the effects of and changes in: general economic and bank industry conditions, the interest rate environment, legislative and regulatory requirements, competitive pressures, new products and delivery systems, inflation, changes in the stock and bond markets, accounting standards or interpretations of existing standards, mergers and acquisitions, technology, and consumer spending and savings habits. The Company does not update any forward-looking statements that may be made from time to time by or on behalf of the Company.

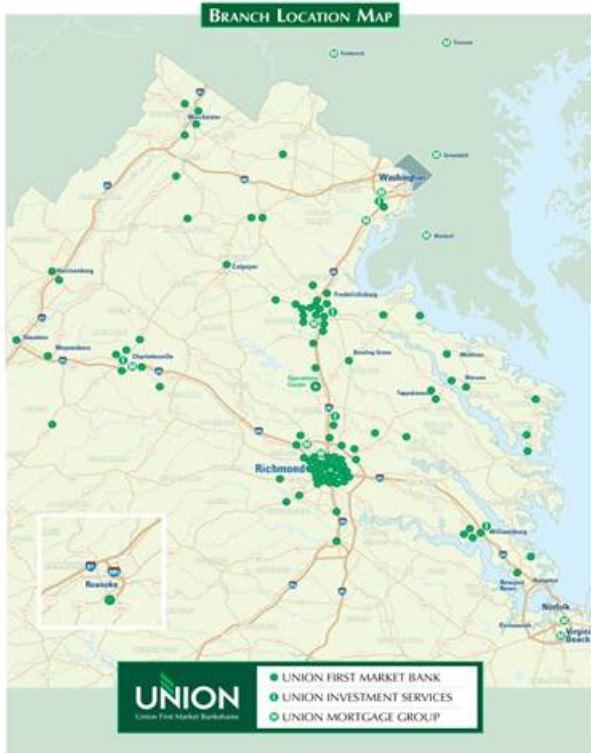
- One of the largest financial services organizations headquartered in Virginia
- Holding company formed in 1993 – Banking history in our communities goes back more than 100 years
- Assets of \$4.1 Billion
- Comprehensive financial services provider offering commercial and retail banking, mortgage, investment, trust and insurance products and services

Union First Market's Strengths



- ❖ Excellent branch network, competitive banking products and services and a loyal client base
- ❖ Well positioned for organic growth given commercial activity, household income levels and population growth in its footprint
- ❖ Strong balance sheet and solid capital base
- ❖ Conservative lender with improving asset quality metrics
- ❖ Experienced management team
- ❖ Successful acquirer and integrator
- ❖ Proven financial performance in both good and bad economic climates

Union First Market Footprint



- Expanding with recently announced acquisition of StellarOne Corporation
- Currently 90 branch offices across Virginia
 - Closed 8 branches in 2012
- Only community bank with a presence in top 7 Virginia banking markets
 - Banking market ranking includes deposits, economic and population growth
- Along major corridors (I-95, I-64, I-81)
- Stable/Growing population markets
- Economically diverse markets

StellarOne Acquisition



The Next Great Virginia Bank

Acquisition Announced on June 10, 2013

Acquisition Highlights

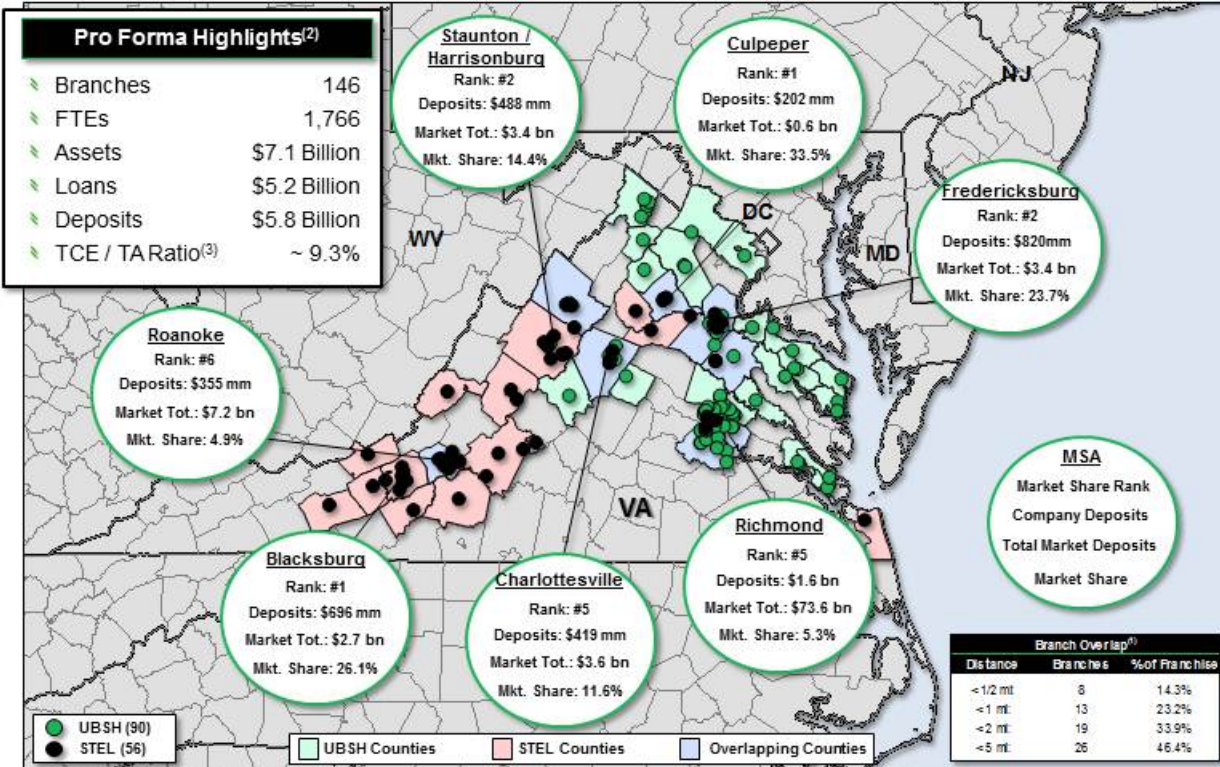
Strategic Merit

- ❖ Creates the dominant community bank in Virginia
- ❖ Scale overshadows in-state competitors
- ❖ Expands presence to include all major Virginia markets
- ❖ Broadens and deepens competitive strengths

Financially Attractive

- ❖ Results in top tier financial performance post integration
- ❖ Double-digit EPS accretion with manageable tangible book value dilution
- ❖ Accretive to capitalization
 - ❖ Positioned to deploy excess capital post closing
- ❖ Exceeds internal rate of return thresholds

Pro Forma Branch Franchise



Source: SNL Financial and MapInfo Professional
 Note: Fredericksburg market defined as Caroline, Fredericksburg City, King George, Spotsylvania, & Stafford counties; all other markets per MSA definitions in SNL Financial
 (1) Represents the number of STEL branches within a given radius of a UBSH branch; Shown as a percent of STEL total branches (2) Assumes transaction was consummated on 3/31/2013 (3) Estimated at close

StellarOne Acquisition - Competitive Positioning **UNION**

Union First Market Bankshares

	Richmond				Charlottesville				Fredericksburg			
Deepening	Population:	1,285,296			Population:	205,406			Population:	332,897		
	Households:	498,695			Households:	80,055			Households:	114,196		
	Small Businesses:	29,814			Small Businesses:	5,449			Small Businesses:	6,326		
	Market Deposits (\$mm):	\$73,641			Market Deposits (\$mm):	\$3,610			Market Deposits (\$mm):	\$3,449		
		<u>UBSH</u>	<u>STEL</u>	<u>Pro Forma</u>		<u>UBSH</u>	<u>STEL</u>	<u>Pro Forma</u>		<u>UBSH</u>	<u>STEL</u>	<u>Pro Forma</u>
	Branches:	42	+ 4	= 46	Branches:	7	+ 3	= 10	Branches:	14	+ 5	= 19
Deposits (\$mm):	\$1,551	+ \$44	= \$1,595	Deposits (\$mm):	\$330	+ \$89	= \$419	Deposits (\$mm):	\$664	+ \$156	= \$820	
Market Rank:	5	+ 27	= 5	Market Rank:	6	+ 8	= 5	Market Rank:	3	+ 10	= 2	
Expanding	Roanoke				Staunton / Harrisonburg				Blacksburg			
	Population:	311,468			Population:	246,985			Population:	165,000		
	Households:	129,484			Households:	94,146			Households:	64,572		
	Small Businesses:	7,864			Small Businesses:	5,583			Small Businesses:	3,135		
	Market Deposits (\$mm):	\$7,148			Market Deposits (\$mm):	\$3,368			Market Deposits (\$mm):	\$2,665		
		<u>UBSH</u>	<u>STEL</u>	<u>Pro Forma</u>		<u>UBSH</u>	<u>STEL</u>	<u>Pro Forma</u>		<u>UBSH</u>	<u>STEL</u>	<u>Pro Forma</u>
Branches:	1	+ 10	= 11	Branches:	4	+ 10	= 14	Branches:	-	+ 9	= 9	
Deposits (\$mm):	\$16	+ \$339	= \$355	Deposits (\$mm):	\$51	+ \$437	= \$488	Deposits (\$mm):	-	+ \$696	= \$696	
Market Rank:	15	+ 6	= 6	Market Rank:	14	+ 2	= 2	Market Rank:	-	+ 1	= 1	

Source: SNL Financial and U.S. Census Bureau; Deposit data as of 6/30/2012

Note: Small businesses have less than 100 employees; Fredericksburg market defined as Caroline, Fredericksburg City, King George, Spotsylvania, & Stafford counties; all other markets per MSA definitions in SNL Financial

Virginia Deposit Market Share				
Rank	Institution (ST)	Number of Branches	Deposits in Market (\$mm)	Market Share (%)
1	Wells Fargo & Co. (CA)	295	29,350	17.4
2	Bank of America Corp. (NC)	177	22,233	13.2
3	BB&T Corp. (NC)	379	21,452	12.7
4	Capital One Financial Corp. (VA)	86	18,540	11.0
5	SunTrust Banks Inc. (GA)	239	17,168	10.2
	Pro Forma - Union First Market Bkshs Corp. (VA)	146	5,702	3.4
6	United Bankshares Inc. (WV)	68	4,176	2.5
7	Carter Bank & Trust (VA)	88	3,502	2.1
8	Union First Market Bkshs Corp. (VA)	90	3,227	1.9
9	TowneBank (VA)	21	3,096	1.8
10	PNC Financial Services Group (PA)	101	2,829	1.7
11	StellarOne Corp. (VA)	56	2,475	1.5
12	Burke & Herbert Bank & Trust (VA)	25	2,077	1.2
13	Cardinal Financial Corp. (VA)	25	1,893	1.1
14	Citigroup Inc. (NY)	12	1,763	1.0
15	First Citizens BancShares Inc. (NC)	47	1,249	0.7
Totals (1-10)		1,544	125,572	74.3
Totals (1-136)		2,616	169,012	100.0

Source: SNL Financial
 Deposit data as of 6/30/2012; pro forma for pending transactions

- ⚡ Merger Steering Committee formed and integration teams established
- ⚡ Focused on building organizational structure to manage and grow a \$7 billion bank
 - ⚡ StellarOne EVP, CFO Jeff Farrar will join Union after close as EVP for Wealth Management, Insurance and Mortgage
 - ⚡ StellarOne Chief Risk Officer David Bilko will become Chief Risk Officer for Union
- ⚡ Form S-4 filed with the SEC on August 15
- ⚡ Remain on track to close on January 1, 2014

Impact

EPS

- ✎ **Double digit** accretion to earnings per share with fully phased in expense savings

Book Value

- ✎ **Single digit** tangible book value per share dilution

- ✎ Accretive in approximately **5 years**

Capital ⁽¹⁾

- ✎ Approximately **25 bps accretive** to tangible common equity / tangible assets

- ✎ Total risk-based capital in excess of 14.0%

IRR

- ✎ Internal rate of return **> 20%**

Assumptions

- ✎ Net expense savings of 32%⁽²⁾, or \$28 million pre-tax
 - ✎ 65% phased in by 2014
 - ✎ 100% thereafter
- ✎ No revenue enhancements were modeled
- ✎ Share repurchases planned for 2014 and 2015 with excess capital
- ✎ One time merger related expenses of approximately \$19.5 million after-tax
 - ✎ No significant data processing termination charge

(1) Estimated at closing

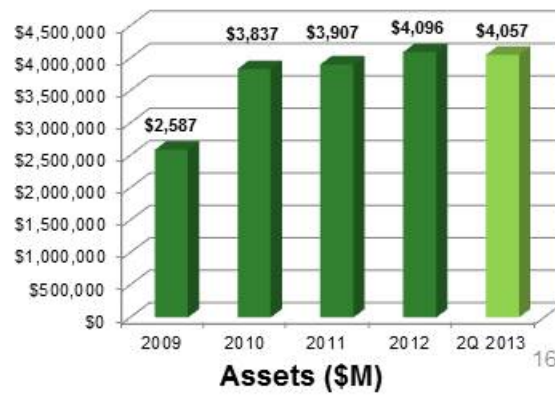
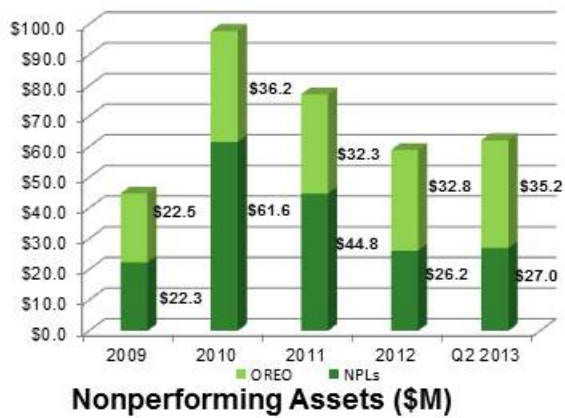
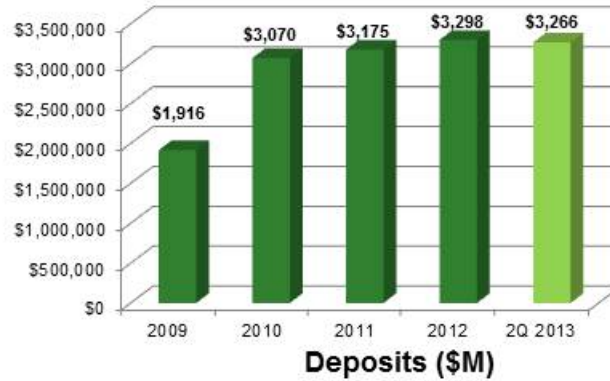
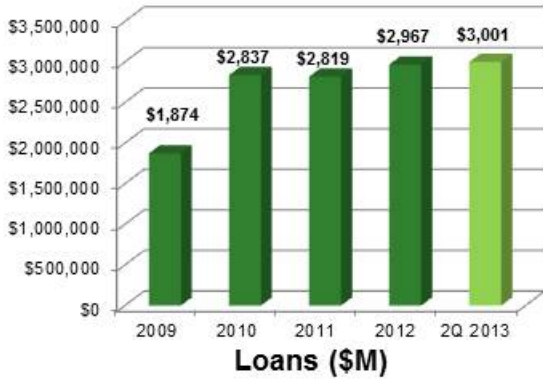
(2) Net expense savings contemplates the potential for lost revenue in specific areas

- ⚡ Operating earnings⁽¹⁾ for Q2'13 were \$10.4 million; an increase of 15.6% from Q1'13 and 23.3% from Q2'12
 - ⚡ Operating⁽¹⁾ ROA – 1.03%
 - ⚡ Operating⁽¹⁾ ROE – 9.58%
- ⚡ Q2'13 operating⁽¹⁾ earnings per share was \$0.42; an increase of 16.7% from Q1'13 and 31.3% from Q2'12
- ⚡ Loans grew by \$113 million, or 3.9% from Q2'12 and increased at an annualized growth rate of 3.6% from Q1'13
- ⚡ Deposit balances increased \$47 million, or 1.5%, from Q2'12
- ⚡ Net core deposit household accounts grew almost 1,100 in Q2'13 consistent with growth in the prior quarter and the 4.4% annualized growth rate in 2012

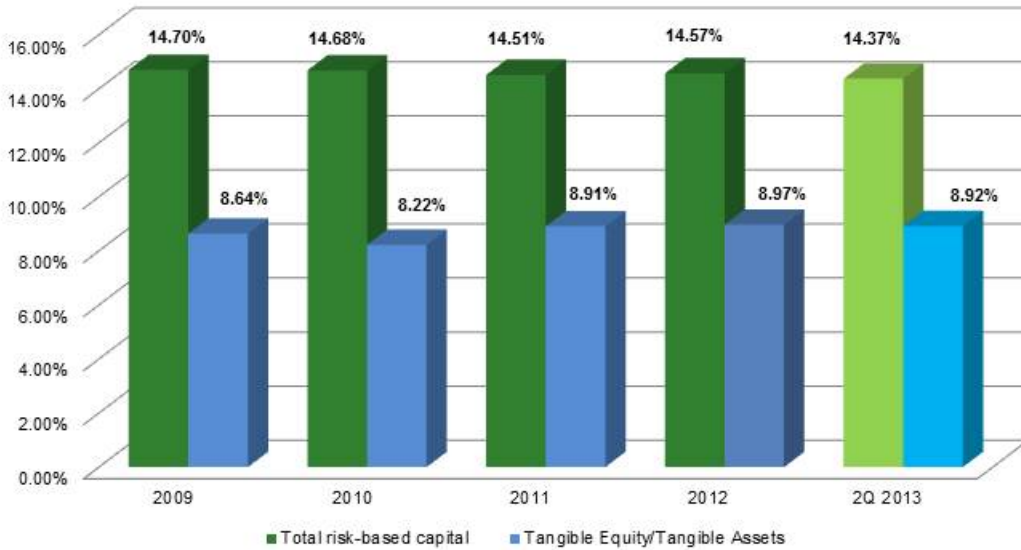
(1) Excludes after tax acquisition-related expenses of \$919,000

- Asset Quality continued to improve as Q2'13 net charge-offs were at a four year low and nonperforming assets declined by 17.1% from Q2'12 to \$62 million
- Current quarterly dividend payable on August 30th was increased to \$.14 cents per share – a 40% increase over the prior year

Balance Sheet Performance

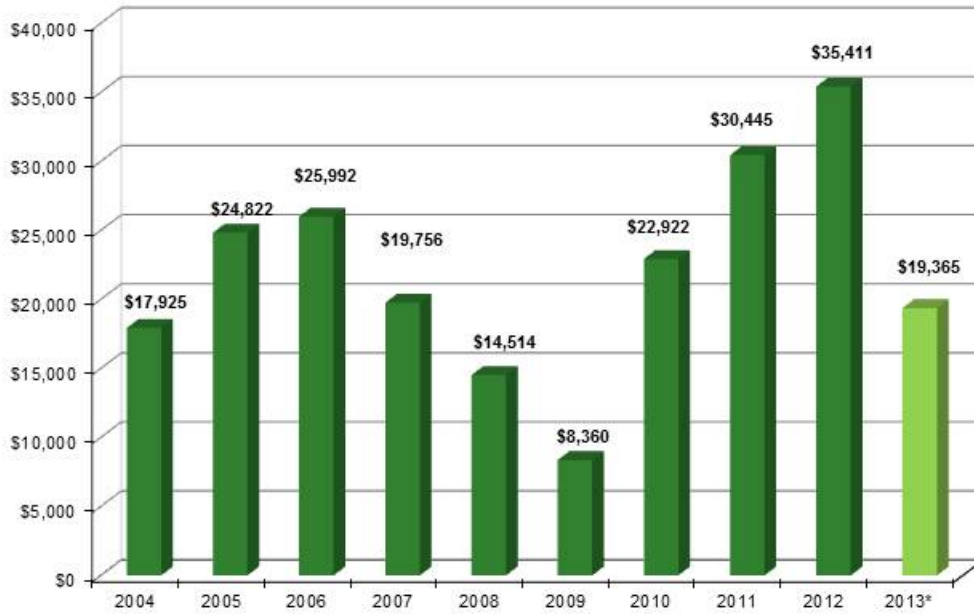


Union is Well Capitalized



- ✎ In the first quarter, Union repurchased and retired 500,000 shares of its common stock; remaining repurchase authorization is 250,000 shares

Net Income Trends

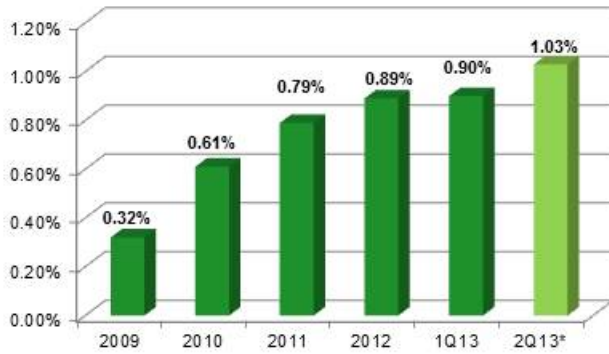


*2013 excludes \$919,000 in after tax acquisition expenses and reported net income for the first half of 2013 was \$18,466 million; prior year periods reflect reported net income

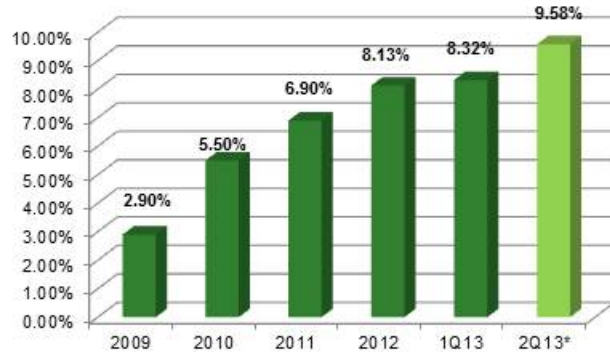
ROA, ROE and Efficiency Ratio Trends



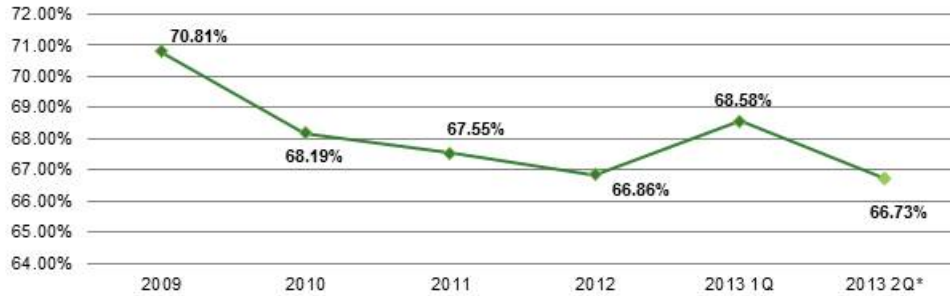
Return on Average Assets (ROA)



Return on Equity (ROE)



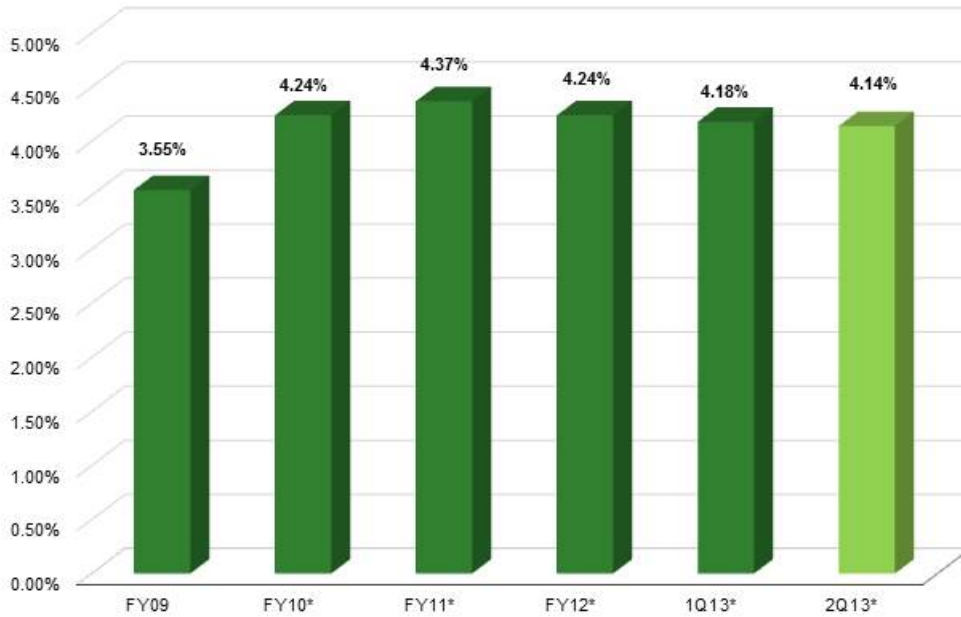
Efficiency Ratio



* 2Q 2013 excludes \$919,000 in after-tax acquisition expenses; prior results have not been adjusted to reflect merger and acquisition costs

Core Net Interest Margin

Best In Class Margin



* Excludes acquisition accounting impact

- ❖ Union Mortgage Group's net income of \$294,000 in the quarter declined year over year but increased on a linked quarter basis
- ❖ Q2'13 originations increased by \$30 million to \$298 million from Q1'13, and \$41 million or 16% from Q2'12
- ❖ Refinance versus Purchase volume was 38% to 62% for Q2'13
- ❖ UMG is implementing a new loan origination system that will enhance and automate current end to end processes, increase productivity, provide efficiencies and improve information flow for decision-making
- ❖ UMG is relocating headquarters from Northern Virginia to Richmond

- Union is committed to achieving top tier financial performance and providing our shareholders with above average returns on their investment
- In 2012, Union developed key financial performance metrics benchmarked against top quartile peers
- Minimum targets were set for ROA (>1%), ROE (>10%) and efficiency ratio (<65%)
- StellarOne acquisition will accelerate the achievement of top tier financial metrics

- ⌘ Stable to growing economy in footprint
- ⌘ Low mid-single digit loan growth
- ⌘ Modest margin compression
- ⌘ Continued asset quality improvement
- ⌘ Improving ROA, ROE and Efficiency Ratio
- ⌘ Focus on integration of StellarOne

- ⌘ Expanding franchise through StellarOne acquisition
- ⌘ Branch footprint is a competitive advantage and brings a unique franchise value
- ⌘ Strong balance sheet and capital base
- ⌘ Best in class net interest margin
- ⌘ Experienced management team
- ⌘ Successful acquirer and integrator
- ⌘ Commitment to top tier financial performance
- ⌘ Focused on shareholder returns

THANK YOU!

Additional Information and Where to Find It

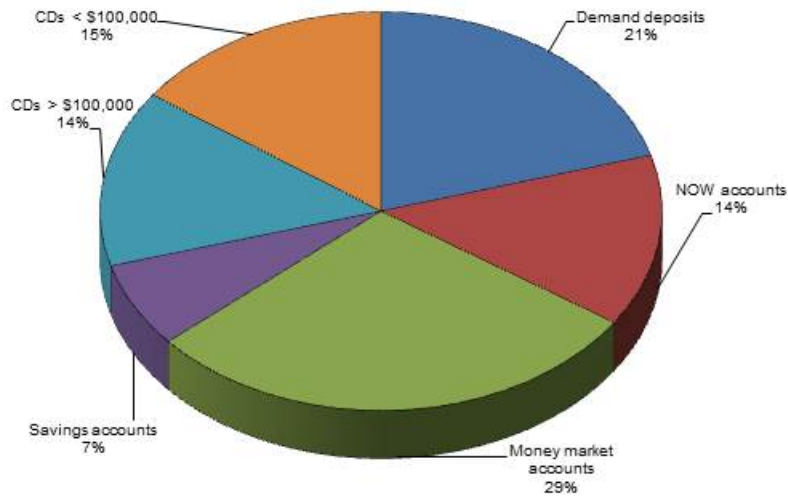
In connection with the proposed merger, Union will file with the Securities and Exchange Commission (the "SEC") a registration statement on Form S-4 to register the shares of Union common stock to be issued to the stockholders of StellarOne. The registration statement will include a joint proxy statement/prospectus which will be sent to the stockholders of Union and StellarOne seeking their approval of the merger and related matters. In addition, each of Union and StellarOne may file other relevant documents concerning the proposed merger with the SEC.

Investors and stockholders of both companies are urged to read the registration statement on Form S-4 and the joint proxy statement/prospectus included within the registration statement and any other relevant documents to be filed with the SEC in connection with the proposed merger because they will contain important information about Union, StellarOne and the proposed transaction. Investors and stockholders may obtain free copies of these documents through the website maintained by the SEC at www.sec.gov. Free copies of the joint proxy statement/prospectus also may be obtained by directing a request by telephone or mail to Union First Market Bankshares Corporation, 1051 East Cary Street, Suite 1200, Richmond, Virginia 23219, Attention: Investor Relations (telephone: (804) 633-5031), or StellarOne Corporation, 590 Peter Jefferson Pkwy, Suite 250, Charlottesville, Virginia 22911, Attention: Investor Relations (telephone: (434) 964-2217), or by accessing Union's website at www.bankatunion.com under "Investor Relations" or StellarOne's website at www.stellarone.com under "Investor Relations." The information on Union's and StellarOne's websites is not, and shall not be deemed to be, a part of this presentation or incorporated into other filings either company makes with the SEC.

Union and StellarOne and their respective directors and executive officers may be deemed to be participants in the solicitation of proxies from the stockholders of Union and/or StellarOne in connection with the merger. Information about the directors and executive officers of Union is set forth in the proxy statement for Union's 2013 annual meeting of stockholders filed with the SEC on April 23, 2013. Information about the directors and executive officers of StellarOne is set forth in the proxy statement for StellarOne's 2013 annual meeting of stockholders filed with the SEC on April 9, 2013. Additional information regarding the interests of these participants and other persons who may be deemed participants in the merger may be obtained by reading the joint proxy statement/prospectus regarding the merger when it becomes available.

APPENDIX

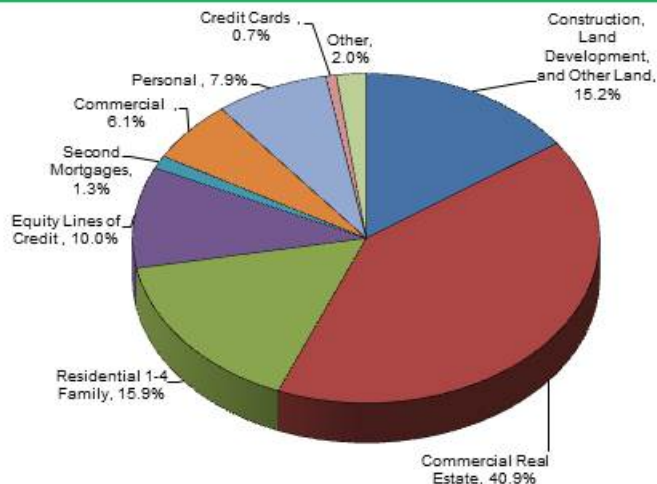
Deposit Composition



\$ in Millions

	6/30/2013		Change from 6/12 to 6/13	
	\$	%	\$	%
Demand Deposits	668,303	20.5%	76,546	12.9%
NOW Accounts	456,459	14.0%	31,272	7.4%
Money market savings	953,979	29.2%	48,240	5.3%
Savings accounts	225,821	6.9%	27,093	13.6%
CDs > \$100,000	468,263	14.3%	(66,419)	-12.4%
CDs < \$100,000	493,138	15.1%	(69,754)	-12.4%
Total Deposits	3,265,963	100.0%	46,978	1.5%

Loan Portfolio



Based on call report filings (\$ in millions)

Construction, Land Development, and Other Land
 Commercial Real Estate
 Residential 1-4 Family
 Equity Lines of Credit
 Second Mortgages
 Commercial
 Personal
 Credit Cards
 Other
 Gross Loans

	6/30/2013		Change 6/12 to 6/13		
	\$	%	\$	% of Portfolio	% of Type
Construction, Land Development, and Other Land	\$456.7	15.2%	\$9.0	-0.3%	2.0%
Commercial Real Estate	\$1,227.8	40.9%	\$63.1	0.6%	5.4%
Residential 1-4 Family	\$478.4	15.9%	\$19.7	0.1%	4.3%
Equity Lines of Credit	\$298.6	10.0%	-\$6.0	-0.6%	-2.0%
Second Mortgages	\$37.9	1.3%	-\$11.6	-0.5%	-23.4%
Commercial	\$182.4	6.1%	\$11.8	0.2%	6.9%
Personal	\$235.8	7.9%	\$4.5	-0.2%	1.9%
Credit Cards	\$21.9	0.7%	\$2.2	0.0%	11.2%
Other	\$61.3	2.0%	\$20.3	0.6%	49.5%
Gross Loans	\$3,000.8	100.0%	\$113.0		3.9%

Loans Trends



Construction, Land Development, and Other Land by Type

(Based on Outstanding Balance: Dollars in millions)

	6/30/2013		Change 6/12 to 6/13		
			\$	% of Portfolio	% of Type
Raw Land	\$90.1	19.7%	\$7.6	1.3%	9.2%
Land Development / Commercial Lots	\$113.4	24.8%	-\$16.1	-4.1%	-12.4%
Construction Loans to Builders	\$76.3	16.7%	\$10.6	2.0%	16.1%
Residential Non Builder Lots	\$39.8	8.7%	\$0.0	-0.2%	0.0%
Residential Builder Lots	\$35.8	7.8%	-\$11.2	-2.7%	-23.8%
Commercial Construction	\$55.7	12.2%	\$2.1	0.2%	3.9%
Consumer Construction	\$40.3	8.8%	\$14.8	3.1%	58.0%
Other (including loan settlement)	\$5.3	1.2%	\$1.2	0.2%	29.3%
	\$456.7	100.0%	\$9.0		2.0%

Commercial Real Estate by Type

(Based on Outstanding Balance: Dollars in millions)

	6/30/2013		Change 6/12 to 6/13		
			\$	% of Portfolio	% of Type
Owner Occupied Commercial RE	\$516.6	42.1%	\$36.4	0.8%	7.6%
Retail	\$166.8	12.8%	\$8.0	0.0%	5.4%
Office	\$128.7	10.5%	-\$10.4	-1.5%	-7.5%
Office Warehouse	\$108.3	8.8%	\$12.4	0.6%	12.9%
Multi Family	\$122.9	10.0%	-\$14.6	-1.8%	-10.6%
Hotel, Motel, B&B	\$58.3	4.7%	\$2.6	0.0%	4.7%
Special Use	\$82.8	6.7%	\$12.0	0.7%	16.9%
Small Mixed Use Building	\$52.6	4.3%	\$21.1	1.6%	67.0%
Other	\$0.8	0.1%	-\$4.4	-0.4%	-84.6%
	\$1,227.8	100.0%	\$63.1		5.4%

Nonperforming Asset Trends



Non-Performing Loans by Type

(Based on Outstanding Balance: Dollars in millions)

	6/30/2013		Change 6/12 to 6/13		
	\$	% of Portfolio	\$	% of Portfolio	% of Type
Construction and Land Development	\$10.0	37.0%	-\$12.2	-19.6%	-55.0%
Commercial	\$9.6	35.6%	\$1.3	14.4%	15.7%
Commercial Non-Owner Occupied	\$0.4	1.5%	\$0.1	0.7%	-33.3%
Commercial Owner Occupied	\$2.1	7.8%	-\$2.8	-4.7%	-57.1%
Consumer	\$4.5	16.7%	\$1.4	8.8%	45.2%
Other	\$0.4	1.5%	\$0.0	0.5%	0.0%
	\$27.0	100.0%	-\$12.2		-31.1%

OREO by Type

(Based on Outstanding Balance: Dollars in millions)

	6/30/2013		Change 6/12 to 6/13		
	\$	% of Portfolio	\$	% of Portfolio	% of Type
Construction and Land Development	\$15.3	43.5%	\$1.2	4.1%	8.5%
King Carter Golf Community	\$9.4	26.7%	\$0.4	1.6%	4.4%
Commercial	\$0.6	1.7%	\$0.0	0.0%	0.0%
Commercial Non-Owner Occupied	\$6.8	19.3%	\$0.4	1.4%	6.2%
Commercial Owner Occupied	\$0.0	0.0%	\$0.0	0.0%	0.0%
Consumer	\$2.5	7.1%	-\$1.7	-4.6%	-40.5%
Real Estate Investment	\$0.6	1.7%	-\$0.9	-2.5%	-60.0%
Other	\$0.0	0.0%	\$0.0	0.0%	0.0%
	\$35.2	100.0%	-\$0.6		-1.7%