





Message to Shareholders

William J. Wagner, Chairman and CEO

2017 was another very busy year for Northwest Bancshares, Inc., with our company achieving great success in addressing the major strategic goals of increasing production and revenue, improving efficiency, strengthening risk management and enhancing customer convenience.



While these initiatives greatly improved the quality of our institution, several of them also significantly impacted operating revenues for the year, resulting in a relatively “noisy” income statement. While reported earnings under Generally Accepted Accounting Principles (GAAP) were a respectable \$94.5 million, or \$.92 per share, these results included a \$10.3 million after-tax profit on the sale of our three Maryland banking offices, \$2.7 million of after-tax restructuring expense relating to the closure of our consumer finance subsidiary and a \$3.1 million reduction in income taxes relating to the passage of the Tax Cuts and Jobs Act of 2017. Adjusting GAAP earnings to remove these non-core items results in core earnings of \$83.7 million, or \$.83 per share, which is slightly higher than the previous year’s adjusted earnings of \$82.3 million, or \$.82 per share, but less than our expectations as the year began. However, in comparing the years, we note that the closure of our consumer finance subsidiary, with its 45 offices, elevated consumer loan losses in the current year by approximately \$6 million, resulting in a \$4 million reduction in net income after-tax. Excluding these losses, in addition to those previously discussed, adjusted earnings for 2017 were \$88.7 million, a 7.8% increase over the previous year.

Production and Revenue Growth

Our Revenue and Production Division had a strong showing in 2017, with our lenders closing commercial, residential mortgage and consumer loans in the amounts of \$947 million, \$763 million and \$298 million, respectively. Unfortunately, we also experienced heavy loan payoffs during the year as competition was intense and borrowers continued to pay down debt, thereby limiting net growth in these portfolios to 5.7%, 1.1% and 4.4%, respectively. The focus for deposit growth this year, similar to the past few years, was on checking accounts, as balances increased by \$176 million, or 6.1%. Contributing most significantly to this effort was the opening of more than 21,000 new personal checking accounts, which brought more than 10,000 new households to the Northwest family. Along with this growth in personal checking accounts, we doubled the number of new business checking accounts opened when compared to the previous year, resulting in the addition of 3,700 new business deposit customers. Contributing significantly to this achievement were the efforts of our small business lenders, who doubled their loan production over the previous year.

Checking account balances increased by \$176 million and we opened more than 21,000 new personal checking accounts, bringing over 10,000 new households to the Northwest family.

The Production and Revenue Division also executed on several initiatives designed to drive future success in production levels. In an effort to automate the customer referral process, we implemented “Northwest Connect,” a customer relationship management system which documents and integrates the business development efforts of all Northwest production personnel. Also, with a goal to drive efficiency and provide a vastly streamlined and improved investment offering to our wealth management customers, we shed four separate investment management platforms and selected LPL Financial as our sole provider of investment products.

Efficiency Improvement

This year, our efforts to improve efficiency were led by three major initiatives: the sale of our Maryland offices, the divestiture of our retirement services business and the closure of our consumer finance subsidiary. It is important to note that these three lines of business were experiencing little growth and providing meager bottom line income. They also had relatively high expense ratios, with expenses aggregating \$20 million, which equates to .22% of our company’s consolidated assets. Given that our company-wide expense-to-asset ratio is 2.80%, these expenses represented approximately 8% of total operating expense. An ancillary benefit of these three initiatives was a reduction in the complexity of our organization, which will enable our staff to narrow their focus on the lines of business that present the greatest opportunity for growth and improvement in profitability.

In seeking additional opportunities to enhance efficiency, our support staff continued to address the challenges of the combined impact of the LNB and First Niagara acquisitions, which

were completed in 2015 and 2016, respectively, and increased transaction volumes by 40% to 50%. In that regard, we were pleased to achieve the normalization of our operations and staffing levels in mid-year 2017, and we continue to seek opportunities to improve efficiency through technology utilization and process improvement. In this regard, our operations personnel completed several notable initiatives relating to the centralization of commercial loan operations, the automation of the indirect lending process and the implementation of an automated system to handle debit card disputes. Finally, we initiated a project to automate the commercial loan origination process, which is designed to improve efficiency, enhance credit reporting and address future requirements relating to credit stress testing and CECL. We anticipate that this new process will launch in mid-year 2018.

Strengthening Risk Management

Our Risk Management Division continued to strengthen their enterprise risk management process through both the implementation of new vendor management software and the enhancement of our capabilities to identify and communicate risk. While we continue to address the requirements of a \$10 billion bank with regard to Dodd-Frank stress testing, we remain active in lobbying our representatives in Congress for their support in eliminating that burdensome and expensive exercise. In a similar regard, our executive management team continued to support our industry’s efforts to lessen the immense regulatory burden that has so significantly impacted our nation’s banks. Finally, the bank’s credit department continued to support our institution’s effort to manage credit risk in the loan portfolio, and we are pleased to report that overall credit quality is currently at the highest level in recent history.

We doubled the number of new business checking accounts opened when compared to the previous year, resulting in the addition of 3,700 new business deposit customers.

Enhancing Customer Convenience

With a continued focus on customer convenience, we introduced a new website in 2017 which was successfully rolled out with minimal customer disruption and a high level of customer acclaim. This conversion was a complex process that involved significant potential for disruption, and our team is to be commended for delivering a seamless transition. Also, in an effort to further protect our customers from the escalating threat of cyber fraud and identity theft, we offered fraud protection software that received a high level of subscription.

Hiring of President and Chief Operating Officer

We were pleased to announce in November, 2017 that Ronald J. Seiffert was hired as President and Chief Operating Officer of both Northwest Bancshares, Inc. and Northwest Bank. Ron is a seasoned banker, having spent 23 years at Huntington Bank, where he rose to the level of Vice Chairman. During his time at Huntington, the bank's assets grew from \$2 billion to \$25 billion, with Ron serving in various leadership roles in credit administration, retail lending, commercial banking and operational support. Most recently, Ron served as Chairman, President and CEO of Delaware County Bank in central Ohio, where he led the effort to improve credit quality and restore the bank to profitability. In his initial assignment with Northwest, Ron will lead all of our revenue and production areas as well as the finance, administration, facilities and operational support departments of the bank. We believe that Ron's strong commercial banking experience will be a great benefit to our institution, and that his positive attitude and high ethical standards closely align with the Northwest culture. We have enjoyed having Ron as a member of our executive team over the past few months, and we anticipate that he will contribute greatly to the future success of our company.

Conclusion

As we reflect on another year of significant accomplishment, we pause and take note of the current strength of our institution. Our company undoubtedly has never been in a better position to compete and elevate our performance. The mix of our loan and deposit portfolios for the first time approaches the level of commercial banks of our size and, as a result, our net interest margin is at a historic high. Our fee income is also at the highest level in our history, and we have narrowed our focus on the fee-producing activities that provide the best opportunities for growth and enhanced profitability. The credit profile of our loan portfolio continues to improve and nonperforming assets rest at very low levels. We have an abundance of capital to not only support future growth, but also provide adequate protection for our shareholders in the event of an economic downturn. Our support systems and menu of products and services have never been better, and the markets we serve are experiencing low levels of unemployment and increasing economic strength. We believe we have a solid relationship with our regulators fostered by mutual cooperation and respect. And last but not least, we have exceptional employees who are intelligent, capable, driven and fiercely loyal to our company. We believe Northwest's future is bright, and we look forward to executing strategies designed to improve profitability and enhance shareholder value.

On behalf of the Board of Directors and Northwest's 2,500 dedicated employees, I wish to thank our shareholders for their continued confidence in our company.

Sincerely,



William J. Wagner
Chairman and CEO

Corporate Profile

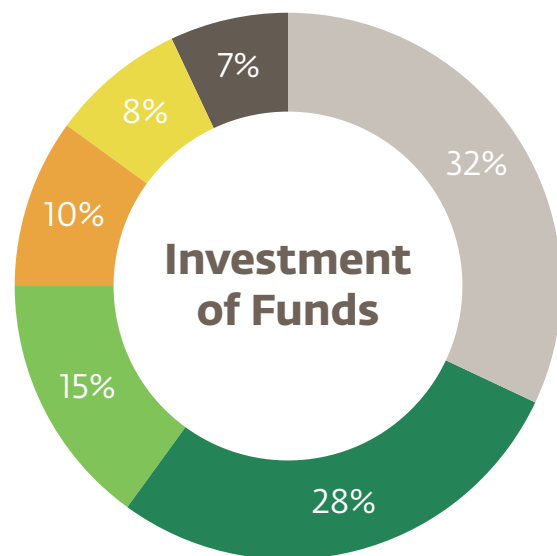
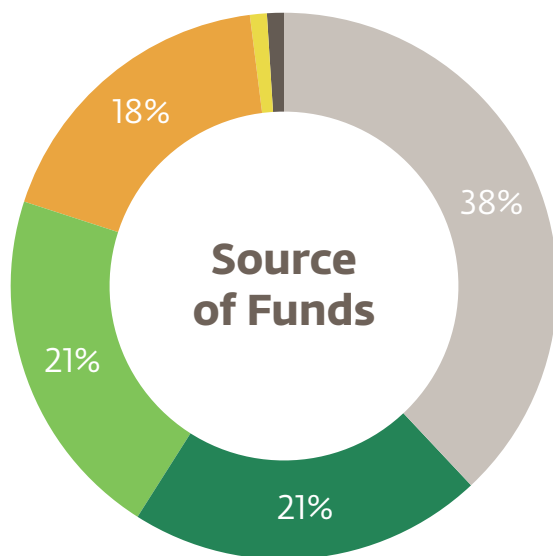
Northwest Bancshares, Inc.

Northwest Bancshares, Inc. is a federally-chartered savings and loan holding company that owns and operates Northwest Bank, a Pennsylvania-chartered savings bank headquartered in Warren, Pennsylvania.

For more than 120 years, we have served our communities by meeting the diverse financial needs of individuals, families, organizations and businesses seeking to bank, borrow, invest, insure and plan their futures.

As of December 31, 2017, we held assets of \$9.36 billion, 162 full-service community banking locations, ten free-standing drive through locations and 285 ATMs across Pennsylvania, New York and Ohio.

Our primary business involves gathering funds from deposits and borrowings and investing them in loans and investment securities.

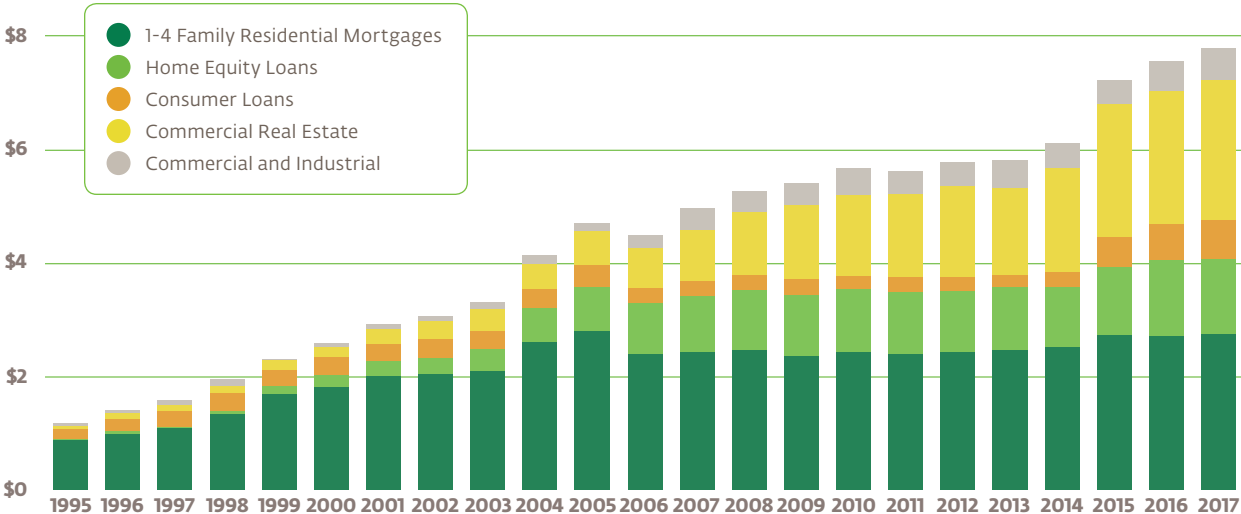


- Checking Accounts 38%
- Money Market Accounts 21%
- Savings Accounts 21%
- Certificates of Deposit 18%
- Borrowed Funds 1%
- Subordinated Debt 1%

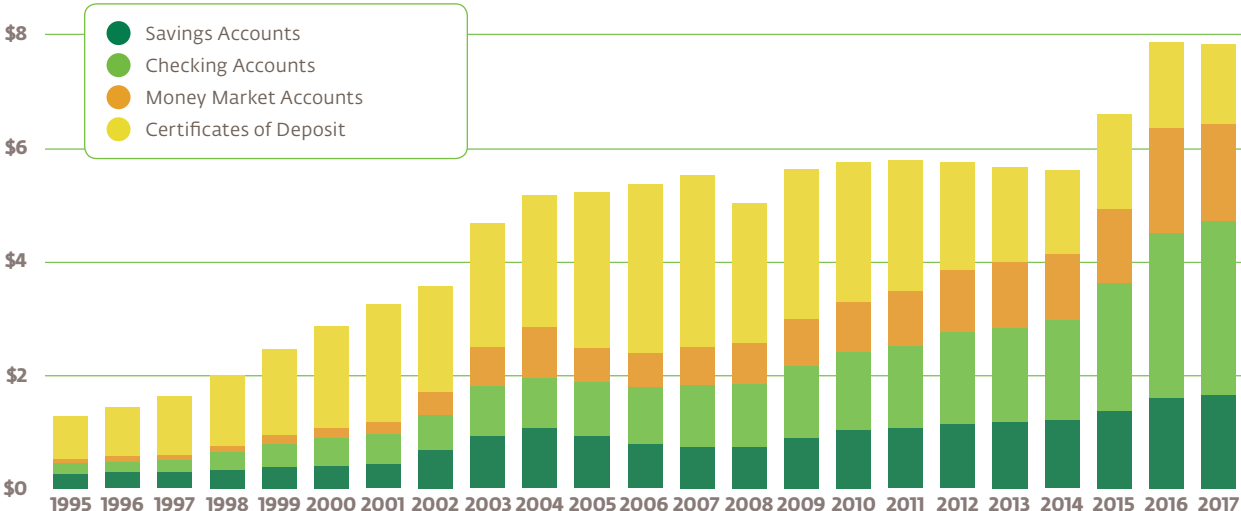
- Mortgage Loans 32%
- Commercial Real Estate 28%
- Home Equity Loans 15%
- Cash and Investments 10%
- Consumer Loans 8%
- Commercial Loans 7%

Northwest's sources of funds and mix of loans and investments have changed considerably over the years as we have strived to transform from a thrift to commercial bank.

Loan Growth and Mix in billions of dollars



Deposit Growth and Mix in billions of dollars



Financial Highlights

Northwest Bancshares, Inc. and subsidiaries

In thousands, except per share and other data

AT YEAR END DECEMBER 31,	2017	2016	2015
Total assets	\$ 9,363,934	\$ 9,623,640	\$ 8,951,899
Loans receivable, net	7,736,614	7,496,408	7,159,449
Deposits	7,826,989	7,882,321	6,612,581
Shareholders' equity	1,207,724	1,170,663	1,163,163
Book value per share	11.79	11.51	11.42
Tangible book value per share	8.54	8.17	8.76
Closing market price per share	16.73	18.03	13.39
FOR THE YEAR ENDED DECEMBER 31,			
Net interest income	\$ 330,785	\$ 307,335	\$ 263,253
Net income	94,467	49,667	60,540
Non-GAAP net income	83,735	82,264	67,012
Diluted earnings per share	0.92	0.49	0.64
Non-GAAP earnings per share	0.83	0.82	0.71
Dividends per share	0.64	0.60	0.56
KEY FINANCIAL RATIOS FOR THE YEAR ENDED DECEMBER 31,			
Return on average shareholders' equity ⁽¹⁾	7.04%	7.09%	6.08%
Return on average assets ⁽¹⁾	0.88%	0.90%	0.80%
Tangible common equity	9.68%	8.95%	10.28%
Average interest rate spread	3.72%	3.60%	3.29%
Nonperforming assets to total assets at end of period	0.75%	0.88%	0.91%
Net charge-offs as a percentage of average loans outstanding	0.31%	0.21%	0.23%
Allowance for loan losses to nonperforming loans at end of period	87.43%	76.00%	85.86%
Allowance for loan losses as a percentage of loans receivable	0.73%	0.81%	0.87%
OTHER DATA AT DECEMBER 31,			
Full-service community banking locations	162	167	176
Average deposits per full-service location ⁽²⁾	\$ 48,315	\$ 48,063	\$ 37,571
Full time equivalent employees	2,106	2,306	2,186
Registered shareholders ⁽³⁾	13,209	13,690	14,363

⁽¹⁾ Excludes after-tax impact of restructuring and acquisition expenses of \$4.4 million, \$34.7 million and \$6.5 million for 2017, 2016 and 2015, respectively, as well as a gain on the sale of offices of \$17.2 million for 2017.

⁽²⁾ In thousands. 2016 excludes three offices pending sale in Maryland.

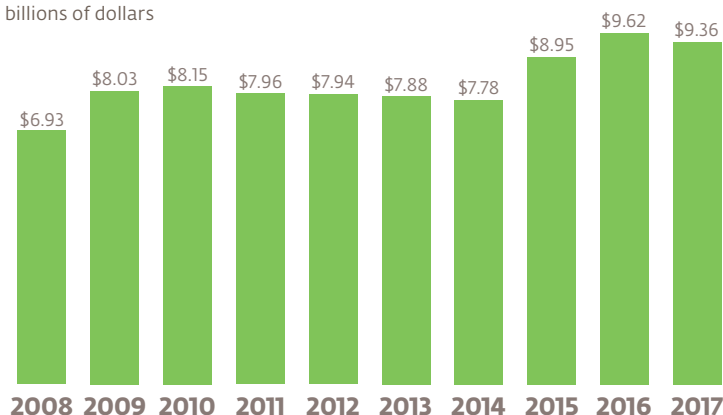
⁽³⁾ Excludes shareholders who own their stock in "street name."

Growth and Performance

While Northwest resumed its long-standing tradition of balance sheet growth in 2015 and 2016, this past year we focused on developing platforms and processes that will prepare us to cross the \$10 billion threshold.

Assets

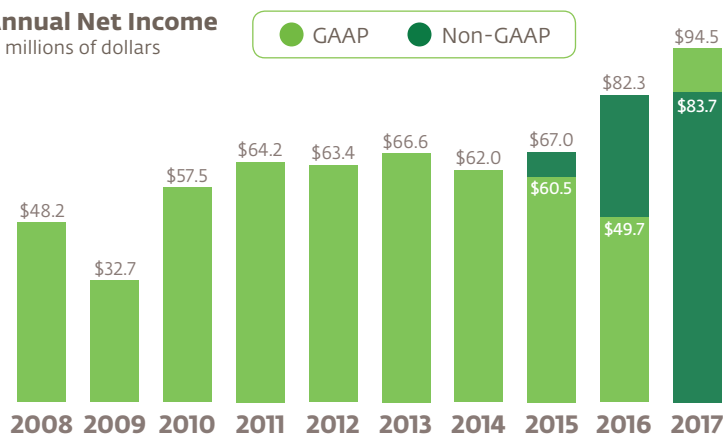
in billions of dollars



Profitability on an adjusted basis has increased significantly over the past three years as a result of our acquisition initiatives and focus on revenue growth and operating efficiency.

Annual Net Income

in millions of dollars



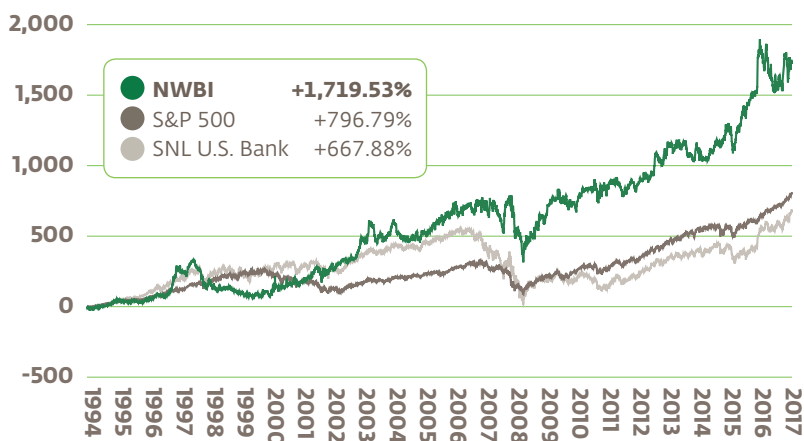
Common Stock Information

2017	High	Low	Div
1Q	\$18.63	\$16.21	\$0.16
2Q	\$17.39	\$14.95	\$0.16
3Q	\$17.41	\$15.06	\$0.16
4Q	\$17.78	\$15.34	\$0.16

2016	High	Low	Div
1Q	\$13.71	\$11.78	\$0.15
2Q	\$14.89	\$13.09	\$0.15
3Q	\$15.75	\$14.47	\$0.15
4Q	\$19.10	\$15.26	\$0.15

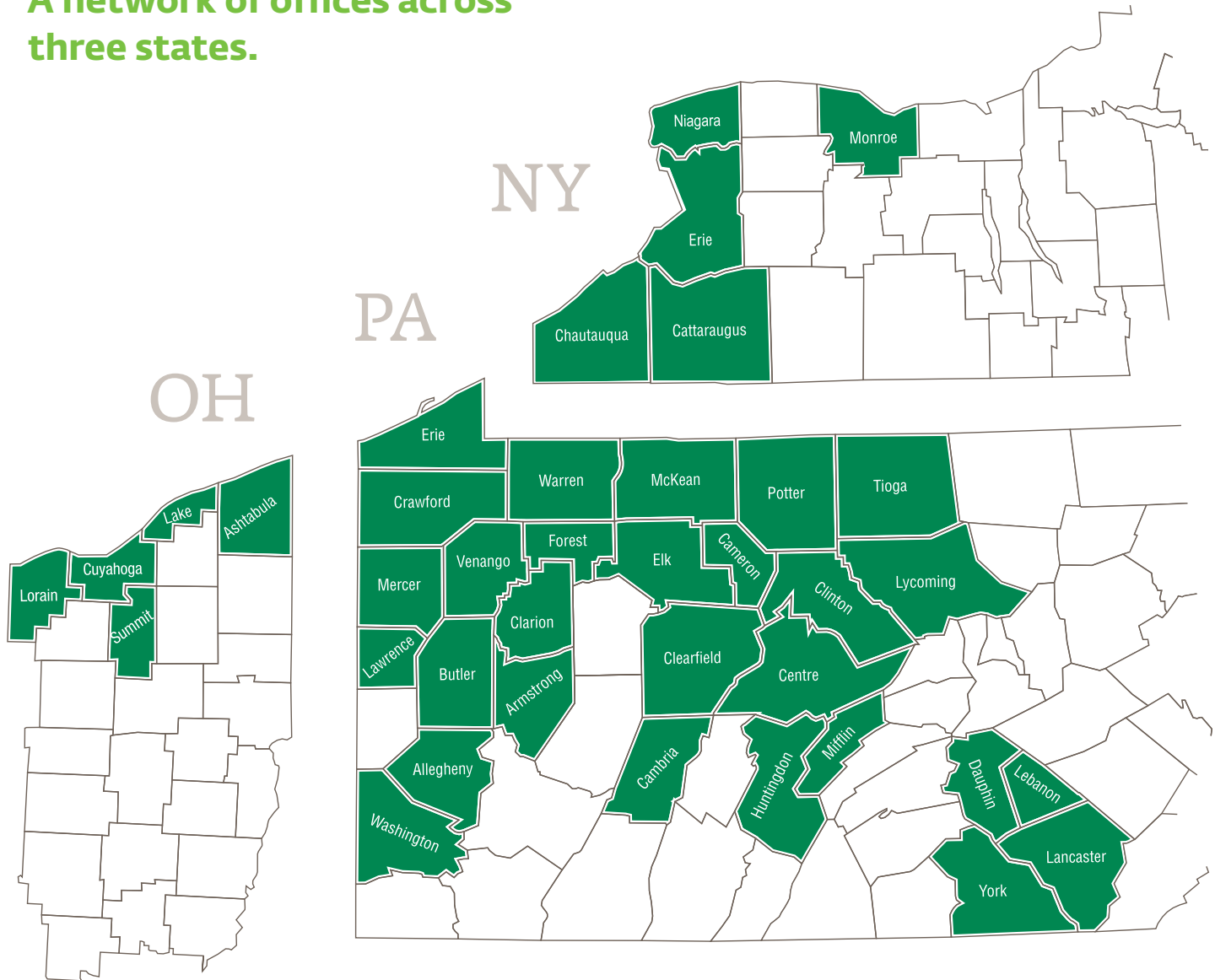
Stock Price Performance Since IPO

in total return % (Source: SNL Financial)



Market Coverage

A network of offices across three states.



In 2017, we were proud to be named one of Bankrate's "Best Regional Banks" and by Time's Money Magazine as the "Best Bank in Pennsylvania" and runner-up in New York.

Making a difference

For us, this isn't just a job. It's our chance to make a difference.

To bring dreams to life. To solve real problems. To make someone's life easier.

That's why we go above and beyond. From the teller who shows a customer a new way to save to the advisor helping your employees prepare for retirement.

People at Northwest care about others. And, we take pride in our work. We're always thinking, how can we help?

That passion can make a big difference—
even in small ways.



Business Solutions

A greater degree of confidence.

Cash Management. Financing. Insurance.
Investments. Benefits. If you're running a business,
you need to consider it all.

At Northwest, we make it easy with a fresh
perspective focused on taking care of business
your way. We work one-on-one with our clients
to pinpoint opportunities and work out a plan.
We learn about them, their operations and their
vision. Then, our flexible model lets us customize
solutions to fit their goals and preferences.

Whether they're just getting started, or they've
been in business 50 years, we surround them
with the people and products to give them a
greater degree of confidence.



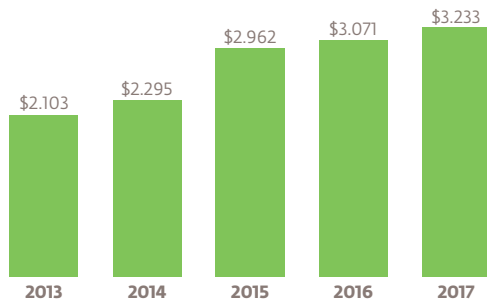
Business Solutions

Loans and Deposits

Commercial relationships continue to be a growing segment of our business as commercial loans and deposits have grown substantially over the past five years. Yields and costs have started to increase due to the changing interest rate environment, but our interest spread remains attractive. Our business deposit mix continues to improve as we meet the needs of all types of businesses.

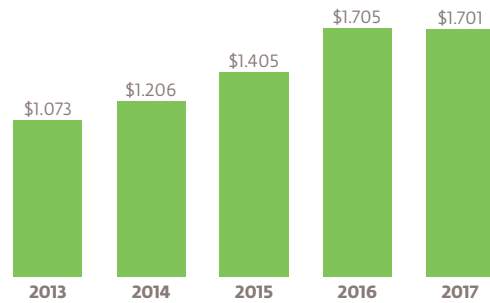
Commercial Loans

in billions of dollars

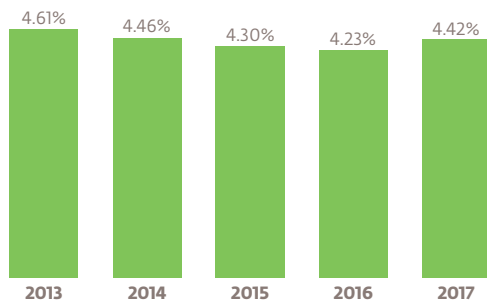


Business Deposit Balances

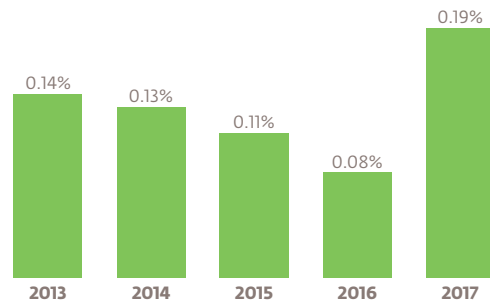
in billions of dollars



Commercial Loan Yields

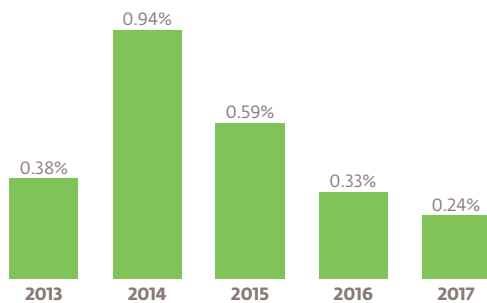


Cost of Business Deposits

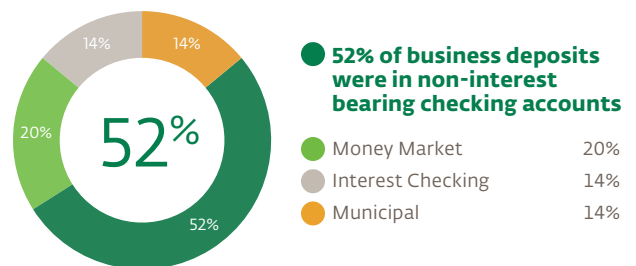


Commercial Loan Losses

as a % of commercial loans



Business Deposit Mix

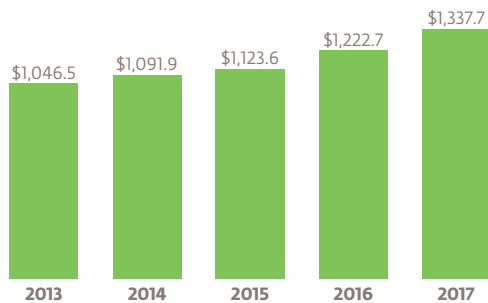


Business Solutions

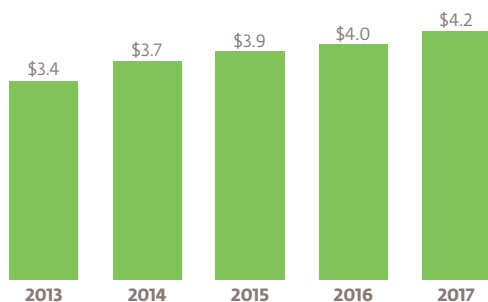
Trust Services

Business assets have been expanding in recent years, driven primarily by growth of our retirement plan business and endowment and foundation management services.

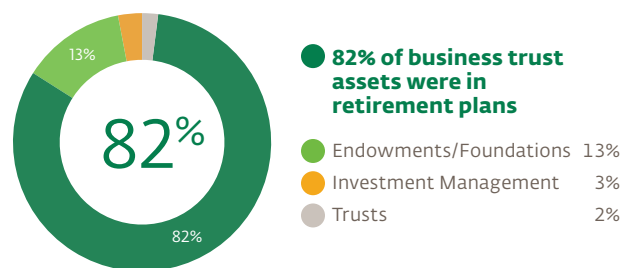
Business Trust Assets Under Management
in millions of dollars



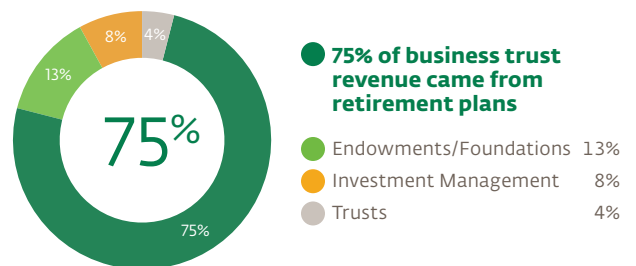
Business Trust Revenue
in millions of dollars



Business Trust Asset Mix
as a % of total business assets under management



Business Trust Revenue Mix
as a % of total business revenue



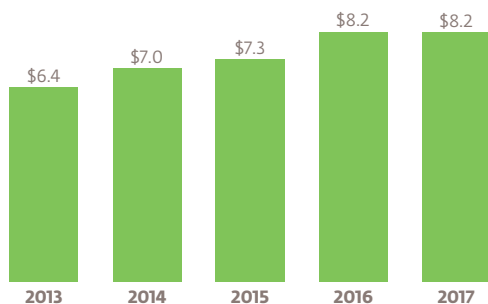
Business investments, retirement plans and succession plans play an enormous role in the health of a business. That's where our trust officers shine.



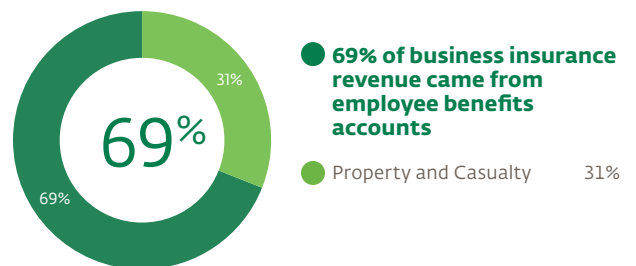
Insurance Services

Through Northwest Insurance Services, we complete our full-service business offer with a personal approach to property and casualty insurance and employee benefits, which significantly boosts fee income.

Business Insurance Revenue
in millions of dollars



Business Insurance Revenue Mix
as a % of total business insurance revenue



Northwest Insurance Services advisors work with businesses as an extension of their team—from plan evaluation and implementation to employee education and administration.

Personal Solutions

We are all in.

There's an energy that defines Northwest. A spirit that says yes-we-can. And a passion that's evident in everything we do.

You can see it when we greet customers. Hear it when we come up with great solutions. And feel it when you walk into any office or visit us online.

That energy comes from each and every one of us, working together to reach one goal—to make life better.

For our customers, we team up to do the best job we can. So we can make a difference, every single day.



Bank



Borrow



Invest



Insure

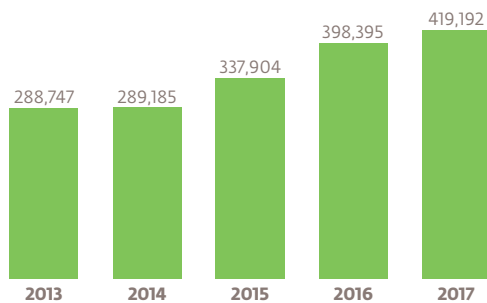


Plan

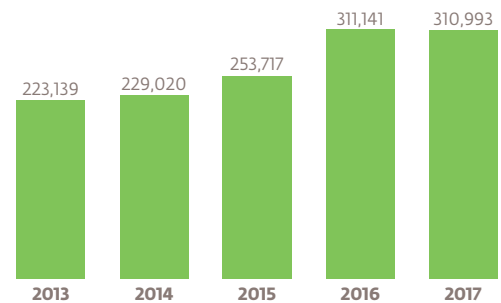
Deposits

We pride ourselves in the relationships we've built meeting our customers' needs. We continue to have great success attracting and keeping new checking account customers, and look forward to serving our customers for years to come as we deepen those relationships.

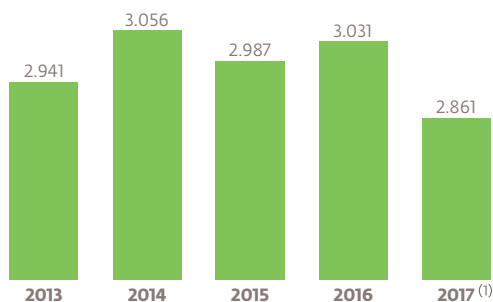
Number of Households



Number of Checking Accounts

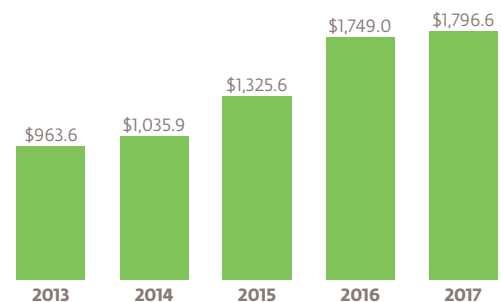


Services Per Household



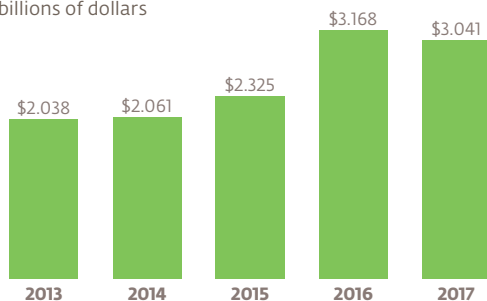
Checking Account Balances

in millions of dollars



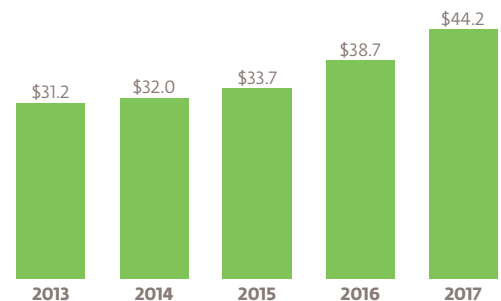
Savings and Insured Money Fund Deposit Balances

in billions of dollars



Checking Account Fees

in millions of dollars



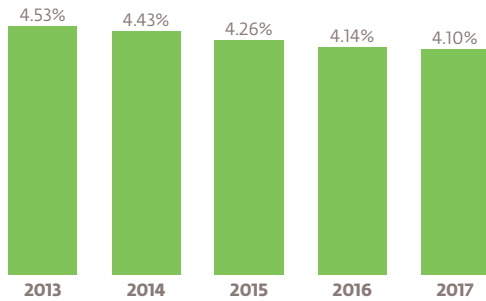
⁽¹⁾ In 2017, services per household declined as we welcomed former Northwest Consumer Discount Company single-service loan customers to the bank.

Personal Solutions

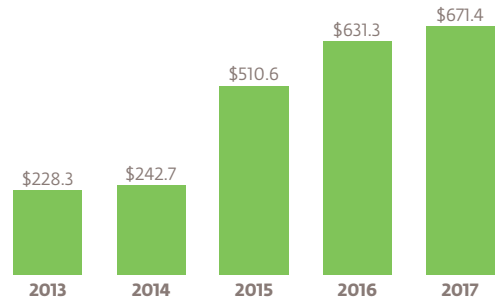
Loans

Mortgage and home equity loans are a core offering and continue to provide a stable return. Consumer loans have grown substantially in recent years with an emphasis on higher credit quality. Accordingly, while consumer loan yields have decreased significantly during the most recent two years, so have the losses from such loans.

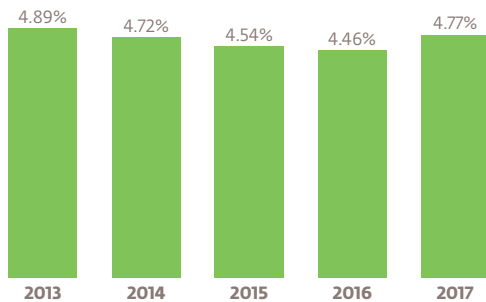
Mortgage Portfolio Yield



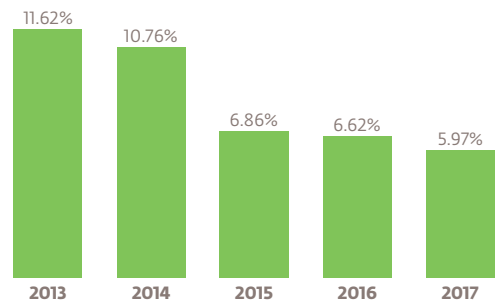
Consumer Loans
in millions of dollars



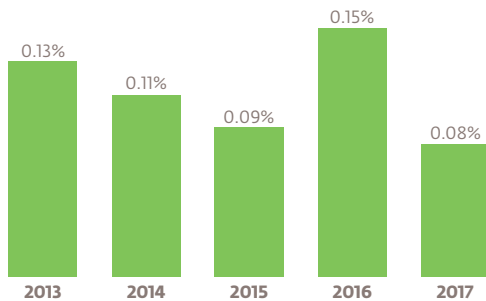
Home Equity Portfolio Yield



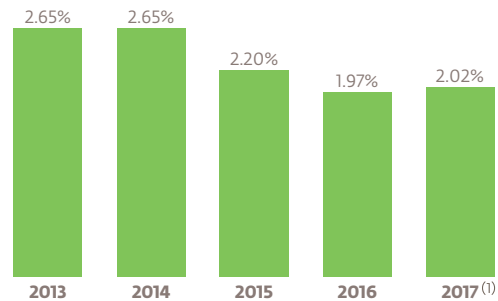
Consumer Loan Portfolio Yield



Mortgage and Home Equity Loan Losses
as a % of total mortgages and home equities



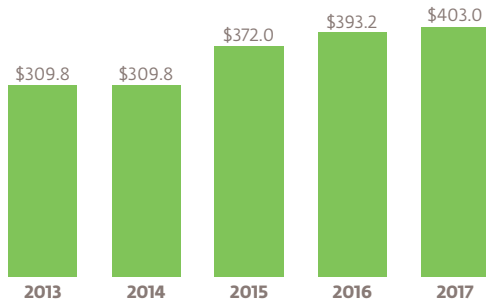
Consumer Loan Losses
as a % of consumer loans



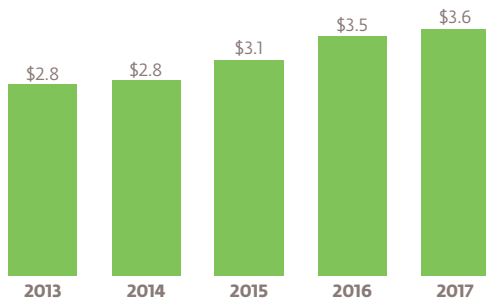
Trust Services

We have consistently grown personal assets under management through our focus on relationship, service and customized investment management solutions, which has led to a growing contribution to fee income.

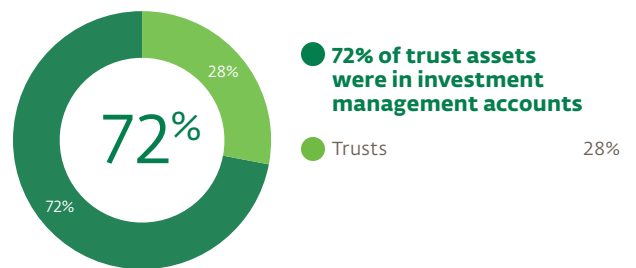
Personal Trust Assets Under Management
in millions of dollars



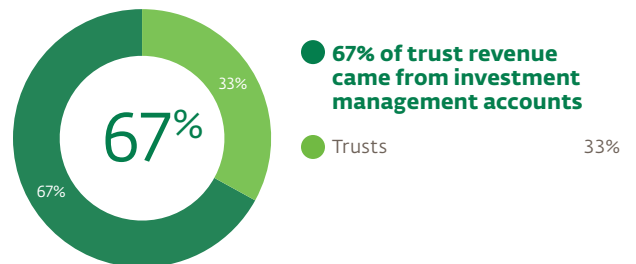
Personal Trust Revenue
in millions of dollars



Personal Trust Asset Mix
as a % of total personal assets under management



Personal Trust Revenue Mix
as a % of total personal revenue



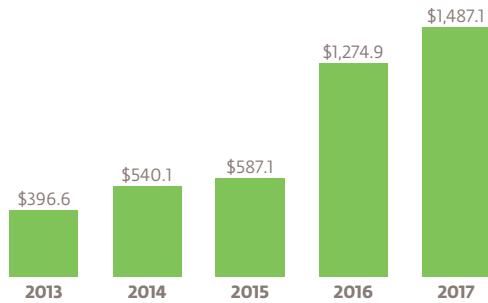
Our experienced team of trust officers help ensure customer assets are protected—and their legacies are fulfilled.

Personal Solutions

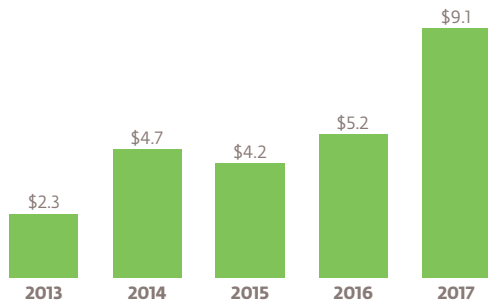
Northwest Advisors

Northwest Advisors personal assets under management and the quality of our program grew significantly in 2016 and 2017 as a result of the First Niagara acquisition and transition to LPL Financial as our broker dealer.

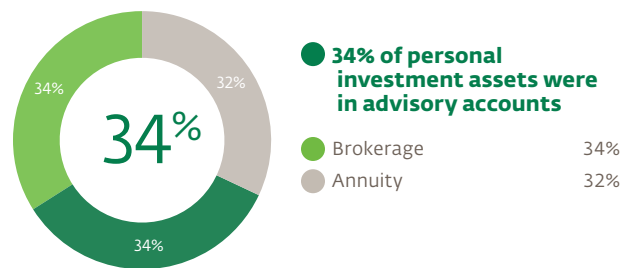
Personal Assets Under Management
in millions of dollars



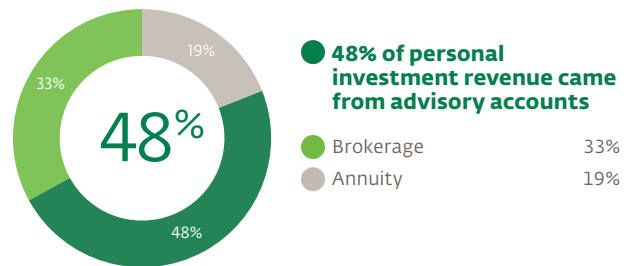
Personal Investment Management Revenue
in millions of dollars



Personal Asset Mix
as a % of total personal assets under management



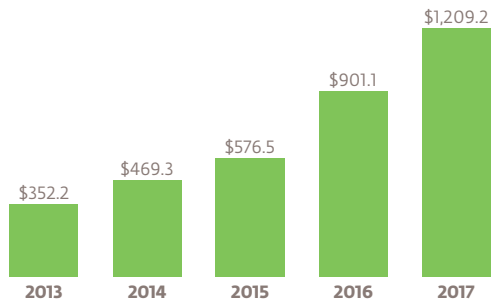
Personal Investment Management Revenue Mix
as a % of total personal revenue



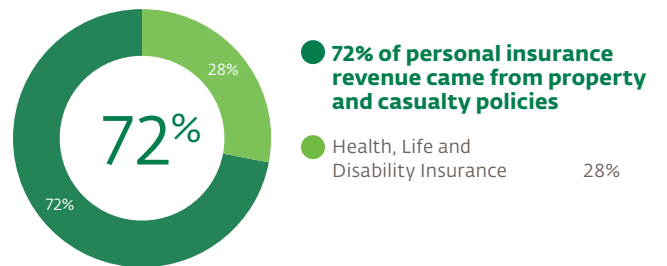
Insurance

Through the acquisitions of a number of insurance companies over the last few years and an investment in digital partnerships, we've increased our physical and online presence, which significantly increased revenue in 2017.

Personal Insurance Revenue
in thousands of dollars



Personal Insurance Revenue Mix
as a % of total personal insurance revenue



Financial Data

Condensed consolidated balance sheet

In thousands, except share data	AS OF DECEMBER 31,	
	2017	2016
ASSETS		
Cash and cash equivalents	\$ 77,710	\$ 389,867
Marketable securities available-for-sale	792,535	826,200
Marketable securities held-to-maturity	29,678	19,978
Loans receivable, net of allowance for loan losses of \$56,795 and \$60,939	7,736,614	7,496,408
Assets held-for-sale	—	152,528
Accrued interest receivable	23,352	21,699
Real estate owned, net	5,666	4,889
Bank-owned life insurance	171,547	171,449
Premises and equipment	151,944	161,185
Goodwill and other intangible assets	333,089	339,853
Federal Home Loan Bank stock, at cost	11,733	7,390
Other assets	30,066	32,194
TOTAL ASSETS	\$ 9,363,934	\$ 9,623,640
LIABILITIES AND SHAREHOLDERS' EQUITY		
Deposits	\$ 7,826,989	\$ 7,882,321
Liabilities held-for-sale	—	215,657
Borrowed funds	108,238	142,899
Advances by borrowers for taxes and insurance	40,825	36,879
Accrued interest payable	460	635
Other liabilities	68,485	63,373
Trust preferred securities	111,213	111,213
TOTAL LIABILITIES	8,156,210	8,452,977
Preferred stock, \$0.01 par value, 50,000,000 shares authorized; no shares issued	—	—
Common stock, \$0.01 par value, 500,000,000 shares authorized; 102,394,828 and 101,699,406 shares issued and outstanding, respectively	1,027	1,017
Paid-in capital	730,719	718,834
Retained earnings	508,058	478,803
Accumulated other comprehensive loss	(32,080)	(27,991)
TOTAL SHAREHOLDERS' EQUITY	1,207,724	1,170,663
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	\$ 9,363,934	\$ 9,623,640

Condensed consolidated statements of income

In thousands, except per share data	YEARS ENDED DECEMBER 31,		
	2017	2016	2015
INTEREST INCOME:			
Loans	\$ 339,992	\$ 329,039	\$ 298,665
Investments and interest-earning cash	18,864	16,595	20,915
TOTAL INTEREST INCOME	358,856	345,634	319,580
INTEREST EXPENSE:			
Deposits	23,057	23,465	24,055
Borrowed funds	5,014	14,834	32,272
TOTAL INTEREST EXPENSE	28,071	38,299	56,327
Net interest income	330,785	307,335	263,253
Provision for loan losses	19,751	13,542	9,712
NET INTEREST INCOME AFTER PROVISION FOR LOAN LOSSES	311,034	293,793	253,541
NONINTEREST INCOME:			
Service charges and fees	49,717	44,113	38,362
Trust and other financial services income	17,987	14,103	12,342
Gain/(loss) on sale of investments	1,148	625	1,037
Insurance commission income	9,013	10,522	9,526
Income from bank-owned life insurance	6,093	5,361	4,338
Other ⁽¹⁾	26,522	10,636	3,231
TOTAL NONINTEREST INCOME	110,480	85,360	68,836
NONINTEREST EXPENSE:			
Compensation and employee benefits	150,228	140,927	119,818
Premises and occupancy costs	28,863	26,134	24,641
Office operations	16,342	14,898	12,337
Collections expense	2,849	2,431	3,247
Processing expenses	39,086	34,859	30,780
Amortization of intangibles	6,764	4,259	1,688
Marketing expenses	9,607	8,852	8,499
Federal deposit insurance premiums	3,518	4,404	5,109
Restructuring and acquisition expenses	4,419	49,191	9,751
Other	23,927	21,883	18,007
TOTAL NONINTEREST EXPENSE	285,603	307,838	233,877
Income before income taxes	135,911	71,315	88,500
Income tax expense	41,444	21,648	27,960
NET INCOME	\$ 94,467	\$ 49,667	\$ 60,540
Basic earnings per share	\$ 0.94	\$ 0.50	\$ 0.64
Diluted earnings per share	\$ 0.92	\$ 0.49	\$ 0.64

⁽¹⁾ Includes gain on the sale of Maryland offices of \$17,186 in 2017.

Directors and Officers

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Northwest Bancshares, Inc.

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Campana Capital

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Erie Molded Plastics, Inc.

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Chief Credit Officer

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Executive Vice President
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Insurance Services

Michele D. Cavalier

Senior Vice President
Senior Trust Officer

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Senior Vice President
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Heidi Schwab
Senior Vice President
Loan Operations

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Program Management

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Julie K. Johnson
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Loan Servicing

Kimberly A. Johnson
Vice President
Electronic Banking

Raymond R. Learn II
Vice President
Fair Lending Officer

Dorothy E. Lobdell
Vice President
Retail Lending

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New York

Julie A. Marasco
Northwest Pennsylvania

James E. Martin
Erie, Pennsylvania

Nancy J. May
Eastern Pennsylvania

Kevin W. Nelson
Ohio

Jonathan E. Rockey
Central Pennsylvania



Investor Information

Corporate Headquarters

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Warren, Pennsylvania 16365
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Fax: (814) 728-7716
www.northwest.com

Annual Meeting

April 18, 2018, 11:00 a.m.
The Struthers Library Theatre
302 West Third Avenue
Warren, Pennsylvania 16365

Stock Listing

Northwest Bancshares, Inc. common stock is traded on the NASDAQ Global Select Market under the symbol "NWBI."

Stock Transfer, Registrar and Dividend Disbursing Agent

Shareholder communications regarding change of address, change in stock registration, reporting of lost certificates and dividend checks should be directed to:

American Stock Transfer and Trust Company, LLC
6201 15th Avenue
Brooklyn, New York 11219
Toll Free: (800) 937-5449
Toll Free: (877) 715-0499
Email: help@astfinancial.com
www.astfinancial.com

Online Shareholder Access

Registered shareholders can sign up to access their account(s) online through American Stock Transfer & Trust Company, LLC at www.astfinancial.com. Here you can easily initiate a number of transactions and inquiries, as well as obtain important details about your holdings and general stock transfer information.

- Update your mailing address
- Access account information
- Print a duplicate 1099 tax form
- Combine/consolidate accounts
- Request a replacement dividend check
- Download stock transfer instructions and forms
- Enroll in direct deposit of dividends

Independent Auditors

KPMG LLP, Pittsburgh, Pennsylvania

Securities Counsel

Luse Gorman, P.C., Washington, D.C.

Financial Information

The Annual Report on Form 10-K is filed with the Securities and Exchange Commission (SEC). Copies of this document and other filings, including exhibits thereto, may be obtained electronically at the SEC home page at www.sec.gov or through the company's website, www.northwest.com. Copies may also be obtained, without charge, upon request by writing to the company's corporate headquarters.

Dividend Reinvestment and Direct Stock Purchase and Sale Plan

Northwest Bancshares, Inc. is pleased to offer a Dividend Reinvestment and Direct Stock Purchase and Sale Plan through American Stock Transfer & Trust Company, LLC (the "Plan Administrator").

The plan provides both existing registered shareholders and interested new investors with a convenient method to purchase shares of Northwest Bancshares, Inc. common stock.

If you are already a registered shareholder or are interested in becoming one, you may access the plan material and enroll online at www.astfinancial.com by clicking on "Invest Online" or from our investor relations website at www.northwest.com. Alternatively, you may request a plan prospectus and enrollment application by calling American Stock Transfer & Trust Company, toll-free, at (877) 715-0499 or Northwest, toll-free, at (800) 859-1000 or (814) 728-7263.

Direct Deposit of Dividends

Shareholders who do not reinvest their dividends may elect to have cash dividends directly deposited into their savings or checking account, thereby providing immediate access to funds and eliminating mail delays and lost or stolen checks. You may enroll online by accessing your shareholder account(s) at www.astfinancial.com or, to obtain an enrollment card, by calling the company's transfer agent, toll-free, at (800) 937-5449 or Northwest, toll-free, at (800) 859-1000.

Investor Relations

William J. Wagner
Chairman and Chief Executive Officer

Ronald J. Seiffert
President and Chief Operating Officer

William W. Harvey, Jr.
Senior Executive Vice President and Chief Financial Officer

Shareholder Relations

Ian R. Scott
Assistant Vice President, Shareholder Relations and
Assistant Corporate Secretary
(800) 859-1000



In addition to historical information, this report may contain certain forward-looking statements that are based on assumptions and information currently available to management, including assumptions as to changes in market interest rates. These forward-looking statements are subject to various risks and uncertainties including, but not limited to, economic, regulatory, competitive, legislative and other factors affecting the company and its operations. Readers are cautioned not to place undue reliance on these forward-looking statements, as actual results may differ materially from those expressed or implied. Management has no obligation to revise or update these forward-looking statements to reflect events or circumstances that arise after the release of this report. ©2018 Northwest Bancshares, Inc.



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