

Northwest
Bancshares, Inc.





Honoring the Past, Building for the Future

A Message to Shareholders from Ronald J. Seiffert, Chairman, President & CEO



Honoring the Past

Northwest Bancshares, Inc. and its predecessors have operated as a community banking institution since 1896. With assets of \$9.6 billion as of December 31, 2018, the company has demonstrated a pattern of sustained expansion resulting from a balance of consistent internal growth combined with a series of successfully-executed mergers and acquisitions. We pride ourselves in delivering quality service to our customers while fostering a positive, stable and secure working environment that provides our employees opportunities for advancement.

Our organization is built upon trust. Our employees trust that the board and management will always do what is right for employees, customers and the company. Our board and management trust that all Northwest employees will perform their duties to the best of their abilities while demonstrating those core values we have identified as being key to our success.

Over the last 25 years as a publicly-traded company, Northwest has demonstrated success by safely growing our balance sheet, expanding our menu of products and services, increasing our level of sophistication and capability, acquiring other banks and bank branches and thus enhancing shareholder value. Over this period, we have also transitioned our company's balance sheet from that of a thrift institution to a commercial bank. Despite this period of significant change and substantial success, we have been able to maintain our focus as a true community bank with a balanced approach to providing value to our employees, customers, communities and shareholders.

Over the last four years, Northwest has continued to enhance shareholder value by embracing a number of transformational changes:

- The successful acquisition and conversion of Lorain National Bank in Ohio with 21 offices and assets of approximately \$1.2 billion;

- The acquisition of 18 offices with deposits of approximately \$1.6 billion in greater Buffalo, New York from First Niagara Bank;
- The consolidation of 24 of our banking offices within our footprint into nearby Northwest locations;
- The closure and/or divestiture of three Maryland Region branches; Northwest Consumer Discount Company; our retirement services recordkeeping business offered through Boetger and Associates; our mortgage settlement agency and our oil, gas and mineral group;
- The development of a comprehensive branding strategy across the bank's footprint, including a more consistent and expansive approach to marketing and advertising and the development of a new logo, as well as a consistent color palette and collateral materials;
- The further development of the level of competency and sophistication of our commercial, corporate and small business lending capabilities;
- The further development and execution of a more comprehensive and complete approach to risk oversight, including enterprise risk management, audit, compliance, BSA and community reinvestment;
- The further development of the level of competency and sophistication of our investment brokerage business. This included the consolidation of multiple product platforms into a singular platform (LPL) offering a broader array of products, services and investment research, the development of a market-driven incentive plan and the introduction of a referral fee program in our branches;
- The development of a scorecard for our seven regions in 2018, which tracks the daily production of loans, deposits, fees and referrals at point-of-sale to enhance accountability;

- The development of sales incentive plans for our commercial, small business and retail sales teams; and,
- The announced merger with Union Community Bank in Lancaster County, Pennsylvania.

All of the above initiatives were accomplished while maintaining our strong community bank culture and values which embrace a philosophy that if we do the right thing for our employees each and every day they, in turn, will do the right thing for our customers and our financial metrics will benefit following this success. The success of this philosophy was independently corroborated by JD Power, who ranked Northwest as Highest Customer Satisfaction with Retail Banking in the highly-competitive Mid-Atlantic Region during six of the last nine years.

The successful execution of the above major initiatives contributed significantly to our 2018 performance.

For the fiscal year ending December 31, 2018, the company generated net income of \$105 million, which represented an 11.7% increase over the previous year while diluted earnings per share increased 10.9% over the same period. The annual returns on average shareholders' equity and average assets were 8.61% and 1.11%, respectively, which compared favorably to 7.95% and 0.99% for the same period last year.

Similar to the banking industry as a whole, Northwest has been challenged in recent years by the low interest rate environment. While the net interest margin for the industry has generally decreased, we have been able to maintain a relatively strong margin by deploying excess cash into loans and by replacing maturing time deposits with checking deposits. As a result, our net interest margin increased 0.06% for the year to a healthy 3.88% despite four market rate increases and a flattening yield curve.

From a balance sheet perspective, our capital ratios remained strong at December 31, 2018, as reflected by a Tier I Risk Based Capital Ratio of 15.09%, our liquidity position remained good and our overall credit quality remained sound.

Building for the Future

Although we were very pleased with the overall performance of the company in 2018, we recognize that there remains room for improvement. For example, our Return on Average Assets and Efficiency ratios compared favorably to the industry in general at year-end but lagged behind some of our peer competitors.

In order to address our performance deficiencies as well as the ever-increasing challenges in our industry, the company launched a comprehensive and thorough strategic planning process in February of 2018, which included the engagement of 26 separate departments

of the bank. Each of the departments was tasked to develop a new five-year plan for their area and to identify key initiatives that, when effectively executed, would contribute materially towards achieving the company's overall corporate objectives. Our primary corporate objective is to enhance shareholder value through revenue growth; improve efficiency and profitability; mergers and acquisitions; effective risk management and talent acquisition, development and retention.

As a result of this process, a number of key corporate initiatives emerged:

- Successfully close and convert our merger with Union Community Bank in Lancaster County, Pennsylvania on March 8, 2019 with minimal customer and employee disruption;
- Continue to assess merger and acquisition opportunities to include whole-bank and bank-branch purchases;
- Improve production productivity in our commercial, small business and retail delivery channels through better execution of defined sales processes, better usage of production scorecards and leveraging our new sales incentive plans;
- Expand our production capability in residential mortgage lending through the introduction of licensed mortgage loan officers (MLOs) into our metropolitan markets, the introduction of a new sales incentive plan for the MLOs, the implementation of a new, state-of-the-art mortgage loan origination system and the development of a broader array of mortgage products;
- Expand our power sports lending capability in our dealer services channel from Pennsylvania to our existing nine-state auto market;
- Open a new commercial loan production office in Columbus, Ohio;
- Improve production productivity in our cash management channel through the introduction of new products and services and through direct calling efforts by our cash management advisors focused on cash-centric commercial customers;
- Improve production productivity in our electronic banking delivery channel through increasing customer usage of our comprehensive product offering;
- Improve efficiencies through optimizing the number of our retail branch locations and through the critical assessment of major non-interest expense categories to include major vendor contracts and outsource opportunities;
- Continue to explore the ability to reduce costs by moving processing to the cloud and to use artificial intelligence to streamline or eliminate rudimentary operational functions;

- Develop a “customer-centric” digital bank strategy that will provide “end-to-end” fulfillment of the bank’s products and services digitally with a primary focus on cross-sell opportunities to our 450,000 customer households;
- Research and develop an actionable plan to build our “branch of the future”;
- Maintain effective risk management oversight to include the implementation of CECL on time and on budget, the continued implementation of our Model Risk Management process and the continued implementation of our Third Party Risk Management process; and,
- Design, develop and implement a more comprehensive talent acquisition, development and retention strategy to include a more deliberate succession planning process.

Through the effective execution of the above initiatives in 2019 and beyond, we are highly confident that we will build upon our historically-good financial performance and, in turn, materially enhance shareholder value.

William J. Wagner’s Retirement

On October 5, 2018, following a 34-year distinguished career with Northwest, William J. Wagner retired as our Chairman, President & CEO.

Bill began his career with the company in 1984 as Chief Financial Officer and was named President and Chief Operating Officer in 1998. Upon John Hanna’s retirement in 2003, Bill was named President and Chief Executive Officer and, in 2008, added the additional responsibilities as our Chairman of the Board.

Over the course of his career, Bill led the company through our initial public offering in 1994 and completed over 38 acquisitions. All transactions were consummated in a timely and professional manner with the principal focus being on the welfare of the employees and customers of the acquired bank. With each successive acquisition, the company’s integration expertise grew and Northwest developed a strong reputation in the industry for being a competent and compassionate acquirer.

Under Bill’s strong leadership, in 2015 and 2016, Northwest completed two of its largest mergers (Lorain National Bank in Ohio and the acquisition of 18 offices in greater Buffalo from First Niagara Bank) and, in 2018, Bill announced the merger with Union Community Bank, a \$500 million bank headquartered in Lancaster County, Pennsylvania.

Under Bill’s steady and consistent managerial approach over the years, the bank further demonstrated success by safely growing the balance sheet, expanding the menu of our products and services and increasing our level of sophistication and capability. However, Bill’s greatest legacy is the strong community bank culture and values that he instilled in Northwest Bank that will distinguish the company for many years to come.

I consider myself truly fortunate to have had the opportunity to work for Bill, a man who always conducted himself with the highest degree of character and humility. I am honored and humbled to follow in his extremely large footsteps.

Bill Wagner will truly be missed by our Northwest family.

Conclusion

We are extremely proud of the many accomplishments of Northwest Bank over the course of our very successful 123-year history. As a large community bank, we are big enough to provide all the products and services necessary to compete effectively with any competitor in our marketplace but small enough to deliver those products and services in a more customer-oriented and community-oriented manner.

We are very pleased with our historical operating performance and our balance sheet is strong with sufficient capital to grow and help mitigate future potential downturns in the economy. We believe we have developed a very compelling five-year strategic plan that will continue to drive exceptional performance and shareholder value in 2019 and beyond.

Our greatest strength, however, is our people. We have exceptional employees who are extremely dedicated to the company, to our customers and to the communities we serve.

On behalf of our Board of Directors and our 2,200 dedicated employees, I wish to thank our shareholders for your confidence in our company and for your continued support!

Sincerely,



Ronald J. Seiffert
Chairman, President and CEO

Corporate Profile

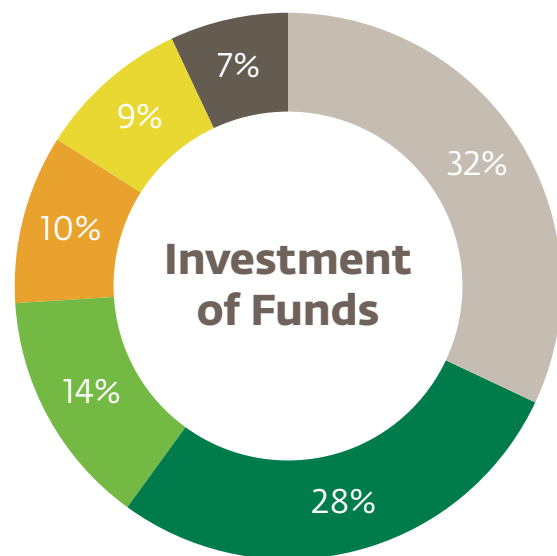
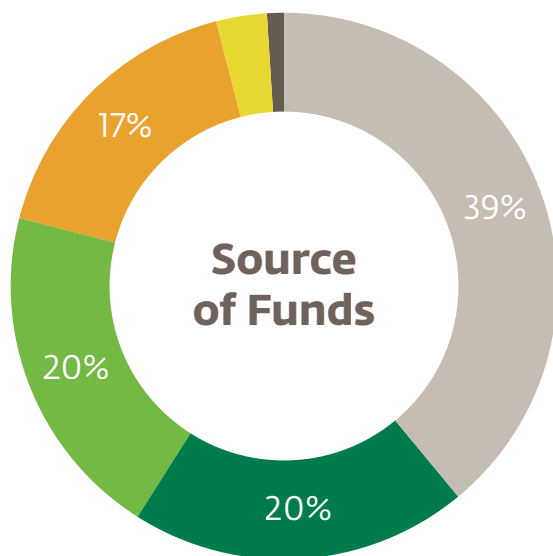
Northwest Bancshares, Inc.

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, 2018, we held assets of \$9.61 billion, 162 full-service community banking locations, ten free-standing drive through locations and 277 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.

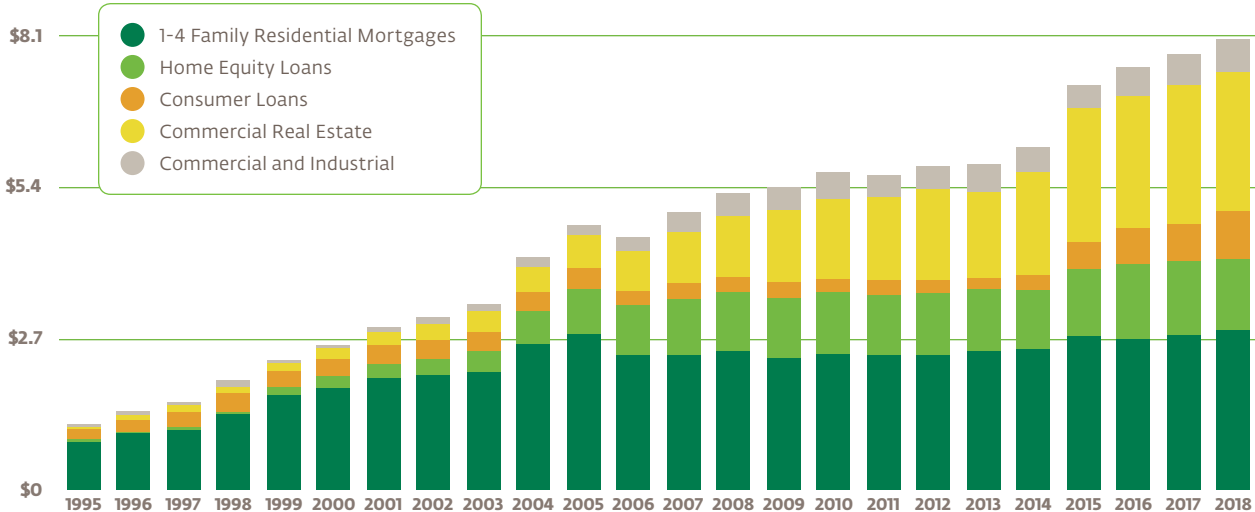


- Checking Accounts 39%
- Money Market Accounts 20%
- Savings Accounts 20%
- Certificates of Deposit 17%
- Borrowed Funds 3%
- Subordinated Debt 1%

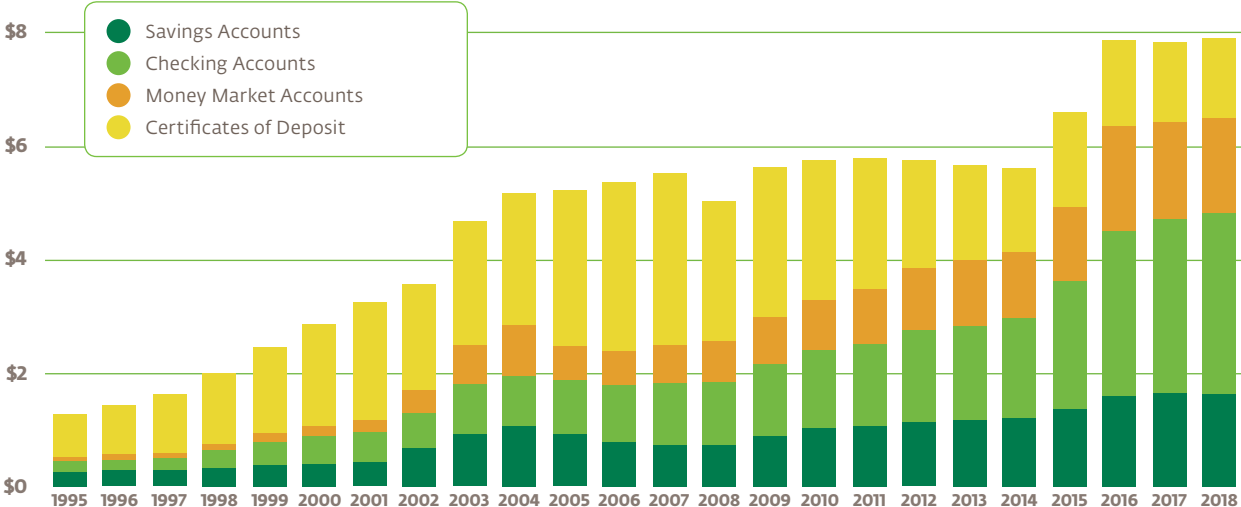
- Mortgage Loans 32%
- Commercial Real Estate 28%
- Home Equity Loans 14%
- Cash and Investments 10%
- Consumer Loans 9%
- Commercial Loans 7%

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,	2018	2017	2016
Total assets	\$ 9,607,773	\$ 9,363,934	\$ 9,623,640
Loans receivable, net	7,996,225	7,736,614	7,496,408
Deposits	7,894,179	7,826,989	7,882,321
Shareholders' equity	1,257,638	1,207,724	1,170,663
Book value per share	12.17	11.79	11.51
Tangible book value per share	9.00	8.54	8.17
Closing market price per share	16.94	16.73	18.03
FOR THE YEAR ENDED DECEMBER 31,			
Net interest income	\$ 338,641	\$ 330,785	\$ 307,335
Net income	105,491	94,467	49,667
Non-GAAP net income	105,491	83,735	82,264
Diluted earnings per share	1.02	0.92	0.49
Non-GAAP earnings per share	1.02	0.83	0.82
Dividends per share	0.68	0.64	0.60
KEY FINANCIAL RATIOS FOR THE YEAR ENDED DECEMBER 31,			
Return on average shareholders' equity ⁽¹⁾	8.61%	7.04%	7.09%
Return on average assets ⁽¹⁾	1.11%	0.88%	0.90%
Tangible common equity	10.03%	9.68%	8.95%
Average interest rate spread	3.73%	3.72%	3.60%
Nonperforming assets to total assets at end of period	0.78%	0.75%	0.88%
Net charge-offs as a percentage of average loans outstanding	0.28%	0.31%	0.21%
Allowance for loan losses to nonperforming loans at end of period	76.21%	87.43%	76.00%
Allowance for loan losses as a percentage of loans receivable	0.69%	0.73%	0.81%
OTHER DATA AT DECEMBER 31,			
Full-service community banking locations	162	162	167
Average deposits per full-service location ⁽²⁾	\$ 48,730	\$ 48,315	\$ 48,063
Full-time equivalent employees	2,128	2,106	2,306
Registered shareholders ⁽³⁾	13,068	13,209	13,690

⁽¹⁾ Excludes after-tax impact of restructuring and acquisition expenses of \$2.7 million and \$7.3 million for 2017 and 2016, respectively, as well as a gain on the sale of offices of \$10.3 million and the benefit from the Tax Cuts and Jobs Act of 2017 of \$3.1 million for 2017 and the FHLB prepayment penalty of \$22.2 million and the termination of the ESOP plan of \$3.1 million for 2016.

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

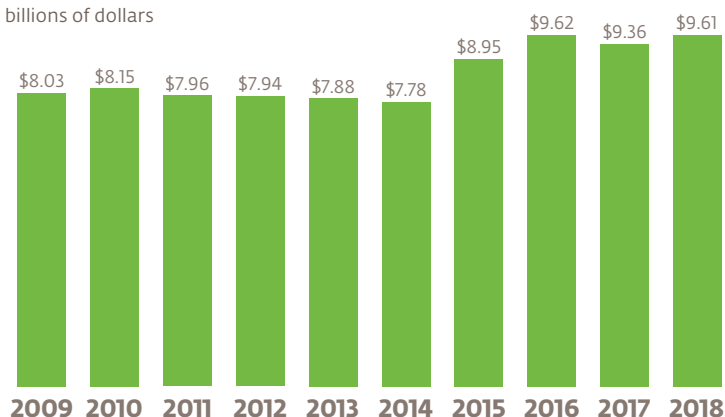
⁽³⁾ Excludes shareholders who own their stock in "street name."

Growth and Performance

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

Assets

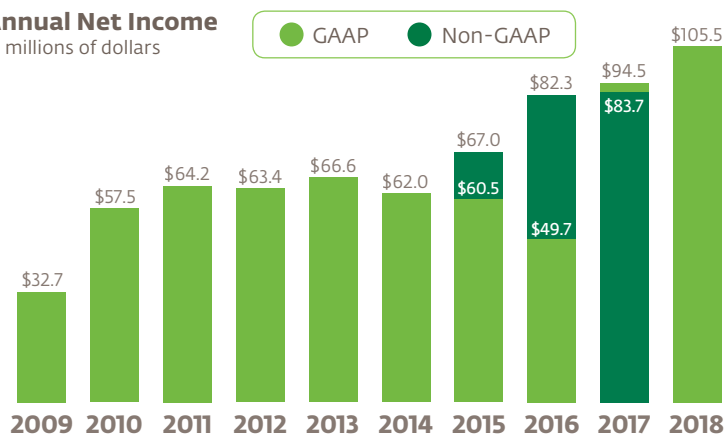
in billions of dollars



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



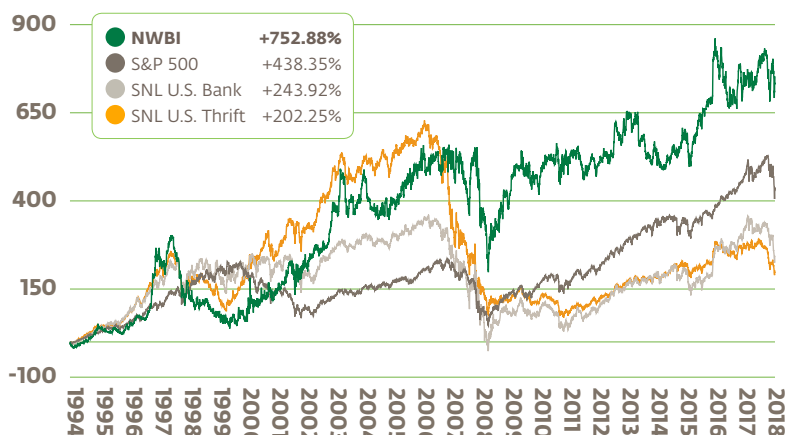
Common Stock Information

2018	High	Low	Div
1Q	\$17.35	\$16.11	\$0.17
2Q	\$18.12	\$16.21	\$0.17
3Q	\$18.51	\$17.32	\$0.17
4Q	\$17.93	\$15.52	\$0.17

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

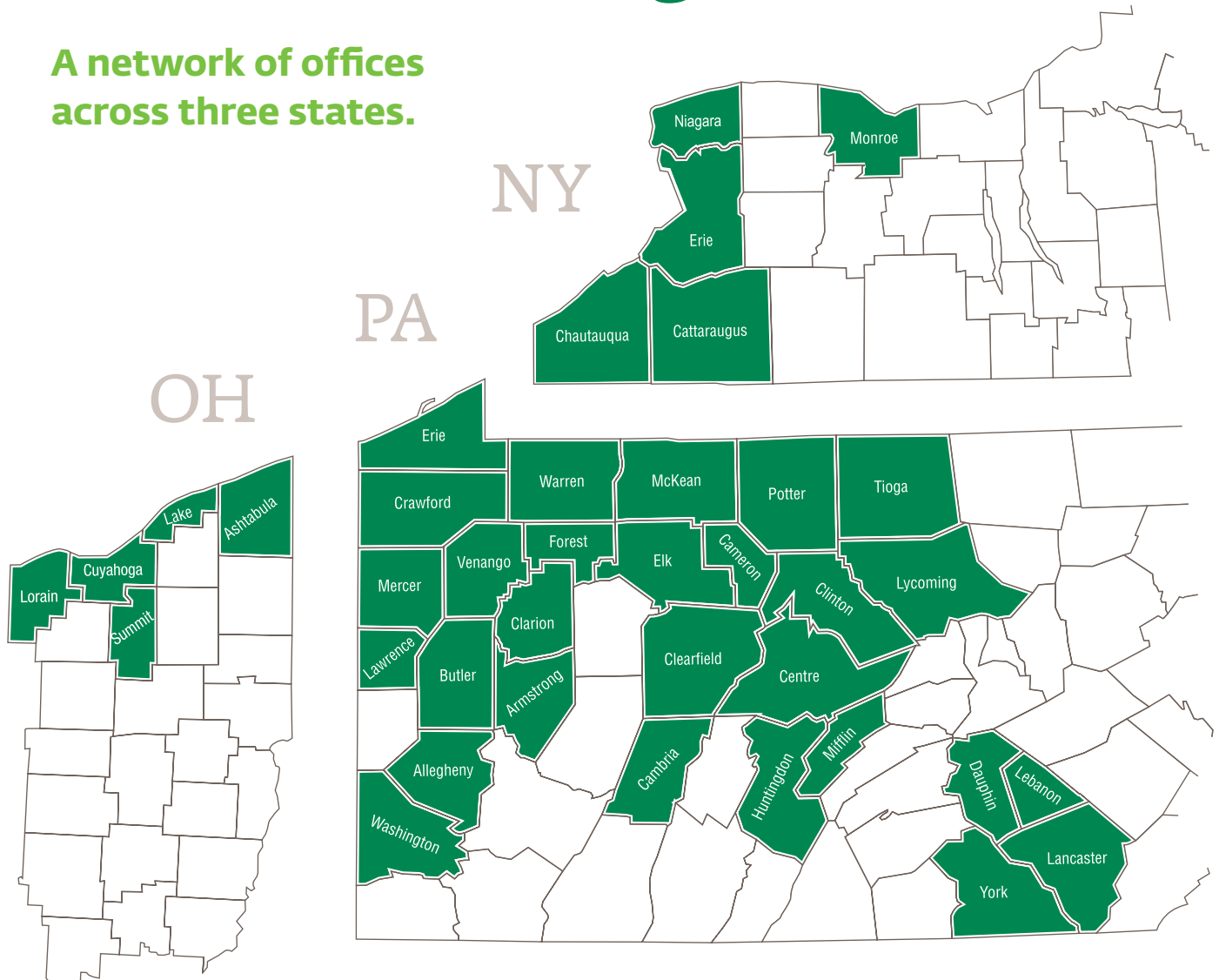
Stock Price Performance Since IPO

in total return % (Source: SNL Financial)



Market Coverage

A network of offices across three states.



An award-winning year.

In 2018, Northwest Bank was ranked "Highest Customer Satisfaction with Retail Banking in the Mid-Atlantic Region, 6 out of 9 years" by JD Power.

We were also proud to be named by Time's Money Magazine as the "Best Bank in the Mid-Atlantic Region," an area comprised of New York, New Jersey, Pennsylvania, Maryland, Delaware, West Virginia and Virginia.



Increasing the value of you.

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

Like the world around us, banking is getting more connected by the second.

Today, most banking can be done with the tap of a finger.

Most—but not all of it.

Sometimes you need more from your bank. You need people.
People who know that conversation is still the world's most sophisticated banking tool.
Who remember that personal banking needs personal attention.

Who believe that no matter how banking may change,
there's nothing more important than
increasing the value of you.



Business Solutions

A greater degree of confidence.

If you're running a business, your day-to-day gives you plenty to think about. You don't have time to wonder whether your business banking strategies are all working together properly. But we do. With Northwest 360, our team becomes an extension of yours, mapping out a plan to accomplish your goals. Your business gets smarter—and your focus stays where it belongs. That's how we're increasing the value of you.



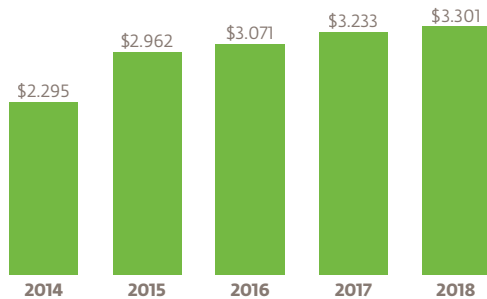
Business Solutions

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.

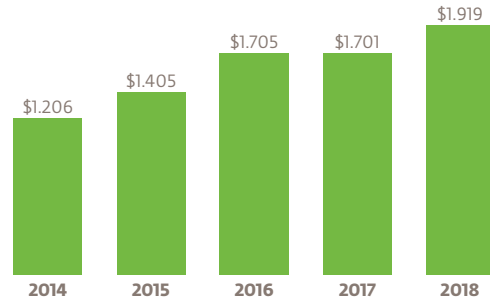
Commercial Loans

in billions of dollars

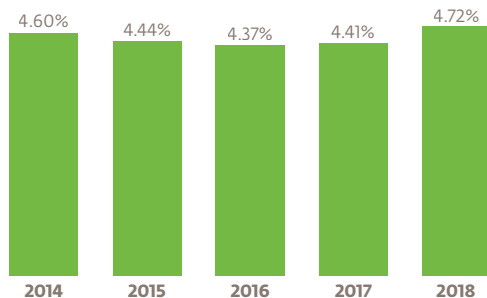


Business Deposit Balances

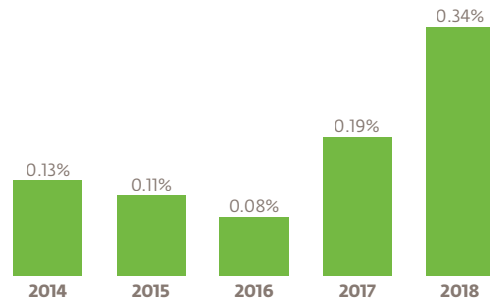
in billions of dollars



Commercial Loan Yields

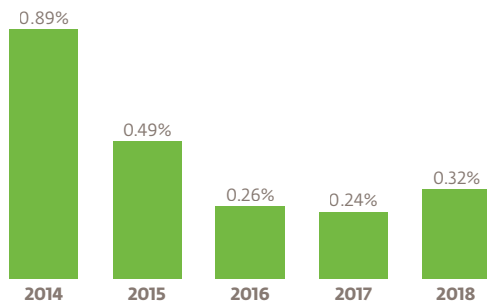


Cost of Business Deposits

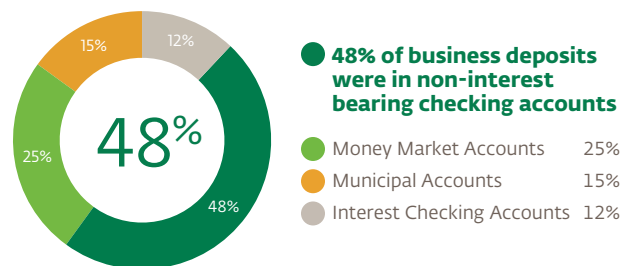


Commercial Loan Losses

as a % of commercial loans



Business Deposit Mix

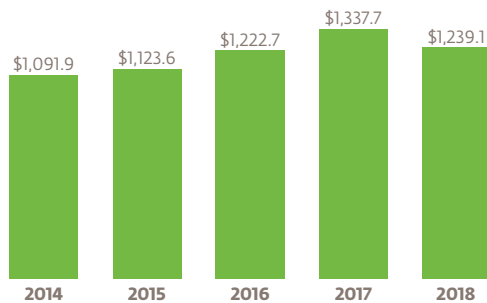


Business Solutions

Trust Services

Business trust revenue increased over the past year as we continued to diversify our mix of both revenue and assets under management.

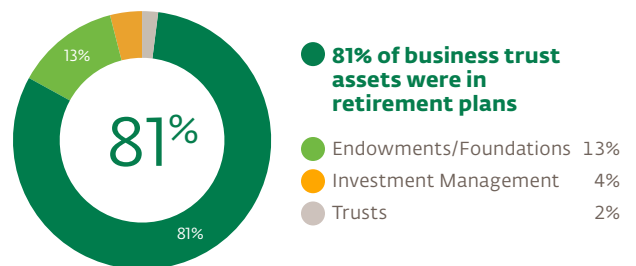
Business Trust Assets Under Management
in millions of dollars



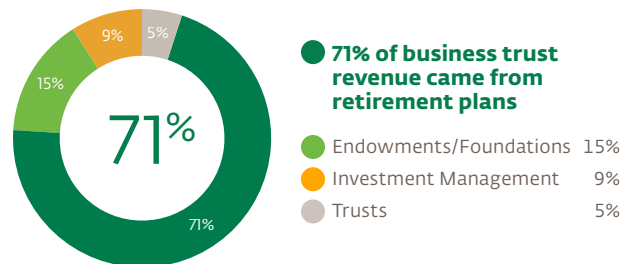
Business Trust Revenue
in millions of dollars



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



Business Trust Revenue Mix
as a % of total business revenue



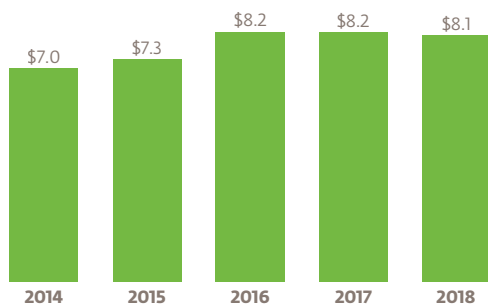
Business investments, employee retirement plans and succession plans play an enormous role in the health of a business. That's where our trust officers shine.



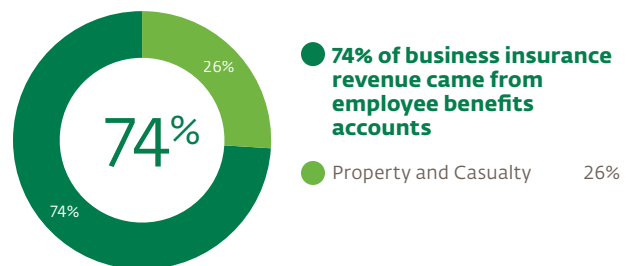
Insurance Services

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.

To most people, a good bank is an account, an app and an ATM. But when did "good" become good enough?

To be a great bank, it takes people. Who know your name and face. Who take problems off your shoulders. Who take the time, make the effort and worry about what matters to you.

At Northwest, it's pretty simple. The difference between a good bank and a great bank—is doing more to increase the value of you.



Bank



Borrow



Invest



Insure

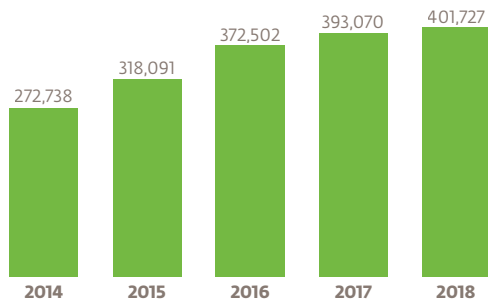


Plan

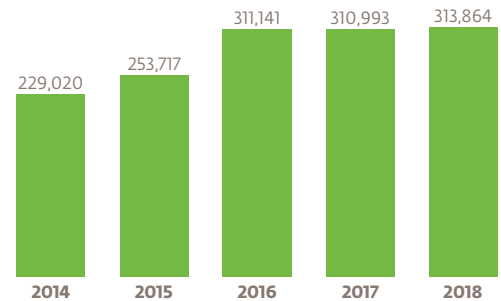
Deposits

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 them for years to come as we deepen those relationships.

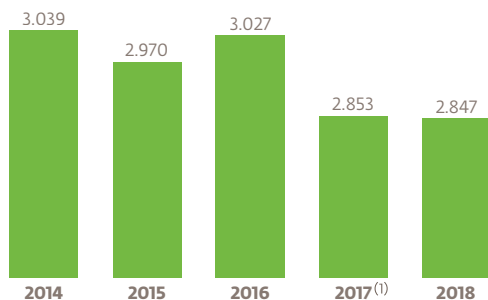
Number of Households



Number of Checking Accounts

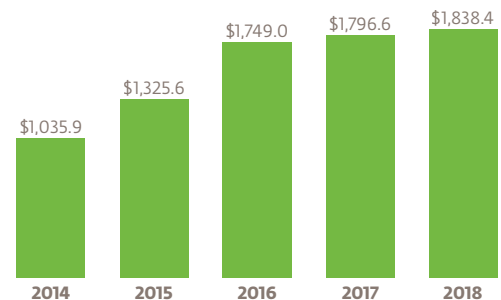


Services Per Household



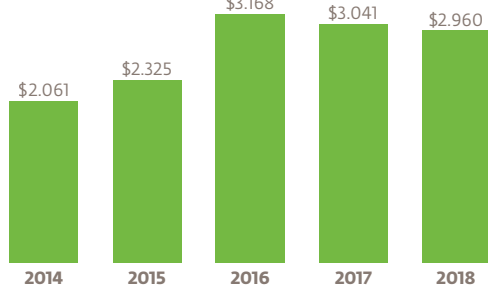
Checking Account Balances

in millions of dollars



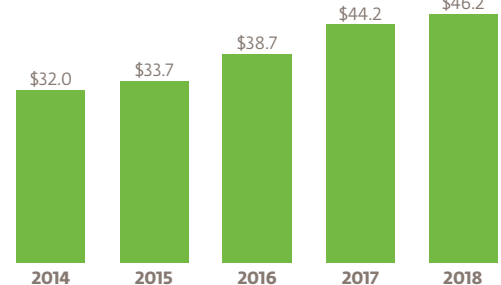
Savings and Insured Money Fund Deposit Balances

in billions of dollars



Checking Account Fees

in millions of dollars



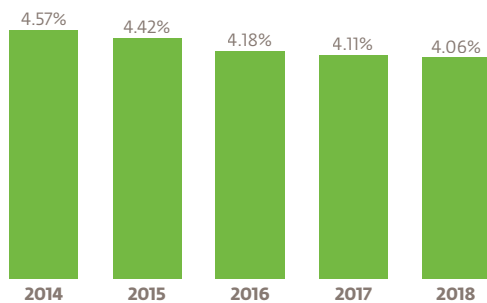
⁽¹⁾ In 2017, services per household declined as we welcomed former Northwest Consumer Discount Company single-service loan customers to the bank.

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.

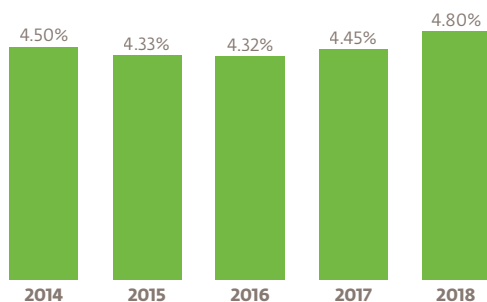
Mortgage Portfolio Yield



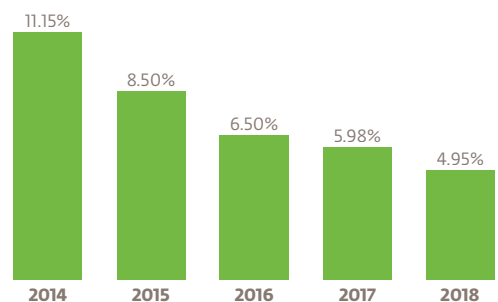
Consumer Loans
in millions of dollars



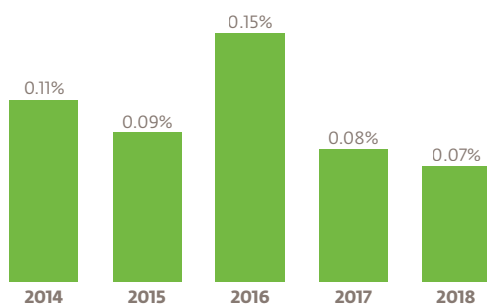
Home Equity Portfolio Yield



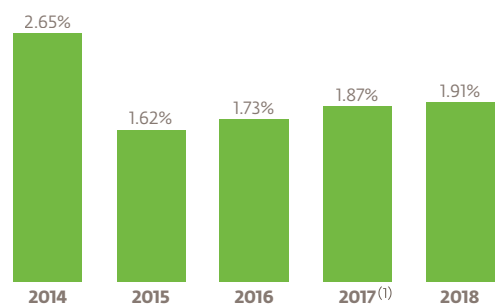
Consumer Loan Portfolio Yield



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



Consumer Loan Losses
as a % of consumer loans



⁽¹⁾ Excludes consumer finance loans from Northwest Consumer Discount Company

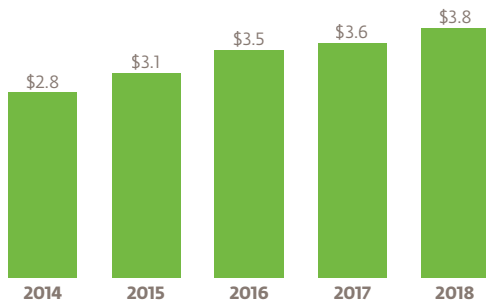
Trust Services

We continue to grow personal trust revenue through our focus on relationships, service and customized investment management solutions.

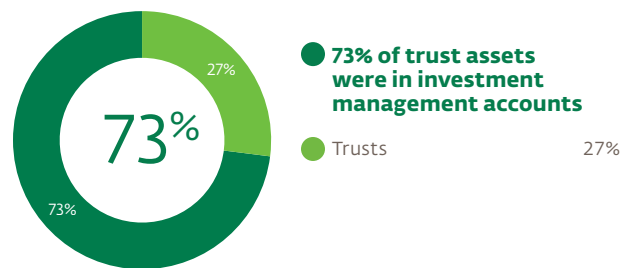
Personal Trust Assets Under Management
in millions of dollars



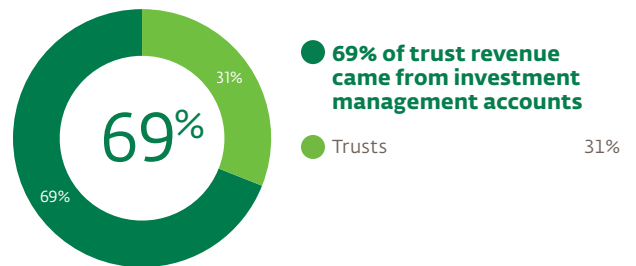
Personal Trust Revenue
in millions of dollars



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



Personal Trust Revenue Mix
as a % of total personal revenue



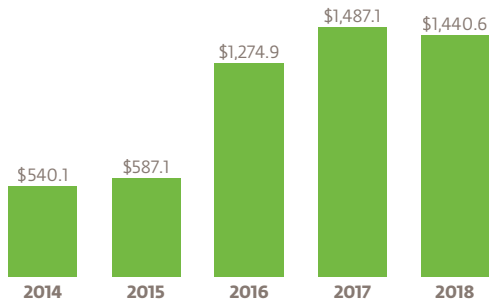
Our experienced team of trust officers help ensure customer assets are protected—and their legacies are fulfilled.

Personal Solutions

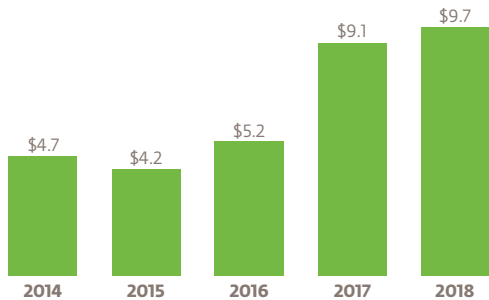
Northwest Advisors

After our first full year with LPL Financial as our broker dealer, we continued to grow the quality of our program as well as personal investment management revenue.

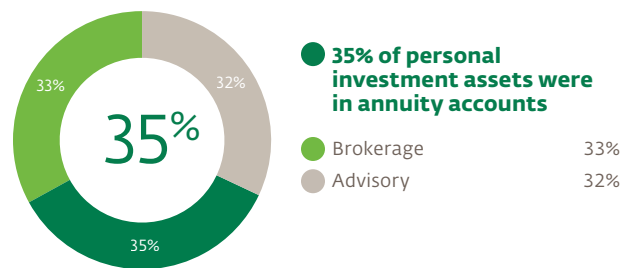
Personal Assets Under Management
in millions of dollars



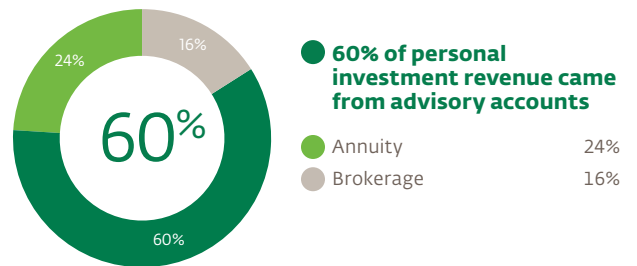
Personal Investment Management Revenue
in millions of dollars



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



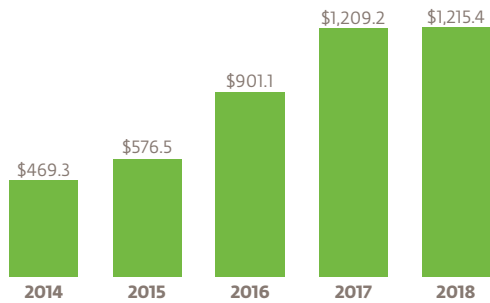
Personal Investment Management Revenue Mix
as a % of total personal revenue



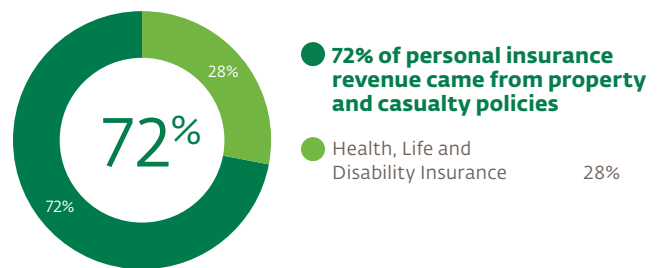
Insurance Services

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 2018.

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,	
	2018	2017
ASSETS		
Cash and cash equivalents	\$ 68,789	\$ 77,710
Marketable securities available-for-sale	801,450	792,535
Marketable securities held-to-maturity	22,765	29,678
Loans receivable, net of allowance for loan losses of \$56,795 and \$60,939	7,996,225	7,736,614
Accrued interest receivable	24,490	23,352
Real estate owned, net	2,498	5,666
Bank-owned life insurance	171,079	171,547
Premises and equipment	143,390	151,944
Goodwill and other intangible assets	327,241	333,089
Federal Home Loan Bank stock, at cost	15,635	11,733
Other assets	34,211	30,066
TOTAL ASSETS	\$ 9,607,773	\$ 9,363,934
LIABILITIES AND SHAREHOLDERS' EQUITY		
Deposits	\$ 7,894,179	\$ 7,826,989
Borrowed funds	234,389	108,238
Advances by borrowers for taxes and insurance	43,298	40,825
Accrued interest payable	744	460
Other liabilities	66,312	68,485
Trust preferred securities	111,213	111,213
TOTAL LIABILITIES	8,350,135	8,156,210
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; 103,354,030 and 102,394,828 shares issued and outstanding, respectively	1,034	1,027
Paid-in capital	745,926	730,719
Retained earnings	550,374	508,058
Accumulated other comprehensive loss	(39,696)	(32,080)
TOTAL SHAREHOLDERS' EQUITY	1,257,638	1,207,724
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	\$ 9,607,773	\$ 9,363,934

Condensed consolidated statements of income

In thousands, except per share data	YEARS ENDED DECEMBER 31,		
	2018	2017	2016
INTEREST INCOME:			
Loans	\$ 356,571	\$ 339,992	\$ 329,039
Investments and interest-earning cash	19,210	18,864	16,595
TOTAL INTEREST INCOME	375,781	358,856	345,634
INTEREST EXPENSE:			
Deposits	30,985	23,057	23,465
Borrowed funds	6,155	5,014	14,834
TOTAL INTEREST EXPENSE	37,140	28,071	38,299
Net interest income	338,641	330,785	307,335
Provision for loan losses	20,332	19,751	13,542
NET INTEREST INCOME AFTER PROVISION FOR LOAN LOSSES	318,309	311,034	293,793
NONINTEREST INCOME:			
Service charges and fees	50,792	49,717	44,113
Trust and other financial services income	16,581	17,987	14,103
Gain/(loss) on sale of investments	157	1,148	625
Insurance commission income	8,791	9,013	10,522
Income from bank-owned life insurance	5,821	6,093	5,361
Other ⁽¹⁾	9,560	26,522	10,636
TOTAL NONINTEREST INCOME	91,702	110,480	85,360
NONINTEREST EXPENSE:			
Compensation and employee benefits	152,395	152,296	142,595
Premises and occupancy costs	27,519	28,863	26,134
Office operations	14,139	16,342	14,898
Collections expense	2,209	2,849	2,431
Processing expenses	39,046	39,086	34,859
Amortization of intangibles	5,848	6,764	4,259
Marketing expenses	8,434	9,607	8,852
Federal deposit insurance premiums	2,746	3,518	4,404
Restructuring and acquisition expenses	1,014	4,419	49,191
Other	22,748	21,859	21,883
TOTAL NONINTEREST EXPENSE	276,098	285,603	307,838
Income before income taxes	133,913	135,911	71,315
Income tax expense	28,422	41,444	21,648
NET INCOME	\$ 105,491	\$ 94,467	\$ 49,667
Basic earnings per share	\$ 1.03	\$ 0.94	\$ 0.50
Diluted earnings per share	\$ 1.02	\$ 0.92	\$ 0.49

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

Directors and Officers

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President
Campana Capital

Deborah J. Chadsey

Attorney and Partner
Kavinoky Cook LLP

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Retired Partner
Catalano, Case, Catalano &
Clark-Radzieta, LLP

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Erie Bronze & Aluminum Company

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Controller
Interstate Chemical Company

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Hefren-Tillotson, Inc.

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W.R. Case and Sons Cutlery Company

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Retired CEO
Rouse Estate

Philip M. Tredway

President and CEO
Erie Molded Plastics, Inc.

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Chief Executive Officer

Steven G. Fisher

Senior Executive Vice President
Chief Revenue Officer

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Senior Executive Vice President
Chief Financial Officer

Michael W. Bickerton

Executive Vice President
Commercial Lending

John J. Golding

Executive Vice President
Business Development

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Michael G. Smelko

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Retail Lending

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Shawn O. Walker

Executive Vice President
Chief Marketing Officer

Scott J. Watson

Executive Vice President
Deputy Chief Information Officer

Andrew C. Young

Executive Vice President
Chief Information Officer

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Chief Compliance Officer

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Commercial Real Estate Lending

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Northwest Advisors

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Senior Vice President
Facilities

Douglas H. Bert
Senior Vice President
Insurance Services

Kevin S. Carpenter
Senior Vice President
Retail Lending

Michele D. Cavalier
Senior Vice President
Senior Trust Officer

Thomas K. Creal IV
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Credit Administration

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Human Resources

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Human Resources

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Chief Auditor

Melody Schott
Senior Vice President
Support Services

Heidi Schwab
Senior Vice President
Commercial Loan Operations

Vicki L. Stec
Senior Vice President
Bank Secrecy Officer

Eric D. Stoever
Senior Vice President
Chief Technology Officer

James M. Swanson
Senior Vice President
Deposit Products/Treasury Management

William C. Tarpensing
Senior Vice President
Retail Lending

C. Forrest Tefft
Senior Vice President
Corporate Finance Lending

Jeffrey R. White
Senior Vice President
Controller

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New York

Julie Fallon Hughes
Southwest Pennsylvania

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 17, 2019, 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 "NWBL."

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: 1-800-937-5449
Toll Free: 1-877-715-0499
Email: help@astfinancial.com
www.astfinancial.com

Online Shareholder Access

Registered shareholders can securely manage their account(s) online through American Stock Transfer & Trust Company, LLC at www.astfinancial.com by clicking "Individual" and "Shareholder Central". 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 "Individual" and "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 1-877-715-0499 or Northwest, toll-free, at 1-800-859-1000 or (814) 728-7263.

Direct Deposit of Dividends

Registered 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 1-800-937-5449 or Northwest, toll-free, at 1-800-859-1000.

Investor Relations

Ronald J. Seiffert
Chairman, President and Chief Executive 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
1-800-859-1000



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. ©2019 Northwest Bancshares, Inc.



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