

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): November 10, 2015

UNION 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.

The attached handout contains information that the members of Union Bankshares Corporation (the “Company”) management will use during visits with investors, analysts, and other interested parties to assist their understanding of the Company throughout the fourth quarter 2015. Other presentations and related materials will be made available as they are presented during the year. This handout is also available under the Other Documents link in the Investor Relations section of the Company’s website at <http://investors.bankatunion.com>.

The handout 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 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 BANKSHARES CORPORATION

Date: November 10, 2015

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



Investor Presentation

November 2015



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,” “intend,” “will,” or words of similar meaning 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. More information is available on the Company’s website, <http://investors.bankatunion.com> and on the Securities and Exchange Commission’s website, www.sec.gov. The information on the Company’s website is not a part of this presentation. The Company does not intend or assume any obligation to update or revise any forward-looking statements that may be made from time to time by or on behalf of the Company.

Company Overview

- The largest community banking organization headquartered in Virginia
- Holding company formed in 1993 – Banking history goes back more than 100 years
- 7 whole bank and 16 branch acquisitions since 1993
- Assets of \$7.6 Billion
- Comprehensive financial services provider offering
 - Commercial and retail banking through Union Bank & Trust
 - Mortgages primarily through Union Mortgage Group, LLC
 - Investment, wealth management and trust services
 - Insurance products through Union Insurance Group, LLC
 - Investments in 3 title agencies and payments space start-up



Union's Strengths

- Unique branch network across Virginia, competitive banking products and services and a loyal customer 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 in-market lender
- Experienced management team
- Successful acquirer and integrator
- Proven financial performance in both good and bad economic climates



Organic growth opportunities in our footprint

	Charlottesville Region	Fredericksburg Region	Hampton Roads Region	Northern Neck Region	Northern Virginia Region	Rappahannock Region	Richmond Region	Southwest Region	Total UBSH Regions
Market Information, 2014									
Total Households	220,068	134,666	451,124	26,024	420,049	198,251	391,588	258,821	2,100,591
Projected Five-Year Household Growth	4.3%	5.9%	4.3%	2.3%	6.1%	7.7%	5.0%	3.2%	5.0%
Median Household Income	\$53,791	\$82,902	\$60,104	\$50,185	\$109,705	\$105,080	\$58,675	\$48,136	\$73,178
Total Businesses	29,631	14,983	54,355	3,415	51,873	25,304	53,653	32,260	265,474
Total Market Deposits (SMM), 06/30/14	\$8,928	\$4,280	\$15,881	\$1,450	\$30,446	\$9,202	\$16,720	\$13,198	\$100,107
Total Active Market Branches	196	101	239	39	358	193	299	234	1,659
5-Yr Market Deposit CAGR, '09-'14	1.6%	2.5%	2.0%	0.2%	3.5%	3.8%	2.6%	2.7%	2.7%

Source: CPG analysis of data from Nielsen, 2014; and SNL Financial, LC, 2015.



Diversity Supports Growth in Virginia

Richmond

- State Capital
- Fortune 500 headquarters (6)
- Finance and insurance
- VCU & VCU Medical Center

Fredericksburg

- Defense and security contractors
- Health care
- Retail
- Real Estate development

Charlottesville

- University of Virginia & Medical College
- High-tech and professional businesses
- Real Estate development

Northern Virginia

- Nation's Capital
- Defense and security contractors
- Associations (lobbyists)
- High tech

Virginia Beach - Norfolk

- Military
- Shipbuilding
- Fortune 500 headquarters (3)
- Tourism

Roanoke - Blacksburg

- Virginia Tech
- Health care
- Retail
- Fortune 500 headquarters (1)

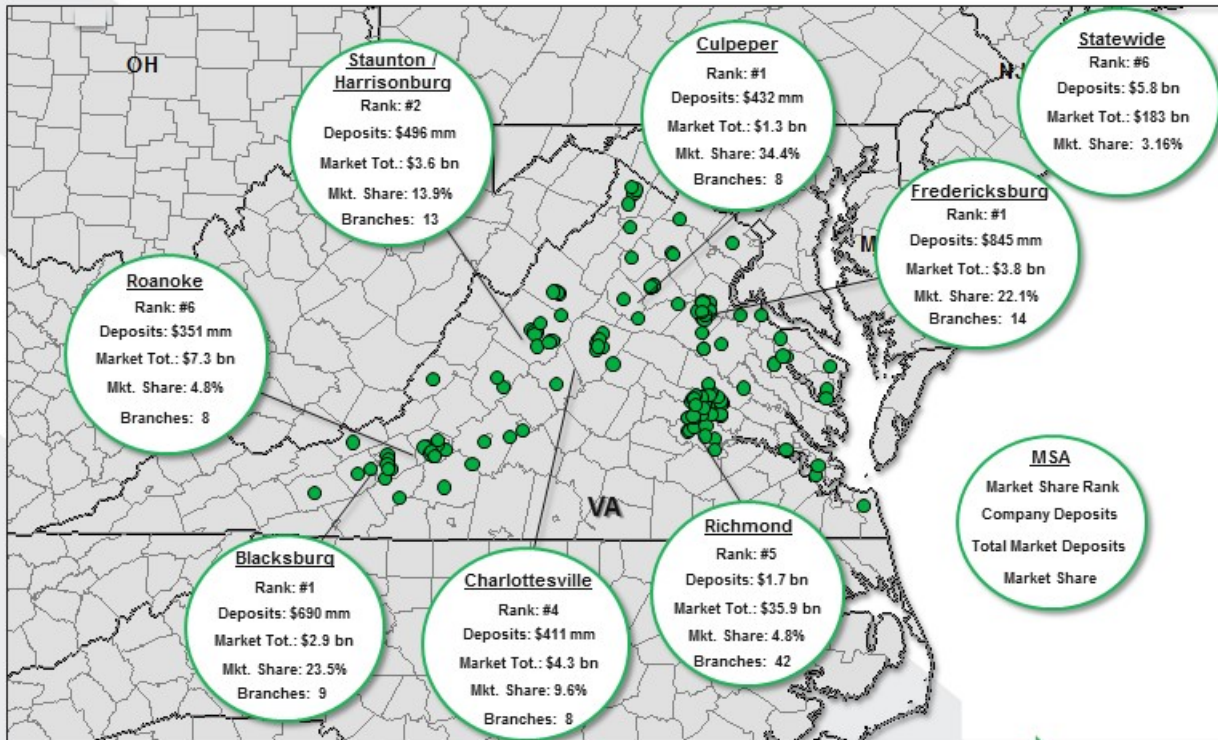


Union Bank & Trust

- 124 branches – closed 7 branches in 3rd quarter
- Only Virginia based bank with a statewide footprint
- 1,272 FTEs
- 55 Commercial Lenders
- \$5.5 Billion Loans
- \$5.8 Billion Deposits
- 147,000+ Core Consumer Households



Strong Deposit Franchise



Source: SNL Financial, FDIC and MapInfo Professional as of 6/30/2015

Note: Richmond market total deposits includes non-retail deposits; Fredericksburg market defined as Caroline, Fredericksburg City, King George, Spotsylvania, & Stafford counties; Culpeper market defined as Culpeper, Madison, Orange & Rappahannock; all other markets per MSA definitions in SNL Financial



Top Community Bank Market Share

Deposit Market Share Summary for Virginia			
2015 Rank	Institution (ST)	2015 Number of Branches	2015 Total Deposits in Market (\$000) Market Share (%)
1	Wells Fargo & Company (CA)	291	36,737,065 20.06
2	Bank of America Corporation (NC)	143	27,608,625 15.08
3	BB&T Corporation (NC)	359	22,793,623 12.45
4	SunTrust Banks, Inc. (GA)	209	18,786,024 10.26
5	Capital One Financial Corporation (VA)	81	10,649,114 5.82
6	Union Bankshares Corporation (VA)	124	5,794,802 3.16
7	TowneBank (VA)	32	4,340,224 2.37
8	United Bankshares, Inc. (WV)	58	4,171,601 2.28
9	Carter Bank & Trust (VA)	88	3,884,669 2.12
10	PNC Financial Services Group, Inc. (PA)	101	3,360,408 1.84
11	Cardinal Financial Corporation (VA)	27	2,679,491 1.46
12	Burke & Herbert Bank & Trust Company (VA)	25	2,232,564 1.22
13	Citigroup Inc. (NY)	9	2,126,817 1.16
14	First Citizens BancShares, Inc. (NC)	44	1,351,695 0.74
15	Toronto-Dominion Bank	21	1,337,814 0.73
Total For Top 15 Institutions		1611	\$147,854,536 80.75
Total For Institutions In Market		2,510	\$183,102,906

Source: SNL Financial - Deposit data as of 6/30/2015



Union Mortgage Group

- 20 offices: 18 in Virginia, 1 each in Maryland and North Carolina
- 110 FTEs – 44 loan officers
- \$148.1 million in 3Q15 originations – 32% refinance
- \$59,000 net income in 3Q15
- Re-tooled operating platform helps recruit new sales talent and profitably grow production
- Opportunities :
 - Expand salesforce in growth markets
 - Strategically keep certain mortgage production on balance sheet for earning asset growth
 - Improved pipeline management and fulfillment will allow for better delivery models



Union Wealth Management

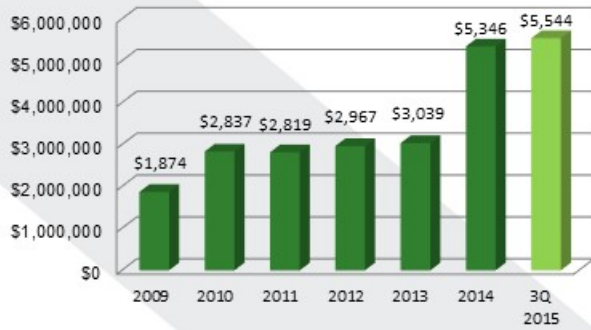
- Trust, Asset Management, Private Banking and Brokerage services
- 68 FTEs
- \$1.8B in AUM and AUA, the majority of which is managed assets
- \$2.3 million in fees generated in 3Q15
- Organic and Acquisitive growth opportunities
 - Expand services to existing customers
 - Opportunities to cross-sell retail and commercial customers of bank
 - Leveraging bank brand/reputation in wealth management space
 - Target advisors, teams and firms that complement our wealth model and client service culture

Third Quarter 2015 Highlights

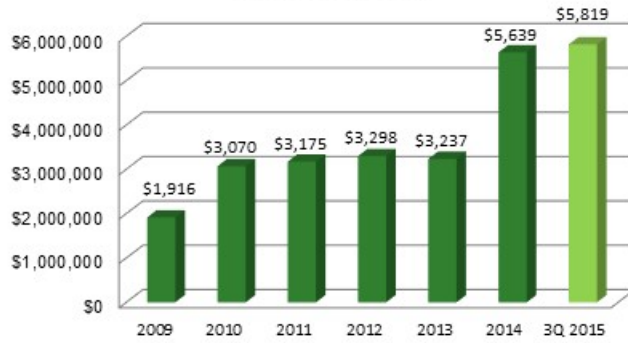
- Net Income \$18.2 million; earnings per share of \$0.40
- Mortgage company remained profitable
- Loan growth for last 12 months was 7.2%; annualized Loan growth was 4.3% for the quarter
- Annualized average deposit balances grew 7.3%
- Core Net Interest Margin declined by 9 basis points to 3.77% - expect continued modest decline over next several quarters
- Asset Quality remained strong as nonaccrual loans and OREO balances declined from prior year

Balance Sheet Trends

Loans (\$M)



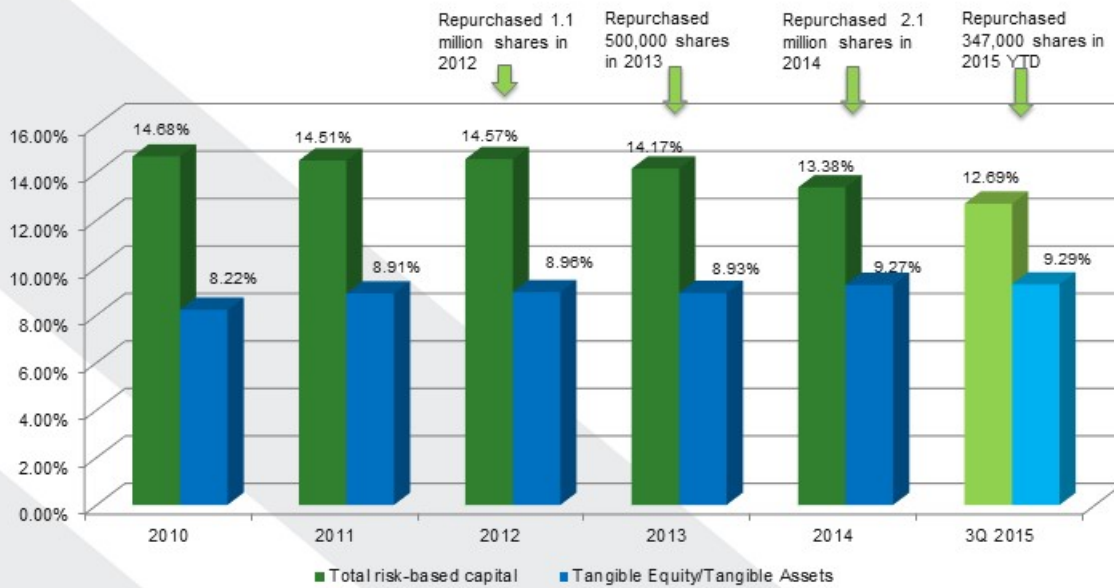
Deposits (\$M)



Assets (\$M)



Capital Ratios



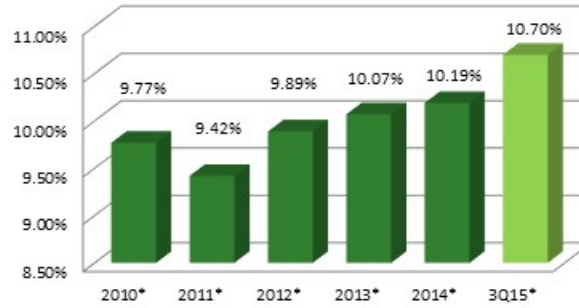
- Since 2011, increased quarterly dividend from \$0.07/share to \$0.19/share
- Repurchased 4.1 million shares over past 3.5 years
- As of October 30, 2015, approximately \$2.5 million remaining on \$65 million 2014 stock buyback authorization
- New \$25 million authorization through Dec. 31, 2016 announced on November 3, 2015

Profitability Ratios and Income Trends

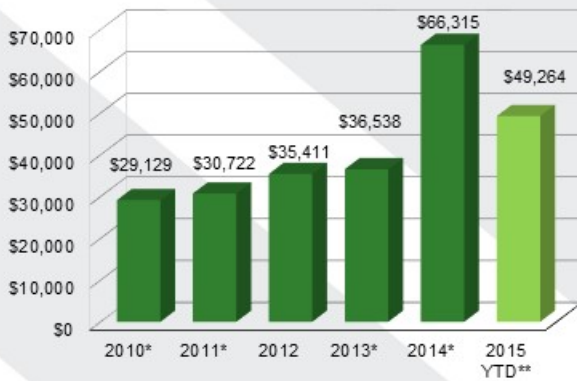
Return on Average Assets (ROA)



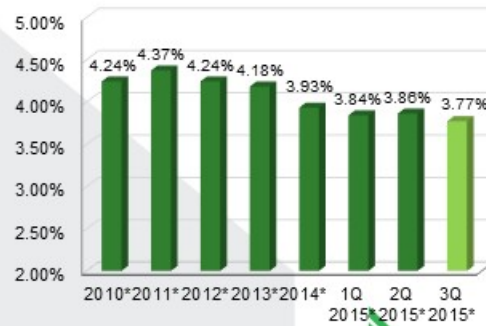
ROTCE



Net Income (\$)



Net Interest Margin



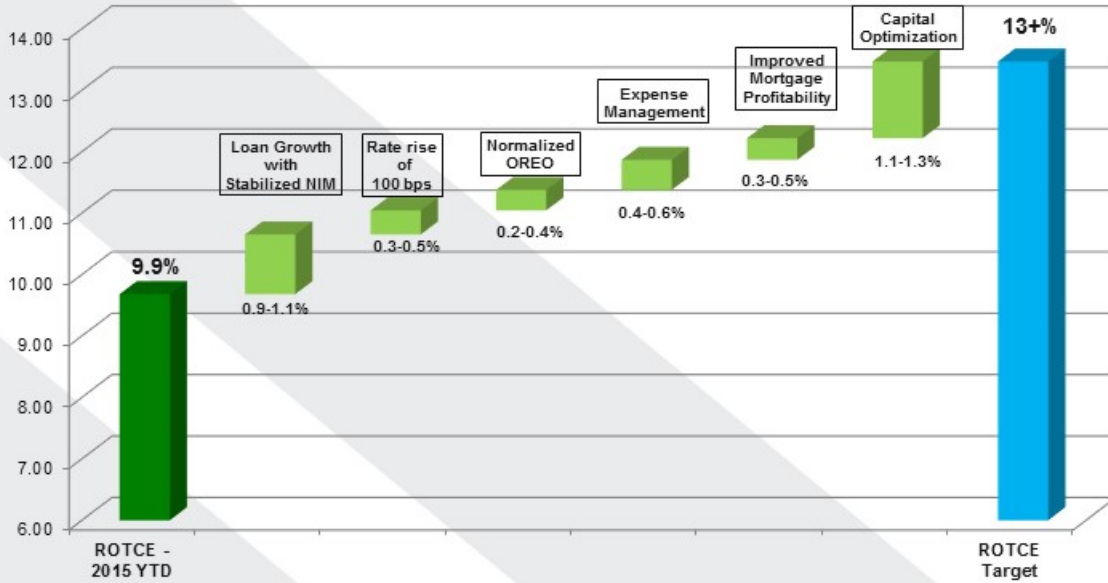
* excludes after-tax acquisition expenses and acquisition accounting impact

Top-Tier Financial Performance Focus

- Union is committed to achieving top tier financial performance and providing our shareholders with above average returns on their investment
- Key financial performance metrics benchmarked against top quartile peers
- Top Tier Financial Performance targets:

Financial Performance Metric	Union Targets
Return on Assets	1.1% - 1.3%
Return on Tangible Common Equity	13% - 15%
Efficiency Ratio	< 60%

Path to Top Tier Return on Tangible Common Equity



This path also delivers Return on Assets of above 1.1%



2015 Outlook

- Leveraging new franchise
- Stable to growing economy in footprint
- Mid single digit loan growth
- Modest net interest margin compression
- Continued asset quality improvement – reduction of OREO
- Improving ROA, ROTCE and Efficiency Ratio

Value Proposition

- Statewide Branch footprint is a competitive advantage and brings a unique franchise value
- Strong balance sheet and capital base
- Organic growth and acquisition opportunities
- Experienced management team
- Committed to top tier financial performance
- Shareholder Value Driven
 - Solid dividend yield and payout ratio with earnings upside



THANK YOU!

**UNION**
