

# United Bankshares, Inc. (UBSI)

## Investor Presentation

March 2, 2026



# FORWARD LOOKING STATEMENTS

This presentation and statements made by United Bankshares, Inc. (“UBSI”) and its management contain forward-looking statements within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. These forward-looking statements are intended to be covered by the safe harbor provisions for forward-looking statements contained in the Private Securities Litigation Reform Act of 1995. These forward-looking statements include, but are not limited to, statements about (i) projections of income, expenses, provision expense, capital structure and other financial information; (ii) UBSI’s plans, objectives, expectations and intentions and other statements contained in this presentation that are not historical facts; and (iii) other statements identified by words such as “expects,” “anticipates,” “intends,” “plans,” “believes,” “seeks,” “estimates,” “targets,” “projects,” “will,” or words of similar meaning generally intended to identify forward-looking statements. These forward-looking statements are based upon the current beliefs and expectations of the management of UBSI and are inherently subject to significant business, economic and competitive uncertainties and contingencies, many of which are beyond the control of UBSI. In addition, these forward-looking statements are subject to assumptions with respect to future business strategies and decisions that are subject to change. Actual results may differ materially from the anticipated results discussed in these forward-looking statements because of possible uncertainties.

The following factors, among others, could cause actual results to differ materially from the anticipated results or other expectations expressed in the forward-looking statements: (1) the effects of and changes in trade and monetary and fiscal policies and laws, including the interest rate policies of the Federal Reserve and the trade and tariff policies; (2) general competitive, economic, political and market conditions and other factors that may affect future results of UBSI, including changes in asset quality and credit risk; the inability to sustain revenue and earnings growth; changes in interest rates and capital markets; inflation; customer borrowing, repayment, investment and deposit practices; the impact, extent and timing of technological changes; capital management activities; and other actions of the Federal Reserve Board and legislative and regulatory actions and reforms; (3) deposit attrition, client loss or revenue loss following completed mergers or acquisitions that may be greater than anticipated; (4) regulatory change risk resulting from new laws, rules, regulations, or accounting principles, including, without limitation, the possibility that regulatory agencies may require higher levels of capital above the current regulatory-mandated minimums and the possibility of changes in accounting standards, policies, principles and practices; (5) the cost and effects of cyber incidents or other failures, interruptions, or security breaches of UBSI’s systems and those of our customers or third-party providers; (6) competitive pressures on product pricing and services; (7) success, impact, and timing of UBSI’s business strategies, including market acceptance of any new products or services; (8) volatility and disruptions in global capital and credit markets; (9) operational, technological, cultural, regulatory, legal, credit and other risks associated with the exploration, consummation and integration of potential future acquisitions; (10) catastrophic events such as hurricanes, tornados, earthquakes, floods or other natural or human disasters, including public health crises and infectious disease outbreaks, as well as any government actions in response to such events; (11) geopolitical risk from terrorist activities and armed conflicts that may result in economic and supply disruptions, and loss of market and consumer confidence; (12) the risks of fluctuations in market prices for UBSI common stock that may or may not reflect economic condition or performance of UBSI; (13) the nature, extent, timing, and results of governmental actions, examinations, reviews, reforms, regulations, and interpretations; and (14) other factors that may affect future results of UBSI, as disclosed in UBSI’s Annual Report on Form 10-K, Quarterly Reports on Form 10-Q, and Current Reports on Form 8-K, filed by UBSI with the U.S. Securities and Exchange Commission (“SEC”) and available on the SEC’s website at <http://www.sec.gov>, any of which could cause actual results to differ materially from future results expressed, implied or otherwise anticipated by such forward-looking statements.

UBSI cautions that the foregoing list of factors is not exclusive. UBSI does not undertake any obligation to update any forward-looking statement to reflect circumstances or events that occur after the date the forward-looking statements are made.

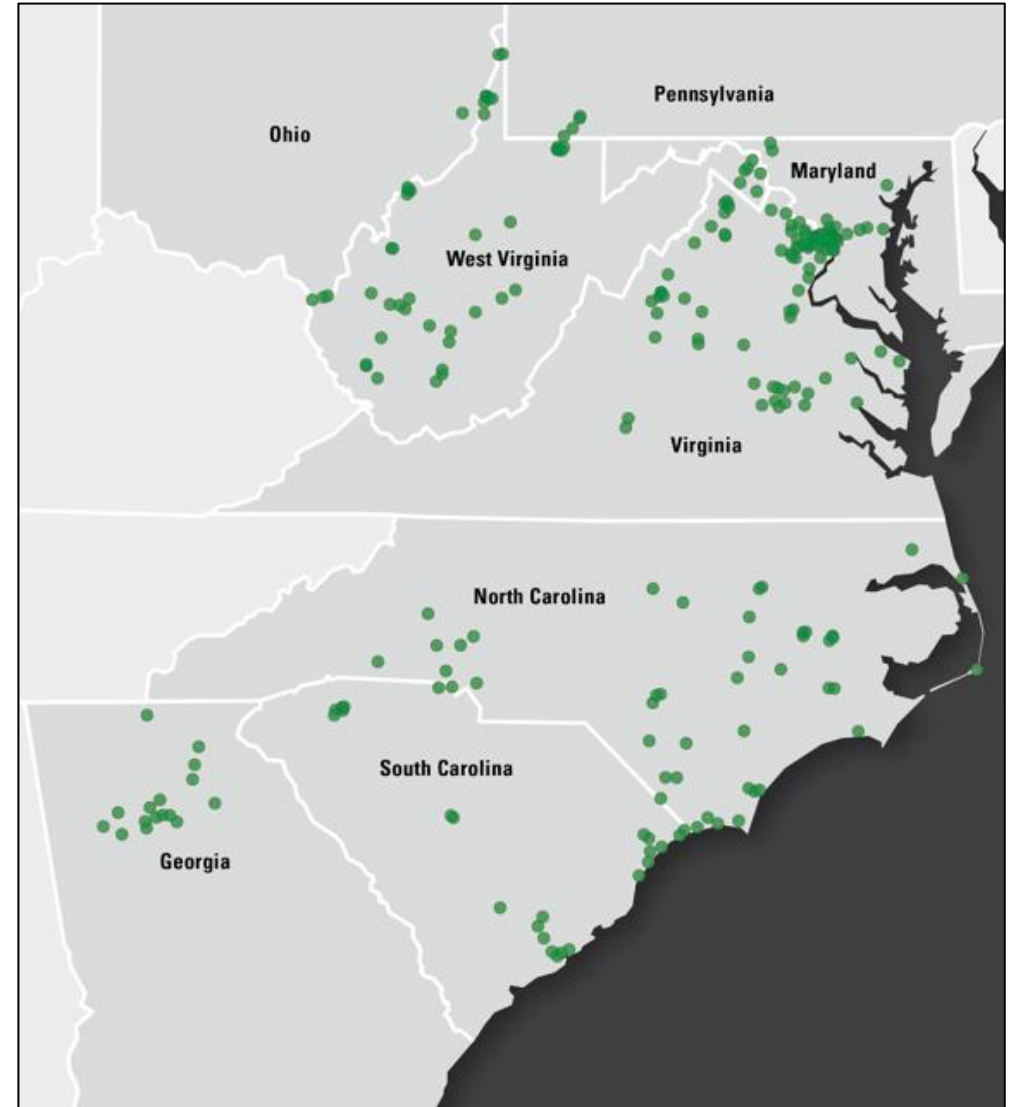
# CORPORATE PROFILE

- Regional financial holding company with a network of over 240 locations throughout Georgia, South Carolina, North Carolina, Virginia, Maryland, Washington, D.C., West Virginia, Ohio, and Pennsylvania
- 38<sup>th</sup> largest bank in the U.S. by Market Cap.
- 52 consecutive years of dividend increases
- UBSI has completed 34 acquisitions since 1982
- Consistently ranked as one of the most trustworthy banks in America by Newsweek (#1 in 2023, #2 in 2022, #4 in 2024 & 2025)
- Member of the S&P Mid Cap 400, Russell 2000, Dow Jones Dividend Select Index, S&P High Yield Dividends Aristocrats Index, and the NASDAQ US Dividend Achiever 50 Index

## Financial Highlights (12/31/25)

TOTAL ASSETS	\$33.7 billion
GROSS LOANS*	\$24.7 billion
TOTAL DEPOSITS	\$27.1 billion
NET INCOME (YTD)	\$464.6 million

\*Includes Loans Held for Sale.



# 2025 HIGHLIGHTS



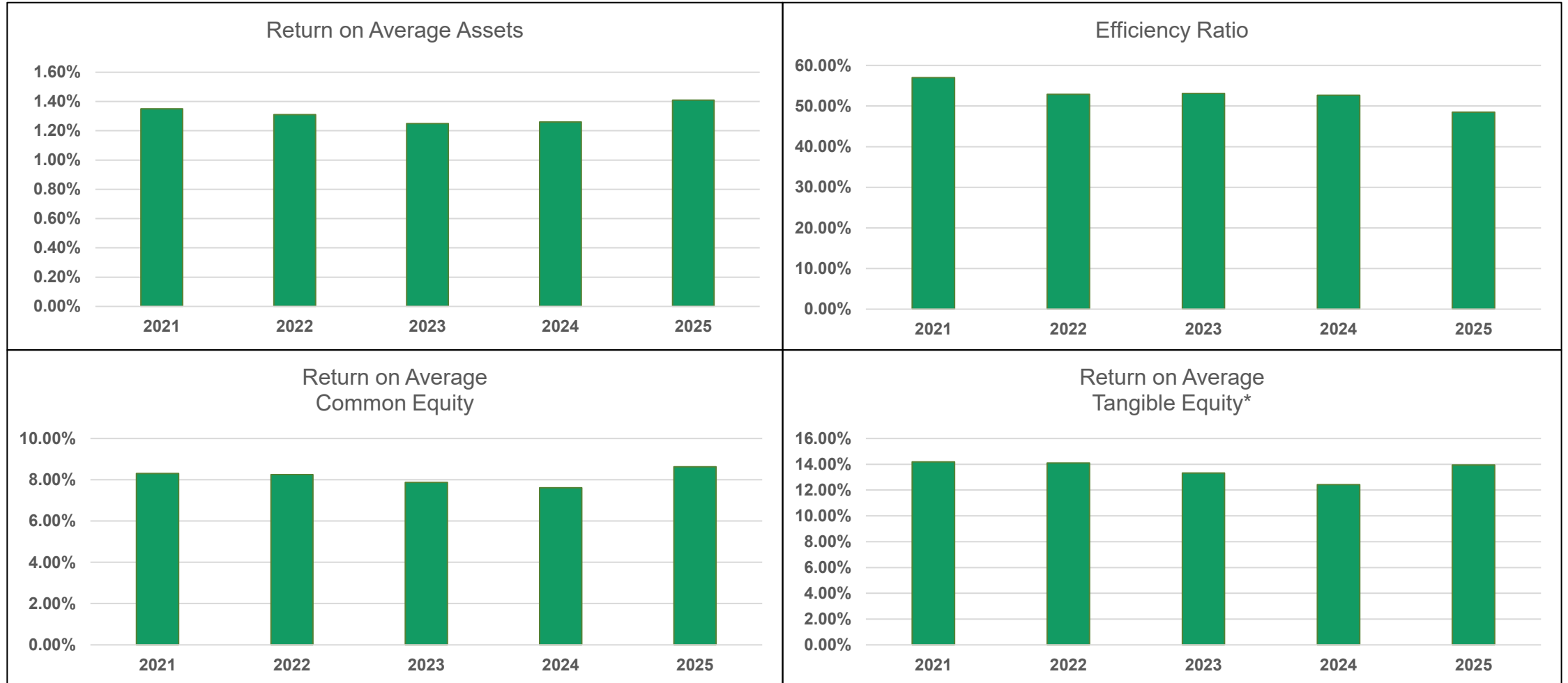
- Achieved record Net Income of \$464.6 million and record Diluted Earnings Per Share of \$3.27 for FY 2025
- Generated Return on Average Assets of 1.41%, Return on Average Equity of 8.63%, and Return on Average Tangible Equity\* of 13.95%
- Increased dividends to shareholders for the 52<sup>nd</sup> consecutive year (current dividend yield of ~3.7% based upon recent prices)
- Returned capital through \$212 million of common dividends and \$126 million of share repurchases (repurchased 3.6 million shares during 2025 and remain active in 2026)
- Closed the merger with Piedmont Bancorp, Inc. during 1Q25, expanding into the Greater Atlanta Area and acquiring ~\$2.4 billion in assets, ~\$2.1 billion in loans, and ~\$2.1 billion in deposits
- Achieved full-year period-end loan growth of \$1.0 billion (4.7%) and deposit growth of \$1.0 billion (4.1%), excluding the balances acquired in the Piedmont merger
- Net Interest Margin (FTE) increased to 3.78%, up from 3.49% in FY 2024
- Consistently ranked as one of the most trustworthy banks in America by *Newsweek* (#1 in 2023, #2 in 2022, #4 in 2024 & 2025)
- Asset quality remains sound with Non-Performing Assets to Total Assets of 0.33%
- Strong expense control with an efficiency ratio of 48.50%
- Capital position remains robust and liquidity remains sound

# DEMONSTRATED HISTORY OF SUCCESSFUL ACQUISITIONS



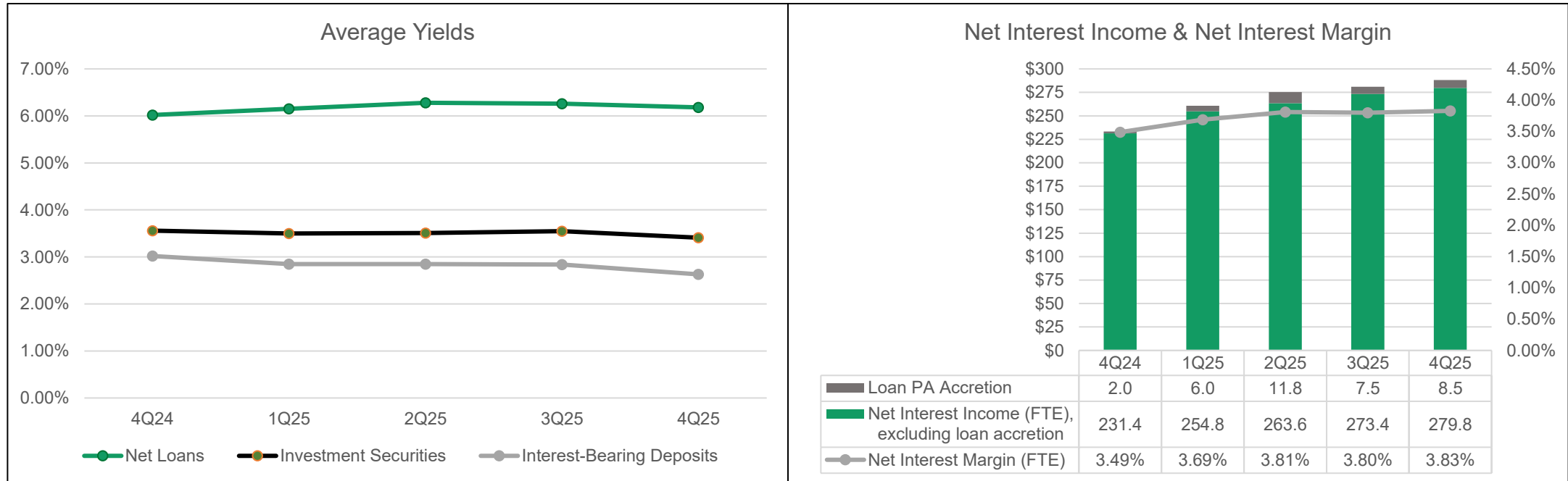
# PERFORMANCE RATIOS

## Strong profitability and expense control



\*Non-GAAP measure. Refer to appendix.

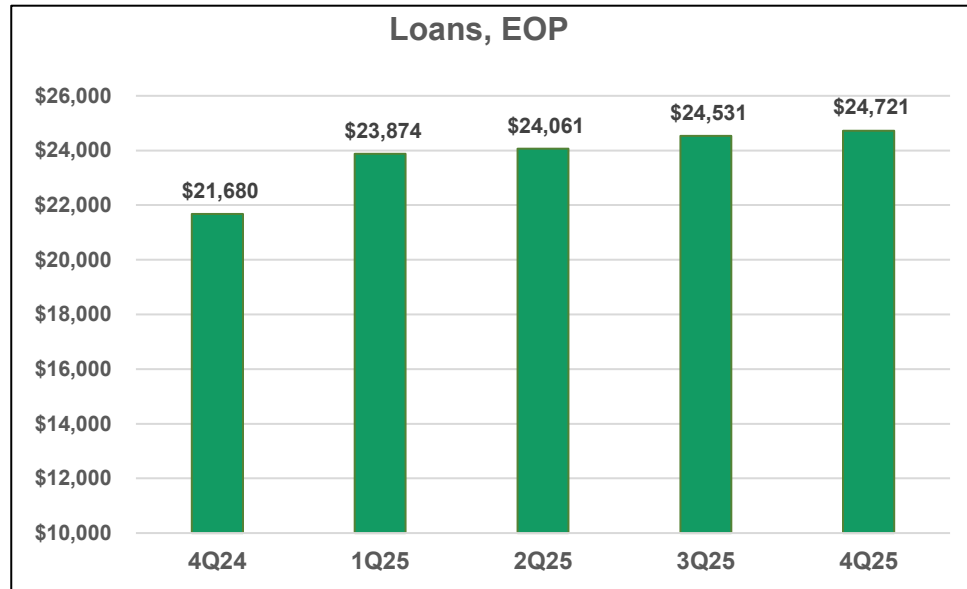
# NET INTEREST INCOME AND MARGIN



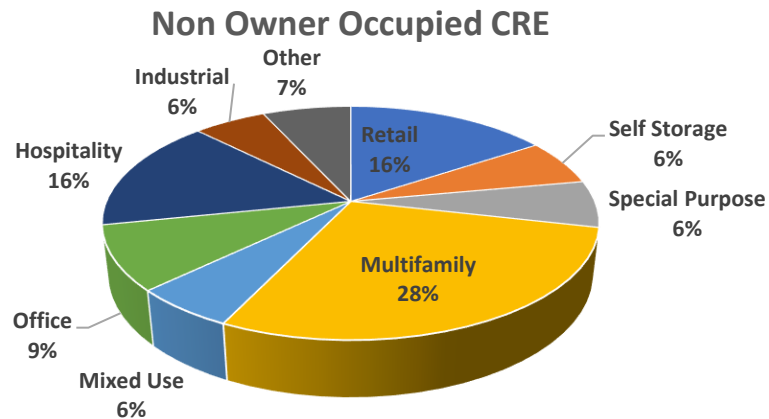
\$ in millions

- Reported Net Interest Margin increased from 3.80% to 3.83% LQ.
- Linked-quarter Net Interest Income (FTE) increased \$7.3 million driven by a lower average rate paid on deposits and loan growth, partially offset by a lower yield on average net loans and loans held for sale and an increase in average interest-bearing deposits.
- Approximately ~51% of the loan portfolio is fixed rate and ~49% is adjustable rate, while ~37% of the total portfolio is projected to reprice within the next 3 months.
- ~11% of the securities portfolio is floating rate. Securities balances of approximately ~\$589 million with an average yield of ~3.7% are projected to roll off during FY 2026. HTM securities are immaterial at \$1.0 million, or 0.0% of total securities. The duration of the AFS portfolio is 4.0 years.
- Time deposits have an average maturity of ~5 months. Approximately ~13% of total deposits have interest rates tied to a floating rate index.
- Scheduled purchase accounting loan accretion is estimated at ~\$18 million for FY 2026 and ~\$11 million for FY 2027.

# LOAN SUMMARY (EXCLUDES LOANS HELD FOR SALE)



\$ in millions



(\$ in millions)

	4Q25	% of Total	LQ Change
Owner Occupied CRE	\$ 2,146	8.7%	\$ 31
Non Owner Occupied CRE	\$ 8,344	33.8%	\$ (48)
Commercial	\$ 3,785	15.3%	\$ 205
Residential Real Estate	\$ 6,098	24.7%	\$ 88
Construction & Land Dev.	\$ 3,571	14.4%	\$ (80)
Bankcard	\$ 10	0.0%	\$ 0
<u>Consumer</u>	<u>\$ 767</u>	<u>3.1%</u>	<u>\$ (6)</u>
<b>Total Gross Loans</b>	<b>\$ 24,721</b>	<b>100.0%</b>	<b>\$ 189</b>

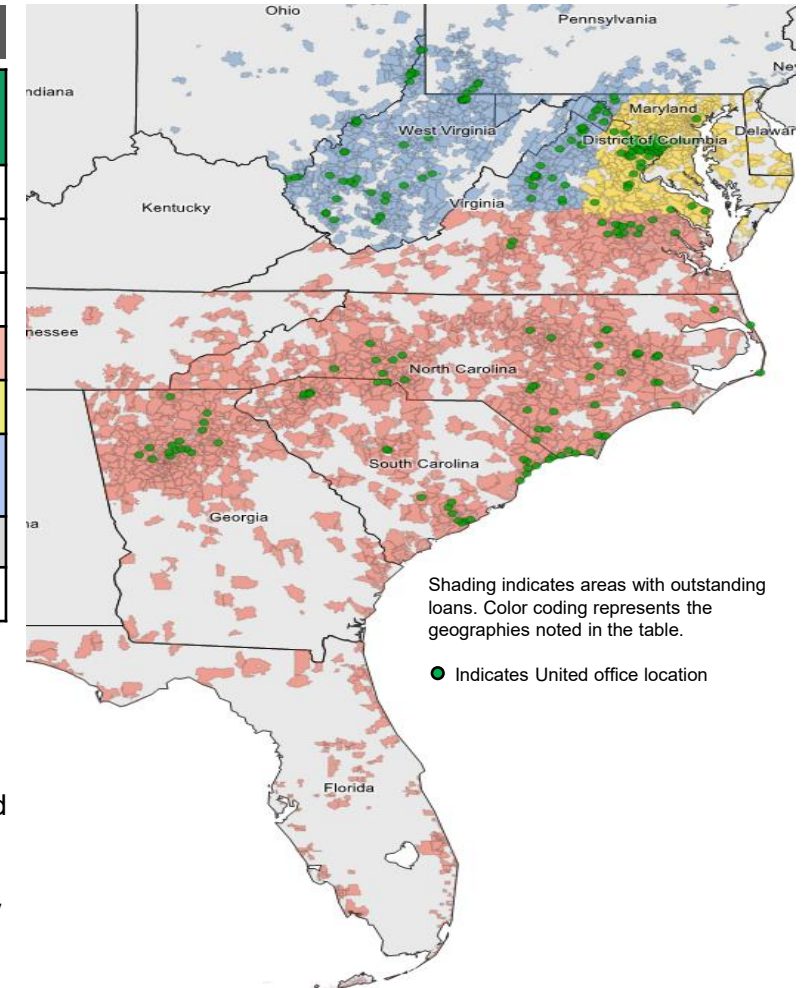
- Linked-Quarter loan balances increased \$189 million driven by Commercial loans and Residential Real Estate loans.
- Non Owner Occupied CRE to Total Risk Based Capital was ~288% at 4Q25. CRE portfolio remains diversified among underlying collateral types.
- Non Owner Occupied Office loans total ~\$0.7 billion (~3.0% of total loans). The Top 60 Office loans make up ~75% of total Non Owner Occupied Office balances. The weighted average LTV at origination for the Top 60 was ~63%. United has been disciplined in its approach to underwriting Office loans. The stringent underwriting process focuses on the underlying tenants, lease terms, sponsor support, location, property class, amenities, etc.
- Weighted average FICO of all consumer-related loan sectors is ~763.
- Fixed rate loans maturing within 12 months total ~\$2.2 billion at a weighted average rate of ~5.3%. Fixed rate loans maturing within 13-24 months total ~\$1.7 billion at a weighted average rate of ~5.2%.
- Total purchase accounting-related fair value discount on loans was ~\$57 million as of 12/31/25.

# LOAN PORTFOLIO GEOGRAPHIC DETAILS

Diversified portfolio with strong underwriting practices and ongoing monitoring

Total Loans	
	Total Loans
Total Loans (\$ Billions)	24.7
% of Total Loans	100%
<u>Geographic location</u>	
Southeast	43%
Metro DC / Baltimore	35%
WV / OH / PA / Shenandoah Valley	19%
Other	3%
Total	100%

Loan Segments						
CRE NOO	CRE OO	C&D	C&I	Residential Real Estate	Other Consumer	
8.3	2.1	3.6	3.8	6.1	0.8	
34%	9%	14%	15%	25%	3%	
45%	51%	68%	16%	41%	12%	
41%	25%	21%	33%	43%	18%	
12%	22%	8%	43%	13%	57%	
2%	2%	3%	8%	2%	13%	
100%	100%	100%	100%	100%	100%	



## Select Portfolio Details:

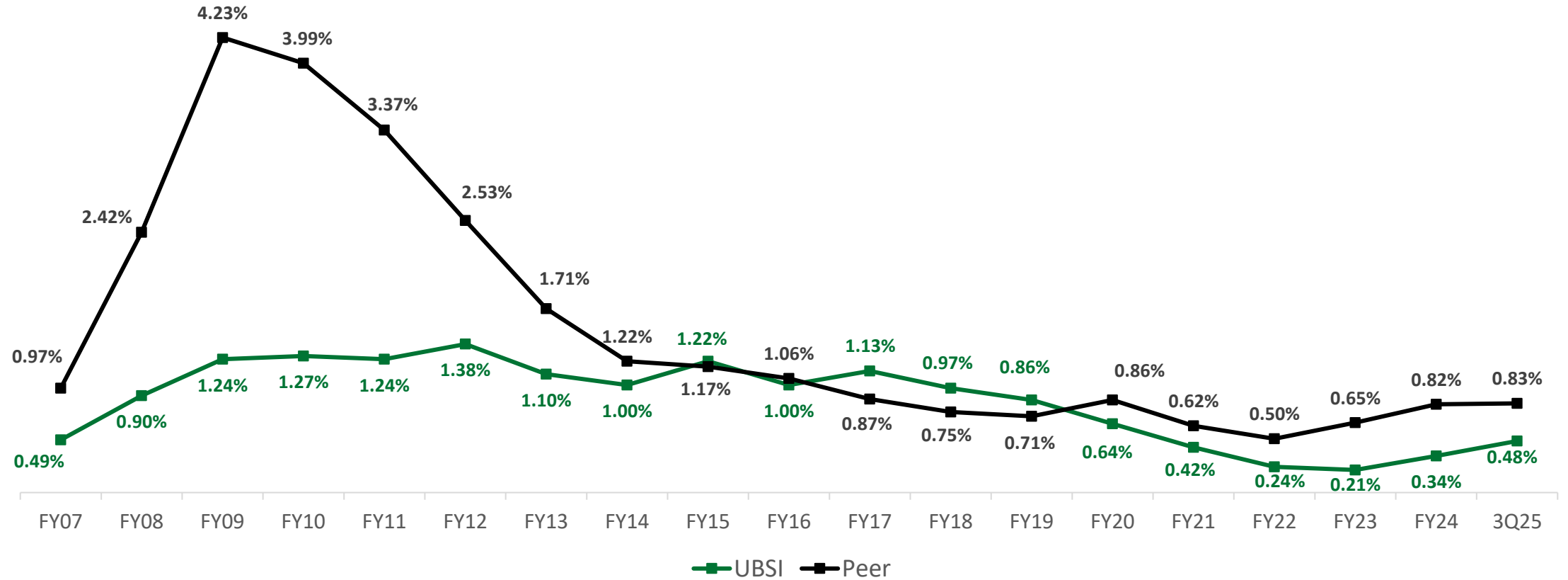
- Total NOO Office loans represent \$0.7 billion, or only ~3.0% of total loans, with ~52% located in the Washington DC MSA and zero exposure to the CBD of Washington DC. The ALLL associated with the NOO Office portfolio was \$54.1 million (7.3% of total NOO Office loans) at 12/31/25.
- C&I Government Contracting loans represent only ~0.6% of total loans. Our Government Contracting loans are concentrated in blue-chip companies with the top 4 borrowers comprising >80% of the portfolio with credit ratings of BB+ or better.
- Total Residential Real Estate loans have an overall weighted average FICO of ~762, with a weighted average FICO of ~766 in the Washington DC MSA. The Washington DC MSA continues to be impacted by a lack of single-family housing inventory supply.
- Loans to Nondepository Financial Institutions (NDFIs) total \$0.4 billion, or only ~1.5% of total loans.

# CREDIT QUALITY

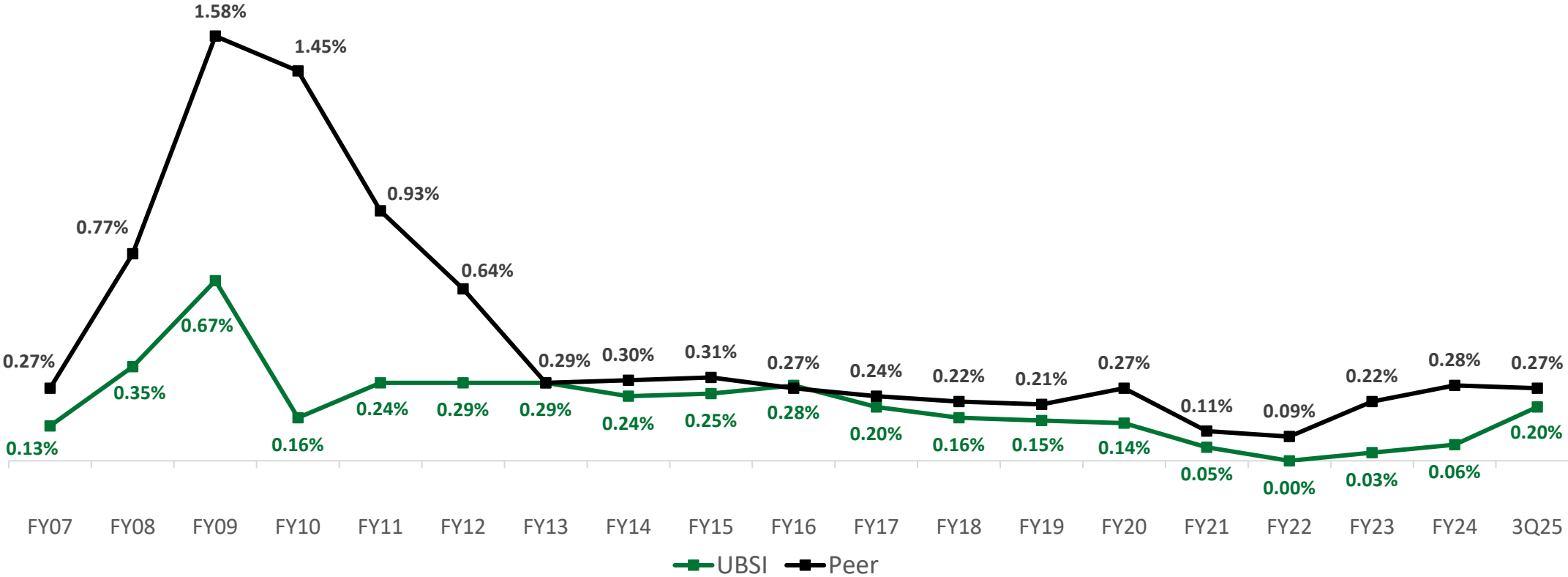
	End of Period Balances	
	9/30/25	12/31/25
(000s)		
Non-Accrual Loans	\$110,236	\$96,492
<u>90-Day Past Due Loans</u>	<u>\$6,631</u>	<u>\$4,974</u>
Total Non-performing Loans	\$116,867	\$101,466
<u>Other Real Estate Owned</u>	<u>\$6,891</u>	<u>\$8,857</u>
Total Non-performing Assets	\$123,758	\$110,323
Non-performing Loans / Loans	0.48%	0.41%
Non-performing Assets / Total Assets	0.37%	0.33%
Annualized Net Charge-offs / Average Loans	0.33%	0.15%
Allowance for Loan & Lease Losses (ALLL)	\$300,050	\$297,518
ALLL / Loans, net of unearned income	1.22%	1.20%
Allowance for Credit Losses (ACL)*	\$332,689	\$332,593
ACL / Loans, net of unearned income	1.36%	1.35%

- NPAs were \$110.3 million at 12/31/25 compared to \$123.8 million at 9/30/25 with the ratio of NPAs to Total Assets decreasing from 0.37% to 0.33%.
- 30-89 Day Past Due loans were 0.22% of total loans at 12/31/25 compared to 0.31% at 9/30/25.
- ALLL as a percentage of Total Loans decreased from 1.22% to 1.20% LQ.

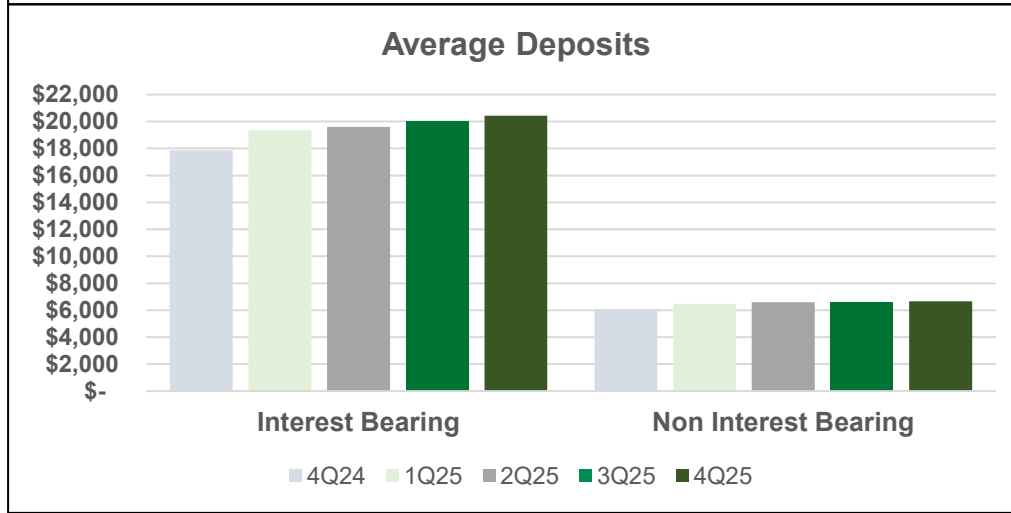
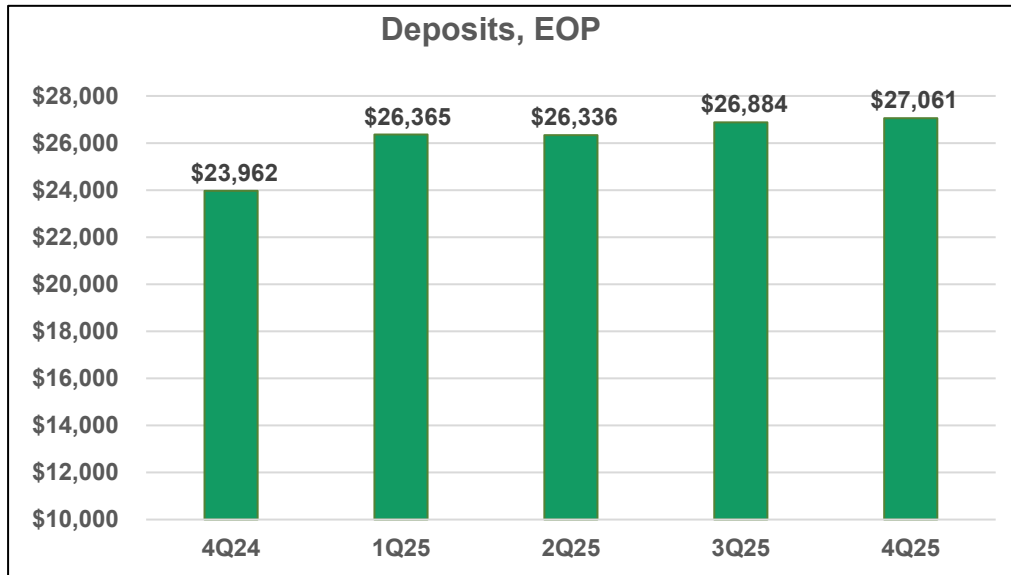
# NONCURRENT LOANS TO TOTAL LOANS



# NET CHARGE OFFS/AVERAGE LOANS



# DEPOSIT SUMMARY



\$ in millions

(\$ in millions)	4Q25	% of Total	LQ Change
Non Interest Bearing	\$ 6,574	24.3%	\$ (14)
Interest Bearing Transaction	\$ 6,658	24.6%	\$ 236
Regular Savings	\$ 1,265	4.7%	\$ (2)
Money Market Accounts	\$ 7,836	29.0%	\$ (51)
Time Deposits < \$100,000	\$ 1,364	5.0%	\$ (12)
<u>Time Deposits &gt; \$100,000</u>	<u>\$ 3,365</u>	<u>12.4%</u>	<u>\$ 20</u>
<b>Total Deposits</b>	<b>\$ 27,061</b>	<b>100.0%</b>	<b>\$ 177</b>

- Strong core deposit base with 24% of deposits in Non Interest Bearing accounts.
- LQ deposits increased \$177 million driven by Interest Bearing Transaction accounts.
- Cumulative interest bearing deposit beta of ~47% and total deposit beta of ~33% since 3Q24.
- Enviable deposit franchise with an attractive mix of both high growth MSAs and stable, rural markets with a strong deposit base.

Top 10 MSAs by Deposits* (as of 6/30/25)			
MSA	Total Deposits In MSA (\$000)	Number of Branches	Rank
Washington, DC	10,482,772	57	7
Morgantown, WV	1,568,631	6	1
Charleston, WV	1,501,472	5	2
Atlanta, GA	1,312,956	11	17
Richmond, VA	818,435	13	9
Parkersburg, WV	754,627	4	1
Hagerstown, MD	728,404	6	2
Myrtle Beach, SC	653,612	7	9
Charlotte, NC	652,696	7	17
Wheeling, WV	541,685	6	2

Source: S&P Global Market Intelligence

# CAPITAL RATIOS AND PER SHARE DATA

	End of Period Ratios / Values	
	9/30/25	12/31/25**
Common Equity Tier 1 Ratio	13.4%	13.4%
Tier 1 Capital Ratio	13.4%	13.4%
Total Risk Based Capital Ratio	15.7%	15.7%
Leverage Ratio	11.3%	11.3%
Total Equity to Total Assets	16.3%	16.3%
*Tangible Equity to Tangible Assets (non-GAAP)	10.8%	10.9%
Book Value Per Share	\$38.58	\$39.29
*Tangible Book Value Per Share (non-GAAP)	\$24.03	\$24.63

\*Non-GAAP measure. Refer to appendix.

\*\*Regulatory ratios are estimates as of the earnings release date.

- Capital ratios remain significantly above regulatory “Well Capitalized” levels and exceed all internal capital targets.
- United repurchased 1.3 million common shares during 4Q25 for \$47.5 million as compared to 735 thousand common shares during 3Q25 for \$26.5 million.
- Announced a new Board-approved share repurchase plan during 4Q25 for up to 5.0 million shares (4.8 million shares were remaining as of 12/31/25).
- From 01/01/26 through 02/27/26, United repurchased 495 thousand common shares for \$19.3 million.
- As of 02/27/26, there were 4.3 million shares available to be repurchased under the approved plan.

# 2026 OUTLOOK

Select guidance is being provided for 2026. Our outlook may change if the expectations for these items vary from current expectations.

- **Balance Sheet:** Expect loan and deposit growth to be in the mid single digits for 2026. Loan pipelines continue to be relatively strong. Expect investment portfolio balances to be relatively flat (market dependent).
- **Net Interest Income:** Net interest income (non-FTE) expected to be in the range of \$1.145 billion to \$1.175 billion (assumes two 25 bps rate cuts in 2026). Loan purchase accounting accretion is currently estimated at ~\$28 million for FY 2026.
- **Provision Expense:** Asset quality remains sound. Provision expense will be dependent on the future economic outlook, future credit trends within United's portfolio, and loan growth. Expect our credit performance to outperform the industry. Current planning assumption for provision expense for 2026 is \$48 million.
- **Non Interest Income:** Expect non interest income to be in the range of \$125 million to \$135 million for 2026. Mortgage banking revenue will be subject to industry trends.
- **Non Interest Expense:** Expect non interest expense to be in the range of \$615 million to \$630 million for 2026
- **Effective Tax Rate:** Estimated at approximately ~21.0%.
- **Capital:** Expect to be active in the stock buyback in 2026 (market dependent). United's capital position remains robust.

# INVESTMENT THESIS

- Premier Mid-Atlantic and Southeast franchise with an attractive mix of high-growth MSAs and smaller, stable markets with a strong deposit base
- Consistently high-performing company with a culture of disciplined risk management and expense control
- 52 consecutive years of dividend increases evidences United's strong profitability, solid asset quality, and sound capital management over a very long period of time
- Experienced management team with a proven track record of execution
- Committed to our mission of excellence in service to our employees, our customers, our shareholders and our communities
- Attractive valuation with a current Price-to-Earnings Ratio of ~11.8x (based upon median 2026 street consensus estimate of \$3.50 per Bloomberg)

# APPENDIX

# RECONCILIATION OF NON-GAAP ITEMS

(dollars in thousands)	2021	2022	2023	2024	2025
(1) Return on Average Tangible Equity					
Net Income (GAAP)	\$367,738	\$379,627	\$366,313	\$372,996	\$464,603
Average Total Shareholders' Equity (GAAP)	\$4,430,688	\$4,601,440	\$4,654,103	\$4,901,069	\$5,385,592
Less: Average Total Intangibles	<u>(1,837,609)</u>	<u>(1,910,377)</u>	<u>(1,905,390)</u>	<u>(1,899,704)</u>	<u>(2,054,531)</u>
Average Tangible Equity (non-GAAP)	\$2,593,079	\$2,691,063	\$2,748,713	\$3,001,365	\$3,331,061
Formula: Net Income/Average Tangible Equity					
Return on Average Tangible Equity (non-GAAP)	14.18%	14.11%	13.33%	12.43%	13.95%

# RECONCILIATION OF NON-GAAP ITEMS (CONT.)

(dollars in thousands)

	9/30/2025	12/31/2025
(2) Tangible Equity to Tangible Assets		
Total Assets (GAAP)	\$ 33,407,181	\$ 33,660,281
Less: Total Intangibles (GAAP)	<u>(2,053,472)</u>	<u>(2,051,115)</u>
Tangible Assets (non-GAAP)	\$ 31,353,709	\$ 31,609,166
Total Shareholders' Equity (GAAP)	\$ 5,445,715	\$ 5,495,983
Less: Total Intangibles (GAAP)	<u>(2,053,472)</u>	<u>(2,051,115)</u>
Tangible Equity (non-GAAP)	\$ 3,392,243	\$ 3,444,868
Tangible Equity to Tangible Assets (non-GAAP)	10.8%	10.9%
(3) Tangible Book Value Per Share:		
Total Shareholders' Equity (GAAP)	\$ 5,445,715	\$ 5,495,983
Less: Total Intangibles (GAAP)	<u>(2,053,472)</u>	<u>(2,051,115)</u>
Tangible Equity (non-GAAP)	\$ 3,392,243	\$ 3,444,868
÷ EOP Shares Outstanding (Net of Treasury Stock)	141,170,258	139,880,247
Tangible Book Value Per Share (non-GAAP)	\$24.03	\$24.63



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