# United States <br> SECURITIES AND EXCHANGE COMMISSION 

Washington, D.C. 20549

## Form 8-K

Current Report Pursuant to Section 13 or 15(d) of The Securities Act of 1934

Date of Report (Date of earliest event reported): July 21, 2005

## UNION BANKSHARES CORPORATION

(Exact name of registrant as specified in its charter)

## Virginia

(State or other jurisdiction of incorporation or organization)

0-20293
(Commission File Number)

212 North Main Street
P.O. Box 446

Bowling Green, Virginia 22427
(Address of principal executive offices, including zip code)
Registrant's telephone number, including area code: (804) 633-5031
$\qquad$

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):
$\square \quad$ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
$\square \quad$ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
$\square \quad$ Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b)
$\square \quad$ Pre-commencement communications pursuant to Rule 13c-4(c) under the Exchange Act (17 CFR 240.13c-4(c))

On July 21, 2005, Union Bankshares Corporation issued a press release announcing its financial results for the second quarter ending June 30, 2005. A copy of the Company's press release is attached as Exhibit 99.1 hereto and is hereby incorporated herein by reference.

## Item 9.01. Financial Statements and Exhibits.

(a) Exhibits.
99.1 Union Bankshares Corporation press release dated July 21, 2005

## SIGNATURES

Pursuant to the requirements of the Securities and 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: July 25, 2005
By: /s/ D. Anthony Peay
D. Anthony Peay

Executive Vice President and Chief Financial Officer

## Contact:

D. Anthony Peay - (804) 632-2112

Executive Vice President/ Chief Financial Officer
Distribute to:
Virginia State/Local Newslines, NY Times, AP, Reuters, S\&P, Moodys, Dow Jones, Investor Relations Service
July 21, 2005 7:00 p.m. Traded: NASDAQ Symbol: UBSH

## UNION BANKSHARES REPORTS INCREASE IN 2nd QUARTER RESULTS

FOR IMMEDIATE RELEASE (Bowling Green, Virginia) - Union Bankshares (NASDAQ: UBSH - News) reports net income for the second quarter ended June 30, 2005 of $\$ 6.6$ million, up $45 \%$ from the same quarter in 2004. Earnings per share, on a diluted basis increased from $\$ .53$ to $\$ .75$ over the same time period. Return on average equity for the quarter ended June 30, 2005 was $15.85 \%$, while return on average assets for the same period was $1.54 \%$, compared to $12.13 \%$ and $1.23 \%$, respectively, for the quarter a year earlier. Results for the first four months of 2004 do not reflect the May 1, 2004 acquisition of Guaranty Financial Corporation ("Guaranty").

On a linked quarter basis (current quarter to most recent quarter) net income improved $21.3 \%$ from $\$ 5.45$ million to $\$ 6.61$ million for the quarter ending June 2005 . This represents an earnings per share increase, on a diluted basis, of $\$ .13$, or $21 \%$, for the quarter.

For the six months ended June 30, 2005 net income increased to $\$ 12.0$ million from $\$ 8.2$ million for the same period a year ago. Over this same period, earnings per share on a diluted basis increased $37 \%$ from $\$ 1.00$ to $\$ 1.37$. Return on average equity for the six months ended June 30,2005 was $14.61 \%$, while return on average assets for the same period was $1.43 \%$, compared to $12.05 \%$ and $1.20 \%$ respectively, for the six months ended June 30, 2004.

As a supplement to Generally Accepted Accounting Principles ("GAAP"), the Company also uses certain non-GAAP financial measures to review its operating performance. Earnings per share on a cash basis for the quarter ended June 30,2005 was $\$ .77$ as compared to $\$ .55$ in the same period a year ago and $\$ .64$ for the first quarter of 2005 . Cash basis return on equity for the quarter ended June 30,2005 was $21.54 \%$ compared to $15.61 \%$ in the same period a year ago and $18.34 \%$ for the first quarter of 2005 .
"It is a pleasure to report second quarter earnings results of $\$ .75$ per share which represent a $45 \%$ increase over the same quarter a year ago," said G. William Beale, Union Bankshares President. "The strength of our markets, the quality of our personnel and our strategic focus have been the primary drivers of this success.

Branch expansion, marketing initiatives, and cost containment are playing out this quarter with continued focus on our customers and shareholders. The sustained penetration into the Richmond market is evidenced by our new full service Sycamore Square branch, opened in June. In addition, our third branch in the Williamsburg market is enjoying its sixth month in operation. The promotion of these customer service locations, in their
respective markets, today will benefit our long-term vision. As always, we will continue to evaluate opportunities for expansion in underserved and growth markets, particularly those contiguous to our existing customer service network.

Our asset sensitive balance sheet position and rising short term interest rates combined to improve our net interest margin by 41 basis points over the last twelve months. Improvement in the net interest margin slowed during the second quarter, but we do expect margin improvement to continue, albeit at a slower pace.

Additionally, our efficiency ratio is down to levels not experienced since the second quarter of 2003 with marked improvements noted following the Guaranty acquisition. We are successfully leveraging the benefits of the holding company structure in providing accounting and finance services, data processing, credit administration and other back office support integral to the accomplishments and profitability of our affiliate banks and nonbank subsidiaries. We are very proud of our culture of 'helping people find financial solutions.'

As anticipated, our mortgage sector benefited from increased seasonal activity during the second quarter. This, coupled with low mortgage rates helped fuel loan production which increased $50 \%$ from the prior quarter."

Second quarter net income for the community banking segment was $\$ 6.2$ million, an increase of $\$ 2.2$ million or $55 \%$ from $\$ 4.0$ million in the second quarter of 2004 . Net income for the mortgage banking segment was $\$ 446$ thousand, a decline of $\$ 91$ thousand or $17 \%$ from $\$ 537$ thousand in the same quarter of 2004 . For the six months ended June 30 , 2005, net income for the community bank segment increased to $\$ 11.5$ million from $\$ 7.5$ million at June 30, 2004, while the mortgage segment decreased to $\$ 555$ thousand from $\$ 662$ thousand for the same period of 2004.

The community banking segment net income, on a linked quarter basis, increased $\$ 822$ thousand or $15.4 \%$ to $\$ 6.2$ million. Margin expansion of $\$ 704$ thousand, in addition to $\$ 198$ thousand improvement in the provision for loan losses, drove the quarterly profit increase. Mortgage segment net income increased $\$ 337$ thousand to $\$ 446$ thousand from the prior quarter, primarily as a result of loan production increases and product mix in a low mortgage rate environment.

Net interest income on a fully tax equivalent (FTE) basis increased $\$ 3.8$ million, or $27 \%$ to $\$ 17.5$ million for the quarter as compared to the same quarter in 2004 . Average earning assets increased $\$ 210.9$ million, or $\$ 15.4 \%$, funded by interest-bearing liabilities growth of $\$ 156.3$ million, or $13.7 \%$. Additionally, demand deposits contributed $\$ 54.4$ million to fund loan demand and represent a $29 \%$ increase since the end of 2004 . These factors coupled with increased yields on loans of $6.55 \%$, from $6.00 \%$, offset by an increased cost of funds of $2.43 \%$, from $2.18 \%$, moved the net interest margin 41 basis points to $4.44 \%$. Of the $\$ 210.9$ million in average earning assets growth (primarily in the commercial and construction portfolios), approximately $22 \%$ was funded by noninterest bearing deposits, positively contributing to the increased margin. Since June 2004 we have experienced an increase in the Federal funds target at each Federal Reserve Board Open Market Committee ("FOMC") meeting, benefiting the Company due to its asset sensitivity. The Company continues to be asset sensitive and would benefit from continued increases in interest rates. Management will continue to monitor its interest rate risk, as the FOMC nears the anticipated end of the current tightening cycle, in an effort to protect its improved net interest margin.

On a linked quarter basis (FTE) net interest margin grew by $\$ 732$ thousand, or $4.4 \%$ for the quarter ending June 30, 2005. This translates into a three basis point addition to net interest margin during the quarter, from $4.41 \%$ to $4.44 \%$. Increases in demand deposits helped offset a higher cost of funds pace relative to earning asset increases. Loan yields increased by 17 basis points to $6.55 \%$ while cost of funds increased by 15 basis points to $2.43 \%$. Large certificate of deposits (those greater than $\$ 100$ thousand), on average, continued to experience growth of approximately $10 \%$, same as prior quarter, and added to the interest bearing funding base of $\$ 1.3$ billion.

The Company's asset quality remains strong as reflected in the $\$ 173$ thousand decrease in provision for loans losses from $\$ 308$ for the quarter ended June 30 , 2004 to $\$ 135$ for the quarter ended June 30, 2005. Contributing to the overall decline in the provision for loan losses has been improved credit quality and the payout of low credit quality loans. At June 30, 2005, nonperforming assets totaled $\$ 11.3$ million, which included a single credit relationship of $\$ 11.1$ million. The loans in this relationship are secured by real estate, but based on the information currently available management has allocated $\$ 1.1$ million in reserves. Since the end of the first quarter 2004, the Company has entered into a workout agreement with the borrower. Under the terms of the workout, the Company extended further credit of approximately $\$ 1.6$ million secured by additional property with significant equity. During the second quarter of 2005, the Company extended additional credit of approximately $\$ 315$ thousand in order to proceed with the workout agreement. The Company anticipates that this workout has and will continue to result in a reduction of overall exposure to the borrower.

Nonaccrual loans increased $\$ 378$ thousand from $\$ 10.9$ million as of March 31, 2005 to $\$ 11.3$ million as of June 30, 2005. This increase was due primarily to the extension of the additional credit previously mentioned. Net charge-offs were $\$ 52$ thousand for the quarter compared to $\$ 466$ thousand in net recoveries the same quarter last year. Recoveries during the quarter were lower than the same quarter last year as the Company completed, in 2004, the recovery of principal on a large loan charged off in prior years. Approximately $\$ 196$ thousand has been collected in foregone interest on a previously charged off credit and recorded in interest income.

Noninterest income during the second quarter of 2005 increased by $\$ 743$ thousand to $\$ 7$ million, or $11.8 \%$, compared to the same quarter in 2004. This change includes an increase of $\$ 335$ thousand, or $10 \%$, in gains on sales of mortgage loans, $\$ 269$ thousand in other service charges and $\$ 106$ thousand in other operating income. Mortgage loan production for the second quarter of 2005 totaled $\$ 153.9$ million as compared to $\$ 148.7$ million in the second quarter of 2004. The increase in other service charges was driven primarily by a $\$ 125$ thousand increase in income related to debit card and ATM transactions. Letter of credit and exchange fees contributed an additional $\$ 79$ thousand. Other operating income increased primarily due to an increase in income from our investment in Bankers Insurance Group ( $\$ 54$ thousand), incentive rewards from our credit card processor ( $\$ 38$ thousand) and proceeds from the death benefit ( $\$ 20$ thousand) of a retired director related to a deferred compensation plan.

On a linked quarter basis, noninterest income increased $\$ 1.7$ million or $31 \%$. This change includes an increase of $\$ 1.1$ million, or $42 \%$, in gains on sales of mortgage loans, $\$ 304$ thousand in service charges on deposit accounts and $\$ 151$ thousand in other operating income. Mortgage loan production increased $\$ 38$ million, or $33 \%$, from the prior quarter representing most of the increase in the gain on sale of mortgages. A slight shift from brokered loans to correspondent
loans also contributed to this increase. The increase in service charges on deposit accounts was driven primarily by an increase in overdraft and return check charges. This improvement was primarily a result of the extension of the overdraft protection service to the Charlottesville market and additional marketing efforts to current customers. The increase in other operating income was due largely to an increase in income from our investment in JMC. Additional sources of increased income were incentive rewards from our credit card processor as well as our investment in Bankers Insurance Group.

Noninterest expense during the second quarter of 2005 increased $\$ 1.7$ million from the same quarter in the prior year. This includes an increase of $\$ 1.1$ million in salaries and benefits, $\$ 184$ thousand increase in occupancy expense, $\$ 106$ thousand increase in furniture and equipment expense and $\$ 392$ thousand increase in other operating expenses. The increase in salary and benefits is due to the opening of additional branches, hiring additional support staff, increased commissions in the mortgage segment as loan production has increased and compensation adjustments. The increase in occupancy and furniture and equipment expense is also due primarily to new branch openings. Other operating expense results are related to an increase of $\$ 305$ thousand in telephone and internet, courier and armored car, stationary and supplies. Other increases include marketing, franchise tax, training, directors' fees, and ATM expenses. Lastly, the conversion of Guaranty's data processing to the Company's data processing platform represents an approximate cost savings of $\$ 174$ thousand when compared to last year's same quarter.
On a linked quarter basis noninterest expense increased $\$ 1$ million or $7.6 \%$. This change includes an increase of $\$ 523$ thousand in salaries representing increased commissions paid as a result of increased mortgage loan production in the mortgage segment. Other operating expenses increased $\$ 437$ thousand. Professional services increased $\$ 81$ thousand largely as a result of additional Sarbanes Oxley audit and accounting fees. Marketing and advertising increased $\$ 69$ thousand. The remaining increase included training, employee travel and meals, directors' retreat, charged off overdrafts and other loan processing related expenses, software and courier expense.

Net loans were $\$ 1.3$ billion and $\$ 1.2$ billion for the second quarters ending 2005 and 2004, respectively. Quarter to quarter growth represents approximately $\$ 15.8$ million or an increase of $1.23 \%$ predominately within the construction and equity line portfolios. The rising interest rate environment has improved the Company's yield on earning assets. In particular, the 225 basis point increase in the Federal funds target rate since the FOMC began raising rates in June 2004, from 1\%, has helped with improving yields (FTE) on loans, and for the quarter represents an increase from $6.38 \%$ to $6.55 \%$. During that same period the Company's cost of funds increased from $2.28 \%$ to $2.43 \%$. Total deposits increased $\$ 38.9$ million during the second quarter of 2005 to $\$ 1.4$ billion. Growth of $\$ 20.3$ million and $\$ 19.0$ million was experienced in large certificates of deposits (those greater than $\$ 100$ thousand) and demand deposits, respectively, offset by a decline in money market accounts of $\$ 8.2$ million. Moreover, the rate and volume of deposit growth to loan growth for the quarter has allowed for less reliance on purchased funds as evidenced by the decline in short term borrowings from $\$ 14.1$ million to $\$ 7.6$ million.

At June 30, 2005 total assets were $\$ 1.74$ billion, up $8 \%$, or $\$ 132$ million from $\$ 1.60$ billion a year earlier. Securities decreased to $\$ 224.6$ million compared to $\$ 244.9$ million for the same period. Total assets have increased $\$ 41.0$ million from $\$ 1.70$ billion at March 2005 to $\$ 1.74$ billion at June 2005. Securities increased $\$ 1.8$ million from $\$ 222.8$ million to $\$ 224.6$ million. The Company's capital position remains strong with an equity-to-assets ratio of $9.83 \%$.

Union Bankshares is one of the largest community banking organizations based in Virginia, providing full service banking to the Central, Rappahannock, Williamsburg and Northern Neck regions of Virginia through its bank subsidiaries, Union Bank \& Trust ( 32 locations in the counties of Albemarle, Caroline, Chesterfield, Fluvanna, Hanover, Henrico, King George, King William, Nelson, Spotsylvania, Stafford, Westmoreland and the Cities of Charlottesville and Fredericksburg), Northern Neck State Bank (9 locations in the counties of Richmond, Westmoreland, Essex, Northumberland and Lancaster), Rappahannock National Bank in Washington, Virginia and Bank of Williamsburg ( 3 locations in Williamsburg and Newport News). Union Bank \& Trust also operates a loan production office in Manassas. In addition to banking services, Union Investment Services, Inc. provides full brokerage services and Mortgage Capital Investors provides a full line of mortgage products. The Bank of Williamsburg also owns a non-controlling interest in Johnson Mortgage Company, LLC. Additional information is available on our website at www.ubsh.com. The shares of Union Bankshares Corporation are traded on the NASDAQ National Market under the symbol "UBSH".

This press release may contain "forward-looking statements," within the meaning of federal securities laws that involve significant risks and uncertainties. Statements herein are based on certain assumptions and analyses by the Company and are factors it believes are appropriate in the circumstances. Actual results could differ materially from those contained in or implied by such statements for a variety of reasons including, but not limited to: changes in interest rates; changes in accounting principles, policies, or guidelines; significant changes in economic conditions; significant changes in regulatory requirements; and significant changes in securities markets. Consequently, all forwardlooking statements made herein are qualified by these cautionary statements and the cautionary language in the Company's most recent Form 10-K report and other documents filed with the Securities and Exchange Commission. Union Bankshares Corporation does not undertake to update forward-looking statements to reflect circumstances or events that occur after the date the forward-looking statements are made.

|  | For the three months ended |  |  |  |  |  | For the six months ended <br> June 30 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { June } 30 \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2004 \end{gathered}$ |  | $\begin{gathered} \text { March } 31 \\ 2005 \end{gathered}$ |  |  |  |  |  |
|  |  |  | 2005 | 2004 |  |  |  |  |  |
| RESULTS OF OPERATIONS |  |  |  |  |  |  |  |  |  |  |
| Interest income | \$ | 24,888 |  |  | \$ | 19,354 | \$ | 23,432 | \$ | 48,320 | \$ | 36,244 |
| Interest expense |  | 7,866 |  | 6,188 |  |  |  | 7,142 |  | 15,008 |  | 11,962 |
| Net interest income |  | 17,022 |  | 13,166 |  | 16,290 |  | 33,312 |  | 24,282 |
| Provision for loan losses |  | 135 |  | 308 |  | 332 |  | 467 |  | 739 |
| Net interest income after provision for loan losses |  | 16,887 |  | 12,858 |  | 15,958 |  | 32,845 |  | 23,543 |
| Noninterest income |  | 7,017 |  | 6,274 |  | 5,347 |  | 12,364 |  | 10,957 |
| Noninterest expenses |  | 14,494 |  | 12,755 |  | 13,470 |  | 27,964 |  | 23,265 |
| Income before income taxes |  | 9,410 |  | 6,377 |  | 7,835 |  | 17,245 |  | 11,235 |
| Income tax expense |  | 2,798 |  | 1,816 |  | 2,382 |  | 5,180 |  | 3,064 |
| Net income |  | 6,612 |  | 4,561 |  | 5,453 |  | 12,065 |  | 8,171 |
| Interest earned on loans (Fully Tax Equivalent) | \$ | 22,010 | \$ | 16,534 | \$ | 20,548 | \$ | 42,558 | \$ | 30,576 |
| Interest earned on securities (FTE) |  | 3,332 |  | 3,387 |  | 3,349 |  | 6,682 |  | 6,768 |
| Interest earned on earning assets (FTE) |  | 25,387 |  | 19,942 |  | 23,931 |  | 49,318 |  | 37,415 |
| Net interest income (FTE) |  | 17,521 |  | 13,754 |  | 16,789 |  | 34,310 |  | 25,453 |
| Interest expense on certificate of deposits |  | 4,909 |  | 4,254 |  | 4,456 |  | 9,365 |  | 8,509 |
| Interest expense on interest bearing deposits |  | 6,058 |  | 4,864 |  | 5,459 |  | 11,518 |  | 9,592 |
| Core deposit intangible amortization |  | 305 |  | 252 |  | 305 |  | 610 |  | 395 |
| Net income - community banking segment | \$ | 6,166 | \$ | 4,024 | \$ | 5,344 | \$ | 11,510 | \$ | 7,509 |
| Net income - mortgage banking segment |  | 446 |  | 537 |  | 109 |  | 555 |  | 662 |
| KEY PERFORMANCE RATIOS |  |  |  |  |  |  |  |  |  |  |
| Return on average assets (ROA) |  | 1.54\% |  | 1.23\% |  | 1.32\% |  | 1.43\% |  | 1.20\% |
| Return on average equity (ROE) |  | 15.85\% |  | 12.13\% |  | 13.36\% |  | 14.61\% |  | 12.05\% |
| Efficiency ratio |  | 60.29\% |  | 65.61\% |  | 62.26\% |  | 61.22\% |  | 66.02\% |
| Efficiency ratio (excluding mortgage segment) |  | 56.30\% |  | 63.24\% |  | 57.68\% |  | 56.97\% |  | 62.61\% |
| Net interest margin (FTE) |  | 4.44\% |  | 4.03\% |  | 4.41\% |  | 4.43\% |  | 4.02\% |
| Yield on earning assets (FTE) |  | 6.43\% |  | 5.84\% |  | 6.29\% |  | 6.36\% |  | 5.91\% |
| Cost of interest bearing liabilities |  | 2.43\% |  | 2.18\% |  | 2.28\% |  | 2.36\% |  | 2.28\% |
| Non Interest Expense less Non Interest Income/ Avg Assets |  | 1.74\% |  | 1.74\% |  | 1.94\% |  | 1.83\% |  | 1.80\% |
| PER SHARE DATA |  |  |  |  |  |  |  |  |  |  |
| Net income per share - basic | \$ | 0.76 | \$ | 0.53 | \$ | 0.62 | \$ | 1.38 | \$ | 1.01 |
| Net income per share - diluted |  | 0.75 |  | 0.53 |  | 0.62 |  | 1.37 |  | 1.00 |
| Cash net income per share - diluted |  | 0.77 |  | 0.55 |  | 0.64 |  | 1.41 |  | 1.03 |
| Cash dividends paid (semi-annual payment) |  | 0.37 |  | 0.33 |  | - |  | 0.37 |  | 0.33 |
| Book value per share |  | 19.52 |  | 17.60 |  | 18.99 |  | 19.52 |  | 17.60 |
| Tangible book value per share |  | 14.91 |  | 12.82 |  | 14.34 |  | 14.91 |  | 12.82 |
| FINANCIAL CONDITION |  |  |  |  |  |  |  |  |  |  |
| Assets | \$ | 1,740,926 | \$ | 1,608,830 | \$ | 1,699,917 | \$ | 1,740,926 | \$ | 1,608,830 |
| Loans, net of unearned income |  | 1,313,818 |  | 1,175,418 |  | 1,297,954 |  | 1,313,818 |  | 1,175,418 |
| Earning assets |  | 1,596,989 |  | 1,474,888 |  | 1,565,501 |  | 1,596,989 |  | 1,474,888 |
| Goodwill |  | 31,297 |  | 31,216 |  | 31,297 |  | 31,297 |  | 31,216 |
| Other intangibles |  | 9,112 |  | 10,335 |  | 9,417 |  | 9,112 |  | 10,335 |
| Deposits |  | 1,382,864 |  | 1,272,959 |  | 1,343,982 |  | 1,382,864 |  | 1,272,959 |
| Stockholders' equity |  | 171,106 |  | 152,693 |  | 166,190 |  | 171,106 |  | 152,693 |
| Tangible equity |  | 130,697 |  | 111,142 |  | 125,476 |  | 130,697 |  | 111,142 |
| AVERAGES |  |  |  |  |  |  |  |  |  |  |
| Assets | \$ | 1,719,346 | \$ | 1,488,835 | \$ | 1,672,835 | \$ | 1,696,340 | \$ | 1,367,972 |
| Loans, net of unearned income |  | 1,309,827 |  | 1,071,260 |  | 1,275,242 |  | 1,292,630 |  | 982,048 |
| Loans held for sale |  | 38,400 |  | 40,561 |  | 31,671 |  | 35,054 |  | 31,626 |
| Securities |  | 226,014 |  | 248,239 |  | 229,538 |  | 227,766 |  | 243,438 |
| Earning assets |  | 1,583,453 |  | 1,372,592 |  | 1,542,691 |  | 1,563,185 |  | 1,273,968 |
| Deposits |  | 1,352,827 |  | 1,167,490 |  | 1,312,111 |  | 1,332,581 |  | 1,088,334 |
| Certificates of deposit |  | 606,276 |  | 540,486 |  | 582,441 |  | 594,424 |  | 524,109 |
| Interest bearing deposits |  | 1,110,643 |  | 978,794 |  | 1,087,776 |  | 1,099,272 |  | 919,171 |
| Borrowings |  | 185,589 |  | 161,154 |  | 182,864 |  | 184,235 |  | 134,670 |
| Interest bearing liabilities |  | 1,296,232 |  | 1,139,948 |  | 1,270,640 |  | 1,283,507 |  | 1,053,841 |
| Stockholders' equity |  | 167,350 |  | 151,198 |  | 165,550 |  | 166,576 |  | 136,323 |
| Tangible Equity |  | 126,786 |  | 121,379 |  | 124,966 |  | 126,002 |  | 118,553 |
| ASSET QUALITY |  |  |  |  |  |  |  |  |  |  |
| Beginning balance Allowance for loan loss | \$ | 16,571 | \$ | 11,996 | \$ | 16,384 | \$ | 16,384 | \$ | 11,519 |
| Allowance from Acquired Bank |  |  |  | 2,040 |  |  |  |  |  | 2,040 |
| plus provision for loan loss |  | 135 |  | 308 |  | 332 |  | 467 |  | 739 |
| less charge offs |  | (181) |  | (231) |  | (265) |  | (446) |  | (534) |
| plus recoveries |  | 129 |  | 697 |  | 120 |  | 249 |  | 1,046 |
|  |  |  |  |  |  |  |  |  |  |  |
| Allowance for loan losses |  | 16,654 $1.27 \%$ |  | 14,810 $1.26 \%$ |  | 16,571 |  | 16,654 $1.27 \%$ |  | 14,810 $1.26 \%$ |


| Nonaccrual loans | \$ | 11,290 | \$ | 11,077 | \$ | 10,912 | \$ | 11,290 | \$ | 11,077 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Foreclosed properties \& real estate investments |  | - |  | 14 |  | 14 |  | - |  | 14 |
| Total nonperforming assets |  | 11,290 |  | 11,091 |  | 10,926 |  | 11,290 |  | 11,091 |
| Loans past due 90 days and accruing interest |  | 779 |  | 850 |  | 547 |  | 779 |  | 850 |
| Total nonperforming assets plus 90 days |  | 12,069 |  | 11,941 |  | 11,473 |  | 12,069 |  | 11,941 |
| Nonperforming assets to loans plus foreclosed properties |  | 0.86\% |  | 0.94\% |  | 0.84\% |  | 0.86\% |  | 0.94\% |
| OTHER DATA |  |  |  |  |  |  |  |  |  |  |
| Market value per share at period-end | \$ | 38.62 | \$ | 31.60 | \$ | 32.02 | \$ | 38.62 | \$ | 31.60 |
| Price to book value ratio |  | 1.98 |  | 1.79 |  | 1.69 |  | 1.98 |  | 1.79 |
| Price to earnings ratio |  | 25.75 |  | 15.80 |  | 12.95 |  | 25.75 |  | 15.80 |
| Weighted average shares outstanding, basic |  | 8,761,611 |  | 8,567,975 |  | 8,747,232 |  | 8,754,461 |  | 8,098,923 |
| Weighted average shares outstanding, diluted |  | 8,837,819 |  | 8,656,013 |  | 8,817,183 |  | 8,827,541 |  | 8,184,894 |
| Shares outstanding at end of period |  | 8,767,996 |  | 8,674,567 |  | 8,753,004 |  | 8,767,996 |  | 8,674,567 |
| Shares repurchased |  | - |  | - |  | - |  | - |  | - |
| Average price of repurchased shares |  | - |  | - |  | - |  | - |  | - |
| Mortgage loan originations |  | 153,931,080 |  | 148,738,323 |  | 115,530,234 |  | 269,558,530 |  | 6,505,810 |
| \% of originations that are refinances |  | 27.7\% |  | 32.6\% |  | 30.6\% |  | 28.9\% |  | 35.4\% |
| End of period full time equivalent employees |  | 568 |  | 573 |  | 565 |  | 568 |  | 573 |
| Number of full service branches |  | 45 |  | 42 |  | 44 |  | 45 |  | 42 |
| Number of Bank subsidiaries |  | 4 |  | 5 |  | 4 |  | 4 |  | 5 |
| Number of ATMs |  | 115 |  | 38 |  | 111 |  | 115 |  | 38 |
| ALTERNATIVE PERFORMANCE MEASURES |  |  |  |  |  |  |  |  |  |  |
| Net income | \$ | 6,612 | \$ | 4,561 | \$ | 5,453 | \$ | 12,065 | \$ | 8,171 |
| Plus amortization of core deposit intangibles, net of tax |  | 198 |  | 164 |  | 198 |  | 396 |  | 257 |
| Cash basis operating earnings (1) |  | 6,810 |  | 4,725 |  | 5,651 |  | 12,461 |  | 8,428 |
| Weighted average shares outstanding, diluted |  | 8,837,819 |  | 8,656,013 |  | 8,817,183 |  | 8,827,541 |  | 8,184,894 |
| Average assets |  | 1,719,346 |  | 1,488,835 |  | 1,672,835 |  | 1,696,340 |  | 1,367,972 |
| Less goodwill (average) |  | $(31,297)$ |  | $(21,210)$ |  | $(31,012)$ |  | $(31,155)$ |  | $(11,037)$ |
| Less core deposit intangibles (average) |  | $(9,267)$ |  | $(8,607)$ |  | $(9,572)$ |  | $(9,419)$ |  | $(6,733)$ |
| Average tangible assets (1) |  | 1,678,782 |  | 1,459,018 |  | 1,632,251 |  | 1,655,766 |  | 1,350,202 |
| Average equity |  | 167,350 |  | 151,196 |  | 165,550 |  | 166,576 |  | 136,323 |
| Less goodwill (average) |  | $(31,297)$ |  | $(21,210)$ |  | $(31,012)$ |  | $(31,155)$ |  | $(11,037)$ |
| Less core deposit intangibles (average) |  | $(9,267)$ |  | $(8,607)$ |  | $(9,572)$ |  | $(9,419)$ |  | $(6,733)$ |
| Average tangible equity (1) |  | 126,786 |  | 121,379 |  | 124,966 |  | 126,002 |  | 118,553 |
| Cash basis EPS fully diluted (1) | \$ | 0.77 | \$ | 0.55 | \$ | 0.64 | \$ | 1.41 | \$ | 1.03 |
| Cash basis return on average tangible assets (1) |  | 1.63\% |  | 1.30\% |  | 1.40\% |  | 1.52\% |  | 1.25\% |
| Cash basis return on average tangible equity (1) |  | 21.54\% |  | 15.61\% |  | 18.34\% |  | 19.94\% |  | 14.26\% |

(1) As a supplement to Generally Accepted Accounting Principles ("GAAP"), management also reviews operating performance based on its "cash basis earnings" to fully analyze its core business. Cash basis earnings exclude amortization expense attributable to intangibles (goodwill and core deposit intangibles) that do not qualify as regulatory capital. Financial ratios based on cash basis earnings exclude the amortization of nonqualifying intangible assets from earnings and the unamortized balance of nonqualifying intangibles from assets and equity.
In management's opinion, cash basis earnings are useful to investors because by excluding non-operating adjustments stemming from the consolidation of our organization, they allow investors to see clearly the combined economic results of our multi-bank company. These non-GAAP disclosures should not, however, be viewed in direct comparison with non-GAAP measures of other companies.

## UNION BANKSHARES CORPORATION AND SUBSIDIARIES <br> CONDENSED CONSOLIDATED BALANCE SHEETS <br> (dollars in thousands, except share information)



See accompanying notes to condensed consolidated financial statements.

## UNION BANKSHARES CORPORATION AND SUBSIDIARIES

## CONDENSED CONSOLIDATED STATEMENTS OF INCOME (Unaudited)

(dollars in thousands, except per share amounts)

|  | Three Months Ended June 30, |  | Six Months Ended June 30, |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2005 | 2004 | 2005 | 2004 |
| Interest and dividend income : |  |  |  |  |
| Interest and fees on loans | \$ 22,007 | \$ 16,458 | \$ 42,558 | \$ 30,435 |
| Interest on Federal funds sold | 9 | 14 | 11 | 60 |
| Interest on interest-bearing deposits in other banks | 17 | 1 | 32 | 5 |
| Interest on other interest-bearing deposits | 20 | 6 | 35 | 6 |
| Interest and dividends on securities: |  |  |  |  |
| Taxable | 1,910 | 1,880 | 3,830 | 3,734 |
| Nontaxable | 925 | 995 | 1,854 | 2,004 |
| Total interest and dividend income | 24,888 | 19,354 | 48,320 | 36,244 |
|  |  |  |  |  |
| Interest expense: |  |  |  |  |
| Interest on deposits | 6,058 | 4,863 | 11,518 | 9,591 |
| Interest on Federal funds purchased | 87 | 37 | 151 | 37 |
| Interest on short-term borrowings | 526 | 134 | 743 | 203 |
| Interest on long-term borrowings | 1,195 | 1,154 | 2,596 | 2,131 |
|  |  |  |  |  |
| Total interest expense | 7,866 | 6,188 | 15,008 | 11,962 |
|  |  |  |  |  |
| Net interest income | 17,022 | 13,166 | 33,312 | 24,282 |
| Provision for loan losses | 135 | 308 | 467 | 739 |
| Net interest income after provision for loan losses | 16,887 | 12,858 | 32,845 | 23,543 |
|  |  |  | - |  |
| Noninterest income: |  |  |  |  |
| Service charges on deposit accounts | 1,802 | 1,749 | 3,299 | 3,296 |
| Other service charges, commissions and fees | 1,086 | 817 | 2,097 | 1,571 |
| Gains (losses) on securities transactions, net | 4 | 3 | 4 | 3 |
| Gains on sales of loans | 3,674 | 3,339 | 6,259 | 5,521 |
| (Losses) gains on sales of other real estate owned and bank premises, net | 43 | 64 | 38 | 79 |
| Other operating income | 408 | 302 | 667 | 487 |
|  | - | - | - |  |
| Total noninterest income | 7,017 | 6,274 | 12,364 | 10,957 |
|  | - | - | - |  |
| Noninterest expenses: |  |  |  |  |
| Salaries and benefits | 8,345 | 7,288 | 16,167 | 13,580 |
| Occupancy expenses | 997 | 813 | 1,995 | 1,501 |
| Furniture and equipment expenses | 967 | 861 | 1,869 | 1,588 |
| Other operating expenses | 4,185 | 3,793 | 7,933 | 6,596 |
|  | - | - | $\bigcirc$ |  |
| Total noninterest expenses | 14,494 | 12,755 | 27,964 | 23,265 |
|  | - | - | - |  |
| Income before income taxes | 9,410 | 6,377 | 17,245 | 11,235 |
| Income tax expense | 2,798 | 1,816 | 5,180 | 3,064 |
| Net income $\begin{array}{llllll} \\ \end{array}$ |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |
| Basic net income per share | \$ 0.76 | \$ 0.53 | \$ 1.38 | \$ 1.01 |
| Diluted net income per share | \$ 0.75 | \$ 0.53 | \$ 1.37 | \$ 1.00 |

See accompanying notes to condensed consolidated financial statements.

## Union Bankshares Corporation

## AVERAGE BALANCES, INCOME AND EXPENSES, YIELDS AND RATES (TAXABLE EQUIVALENT BASIS)

|  |  |  |  | For the three months ended June 30 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |

(1) Income and yields are reported on a taxable equivalent basis using the statutory federal corporate tax rate of $35 \%$
(2) Collection of $\$ 94$ thousand in foregone interest on a previously charged off credit has been excluded. Nonaccrual loans have been included in the balance.
(3) Annualized

## Union Bankshares Corporation

AVERAGE BALANCES(1), INCOME AND EXPENSES, YIELDS AND RATES (TAXABLE EQUIVALENT BASIS)

|  | For the six months ended June 30, |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2005 |  |  | 2004 |  |  | 2003 |  |  |
|  | Average Balance | Interest <br> Income/ <br> Expense | $\begin{aligned} & \text { Yield/ } \\ & \text { Rate (3) } \end{aligned}$ | Average Balance | Interest Income/ Expense | Yield/ <br> Rate (3) | Average Balance | Interest Income/ Expense | Yield/ <br> Rate (3) |
|  | (Dollars in thousands) |  |  |  |  |  |  |  |  |
| Assets: |  |  |  |  |  |  |  |  |  |
| Securities: |  |  |  |  |  |  |  |  |  |
| Taxable | \$ 153,016 | \$ 3,829 | 5.05\% | \$ 160,326 | \$ 3,734 | 4.68\% | \$ 177,034 | \$ 4,347 | 4.95\% |
| Tax-exempt(2) | 74,750 | 2,853 | 7.70\% | 83,112 | 3,034 | 7.34\% | 87,880 | 3,439 | 7.89\% |
| Total securities | 227,766 | 6,682 | 5.92\% | 243,438 | 6,768 | 5.59\% | 264,914 | 7,786 | 5.93\% |
| Loans, net (1) (2) | 1,292,630 | 41,477 | 6.47\% | 982,048 | 29,692 | 6.08\% | 744,500 | 25,586 | 6.93\% |
| Loans held for sale | 35,054 | 1,081 | 6.22\% | 31,626 | 884 | 5.62\% | 42,976 | 1,133 | 5.32\% |
| Federal funds sold | 2,644 | 11 | 0.86\% | 13,294 | 60 | 0.91\% | 14,970 | 64 | 0.86\% |
| Money market investments | 77 | 1 | 2.28\% | 112 | 0 | 0.43\% | 3,731 | 22 | 1.19\% |
| Interest-bearing deposits in other banks | 2,415 | 32 | 2.69\% | 2,269 | 5 | 0.43\% | 2,099 | 13 | 1.25\% |
| Other interest-bearing deposits | 2,598 | 34 | 2.65\% | 1,181 | 6 | 1.06\% | - | - |  |
|  | - | - |  | - 1,181 | - |  | - | [ |  |
| Total earning assets | 1,563,184 | 49,318 | 6.36\% | 1,273,968 | 37,415 | 5.91\% | 1,073,190 | 34,604 | 6.50\% |
| Allowance for loan losses | $(16,535)$ |  |  | $(12,605)$ |  |  | $(9,609)$ |  |  |
| Total non-earning assets | 149,691 |  |  | 106,609 |  |  | 74,898 |  |  |
|  |  |  |  |  |  |  |  |  |  |
| Total assets | \$1,696,340 |  |  | \$1,367,972 |  |  | \$1,138,479 |  |  |
|  | - |  |  | - |  |  | - |  |  |
| Liabilities \& Stockholders' Equity: |  |  |  |  |  |  |  |  |  |
| Interest-bearing deposits: |  |  |  |  |  |  |  |  |  |
| Checking | \$ 197,706 | 324 | 0.33\% | \$ 161,056 | 225 | 0.28\% | \$ 131,026 | 333 | 0.51\% |
| Money market savings | 187,689 | 1,365 | 1.47\% | 129,590 | 544 | 0.84\% | 95,629 | 519 | 1.09\% |
| Regular savings | 119,453 | 464 | 0.78\% | 104,416 | 314 | 0.60\% | 88,059 | 414 | 0.95\% |
| Certificates of deposit: |  |  |  |  |  |  |  |  |  |
| \$100,000 and over | 232,836 | 3,959 | 3.43\% | 183,798 | 3,211 | 3.51\% | 159,133 | 3,111 | 3.94\% |
| Under \$100,000 | 361,588 | 5,406 | 3.01\% | 340,311 | 5,298 | 3.13\% | 316,661 | 5,745 | 3.66\% |
| Total interest-bearing deposits | 1,099,272 | 11,518 | 2.11\% | 919,171 | 9,592 | 2.10\% | 790,508 | 10,122 | 2.58\% |
| Other borrowings | 184,235 | 3,490 | 3.82\% | 134,670 | 2,370 | 3.54\% | 96,093 | 1,962 | 4.12\% |
| Total interest-bearing liabilities | 1,283,507 | 15,008 | 2.36\% | 1,053,841 | 11,962 | 2.28\% | 886,601 | 12,084 | 2.75\% |
| Noninterest bearing liabilities: |  |  |  |  |  |  |  |  |  |
| Demand deposits | 233,309 |  |  | 169,163 |  |  | 131,038 |  |  |
| Other liabilities | 12,948 |  |  | 8,645 |  |  | 11,662 |  |  |
| Total liabilities | 1,529,764 |  |  | 1,231,649 |  |  | 1,029,301 |  |  |
| Stockholders' equity | 166,576 |  |  | 136,323 |  |  | 109,178 |  |  |
| Total liabilities and stockholders' equity | \$1,696,340 |  |  | \$1,367,972 |  |  | \$1,138,479 |  |  |
|  | $\underline{\square}$ |  |  | $\longrightarrow$ |  |  | - |  |  |
| Net interest income | \$34,310 |  |  | \$25,453 |  |  | \$22,520 |  |  |
| Interest rate spread |  |  | 4.00\% |  |  | 3.62\% |  |  | 3.75\% |
| Interest expense as a percent of average earning assets |  |  | 1.94\% |  |  | 1.89\% |  |  | 2.26\% |
| Net interest margin |  |  | 4.43\% |  |  | 4.02\% |  |  | 4.21\% |

(1) Income and yields are reported on a taxable equivalent basis using the statutory federal corporate tax rate of $35 \%$
(2) Collection of $\$ 196$ thousand in foregone interest on a previously charged off credit has been excluded. Nonaccrual loans have been included in the balance.
(3) Annualized

