# UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

<b>FORM</b>	8-K
I. OIVIVI	0-17

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

Date of Report: June 9, 2013 (Date of earliest event reported)

### UNION FIRST MARKET BANKSHARES CORPORATION

(Exact name of registrant as specified in its charter)

Virginia (State or other jurisdiction of incorporation) 0-20293 (Commission File Number) 54-1598552 (I.R.S. Employer Identification No.)

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

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

Not Applicable (Former name or former address, if changed since last report)

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 &ee General Instruction A.2. below):

X	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 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

### Item 8.01. Other Events.

On June 10, 2013, Union First Market Bankshares Corporation ("Union") and StellarOne Corporation ("StellarOne") announced that they have entered into an Agreement and Plan of Reorganization, dated as of June 9, 2013 (the "Merger Agreement"), pursuant to which StellarOne will merge with and into Union.

A copy of the press release issued jointly by Union and StellarOne announcing the execution of the Merger Agreement is included as Exhibit 99.1 to this report and is incorporated herein by reference. In addition, Union and StellarOne will be providing supplemental information regarding the proposed transaction in connection with presentations to analysts and investors. The slides to be used in connection with these presentations are attached hereto as Exhibit 99.2.

#### Item 9.01. Financial Statements and Exhibits.

### (d) Exhibits

The following exhibits are filed herewith:

Exhibit No.	<u>Description</u>
99.1	Press release issued jointly by Union First Market Bankshares Corporation and StellarOne Corporation on June 10, 2013.
99.2	Investor Presentation, dated June 10, 2013.

### 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 hereunto duly authorized.

### UNION FIRST MARKET BANKSHARES CORPORATION

By: /s/ Robert M. Gorman

Robert M. Gorman Executive Vice President and Chief Financial Officer

Date: June 10, 2013

### EXHIBIT INDEX

Exhibit No.	<u>Description</u>
99.1	$Press\ release\ is sued\ jointly\ by\ Union\ First\ Market\ Bankshares\ Corporation\ and\ Stellar One\ Corporation\ on\ June\ 10,\ 2013.$
99.2	Investor Presentation, dated June 10, 2013.





#### Union First Market Bankshares Corporation Announces Agreement to Acquire StellarOne Corporation

Richmond, Va., June 10, 2013 – Union First Market Bankshares Corporation (NASDAQ: UBSH, or "Union") and StellarOne Corporation (NASDAQ: STEL, or "StellarOne") today announced the signing of a definitive merger agreement, pursuant to which Union will acquire StellarOne, creating the largest community banking institution in the Commonwealth of Virginia.

Based on financials reported on March 31, 2013, the combined companies would have total assets of \$7.1 billion, deposits of \$5.8 billion and loans of \$5.2 billion. Union will operate in all major Virginia markets, deepening its presence in its current footprint and expanding in key trade areas and, on a pro forma basis, will have the fifth largest branch network in Virginia. The company will retain the Union name and corporate headquarters will remain in Richmond.

"We are excited about the opportunity to bring our organizations together and establish the next great Virginia bank. We have long believed that the combination of Union and StellarOne would be powerful. Our combined statewide footprint coupled with our shared commitment to exceptional service positions us as a strong competitor against large regional institutions and smaller community banks alike," said G. William Beale, Chief Executive Officer of Union. "The combination of two of Virginia's largest community banks provides Union with the growth and synergies to continue to deliver a best in class customer experience, offer superior financial services and solutions, provide a rewarding experience for our teammates and generate top-tier financial performance for our shareholders."

"The combination of our two great Virginia based institutions provides tremendous new opportunities for our customers, shareholders and employees. This transaction marks a significant milestone for banking in Virginia," said O. R. Barham, Jr., President and Chief Executive Officer of StellarOne. "The compatible culture of our two organizations makes this partnership a natural fit. We both are deeply committed to our communities and this merger will allow us to better serve current and future customers in markets across the Commonwealth."

Union's current executive management, led by Beale, will form the core of the company's leadership team. The Union Board of Directors will expand to 19 members, and will be comprised of 11 members from the current Union Board and eight members from the StellarOne Board. Current StellarOne Chairman Raymond D. Smoot, Jr. will serve as Chairman of the combined company and current Union Chairman Ronald L. Hicks will serve as Vice Chairman. Barham will retire as previously announced, with his retirement effective upon closing of the merger.

Under the terms of the agreement, common shareholders of StellarOne will receive 0.9739 shares of Union common stock for each share of StellarOne. This implies a deal value per share of \$19.50 or approximately \$445.1 million in the aggregate based on Union's closing stock price of \$20.02 on June 7, 2013.

In consideration of the merger, extensive due diligence was performed by both companies over a four-week period. Under the proposed terms, the transaction is expected to be accretive to Union's earnings per share in 2014 and thereafter. Further it is anticipated that the transaction will be immediately accretive to Union's capital ratios and result in capital levels well in excess of regulatory minimums.

Union First Market Bankshares Acquires StellarOne June 10, 2013 Page 2 of 4

The merger agreement has been unanimously approved by the board of directors of each company. The companies expect to consummate the transaction on or around January 1, 2014, subject to customary closing conditions, including regulatory and shareholder approvals.

Keefe, Bruyette and Woods, Inc. acted as financial advisor to Union and LeClairRyan, A Professional Corporation acted as its legal advisor in the transaction. Raymond James & Associates acted as financial advisor to StellarOne and Troutman Sanders LLP acted as its legal advisor.

#### Investor presentation

An investor presentation has been created for this announcement. It can be located at Union's investor website http://investors.bankatunion.com – news and events – other documents. Management will discuss the presentation and answer questions from analysts during a conference call scheduled for 10:00 a.m. today.

#### **Analyst Conference Call**

Union will host a conference call to discuss today's announcement at 10:00 a.m. Eastern Daylight Time. It can be accessed at (877) 833-2972-93941664 or online at http://us.reg.meeting-stream.com/unionfirstmarketbank\_061013. A replay of the webcast will be available at approximately 1:00 p.m. EDT by dialing (855) 859-2056 or (404) 537-3406 and using 93941664. The replay will be available until June 15. A copy will also be posted on the company's investor website http://investors.bankatunion.com and at http://us.reg.meeting-stream.com/unionfirstmarketbank 061013.

#### Media Availability

Senior leadership of Union will be available to members of the news media from 11:00 a.m. to 11:30 a.m. at the company's headquarters at Three James Center, 1051 East Cary Street, Suite 1200, in Richmond.

#### **About Union First Market Bankshares**

Headquartered in Richmond, Virginia, Union First Market Bankshares Corporation (NASDAQ: UBSH) is the holding company for Union First Market Bank, which has \$4.1 billion in assets, 90 branches and more than 150 ATMs throughout Virginia. Non-bank affiliates of the holding company include: Union Investment Services, Inc., which provides full brokerage services; Union Mortgage Group, Inc., which provides a full line of mortgage products, and Union Insurance Group, LLC, which offers various lines of insurance products. Union First Market Bank also owns a non-controlling interest in Johnson Mortgage Company, L.L.C.

Additional information on the Company is available at http://investors.bankatunion.com.

#### About StellarOne

StellarOne Corporation is a traditional community bank with assets of \$3.01 billion offering a full range of business and consumer banking services, including trust and wealth management services. Through the activities of its sole subsidiary, StellarOne Bank, StellarOne operates more than 50 full-service financial centers, two loan production offices, and more than 60 ATMs serving the New River Valley, Roanoke Valley, Shenandoah Valley, Richmond, Tidewater, and Central and North Central Virginia.

#### Additional Information and Where to Find It

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

Union First Market Bankshares Acquires StellarOne June 10, 2013 Page 3 of 4

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

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

#### Forward-Looking Statements

Statements made in this release, other than those concerning historical financial information, may be considered forward-looking statements, which speak only as of the date of this release and are based on current expectations and involve a number of assumptions. These include statements as to the anticipated benefits of the merger, including future financial and operating results, cost savings and enhanced revenues that may be realized from the merger as well as other statements of expectations regarding the merger and any other statements regarding future results or expectations. Each of Union and StellarOne intends such forward-looking statements to be covered by the safe harbor provisions for forward-looking statements contained in the Private Securities Litigation Reform Act of 1995 and is including this statement for purposes of these safe harbor provisions. The companies' respective abilities to predict results, or the actual effect of future plans or strategies, is inherently uncertain. Factors which could have a material effect on the operations and future prospects of each of Union and StellarOne and the resulting company, include but are not limited to: (1) the businesses of Union and/or StellarOne may not be integrated successfully or such integration may be more difficult, time-consuming or costly than expected; (2) expected revenue synergies and cost savings from the merger may not be fully realized or realized within the expected time frame; (3) revenues following the merger may be lower than expected; (4) customer and employee relationships and business operations may be disrupted by the merger; (5) the ability to obtain required regulatory and stockholder approvals, and the ability to complete the merger on the expected timeframe may be more difficult, time-consuming or costly than expected; (6) changes in interest rates, general economic conditions, legislative/regulatory changes, monetary and fiscal policies of the U.S. government, including policies of the U.S. Treasury and the Board of Gove

Union First Market Bankshares Acquires StellarOne June 10, 2013 Page 4 of 4

implementation of new technologies; their ability to develop and maintain secure and reliable electronic systems; and accounting principles, policies, and guidelines, and (7) other risk factors detailed from time to time in filings made by Union or StellarOne with the SEC. Union and StellarOne undertake no obligation to update or clarify these forward-looking statements, whether as a result of new information, future events or otherwise.

#### Contact

Bill Cimino, VP and Director of Corporate Communications, Union First Market Bank 804-448-0937







### The Next Great Virginia Bank

**Investor Presentation June 10, 2013** 



### **Forward-Looking Statement**



Statements made in this presentation, other than those concerning historical financial information, may be considered forward-looking statements, which speak only as of the date of this presentation and are based on current expectations and involve a number of assumptions. These include statements as to the anticipated benefits of the merger, including future financial and operating results, cost savings and enhanced revenues that may be realized from the merger as well as other statements of expectations regarding the merger and any other statements regarding future results or expectations. Each of Union and StellarOne intends such forward-looking statements to be covered by the safe harbor provisions for forwardlooking statements contained in the Private Securities Litigation Reform Act of 1995 and is including this statement for purposes of these safe harbor provisions. The companies' respective abilities to predict results, or the actual effect of future plans or strategies, is inherently uncertain. Factors which could have a material effect on the operations and future prospects of each of Union and StellarOne and the resulting company, include but are not limited to: (1) the businesses of Union and/or StellarOne may not be integrated successfully or such integration may be more difficult, time-consuming or costly than expected; (2) expected revenue synergies and cost savings from the merger may not be fully realized or realized within the expected time frame; (3) revenues following the merger may be lower than expected; (4) customer and employee relationships and business operations may be disrupted by the merger; (5) the ability to obtain required regulatory and stockholder approvals, and the ability to complete the merger on the expected timeframe may be more difficult, time-consuming or costly than expected; (6) changes in interest rates, general economic conditions, legislative/regulatory changes, monetary and fiscal policies of the U.S. government, including policies of the U.S. Treasury and the Board of Governors of the Federal Reserve; the quality and composition of the loan and securities portfolios; demand for loan products; deposit flows; competition; demand for financial services in the companies' respective market areas; their implementation of new technologies; their ability to develop and maintain secure and reliable electronic systems; and accounting principles, policies, and guidelines, and (7) other risk factors detailed from time to time in filings made by Union or StellarOne with the SEC. Union and StellarOne undertake no obligation to update or clarify these forward-looking statements, whether as a result of new information, future events or otherwise.



### **Transaction Rationale**



### **Acquisition Highlights**



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

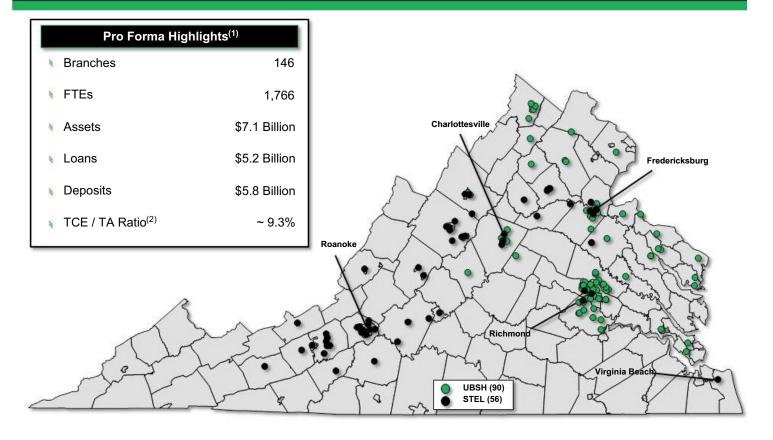
### Financially Attractive

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



## The Next Great Virginia Bank





Source: SNL Financial and MapInfo Professional

Assumes transaction was consummated on 3/31/2013
 Estimated at close



# **Growing Market Share**



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



## **Competitive Positioning**



	Richmond					
	Population:		-		1.2	285,296
ш	Households:				,	198,695
ш	Small Businesses:					29,814
9	Market Deposits (\$mm):				5	\$73,641
Deepening		STEL	<u> </u>	ro Forma		
De	Branches:	42	+	4	=	46
П	Deposits (\$mm):	\$1,551	+	\$44	=	\$1,595
	Market Rank:	5	+	27	-	5

Cr	arlottesv	ille	
Population:			205,406
Households:			80,055
Small Businesses:			5,449
Market Deposits (\$	mm):		\$3,610
	UBSH	STEL F	Pro Forma
Branches:	7 +	3 =	10
Deposits (\$mm):	\$330 +	\$89 =	\$419
Market Rank:	6 +	8 =	5

Fr	eaericksi	Jurg	
Population:		(	332,897
Households:		•	114,196
Small Businesses:			6,326
Market Deposits (\$	mm):		\$3,449
	<u>UBS</u> H	STEL F	ro Forma
Branches:	14 +	5 🕳	19
Deposits (\$mm):	\$664+	\$156 🕳	\$820
Market Rank:	3 +	10 🕳	2

nding					
ding				ı	
		7		ı	
Expar		alledo			
۵		ì	ď	ı	

Population:				3	11,468
Households:				1	29,484
Small Businesses:					7,864
Market Deposits (\$	mm):				\$7,148
	UBSH	1	STEL	. <u>P</u>	ro Forma
Branches:	1	+	10	=	11
Deposits (\$mm):	\$16	+	\$339	=	\$355
Market Rank:	15	+	6	-	6

Roanoke

Population:		2	246,985
Households:			94,146
Small Businesses:			5,583
Market Deposits (\$	Smm):		\$3,368
	UBSH	STEL F	ro Forma
Branches:	4 +	10 🝙	14
Deposits (\$mm):	\$51 +	\$437 =	\$488
Market Rank:	14 +	2 =	2

Staunton / Harrisonburg

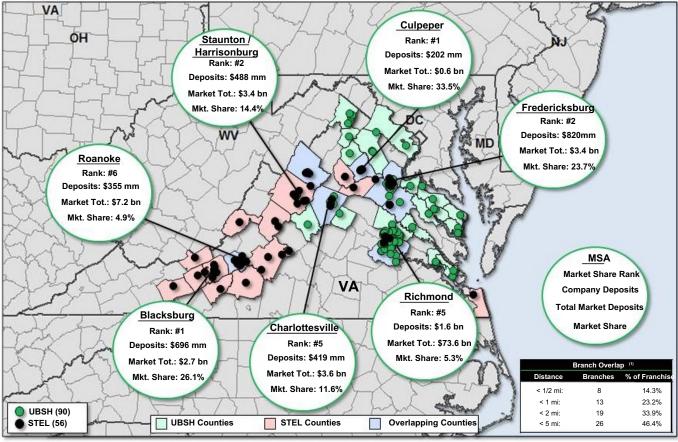
Population:		1	65,000
Households:			64,572
Small Businesses:			3,135
Market Deposits (\$	§mm):		\$2,665
	<u>UBS</u> H	STEL P	ro Forma
Branches:	+	9 🕳	9
Deposits (\$mm):	- +	\$696 🕳	\$696
Market Rank:	- +	1 .	1

Blacksburg



### **Pro Forma Branch Franchise**





Source: SNL Financial and MapInfo Professional

(1) Represents the number of STEL branches within a given radius of a UBSH branch; Shown as a percent of STEL total branches



## **Transaction Terms**



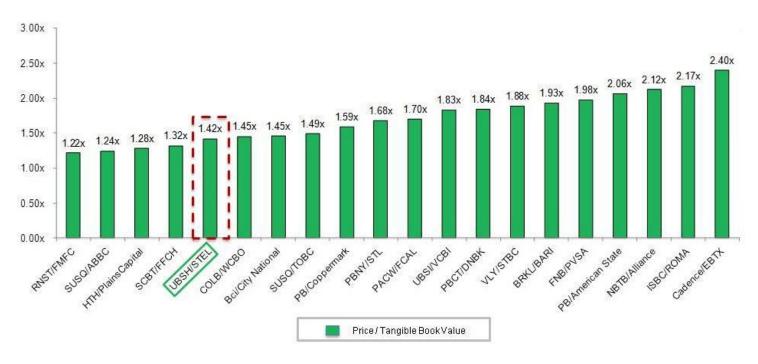
Transaction:	Union First Market Bankshare	es Corporation acquisition of StellarOne Corporation				
Fixed Exchange Ratio:	0.9739x shares of UBSH com	nmon stock for each share of STEL				
Consideration:	100% stock					
Transaction Value <sup>(1)</sup> :	\$19.50 per share or \$445.1 m	illion				
Ownership Split:	52.9% UBSH / 47.1% STEL					
Name:	Union First Market Bankshare	es Corporation				
Named Executives:	Chief Executive Officer: President of the Bank: Chief Financial Officer: Chief Banking Officer: Chief Retail Officer:	G. William Beale (UBSH) John Neal (UBSH) Robert Gorman (UBSH) D. Anthony Peay (UBSH) Elizabeth Bentley (UBSH)				
Board Composition:	(11) UBSH / (8) STEL Chairman: Vice Chairman:	Raymond Smoot Jr. (STEL) Ronald Hicks (UBSH)				
Capital:	Excess capital generated in the transaction will be used to repurchase shares post closing of the acquisition					
Required Approval:	Customary regulatory and shareholder approvals of both UBSH and STEL shareholders					
Expected Close:	Q4 2013 / Q1 2014					



### **Transaction Pricing Comparison**



Recent nationwide bank & thrift transactions with deal values between \$150 million and \$1 billion since 1/1/2011





### **Due Diligence**



### **Due Diligence Highlights**

### **Credit Due Diligence**

- Face-to-face interview sessions for all lines of business
- 3<sup>rd</sup> party resources
  - Loan review
  - Legal & Tax

- Reviewed individual loan files for \$842 million or 61% of outstanding commercial loans
- Examined an additional \$156 million of unfunded commitments
- Sample included 61% of Bank-rated special mention and substandard loans totaling \$134 million or 10% of the commercial portfolio
- Reviewed residential, consumer and OREO on a portfolio level
- Modeled a credit mark of \$53.5 million or 2.5% of the loan and OREO portfolio



## Financial Impact



### **Impact**

**EPS** 

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

Book Value

Single digit tangible book value per share dilution

Accretive in approximately 5 years

Capital (1)

Approximately 25 bps accretive to tangible common equity / tangible assets

Total risk-based capital in excess of 14.0%

IRR

Internal rate of return > 20%

### **Assumptions**

- Net expense savings of 32%<sup>(2)</sup>, or \$28 million pre-tax
  - 65% phased in by 2014
  - 100% thereafter
- No revenue enhancements were modeled
- Share repurchases planned for 2014 and 2015 with excess capital
- One time merger related expenses of approximately \$19.5 million after-tax
  - No significant data processing termination charge
- Estimated at closing
  Net expense savings contemplates the potential for lost revenue in specific areas

11



## Summary



### The Next Great Virginia Bank

- Creates the dominant community bank in Virginia
- Enhances competitive position in major markets
- Accretive to EPS
- Generates excess capital
- Strong IRR





## **APPENDIX**



### **Union First Market Bankshares**



### Overview

Neadquarters: Richmond, Virginia

**UBSH** Ticker: 1902 Established:

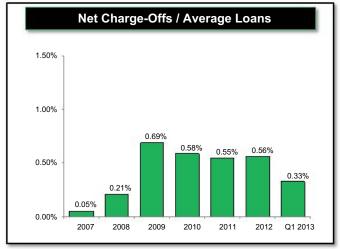
Branches: 90

Chief Executive Officer: G. William Beale

Chief Financial Officer: Robert Gorman

Market Valuatio	n
Price (6/7/13):	\$20.02
Narket Cap. (\$mm):	\$497.7
Price / Book:	1.16x
N Price / Tang. Book:	1.40x
N Price / 2014 EPS: (1)	12.8x
Dividend Yield:	2.6%

Balance Sheet Items Total Assets Total Net Loans	2010				31,		Quarter Ende	u
Total Assets			2011		2012		3/31/2013	
			- 3					
Total Not Lagra	\$3,837,247		\$3,907,087		\$4,095,865		\$4,051,135	
TOTAL INEL LOADS	2,872,821		2,853,936		3,099,629		3,066,238	
Deposits	3,070,059		3,175,105		3,297,767		3,311,749	
Equity	428,085		421,639		435,863		430,773	
Tangible Common Equity	308,440		341,092		360,652		356,631	
Profitability								
Net Income to Common	\$21,008		\$27,769		\$35,411		\$8,983	
Core ROAA (2)	0.91	%	0.91	%	0.98	%	0.95	
Core ROAE (2)	8.2		7.9		9.0		8.9	
Net Interest Margin	4.56		4.57		4.34		4.23	
Efficiency Ratio	59.3		63.0		63.5		67.0	
Fee Income / Op. Rev.	18.4		17.5		20.9		20.7	
Balance Sheet Ratios								
TCE / TA	8.22	%	8.91	%	8.97	%	8.97	
Total Capital Ratio	14.68		14.51		14.57		14.44	
Asset Quality								
NPLs / Loans	2.57	%	4.97	%	2.48	%	2.12	
NPAs / Loans + OREO	3.76		6.01		3.49		3.24	



Source: SNL Financial; Market data as of 6/7/2013
(1) First Call Consensus estimates
(2) Core income excludes extraordinary items, non-recurring items and gains/losses on sale of securities



## **StellarOne Corporation**



### Overview

N Headquarters: Charlottesville, Virginia

**STEL** N Ticker: 1900 Established:

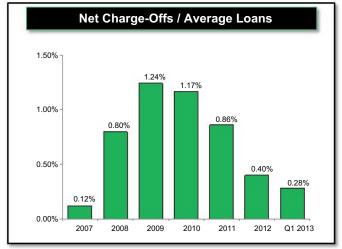
Branches: 56

Chief Executive Officer: O.R. Barham Jr.

Chief Financial Officer: Jeffrey Farrar

Market Valuation	
Price (6/7/13):	\$16.21
Market Cap. (\$mm):	\$365.9
Price / Book:	0.85x
Price / Tang. Book:	1.18x
Price / 2014 EPS: (1)	14.8x
Notified Vield:	2.5%

(Dollars in thousands)	Yea	Years Ended, December 31,				Quarter Ended		
	2010		2011		2012		3/31/2013	
Balance Sheet Items			3				- 2	
Total Assets	\$2,940,442		\$2,917,928		\$3,023,204		\$3,013,889	
Total Net Loans	2,114,071		2,041,082		2,087,547		2,142,477	
Deposits	2,386,102		2,395,600		2,484,324		2,476,005	
Equity	426,437		414,173		431,642		428,753	
Tangible Common Equity	277,360		294,327		313,741		310,479	
Profitability								
Net Income to Common	\$7,900		\$13,430		\$22,163		\$5,911	
Core ROAA (2)	0.32	%	0.57	%	0.77	%	0.84	%
Core ROAE (2)	2.3		3.9		5.4		5.9	
Net Interest Margin	3.65		3.80		3.80		3.73	
Efficiency Ratio	70.8		70.4		68.3		68.2	
Fee Income / Op. Rev.	25.7		25.0		24.0		23.8	
Balance Sheet Ratios								
TCE / TA	9.84	%	10.52	%	10.80	%	10.72	%
Total Capital Ratio	15.44		16.42		16.86		16.47	
Asset Quality								
NPLs / Loans	3.87	%	3.36	%	2.79	%	2.42	%
NPAs / Loans + OREO	4.35		3.76		3.06		2.71	
LLR / Loans	1.75		1.57		1.41		1.34	



Source: SNL Financial; Market data as of 6/7/2013
(1) First Call Consensus estimates
(2) Core income excludes extraordinary items. First Call Consensus estimates

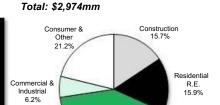
Core income excludes extraordinary items, non-recurring items and gains/losses on sale of securities



## ON Loan and Deposit Composition



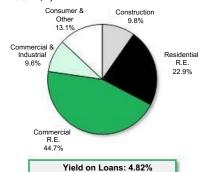
#### **Union First Market Bankshares Corporation**



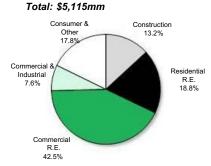
Yield on Loans: 5.05%

#### **StellarOne Corporation**

#### Total: \$2,141mm



#### Pro Forma



### Total: \$3,312mm

Commercial R.E.

41.0%

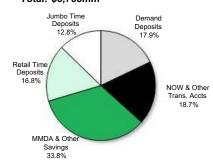


Source: SNL Financial UBSH loan and deposit data as of 3/31/2013 per SEC filings STEL loan and deposit data as of 3/31/2013 per SEC filings

### Total: \$2,476mm



### Total: \$5,788mm



16



### **Additional Information**



#### Additional Information and Where to Find It

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

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

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