# 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 Exchange Act of 1934
Date of Report (Date of earliest event reported): July 21, 2006

## 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.)

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

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## Item 2.02. Results of Operations and Financial Condition.

On July 21, 2006, Union Bankshares Corporation issued a press release announcing its financial results for the three and six months ended June 30, 2006. 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.

(d) Exhibits
99.1 Union Bankshares Corporation press release dated July 21, 2006.

## 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: July 24, 2006
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, 2006 1:00 p.m.
Symbol: UBSH

## UNION BANKSHARES CORPORATION CONTINUES STABILITY AND GROWTH IN EARNINGS

FOR IMMEDIATE RELEASE (Bowling Green, Virginia) - Union Bankshares Corporation (the "Company") (NASDAQ: UBSH - News) reports net income for the three months ended June 30, 2006 of $\$ 6.7$ million, up $1.5 \%$ from $\$ 6.6$ million for the three months ended June 30, 2005. Earnings per share, on a diluted basis, remained the same for both quarters in each year at $\$ .75$. Return on average equity for the three months ended June 30,2006 was $14.02 \%$, while return on average assets was $1.33 \%$, compared to $15.85 \%$ and $1.54 \%$, respectively, for the same period in 2005.

The acquisition of Prosperity Bank \& Trust Company ("Prosperity") has been reflected in the financial statements as of April 1, 2006 and represented net income of $\$ 337$ thousand for the three months ended June 30, 2006. Current period expenses related to Prosperity include interest costs incurred in connection with the issuance of a Trust Preferred Capital Note to fund the acquisition, as well as merger-related costs incurred to date. The interest expense and merger-related costs were $\$ 377$ thousand and $\$ 82$ thousand, respectively, net of the income tax benefit. Excluding the Prosperity acquisition, the Company's net income represented an increase of $3.4 \%$, or $\$ 223$ thousand, as well as a $\$ .01$ increase in earnings per share to $\$ .76$.

For the three months ended June 30, 2006 compared to the three months ended March 31, 2006 ("linked quarter basis") net income increased $6.4 \%$, or $\$ 405$ thousand, from $\$ 6.3$ million to $\$ 6.7$ million. This represents an increase in earnings per share, on a diluted basis, of $5.6 \%$, or $\$ .04$, over the prior quarter. The prior quarter's net income included non-recurring gains from the sale of real estate of approximately $\$ 556$ thousand, net of income taxes. Excluding the aforementioned gains and the Prosperity acquisition, net income increased by approximately $18.8 \%$ or $\$ 1.1$ million.

For the six months ended June 30, 2006 compared to the six months ended June 30, 2005, net income increased $7.9 \%$, or $\$ 956$ thousand, from $\$ 12.1$ million to $\$ 13.0$ million. This represents an increase in earnings per share, on a diluted basis, of $6.6 \%$, or $\$ .09$, from $\$ 1.37$ to $\$ 1.46$. Excluding the aforementioned gains and the Prosperity acquisition, net income increased $4.3 \%$ or $\$ 522$ thousand over the six month period. Return on average equity for the six months ended June 30 , 2006 was $14.03 \%$, while return on average assets was $1.36 \%$, compared to $14.61 \%$ and $1.43 \%$, respectively, for the same period in 2005 .

As a supplement to U.S. generally accepted accounting principles ("GAAP"), the Company also uses certain alternate financial measures to review its operating performance. Earnings per share, on a cash basis for the three months ended June 30,2006 was $\$ .79$ compared to $\$ .77$ for the same period in 2005 and $\$ .73$ for the three months ended March 31, 2006. Additionally, cash basis return on average tangible equity for the three months ended June 30, 2006 was $21.84 \%$ compared to $21.54 \%$ for the same period in 2005 and $18.52 \%$ for the three months ended March 31, 2006.
"It is a pleasure to report 2006 year-to-date results of $\$ 1.46$ per share, which represents an increase of $6.6 \%$ or $\$ .09$ per share over the same period in 2005, said G. William Beale, Union Bankshares Corporation's President and Chief Executive Officer. "We are excited to have Prosperity Bank \& Trust Company as part of the Union Bankshares Corporation family and anticipate full conversion of back-office operations during the third quarter of this year. The completion of the back-office conversion will result in cost savings benefits being reflected in the fourth quarter of 2006.

We're keeping a watchful eye on the economy and regularly monitor national and market specific economic indicators. Our top line revenue continues to benefit from the increase in short-term interest rates. These increases in short-term rates will impact our funding costs in future quarters. The increase in short-term interest rates and housing sales declining to levels not seen since 2001 has adversely impacted our mortgage segment."

## SEGMENT INFORMATION

## Community Bank Segment

For the three months ended June 30, 2006 compared to the same period in 2005, net income for the community banking segment increased $7.1 \%$, or $\$ 439$ thousand, from $\$ 6.2$ million to $\$ 6.6$ million. Excluding the aforementioned gains and Prosperity acquisition, net income for the three months ended June 30,2006 increased $9.1 \%$ or $\$ 561$ thousand. This increase was mainly driven by a margin expansion increase of $13.8 \%$ or $\$ 2.3$ million. The provision for loan losses increased $\$ 118$ thousand, mainly attributed to loan growth, which is a $\$ 88$ thousand decrease when compared to the $\$ 206$ thousand increase from the three months ended March 31,2006 compared to the same period in 2005. Noninterest income increased $8.5 \%$, or $\$ 289$ thousand, primarily driven by increases in other service charges, commissions and fees and bank owned life insurance ("BOLI") income. Noninterest expense increased $15.0 \%$, or $\$ 1.7$ million, mainly due to increases in salaries and benefits and other infrastructure costs such as, data processing, professional fees and advertising, which aid the Company in maintaining its strategy to expand its footprint. Additionally, merger-related costs of $\$ 126$ thousand have been incurred for the three months ended June 30, 2006.

On a linked quarter basis, the community bank segment's net income increased $5.7 \%$, or $\$ 359$ thousand, from $\$ 6.2$ million to $\$ 6.6$ million. Excluding the aforementioned gains and Prosperity purchase, net income for the three months ended June 30, 2006 increased $18.2 \%$, or $\$ 1.0$ million, mainly driven by continued margin expansion of $\$ 1.1$ million, a decrease in the provision for loan losses of $\$ 285$ thousand, and increased noninterest income of $\$ 286$ thousand offset by increased noninterest expense of $\$ 156$ thousand.

For the six months ended June 30, 2006 compared to the same period in 2005, net income for the community banking segment increased $11.7 \%$, or approximately $\$ 1.3$ million, from $\$ 11.5$ million to $\$ 12.9$ million. Excluding the aforementioned gains and Prosperity purchase, net income for
the six months ended June 30, 2006 increased $7.9 \%$, or $\$ 907$ thousand, primarily driven by margin expansion of $\$ 4.2$ million and increased noninterest income of $\$ 875$ thousand, offset by increased noninterest expense of $\$ 3.7$ million. The provision for loan losses increased $\$ 324$ thousand over the six month period.

## Mortgage Segment

For the three months ended June 30, 2006 compared to the same period in 2005, net income for the mortgage segment decreased $75.8 \%$, or $\$ 338$ thousand, from $\$ 446$ thousand to $\$ 108$ thousand. Net interest income fell $82.6 \%$, or $\$ 214$ thousand, over the same period due to increasingly narrow interest margins. Loan originations decreased $7.6 \%$, or $\$ 11.6$ million, from $\$ 153.9$ million to $\$ 142.3$ million due largely to softening markets. Within the last twelve months, interest rates on selected mortgage products have risen over $1.0 \%$ and have delayed buyers from entering the housing market. In the Washington metropolitan area, housing inventory has soared while housing demand has softened, negatively impacting mortgage loan production.

On a linked quarter basis, net income increased $74.2 \%$, or $\$ 46$ thousand, from $\$ 62$ thousand to $\$ 108$ thousand. Net interest income fell $55.9 \%$, or $\$ 57$ thousand, due to the flattening yield curve and tightening margins. Loan originations increased $22.6 \%$, or $\$ 26.2$ million, from $\$ 116.1$ million to $\$ 142.3$ million, which in turn increased revenue from the sale of loans by $\$ 370$ thousand and commission expense by $\$ 172$ thousand. Additionally, increased originations in the government (FHA/VA) loans led to improved loan profitability for the three months ended June 30, 2006. Government loan origination comprised $14.0 \%$ of all volume during the period compared to $7.0 \%$ for the same period last year.

For the six months ended June 30, 2006 compared to the same period in 2005, net income decreased $69.4 \%$, or $\$ 385$ thousand, from $\$ 555$ thousand to $\$ 170$ thousand. Loan originations decreased $4.1 \%$, or $\$ 11.2$ million, from $\$ 269.6$ million to $\$ 258.4$ million.

## NET INTEREST INCOME

For the three months ended June 30, 2006 compared to the same period in 2005, net interest margin, on a tax-equivalent basis, increased $1.8 \%$, or eight basis points, from $4.44 \%$ to $4.52 \%$. This eight basis point increase was reflective of strong loan volume and repricing in response to Federal Funds interest rate increases. Average interest-earning assets for the three months ended June 30, 2006 increased approximately $15.3 \%$, or $\$ 242.0$ million, over the same period in 2005. This growth was driven primarily by (i) the Prosperity acquisition of interest-earning assets, including loans of $\$ 76.5$ million and securities of $\$ 33.6$ million, and (ii) organic loan growth, primarily within the commercial real estate and construction loan portfolios. Yields on interest-earning assets increased $12.6 \%$, or 81 basis points, from $6.43 \%$ to $7.24 \%$. Average interest-bearing liabilities for the three months ended June 30, 2006 increased approximately $17.0 \%$, or $\$ 220.7$ million, over the same period in 2005 with growth concentrated within certificates of deposit. The Prosperity acquisition increased interest-bearing liabilities $\$ 63.7$ million. The cost of interest-bearing liabilities increased $34.6 \%$, or 84 basis points, from $2.43 \%$ to $3.27 \%$. Contributing to the increase in net interest margin were noninterest-bearing liabilities, which consist of average demand deposits that grew $26.2 \%$, or $\$ 63.5$ million, from $\$ 242.2$ million to $\$ 305.7$ million. This increase of average demand deposits was mainly connected to the Prosperity acquisition, which totaled $\$ 52.4$ million of demand deposits.

On a linked quarter basis, tax-equivalent net interest margin, on a tax-equivalent basis, remained relatively flat decreasing two basis points from $4.54 \%$ to $4.52 \%$. Net interest income, on a
tax-equivalent basis, increased $10.4 \%$, or $\$ 1.9$ million, with average interest-bearing assets growth of $\$ 161.5$ million, mainly within the loan and securities portfolios, out pacing the average interest-bearing liabilities growth of $\$ 133.9$ million. Also, average demand deposits increased $26.9 \%$ or $\$ 64.7$ million. The net interest spread, which is the difference between the yield on average interest-bearing assets less the rate on average interest-bearing liabilities, remained stable near $4.00 \%$ for both quarters.

For the six months ended June 30, 2006 compared to the same period in 2005, net interest margin, on a tax-equivalent basis, increased $2.3 \%$, or ten basis points, from $4.43 \%$ to $4.53 \%$. This margin expansion was mainly related to strong loan growth and the Prosperity acquisition. Average interest-earning assets increased $\$ 181.9$ million (Prosperity added approximately $\$ 117.0$ million at acquisition), primarily within the commercial, construction and consumer loan portfolios, and average interest-bearing liabilities increased $\$ 166.8$ million (Prosperity added approximately $\$ 65.5$ million at acquisition), primarily within the certificates of deposit product. The yields on interest-earning assets and costs of interest-bearing liabilities both increased 78 basis points to $7.14 \%$ and $3.14 \%$, respectively, maintaining an interest rate spread of $4.0 \%$.

Management continues to monitor interest rate risk in light of the anticipated end of the current Federal Funds tightening cycle. Management anticipates continued pressure on the net interest margin as the interest rate yield curve flattens or inverts in selected yields to maturities.

## PROVISION FOR LOAN LOSSES / ASSET QUALITY

For the six months ended June 30, 2006 compared to the same period in 2005, provision for loan losses increased $\$ 344$ thousand from $\$ 467$ thousand to $\$ 811$ thousand, of which $\$ 20$ thousand was contributed by Prosperity in the second quarter of 2006. Excluding acquired loans of $\$ 76.5$ million from Prosperity, this increase was largely attributable to core loan growth of approximately $9.2 \%$ or $\$ 120.9$ million. This compares to allowance for loan loss growth of $12.1 \%$ over the same time period. On a linked quarter basis, the provision for loan losses decreased $\$ 265$ thousand. Excluding the Prosperity acquisition, this decrease was primarily driven by slower loan growth of $\$ 23.7$ million for the three months ended June 30, 2006 as opposed to $\$ 48.7$ million for the three month ended March 31, 2006.

Net charge-offs were $\$ 27$ thousand and $\$ 50$ thousand for the three and six months ended June 30, 2006 compared to net charge-offs of $\$ 52$ thousand and $\$ 197$ thousand in the same periods for 2005 . For three months ended March 31, 2006, net charge-offs were $\$ 23$ thousand.

The Company's asset quality remains good. Management maintains a list of loans that have potential weaknesses that may need special attention. This list is used to monitor such loans and is used in the determination of the adequacy of the Company's allowance for loan losses. At June 30, 2006, nonperforming assets totaled $\$ 11.3$ million, including a single credit relationship totaling $\$ 10.7$ million in loans. The loans to this relationship are secured by real estate (two assisted living facilities and other real estate). Based on the information currently available, management has allocated $\$ 1.3$ million in specific reserves to this relationship. The Company entered into a workout agreement with the borrower in March 2004. Under the terms of the agreement, the Company extended further credit secured by additional property with significant equity. The Company continues to have constructive dialogue with the borrower towards resolution of the affiliated loans; however, bankruptcy filings in 2005 by some affiliates of the borrower delayed the accomplishment of targeted actions. The Company continues to anticipate that this workout will ultimately result in a reduction of the Company's overall exposure to the borrower. During the first quarter of 2006, a comprehensive Loan Modification Agreement was
signed and the Company's collateral position improved after achieving cross collateralization on two additional parcels of real estate. The Company remains cautiously optimistic, but has not yet reduced allocated reserves due to uncertainty about the borrower's ability to meet agreed upon progress targets throughout 2006. As such targets are met and uncertainty reduced, it is anticipated that reserve levels will be reduced accordingly.

## NONINTEREST INCOME

For the three months ended June 30, 2006 compared to the same period in 2005, noninterest income remained relatively flat decreasing $1.6 \%$, or $\$ 110$ thousand, from $\$ 7.0$ million to $\$ 6.9$ million. This decrease is principally driven by reduced gains on loan sales within the mortgage segment of $\$ 513$ thousand, offset to a lesser extent by increases in both other service charges, commissions and fees (debit card income, ATM charges and brokerage commissions) of $\$ 351$ thousand and BOLI income of $\$ 125$ thousand. The Prosperity noninterest income was $\$ 131$ thousand for the three months ended June 30, 2006.

On a linked quarter basis, noninterest income remained relatively flat decreasing $1.0 \%$, or $\$ 68$ thousand, from $\$ 7.0$ million to $\$ 6.9$ million. However, for the three months ended March 31, 2006 noninterest income included pretax gains on the sale of real estate of $\$ 856$ thousand. The sale included two parcels, one at the Company's largest subsidiary, Union Bank \& Trust Company and the other at Rappahannock National Bank. Excluding the aforementioned gains and Prosperity noninterest income of \$131 thousand, noninterest income for the three months ended June 30, 2006 increased $10.7 \%$, or $\$ 657$ thousand, principally driven by increased gains on loan sales within the mortgage segment of $\$ 370$ thousand, other service charges, commissions and fees of $\$ 143$ thousand and service charges on deposit accounts of $\$ 95$ thousand.

For the six months ended June 30, 2006 compared to the same period in 2005, noninterest income increased $12.3 \%$, or $\$ 1.5$ million, from $\$ 12.4$ million to $\$ 13.9$ million. Excluding the aforementioned gains and Prosperity noninterest income, noninterest income for the six months ended June 30, 2006 increased $4.3 \%$, or $\$ 531$ thousand, principally driven by increases in other service charges, commissions and fees of $\$ 580$ thousand and BOLI income of $\$ 242$ thousand. Reduced gains on loan sales within the mortgage segment of \$307 thousand offset the abovementioned increases.

## NONINTEREST EXPENSE

For the three months ended June 30, 2006 compared to the same period in 2005 , noninterest expenses increased $18.7 \%$, or $\$ 2.7$ million, from $\$ 14.5$ million to $\$ 17.2$ million. This increase was driven primarily by increases in salaries and benefits of $15.6 \%$, or $\$ 1.3$ million, and other operating expenses of $24.7 \%$ or $\$ 1.0$ million. The increase in salaries and benefits was mainly attributable to new hires and normal increases in compensation adjustments. Other contributing factors were the addition of Prosperity ( $\$ 515$ thousand) and higher incentive compensation, profit sharing and stock compensation expenses, which were partially offset by lower commissions paid in the mortgage segment. The increase in other operating expenses was related to the operation of additional branches (from 45 to 49) and required infrastructure costs to support the Company's growth strategy. These increases are primarily related to professional fees, data processing fees, amortization of core deposit premiums, marketing expenses and merger-related costs. Additionally, occupancy expenses increased $\$ 237$ thousand while furniture and equipment expenses increased $\$ 142$ thousand. These increases are principally related to facilities costs associated with the Company's growth.

On a linked quarter basis, noninterest expense increased $10.2 \%$, or $\$ 1.6$ million, from $\$ 15.6$ million to $\$ 17.2$ million. Increases in salaries and benefits of $6.8 \%$, or $\$ 617$ thousand, were principally related to the addition of the Prosperity ( $\$ 515$ thousand) and new hires. Operating expenses increased $18.1 \%$, or $\$ 800$ thousand, principally driven by increases in professional fees, advertising, amortization of core premium deposits and merger-related costs.

For the six months ended June 30, 2006 compared to the same period in 2005, noninterest expenses increased $17.4 \%$, or approximately $\$ 4.9$ million, from $\$ 28.0$ million to $\$ 32.8$ million. Increases in salaries and benefits of $15.5 \%$, or $\$ 2.5$ million, are mainly attributable to the addition of the Prosperity ( $\$ 515$ thousand), new hires, other normal compensation adjustments, as well as profit sharing, incentive compensation and stock option expenses, which were offset to a lesser extent by lower commissions paid in the mortgage segment. Operating expenses increased $21.5 \%$, or $\$ 1.7$ million, principally driven by the addition of Prosperity ( $\$ 503$ thousand) increases in communication costs, professional fees, data processing fees, marketing expenses, ATM processing, amortization of core premium deposits and merger-related costs.

## BALANCE SHEET

## Assets

As of June 30, 2006, total assets were $\$ 2.1$ billion compared to $\$ 1.8$ billion and $\$ 1.7$ billion as of December 31, 2005 and June 30, 2005, respectively. Total assets acquired in the Prosperity acquisition were $\$ 128.2$ million. Total cash and cash equivalents increased $21.5 \%$, or $\$ 15.0$ million, and $62.7 \%$, or $\$ 32.6$ million, to $\$ 84.5$ million from December 31, 2005 and June 30, 2005, respectively. Gross loans increased $10.9 \%$, or $\$ 149.0$ million, and $15.0 \%$, or $\$ 197.4$ million, to $\$ 1.5$ billion from December 31 , 2005 and June 30, 2005, respectively. Loan growth was concentrated in the commercial real estate and construction portfolios coupled with $\$ 76.5$ million (primarily commercial real estate) from Prosperity.

## Liabilities

As of June 30,2006 , total deposits were $\$ 1.6$ billion compared to $\$ 1.5$ billion and $\$ 1.4$ billion as of December 31,2005 and June 30 , 2005, respectively. The growth was principally attributed to competitive pricing and increased interest rates resulting in increases in certificates of deposit greater than $\$ 100$ thousand. Total borrowings increased by $\$ 91.3$ million and $\$ 90.4$ million to $\$ 264.9$ million from December 31, 2005 and June 30, 2005, respectively. This increase was mainly associated with the issuance of a Trust Preferred Capital Note in connection with the Prosperity acquisition ( $\$ 37.1$ million), other short-term borrowings and, to a lesser extent, securities sold under agreements to repurchase.

## Stockholders' Equity

The Company's equity to asset ratio declined approximately $8.5 \%$, or 84 basis points, as of June 30,2006 to $8.99 \%$ from $9.83 \%$ and $9.83 \%$ as of December 31,2005 and June 30, 2005, respectively. This was triggered by the Prosperity acquisition, which sequentially increased total assets, in particular, loans, securities, goodwill and intangible assets, at a faster pace than equity. Unrealized gains on securities decreased by $\$ 2.9$ million and $\$ 5.2$ million to $\$ 1.1$ million of unrealized losses compared to December 31 , 2005 and June 30, 2005, respectively.

## INFORMATIONAL

In March of 2006, the Company changed the names of Bank of Williamsburg to Bay Community Bank and Mortgage Capital Investors, Inc. to Union Mortgage Group, Inc. While the employees, management teams and excellent service remain the same, the name changes will more accurately reflect the affiliation with the Company and no longer geographically restrict Bay Community Bank to the Williamsburg region, thereby allowing for additional expansion. This has been demonstrated in the opening of a Bay Community Bank branch located in Grafton, Virginia on March 6, 2006.

On April 3, 2006, the Company announced it had completed the acquisition of Prosperity Bank and Trust Company, effective April 1, 2006, in a transaction valued at approximately $\$ 36$ million. Prosperity, with nearly $\$ 130$ million in assets, operates three offices in Springfield, Virginia, located in affluent Fairfax County, a suburb of Washington, D.C. Prosperity will operate as an independent bank subsidiary of Union Bankshares Corporation.

During the second quarter of 2006, the Company hit a milestone - total assets exceeding $\$ 2.0$ billion. The Company was formed on July 12,1993 in connection with Northern Neck Bankshares Corporation and Union Bancorp, Inc. As of December 31, 1993 the Company reported $\$ 377.8$ million in assets and as of June 30 , 2006 the Company had $\$ 2.1$ billion in assets, which equates to a compounded growth rate of approximately $14.0 \%$ per year.

On July 7, 2006, the Company was proud to announce its inclusion in the new NASDAQ Global Select Market. The NASDAQ Global Select Market has the highest initial listing standards of any exchange in the world based on financial and liquidity requirements. "Union Bankshares Corporation is an example of an industry leader that has achieved superior listing standards, which clearly defines the essence of the NASDAQ Global Select Market," said Bruce Aust, Executive Vice President, Corporate Client Group. "NASDAQ is focused on leading a race to the top in terms of listing qualifications. In recognizing these companies, we are highlighting their achievement in meeting the requirements to be included in the market with the highest listing standards in the world," added Mr. Aust.

## ABOUT UNION BANKSHARES CORPORATION

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 Company ( 32 locations in the counties of Albemarle, Caroline, Chesterfield, Fluvanna, Hanover, Henrico, King George, King William, Nelson, Spotsylvania, Stafford, Westmoreland and the Cities of Fredericksburg and Charlottesville), Northern Neck State Bank (9 locations in the counties of Richmond, Westmoreland, Essex, Northumberland and Lancaster), Rappahannock National Bank in Washington, Virginia, Bay Community Bank (formerly Bank of Williamsburg) ( 4 locations in Williamsburg, Newport News and Grafton) and Prosperity Bank \& Trust Company (3 locations in the Washington D.C. metro area). Union Bank \& Trust Company also operates a loan production office in Manassas. In addition to banking services, Union Investment Services, Inc. provides full brokerage services ( 5 offices) and Union Mortgage Group, Inc. provides a full line of mortgage products ( 9 offices). Bay Community Bank also owns a non-controlling interest in Johnson Mortgage Company, LLC.

## FORWARD-LOOKING STATEMENTS

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; the Company's ability to achieve acquisition cost savings/synergies; significant changes in regulatory requirements; and significant changes in securities markets. Consequently, all forward-looking 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. The Company does not undertake to update forwardlooking statements to reflect circumstances or events that occur after the date the forward-looking statements are made.

Union Bankshares Corporation

## For the Quarter Ended June 30, 2006

(in thousands, except share data)

|  | Three Months Ended |  |  | Six Months Ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 06/30/06 | 06/30/05 | 03/31/06 | 06/30/06 | 06/30/05 |
| Results of Operations |  |  |  |  |  |
| Interest and dividend income | \$ 32,347 | \$ 24,888 | \$ 28,290 | \$ 60,637 | \$ 48,320 |
| Interest expense | 12,378 | 7,866 | 10,242 | 22,620 | 15,008 |
| Net interest income | 19,969 | 17,022 | 18,048 | 38,017 | 33,312 |
| Provision for loan losses | 273 | 135 | 538 | 811 | 467 |
| Net interest income after provision for loan losses | 19,696 | 16,887 | 17,510 | 37,206 | 32,845 |
| Noninterest income | 6,907 | 7,017 | 6,975 | 13,882 | 12,364 |
| Noninterest expenses | 17,209 | 14,494 | 15,620 | 32,829 | 27,964 |
| Income before income taxes | 9,394 | 9,410 | 8,865 | 18,259 | 17,245 |
| Income tax expense | 2,681 | 2,798 | 2,557 | 5,238 | 5,180 |
| Net income | \$ 6,713 | \$ 6,612 | \$ 6,308 | \$ 13,021 | \$ 12,065 |
| Interest ended on loans fully tax equivalent (FTE) | \$ 28,452 | \$ 22,010 | \$ 25,167 | \$ 53,620 | \$ 42,558 |
| Interest earned on securities (FTE) | 4,158 | 3,332 | 3,624 | 7,782 | 6,682 |
| Interest earned on earning assets (FTE) | 32,939 | 25,387 | 28,861 | 61,799 | 49,318 |
| Net interest income (FTE) | 20,562 | 17,521 | 18,618 | 39,180 | 34,310 |
| Interest expense on certificates of deposit | 7,834 | 4,909 | 6,762 | 14,596 | 9,365 |
| Interest expense on interest-bearing deposits (FTE) | 9,320 | 6,058 | 8,214 | 17,533 | 11,518 |
| Core deposit intangible amortization | 457 | 305 | 305 | 762 | 610 |
| Net income - community bank segment | \$ 6,605 | \$ 6,166 | \$ 6,246 | \$ 12,851 | \$ 11,510 |
| Net income - mortgage segment | 108 | 446 | 62 | 170 | 555 |
| Key Performance Ratios |  |  |  |  |  |
| Return on average assets (ROA) | 1.33\% | 1.54\% | 1.41\% | 1.36\% | 1.43\% |
| Return on average equity (ROE) | 14.02\% | 15.85\% | 14.05\% | 14.03\% | 14.61\% |
| Efficiency ratio | 64.03\% | 60.29\% | 62.42\% | 63.26\% | 61.22\% |
| Efficiency ratio - community bank segment | 60.04\% | 56.30\% | 58.11\% | 59.11\% | 56.97\% |
| Net interest margin (FTE) | 4.52\% | 4.44\% | 4.54\% | 4.53\% | 4.43\% |
| Earning assets (FTE) | 7.24\% | 6.43\% | 7.03\% | 7.14\% | 6.36\% |
| Interest-bearing liabilities (FTE) | 3.27\% | 2.43\% | 3.00\% | 3.14\% | 2.36\% |
| Noninterest income less noninterest expense / average assets | 2.04\% | 1.74\% | 1.93\% | 1.99\% | 1.83\% |
| Per Share Data |  |  |  |  |  |
| Earnings per share, basic | \$ 0.76 | \$ 0.76 | \$ 0.72 | \$ 1.48 | \$ 1.38 |
| Earnings per share, diluted | 0.75 | 0.75 | 0.71 | 1.46 | 1.37 |
| Cash basis earnings per share, diluted | 0.79 | 0.77 | 0.73 | 1.52 | 1.41 |
| Cash dividends paid | 0.23 | 0.37 | 0.22 | 0.45 | 0.37 |
| Market value per share | 43.14 | 38.62 | 45.71 | 43.14 | 38.62 |
| Book value per share | 21.14 | 19.52 | 20.84 | 21.14 | 19.52 |
| Tangible book value per share | 13.98 | 14.91 | 16.36 | 13.98 | 14.91 |
| Price to earnings ratio, diluted | 14.34 | 12.84 | 15.87 | 14.65 | 13.98 |
| Price to book value ratio | 2.04 | 1.98 | 2.19 | 2.04 | 1.98 |
| Weighted average shares outstanding, basic | 8,815,664 | 8,761,611 | 8,797,285 | 8,806,487 | 8,754,461 |
| Weighted average shares outstanding, diluted | 8,892,811 | 8,836,488 | 8,892,077 | 8,893,743 | 8,826,875 |
| Shares outstanding at end of period | 8,837,234 | 8,767,996 | 8,819,857 | 8,837,234 | 8,767,996 |
| Financial Condition |  |  |  |  |  |
| Assets | \$2,077,522 | \$1,740,926 | \$1,885,682 | \$2,077,522 | \$1,740,926 |
| Loans, net of unearned income | 1,511,209 | 1,313,818 | 1,410,945 | 1,511,209 | 1,313,818 |
| Earning Assets | 1,862,133 | 1,596,988 | 1,709,974 | 1,862,133 | 1,596,988 |
| Goodwill | 50,026 | 31,297 | 31,297 | 50,026 | 31,297 |
| Core deposit intangibles, net | 13,255 | 9,112 | 8,199 | 13,255 | 9,112 |
| Deposits | 1,615,019 | 1,382,864 | 1,484,760 | 1,615,019 | 1,382,864 |
| Stockholders' equity | 186,802 | 171,106 | 183,765 | 186,802 | 171,106 |
| Tangible equity | 123,521 | 130,697 | 144,269 | 123,521 | 130,697 |


|  | Three Months Ended |  |  | Six Months Ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 06/30/06 | 06/30/05 | 03/31/06 | 06/30/06 | 06/30/05 |
| Averages |  |  |  |  |  |
| Assets | \$2,027,281 | \$1,719,346 | \$1,819,585 | \$1,924,007 | \$1,696,340 |
| Loans, net of unearned income | 1,493,093 | 1,309,827 | 1,389,579 | 1,441,622 | 1,292,630 |
| Loans held for sale | 29,513 | 38,400 | 23,752 | 26,649 | 35,054 |
| Securities | 284,825 | 226,014 | 245,358 | 265,200 | 227,766 |
| Earning assets | 1,825,454 | 1,583,454 | 1,663,915 | 1,745,132 | 1,563,184 |
| Deposits | 1,589,974 | 1,352,827 | 1,448,933 | 1,519,843 | 1,332,581 |
| Certificates of deposit | 768,222 | 606,276 | 716,555 | 742,531 | 594,424 |
| Interest-bearing deposits | 1,284,320 | 1,110,644 | 1,207,984 | 1,246,363 | 1,099,272 |
| Borrowings | 232,639 | 185,589 | 175,118 | 204,037 | 184,235 |
| Interest-bearing liabilities | 1,516,959 | 1,296,233 | 1,383,102 | 1,450,400 | 1,283,507 |
| Stockholders' equity | 192,012 | 167,350 | 182,110 | 187,089 | 166,576 |
| Tangible equity | 128,739 | 126,786 | 142,460 | 135,562 | 126,002 |

## Asset Quality

| lowance for Loan Losses |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Beginning balance of allowance for loan losses | \$ | 17,631 | \$ | 16,571 | \$ | 17,116 | \$ | 17,116 | \$ | 16,384 |
| Add: Allowance from acquired banks |  | 785 |  | - |  | - |  | 785 |  | - |
| Add: Recoveries |  | 163 |  | 129 |  | 90 |  | 253 |  | 249 |
| Less: Charge-offs |  | 190 |  | 181 |  | 113 |  | 303 |  | 446 |
| Add: Provision for loan losses |  | 273 |  | 135 |  | 538 |  | 811 |  | 467 |
| Ending balance of allowance for loan losses | \$ | 18,662 | \$ | 16,654 | \$ | 17,631 | \$ | 18,662 | \$ | 16,654 |
| Allowance for loan losses / total outstanding loans |  | 1.23\% |  | 1.27\% |  | 1.25\% |  | 1.23\% |  | 1.27\% |
| Nonperforming Assets |  |  |  |  |  |  |  |  |  |  |
| Nonaccrual loans | \$ | 11,291 | \$ | 11,290 | \$ | 11,962 | \$ | 11,291 | \$ | 11,290 |
| Other real estate and foreclosed properties |  | - |  | - |  | - |  | - |  | - |
| Total nonperforming assets |  | 11,291 |  | 11,290 |  | 11,962 |  | 11,291 |  | 11,290 |
| Loans > 90 days and still accruing |  | 199 |  | 779 |  | 371 |  | 199 |  | 779 |
| Total nonperforming assets and loans > 90 days and still accruing | \$ | 11,490 | \$ | 12,069 | \$ | 12,333 | \$ | 11,490 | \$ | 12,069 |
| Nonperforming assets / total outstanding loans |  | 0.75\% |  | 0.86\% |  | 0.85\% |  | 0.75\% |  | 0.86\% |
| Nonperforming assets / allowance for loan losses |  | 60.50\% |  | 67.79\% |  | 67.85\% |  | 60.50\% |  | 67.79\% |
| Other Data |  |  |  |  |  |  |  |  |  |  |
| Mortgage loan originations | \$ | 142,289 | \$ | 153,931 | S | 116,105 | \$ | 258,394 | \$ | 269,559 |
| \% of originations that are refinances |  | 30.69\% |  | 27.65\% |  | 37.07\% |  | 33.53\% |  | 28.90\% |
| End of period full-time employees |  | 645 |  | 568 |  | 575 |  | 645 |  | 568 |
| Number of full-service branches |  | 49 |  | 45 |  | 46 |  | 49 |  | 45 |
| Number of community banks (subsidiaries) |  | 5 |  | 4 |  | 4 |  | 5 |  | 4 |
| Number of full automatic transaction machines (ATM's) |  | 133 |  | 115 |  | 128 |  | 133 |  | 115 |
| Alternative Performance Measures (1) |  |  |  |  |  |  |  |  |  |  |
| Net Income | \$ | 6,713 | \$ | 6,612 | \$ | 6,308 | \$ | 13,021 | \$ | 12,065 |
| Plus: Core deposit intangible amortization, net of tax |  | 297 |  | 198 |  | 198 |  | 495 |  | 395 |
| Cash basis operating earnings | \$ | 7,010 | \$ | 6,810 | \$ | 6,506 | \$ | 13,516 | \$ | 12,460 |
| Average assets |  | ,027,281 |  | 1,719,346 |  | 819,585 |  | ,924,007 |  | 696,340 |
| Less: Average goodwill |  | 49,812 |  | 31,297 |  | 31,297 |  | 40,606 |  | 31,155 |
| Less: Average core deposit intangibles |  | 13,461 |  | 9,267 |  | 8,353 |  | 10,921 |  | 9,419 |
| Average tangible assets |  | ,964,008 |  | ,678,782 |  | ,779,935 |  | ,872,480 |  | ,655,766 |
| Average equity | \$ | 192,012 | S | 167,350 | S | 182,110 | \$ | 187,089 | \$ | 166,576 |
| Less: Average goodwill |  | 49,812 |  | 31,297 |  | 31,297 |  | 40,606 |  | 31,155 |
| Less: Average core deposit intangibles |  | 13,461 |  | 9,267 |  | 8,353 |  | 10,921 |  | 9,419 |
| Average tangible equity | S | 128,739 | \$ | 126,786 | \$ | 142,460 | \$ | 135,562 | \$ | 126,002 |
| Cash basis earnings per share, diluted | \$ | 0.79 | \$ | 0.77 | \$ | 0.73 | \$ | 1.52 | \$ | 1.41 |
| Cash basis return on average tangible assets |  | 1.43\% |  | 1.63\% |  | 1.48\% |  | 1.46\% |  | 1.52\% |
| Cash basis return on average tangible equity |  | 21.84\% |  | 21.54\% |  | 18.52\% |  | 20.11\% |  | 19.94\% |

(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

## CONDENSED CONSOLIDATED BALANCE SHEETS

(Dollars in thousands, except share amounts)

|  | $\begin{gathered} \text { June 30, } \\ 2006 \\ \hline \end{gathered}$ | $\begin{gathered} \text { December 31, } \\ 2005 \end{gathered}$ | $\begin{gathered} \text { June 30, } \\ \hline 2005 \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: |
|  | (Unaudited) | (Audited) | (Unaudited) |
| ASSETS |  |  |  |
| Cash and cash equivalents: |  |  |  |
| Cash and due from banks | \$ 59,645 | \$ 47,731 | \$ 42,648 |
| Interest-bearing deposits in other banks | 5,575 | 578 | 5,576 |
| Money market investments | 158 | 94 | 102 |
| Other interest-bearing deposits | 2,598 | 2,598 | 2,598 |
| Federal funds sold | 16,542 | 18,537 | 1,027 |
| Total cash and cash equivalents | 84,518 | 69,538 | 51,951 |
| Securities available for sale, at fair value | 288,432 | 246,017 | 224,587 |
| Loans held for sale | 37,619 | 28,068 | 49,280 |
| Loans, net of unearned income | 1,511,209 | 1,362,254 | 1,313,818 |
| Less allowance for loan losses | 18,662 | 17,116 | 16,654 |
| Net loans | 1,492,547 | 1,345,138 | 1,297,164 |
| Bank premises and equipment, net | 52,491 | 45,332 | 42,363 |
| Other real estate owned | - | - | - |
| Core deposit intangibles, net | 13,255 | 8,504 | 9,112 |
| Goodwill | 50,026 | 31,297 | 31,297 |
| Other assets | 58,634 | 51,064 | 35,172 |
| Total assets | $\underline{\text { \$ 2,077,522 }}$ | \$ 1,824,958 | $\underline{\text { \$ 1,740,926 }}$ |
| LIABILITIES |  |  |  |
| Noninterest-bearing demand deposits | \$ 327,880 | \$ 258,085 | \$ 261,181 |
| Interest-bearing deposits: |  |  |  |
| NOW accounts | 207,743 | 197,888 | 203,139 |
| Money market accounts | 166,418 | 178,346 | 180,535 |
| Savings accounts | 122,681 | 117,046 | 120,333 |
| Time deposits of \$100,000 and over | 389,638 | 333,709 | 252,564 |
| Other time deposits | 400,659 | 371,441 | 365,112 |
| Total interest-bearing deposits | 1,287,139 | 1,198,430 | 1,121,683 |
| Total deposits | 1,615,019 | 1,456,515 | 1,382,864 |
| Securities sold under agreements to repurchase | 71,986 | 60,828 | 54,034 |
| Other short-term borrowings | 85,600 | 42,600 | 7,610 |
| Trust preferred capital notes | 60,310 | 23,196 | 23,196 |
| Long-term borrowings | 47,000 | 47,000 | 89,700 |
| Other liabilities | 10,805 | 15,461 | 12,416 |
| Total liabilities | 1,890,720 | 1,645,600 | 1,569,820 |

## Commitments and contingencies

STOCKHOLDERS' EQUITY

| Common stock, \$2 par value, shares authorized 24,000,000; issued and outstanding, 8,837,234 shares at June 30, 2006, 8,797,325 shares at December 31, 2005, and 8,767,996 shares at 2005 | 17,675 | 17,595 | 17,536 |
| :---: | :---: | :---: | :---: |
| Surplus | 36,660 | 35,426 | 35,241 |
| Retained earnings | 133,585 | 124,531 | 115,283 |
| Accumulated other comprehensive income | $(1,118)$ | 1,806 | 4,046 |
| Total stockholders' equity | 186,802 | 179,358 | 171,106 |
| Total liabilities and stockholders' equity | \$ 2,077,522 | \$ 1,824,958 | ,740,926 |

## UNION BANKSHARES CORPORATION AND SUBSIDIARIES

## CONDENSED CONSOLIDATED INCOME STATEMENTS

(Dollars in thousands, except per share amounts)

## (Unaudited)

|  | Three Months Ended June 30, |  | Six Months EndedJune 30, |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2006 | 2005 | 2006 | 2005 |
| Interest and dividend income: |  |  |  |  |
| Interest and fees on loans | \$ 28,426 | \$ 22,007 | \$ 53,530 | \$ 42,558 |
| Interest on Federal funds sold | 285 | 9 | 318 | 11 |
| Interest on deposits in other banks | 11 | 17 | 18 | 32 |
| Interest on money market investments | - | - | 2 | - |
| Interest on other interest-bearing deposits | 32 | 20 | 60 | 35 |
| Interest and dividends on securities: |  |  |  |  |
| Taxable | 2,544 | 1,910 | 4,718 | 3,830 |
| Nontaxable | 1,049 | 925 | 1,991 | 1,854 |
| Total interest and dividend income | 32,347 | 24,888 | 60,637 | 48,320 |
| Interest expense: |  |  |  |  |
| Interest on deposits | 9,320 | 6,058 | 17,534 | 11,518 |
| Interest on Federal funds purchased | 178 | 87 | 260 | 151 |
| Interest on short-term borrowings | 1,155 | 526 | 1,984 | 743 |
| Interest on long-term borrowings | 1,725 | 1,195 | 2,842 | 2,596 |
| Total interest expense | 12,378 | 7,866 | 22,620 | 15,008 |
| Net interest income | 19,969 | 17,022 | 38,017 | 33,312 |
| Provision for loan losses | 273 | 135 | 811 | 467 |
| Net interest income after provision for loan losses | 19,696 | 16,887 | 37,206 | 32,845 |
| Noninterest income: |  |  |  |  |
| Service charges on deposit accounts | 1,809 | 1,802 | 3,424 | 3,299 |
| Other service charges, commissions and fees | 1,437 | 1,086 | 2,704 | 2,097 |
| Gains on securities transactions, net | 5 | 4 | 7 | 4 |
| Gains on sales of loans | 3,161 | 3,674 | 5,952 | 6,259 |
| Gains (losses) on sales of other real estate owned and bank premises, net | 12 | 43 | 879 | 38 |
| Other operating income | 483 | 408 | 916 | 667 |
| Total noninterest income | 6,907 | 7,017 | 13,882 | 12,364 |
| Noninterest expenses: |  |  |  |  |
| Salaries and benefits | 9,646 | 8,345 | 18,675 | 16,167 |
| Occupancy expenses | 1,234 | 997 | 2,328 | 1,995 |
| Furniture and equipment expenses | 1,109 | 967 | 2,186 | 1,869 |
| Other operating expenses | 5,220 | 4,185 | 9,640 | 7,933 |
| Total noninterest expenses | 17,209 | 14,494 | 32,829 | 27,964 |
| Income before income taxes | 9,394 | 9,410 | 18,259 | 17,245 |
| Income tax expense | 2,681 | 2,798 | 5,238 | 5,180 |
| Net income | \$ 6,713 | \$ 6,612 | \$ 13,021 | \$ 12,065 |
| Earnings per share, basic | \$ 0.76 | \$ 0.76 | \$ 1.48 | \$ 1.38 |
| Earnings per share, diluted | \$ 0.75 | \$ 0.75 | \$ 1.46 | \$ 1.37 |

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

|  |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |

(1) Income and yields are reported on a taxable equivalent basis using the statutory federal corporate tax rate of $35 \%$.
(2) Foregone interest on previously charged off credits of $\$ 76$ thousand and $\$ 94$ thousand has been excluded for 2006 and 2005, respectively.
(3) Rates and yields are annualized and calculated from actual, not rounded amounts in the thousands, which appear above.

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

|  |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |

(1) Income and yields are reported on a taxable equivalent basis using the statutory federal corporate tax rate of $35 \%$.
(2) Foregone interest on previously charged off credits of $\$ 114$ thousand and $\$ 196$ thousand has been excluded for 2006 and 2005, respectively.
(3) Rates and yields are annualized and calculated from actual, not rounded amounts in the thousands, which appear above.


[^0]:    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))

