

# United Bancorporation of Alabama, Inc. Financial Report for the Quarter Ending March 31, 2015

Dear Fellow Shareholder,

I don't believe there is another bank in our communities that can do – or does – what we do. In the last 12 months – and particularly in the last three months – I've seen even greater evidence of this. We continue to take steps to elevate the United Bank brand among customers, our communities and our shareholders.

In January we launched our enhanced United Bank website. The site has a fresh clean appearance with features like Community Development and Agriculture pages that we've never had. Our new online home is the result of customer feedback indicating they wanted our site to be comprehensive yet easy to navigate. The site also addresses the emerging risk from cyber threats in our new fraud and security section which expands the site's importance beyond transaction and informational purposes. For our shareholders, the new site will be the primary source going forward for investor relations.

Along with our new website, we've seen tremendous uptick in the adoption and use of our updated smartphone app. Consider this – before the launch of UB Mobile in November, our customers would log on to the previous system an average of twice per month. Since January, we're seeing users log in an average of 200 times per month. That's an incredible shift in the importance our customers put on this new tool, and we continue to add new users each week. We also listened to our customers and added mobile check deposit, peer-to-peer and bank-to-bank transfers and an expedited bill pay service. We are again a leader with technology in our markets.

Customer feedback played a critical role in the development of each of the products and services mentioned above. As a hometown bank, we have an obligation to listen to our customer and to respond. This agility recently led to the creation of our new HomeField Advantage mortgage for small farms, rural homes and those with land. Understanding our markets has also led to us supporting Native American mortgage loans and to launching our new VeteransAdvantage and First Time Homebuyer Advantage

programs. Our customers can research these options and apply online from our website. We expect mortgage lending to lead our loan growth and we must continue to be flexible when we see a need we can fill for our customers.

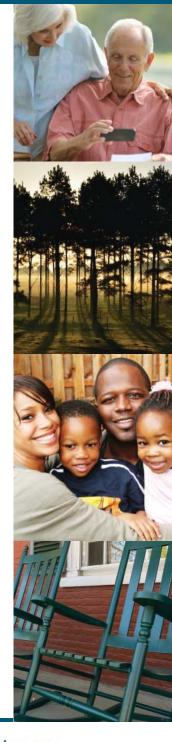
Making sure we have the right product and service mix is an ongoing effort. To that end, I am encouraged by the steps we're taking after hearing from our customers. In a customer survey completed in March 2015, 96.8 percent of our customers who are borrowers indicated they would recommend United Bank's loan products and services to friends, family and others. More than 60 percent of respondents who were borrowers said their loan has positively impacted their financial stability or quality of life. When I see figures like these, I know the impact we make is more significant than simply the dollars we lend. Beyond the numbers, United Bank is changing the fabric of our communities and doing well by doing good.

As we take the lead in technology and develop products and services our customer tell us they want and need, we're also adding value for those consumers who conduct their daily banking with us. The Val U checking family, launched in January, provides an incredible range of benefits to customers as well as giving local businesses no-cost marketing opportunities. The benefits that come with the account – including ID theft restoration and cellphone protection—are game changers for our customers and for the bank.

As we move forward, we remain focused on driving additional value for our shareholders. I am excited about what's to come for United Bank as we continue to elevate the brand among all of our constituents. As always, thank you for your continued support.

Sincerely,

Robert R Jones, III President and CEO





#### United Bancorporation of Alabama, Inc. **Select Financial Data** For the Quarter Ended March 31, 2015

| Diluted Earnings Per Share            | \$ 0.21 | Return on Average Assets       | 0.44%  |
|---------------------------------------|---------|--------------------------------|--------|
| Net Interest Margin                   | 3.35%   | Loans to Deposits              | 58.71% |
| Cost of Funds                         | 0.35%   | NIB Deposits to Total Deposits | 38.80% |
| Non Interest Income to Average Assets |         | Allowance to Gross Loans, HFI  | 1.40%  |
| (Less ORE and Securities Gains)       | 0.96%   | Leverage Ratio                 | 9.97%  |

### **Financial Summary**

(M=Thousands / MM = Millions)

United Bancorporation of Alabama, Inc. (UBAB) produced earnings available to common shareholders of \$505M during Q1, 2015, a 56% increase over the prior year. Total Assets stand at \$507MM as of March 31, 2015. Loans, net of allowance, totaled \$262MM and represent a \$5MM increase during the quarter and a \$10MM increase relative to the prior year. Other real estate declined approximately \$2MM, or 22%, during the quarter.

UBAB recognized loan growth in Q1 in Agricultural, Residential Mortgage, and Commercial Lending sectors in line with historical competencies and strategic initiatives. Liquidity has also been deployed in the investment portfolio to produce higher yield. These efforts increased interest income \$116M. Interest expense continued its trend of gradual decline to \$426M, or 35 bps. This decline is the result of both the higherthan-peer Non-interest bearing deposit holdings (which stand at 38% of total) and the reduction of Time Deposits (\$10.8MM year-over-year) as of March 31, 2015. The combined results produced a net interest margin of 3.35%

Non-interest income continued to be a strength of UBAB. When adjusted for gains on the sale of ORE (\$622M) and investments (\$26M), UBAB earned 0.96% of Non-interest Income to Average Assets, well ahead of the 0.74% earned by peers. Of note, is the success from conforming mortgage production which totaled a near-record \$140M.

Noninterest expense, less an ORE reserve, was \$4.1MM, an increase of 2.3%. Increases pertain to employee costs and IT expenses in support of strategic initiatives and customerfacing technologies.

#### **Balance Sheet**

(\$ in 000s)

|                                      | 2015          | 2014          |
|--------------------------------------|---------------|---------------|
| Assets                               | <br>          |               |
| Cash and due from banks              | \$<br>68,736  | \$<br>64,261  |
| Investment securities                | 137,478       | 134,252       |
| Loans, net of reserve                | 262,343       | 252,411       |
| Fixed assets                         | 13,873        | 15,093        |
| Other real estate                    | 6,866         | 8,753         |
| Other assets                         | <br>18,050    | <br>18,726    |
| Total assets                         | \$<br>507,346 | \$<br>493,496 |
| Liabilities and Stockholders' Equity |               |               |
| Non-interest bearing deposits        | \$<br>175,690 | \$<br>157,472 |
| Interest bearing deposits            | 277,073       | <br>284,340   |
| Total deposits                       | 452,763       | 441,812       |
| Note payable to Trust                | 10,310        | 10,310        |
| Other liabilities                    | <br>2,535     | <br>2,915     |
| Total Liabilities                    | 465,608       | 455,037       |
| Total stockholders' equity           | <br>41,738    | <br>38,459    |
| Total liabilities and                |               |               |
| stockholders' equity                 | \$<br>507,346 | \$<br>493,496 |
|                                      |               |               |

#### **Income Statement**

(\$ in 000s)

| (4 5555)                                      | 2015     | 2014     |
|---|----------|----------|
| Loan income, including fees                   | \$ 3,506 | \$ 3,488 |
| Securities income                             | 536      | 426      |
| Short-term investments                        | 30       | 42       |
| Total interest income                         | 4,072    | 3,956    |
| Deposits                                      | 333      | 358      |
| Borrowings                                    | 66       | 68       |
| Total interest expense                        | 399      | 426      |
| Net interest income                           | 3,673    | 3,530    |
| Provision for loan losses                     | 75       | 65       |
| Net interest income after provision           |          |          |
| for loan losses                               | 3,598    | 3,465    |
| Non-interest income                           | 1,865    | 1,178    |
| Non-interest expense                          | 4,696    | 4,138    |
| Taxable Earnings                              | 767      | 505      |
| Income tax expense                            | 210      | 130      |
| Net Earnings                                  | 557      | 375      |
| Preferred stock dividends                     | 52       | 52       |
| Net Earnings available to common shareholders | \$ 505   | \$ 323   |
|   |          |          |

## United Bancorporation of Alabama, Inc.

