

2007

United Bankshares, Inc. Annual Report to Shareholders



For over 168 years, United Bank has believed that the best service comes with a name, a face, and a smile. And that's not about to change.

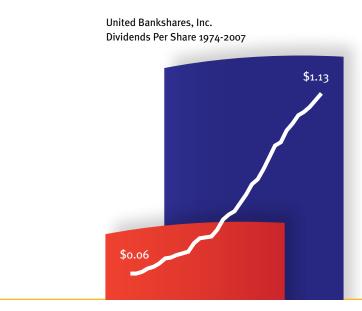
In reviewing its own brand and messaging, United asked itself what attribute differentiates it from all the other banks. We asked customers and employees alike and the most common answer returned was service. It's the brand message that United supports and delivers on, every day.

You'll see this theme carried out in every aspect of our business...from speaking with our associates, to our advertising, to how we conduct business. United Bank is always @ your service.

# 2007

# To Our Shareholders:

United continues to be one of the most profitable regional banking companies in the nation with a core return on average assets of 1.4%. Our Metro-DC/Virginia franchise is one of the few remaining trophy franchises in one of the best markets in the country. In 2007, United increased the dividend to shareholders for the 34<sup>th</sup> consecutive year. This is a record few companies in any business have been able to achieve, and clearly demonstrates United's ability to perform in even the most challenging of times.



UNITED BANKSHARES HAS INCREASED DIVIDENDS TO SHAREHOLDERS FOR 34 CONSECUTIVE YEARS, FROM \$0.06 PER SHARE IN 1974 TO \$1.13 PER SHARE IN 2007.



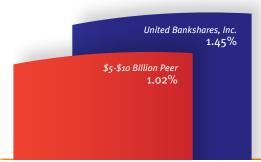


In 2007, we celebrated our 20<sup>th</sup> anniversary of becoming a NASDAQ listed company. During

all these years, our stock has never been under such downward pressure as we have experienced this past year. From December 31, 2006 to December 31, 2007, United decreased from \$38.65 to \$28.02 or 28%. However, we were not alone, as bank stocks have clearly been out of favor with most institutional investors. The S&P Bank Index was also down 33% for the same period.

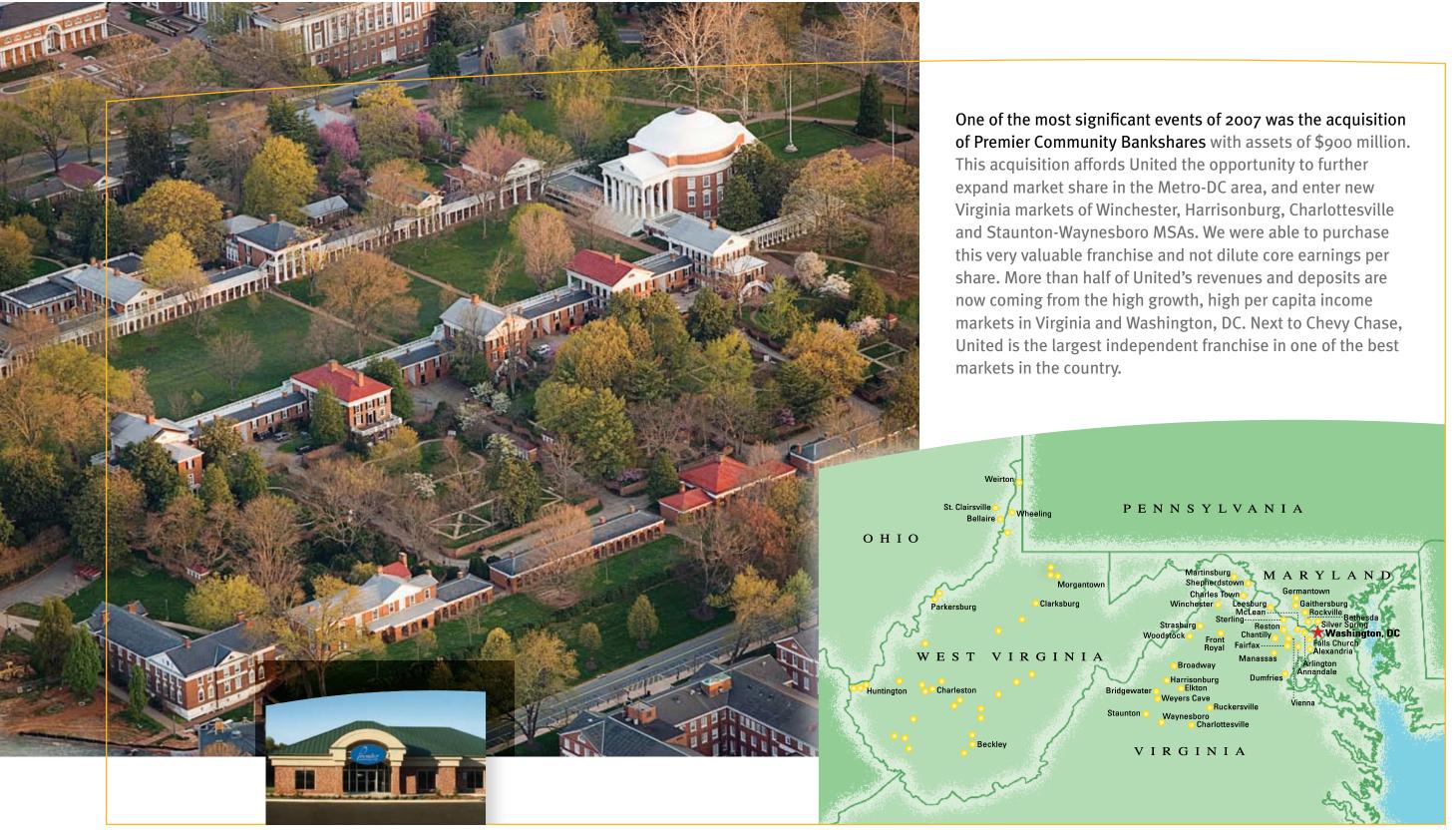
Negative news headlines for the industry seemed to be a regular occurrence throughout the year. Industry-wide, earnings were generally flat to down on a core basis. In light of market conditions, United restructured its balance sheet which reduced 4th quarter and 2007 reported earnings. Reported earnings per share increased from \$2.13 to \$2.15 which represented a return on average assets of 1.28% and a return on tangible equity of 19.88%. Netting out distortions, core earnings were basically flat. However, on a core earnings basis, United continues to be one of the most profitable regional banking companies in the nation. Compared to other regional banking companies with \$5-10 billion in assets, United's return on average assets through the 3rd quarter of 1.45% compared very favorably to peer profitability.

Return on Average Assets



ON A CORE EARNINGS BASIS, UNITED CONTINUES TO BE ONE OF THE MOST PROFITABLE REGIONAL BANKING COMPANIES IN THE NATION.

UBSI'S RETURN ON AVERAGE ASSETS COMPARES FAVORABLY TO THAT OF ITS PEER INSTITUTIONS. THROUGH THE THIRD QUARTER 2007, UNITED BANKSHARES' RETURN ON AVERAGE ASSETS WAS 1.45%, COMPARED TO 1.02% PEER ROA.



WITH THE ACQUISITION OF PREMIER COMMUNITY BANKSHARES, UNITED EXPANDED INTO NEW VIRGINIA MARKETS, INCLUDING CHARLOTTESVILLE, HOME OF THE UNIVERSITY OF VIRGINIA. UNITED HAS GROWN TO A NETWORK OF 114
FULL-SERVICE OFFICES IN VIRGINIA, MARYLAND,
WASHINGTON, DC, WEST VIRGINIA AND OHIO.



Sandler O'Neill & Partners, L.P., New York, NY stated, "With the tremendous consolidation that has taken place in Virginia and the continued attractiveness of the Northern Virginia footprint, UBSI stands out as one of the few remaining trophy franchises for larger financial institutions interested in expanding and/or entering this market."

Our West Virginia franchise has also become much more valuable because of our strong market share position among out-of-state competitors in West Virginia such as BB&T, Huntington, JP Morgan Chase, Fifth Third, SunTrust and M&T.

United continues to be defined as well capitalized based upon regulatory guidelines, and asset quality is ahead of peer group performance numbers. United's loan delinquency rate was

a low 1.97%. The allowance for credit losses to non-performing loans is 207%. In 2007, net of the Premier merger, commercial loans increased \$288 million or 10.4%. Wealth Management revenues also showed positive trends with revenues increasing 19% to \$15.4 million.

UNITED'S METRO-DC FRANCHISE IS NOW THE SECOND LARGEST INDEPENDENT BANKING FRANCHISE IN THE NATION'S CAPITAL MSA.

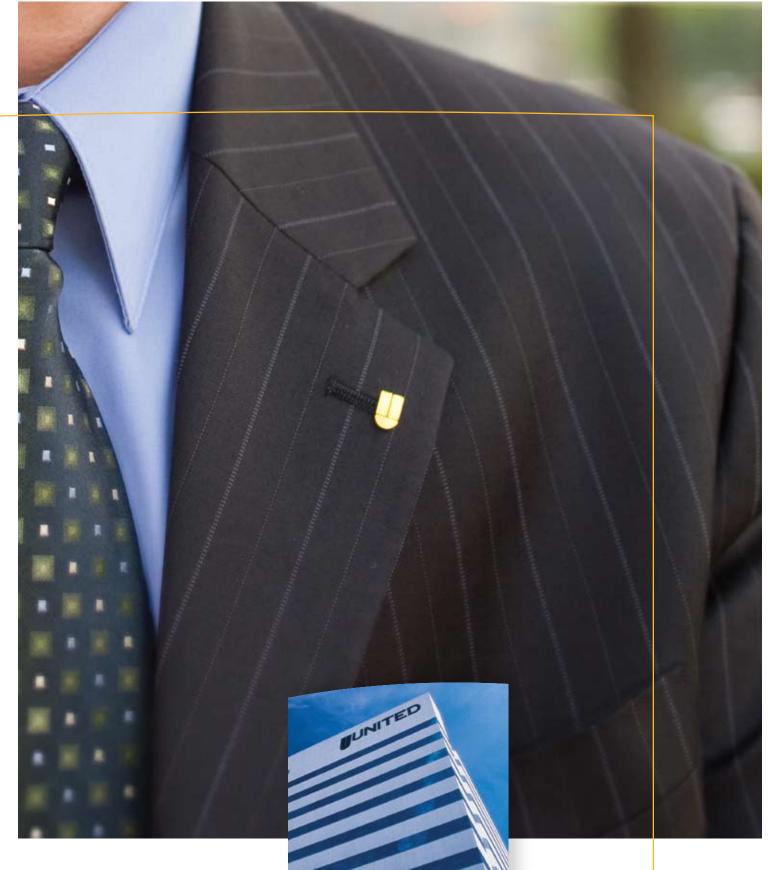
STRONG MARKET SHARE POSITION AMONG
OUT-OF-STATE COMPETITORS HAS ENHANCED THE
VALUE OF OUR FRANCHISE IN WEST VIRGINIA.



In the 4<sup>th</sup> quarter 2007 publication of *Bank Director*, United was ranked 28<sup>th</sup> of the top 150 largest banking companies in the nation for financial performance. This rating is based upon a composite index measuring profitablilty, capital adequacy and asset quality. United was ranked ahead of such well regarded banking companies as Wells Fargo, Bank of America, SunTrust and Wachovia.

As a company that has been blessed in many ways, United believes in giving back to the communities we serve. In 2007, we contributed nearly one million dollars to many organizations such as the United Way, Boys & Girls Club, and Kids Count. We paid over \$45 million in state, local and federal taxes. We are a company that is dedicated to serving.

We have come a long way since celebrating \$100 million in assets. Since 1982, we have closed 27 acquisitions adding over \$6 billion in assets. We are now the  $53^{rd}$  largest US banking company based upon market capitalization, and the  $6^{th}$  most efficient among the 55 largest in the USA. During the current administration, United's market capitalization has grown from \$6.8 million to \$1.2 billion.

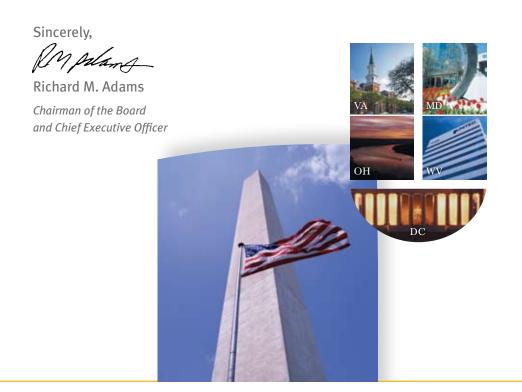


A \$8.0 BILLION REGIONAL BANKING COMPANY WITH \$1.2 BILLION IN MARKET CAPITALIZATION, UNITED RANKS AS THE 53RD LARGEST BANKING COMPANY IN THE NATION.

History tells us that bank stocks will come back into favor with Wall Street. When the cycle changes, few banking companies should be better positioned to rebound than UBSI.

Security analysts are projecting record earnings for UBSI in 2008, and the dividend is anticipated to increase for the 35<sup>th</sup> consecutive year. Working together, we can continue to build a great banking company – a company dedicated to excellence in serving our shareholders, our customers, our employees and our communities.

On behalf of the officers, employees and directors, let me thank you for your support. With your continued support, 2008 will be another successful year for our company.



THE MISSION OF UNITED BANKSHARES IS EXCELLENCE IN SERVICE TO OUR SHAREHOLDERS, OUR EMPLOYEES AND OUR COMMUNITIES.

#### UNITED BANKSHARES, INC.

#### **EXECUTIVE OFFICERS**

Richard M. Adams Chairman of the Board and **Chief Executive Officer** 

Richard M. Adams, Jr. **Executive Vice President** 

James J. Consagra, Jr. **Executive Vice President** 

Steven E. Wilson **Executive Vice President** Chief Financial Officer, Secretary and Treasurer

### **DIRECTORS**

Richard M. Adams

Chairman of the Board and Chief Executive Officer, United Bankshares, Inc.

Robert G. Astorg Managing Principal, **H&R Block Tax and Business** Services

Thomas J. Blair III **Consulting Engineer** 

President, The College Board; President, Caperton Group; Former Governor, State of

Lawrence K. Doll President, The Lawrence Doll Co.; President, Lawrence Doll Homes, LLC

Theodore J. Georgelas Commercial Real Estate Developer; Managing Director, Georgelas Group, LLC

W. Gaston Caperton III F. T. Graff, Jr.

West Virginia

Owner, Russell L. Isaacs & Co.

Attorney-at-Law, Partner, **Bowles Rice McDavid** 

Graff & Love

James B. Hayhurst, Jr.

**Executive Vice President** 

**Executive Vice President** 

Joe L. Wilson

Russell L. Isaacs

John M. McMahon Chairman, Miller & Long Co., Inc.

J. Paul McNamara Chairman, Potomac Capital Advisors

G. Ogden Nutting Chairman, The Ogden Newspapers, Inc.

William C. Pitt III

Hotel and Resort Developer

I. N. Smith, Jr. Former President, United Bankshares, Inc.

Donald L. Unger President and CEO, United Bank-Shenandoah Valley

Mary K. Weddle Executive Vice President, Long & Foster Real Estate, Inc.

P. Clinton Winter, Ir. President, Bray & Oakley Insurance Agency

#### **DIRECTORS EMERITI**

Harry L. Buch

Attorney-at-Law, Partner, Bailey, Riley, Buch & Harman

H. Smoot Fahlgren Chairman of the Board, Fahlgren, Inc.

Carlyle D. Farnsworth Retired, Former President, United National Bank-North

Leonard A. Harvey

Former Secretary of West Virginia Department of Commerce, Labor and **Environmental Resources**  Junius T. Moore, Jr. President, The Newhall Corporation

Warren A. Thornhill III Attorney-at-Law

# UNITED BANKSHARES, INC. BOARD OF DIRECTORS



Seated: Mary K. Weddle, I. N. Smith, Jr., Lawrence K. Doll, John M. McMahon, Robert G. Astorg.

Standing: P. Clinton Winter, Jr., Thomas J. Blair III, W. Gaston Caperton III, William C. Pitt III, Richard M. Adams,

F. T. Graff, Jr., J. Paul McNamara, G. Ogden Nutting, Russell L. Isaacs.

Not pictured: Theodore J. Georgelas, Donald L. Unger.

# UNITED BANK-METRO DC DIRECTORS AND EXECUTIVE OFFICERS



Seated: Steven B. Peterson, J. Paul McNamara, Lawrence K. Doll, James J. Consagra, Edward H. Kaplan, John M. McMahon.

Standing: Joseph W. Hollis, James A. Fernald III, Craige Smith, Bobbie Greene Kilberg, Robert W. Graham III, Albert H. Small, Jr., Roger C. Johnson, Esq., Walter Aikens, Mary K. Weddle, John K. Stephens, Jeffrey B. Dierman.

Not Pictured: Dennis Cotter, Theodore J. Georgelas, Richard M. Patrick, Kevin J. Payne.

# UNITED BANK-WEST VIRGINIA DIRECTORS AND EXECUTIVE OFFICERS



Seated: Virginia L. King, Richard M. Adams, Jr., Daniel B. Wharton, S. Austin Caperton III, H. Talbott Tebay.

Standing: Lawson W. Hamilton III, Thomas T. Mendenhall, O. Nelson Jones, Joe L. Wilson, James B. Hayhurst, Jr., Daniel W. Ferguson, Alan L. Klein, Harold L. Wilkes, Steven E. Wilson, Richard M. Adams, R. Terry Butcher, Thomas J. Corder.

 ${\it Not\ Pictured:}\ \ {\it Michael\ G.\ Campbell,\ James\ C.\ Hamer,\ J.\ Thomas\ Moore,\ I.\ L.\ Morris.$ 

### UNITED BANKSHARES, INC. AND SUBSIDIARIES

#### Shareholder Information

Analysts, investors, the press and others seeking financial information about United Bankshares, Inc. should contact Steven E. Wilson, Executive Vice President, Chief Financial Officer, Secretary and Treasurer, (304) 424-8704, at the Corporate Offices located at United Square, Fifth and Avery Streets, Parkersburg, West Virginia 26101.

Shareholders seeking general information regarding participation in the United Bankshares, Inc. Dividend Reinvestment Plan or a copy of United Bankshares, Inc. Report to the Securities and Exchange Commission, Form 10-K, should contact Steven E. Wilson, Executive Vice President, Chief Financial Officer, Secretary and Treasurer, (304) 424-8704.

United Bankshares, Inc. common stock is listed on NASDAQ, National Association of Securities Dealers Quotation System, National Market System. The quotation symbol is "UBSI."

#### **Website Addresses**

www.ubsi-inc.com www.bankwithunited.com

# **Annual Meeting**

The 2008 United Bankshares, Inc. Annual Shareholders' meeting will be held at 4:00 p.m., Monday, May 19, 2008, at The Blennerhassett Hotel, 320 Market Street, Parkersburg, West Virginia.

#### **Independent Auditors**

Ernst & Young LLP 900 United Center P.O. Box 2906 Charleston, WV 25330 www.ey.com

# Registrar & Transfer Agent

BNY Mellon Shareowner Services 490 Washington Boulevard Jersey City, NJ 07310-1900 Toll free: (800) 756-3353

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