



Champions of  
**Opportunity**  
**2021**



# Champions of Opportunity

## A Message to Shareholders from Ronald J. Seiffert — Chairman, President and CEO

It is difficult to believe that it has been more than two years since the beginning of the COVID-19 pandemic. Reflecting on that, I think about how much has changed, and how that change has impacted each of us physically, emotionally, financially or practically as we live our day-to-day lives.

I would like to begin this year's message by thanking our valued employees for their dedication to being there, standing strong as **Champions of Opportunity** for our customers, our communities and for each other. More times than I can count, I have noted moments when our team has gone above and beyond to understand and empathize with customers and fellow employees, empowering them to triumph over these challenging times and pursue their own vision of wealth and happiness.

While providing support to others, our teams also answered the call in 2021 by embracing progress, change and innovation. Their willingness to adopt and learn new technology led to the successful implementation of the first phase of our digital transformation efforts, which provided customers with simple, fast and secure digital banking solutions designed to provide seamless account access and financial insights where and when they want it.

As with our employees and our customers, we share a fundamental commitment to you, our shareholders. Our team's dedication to supporting others through daily practice of trust, collaboration and accountability is what allowed us to continue to deliver on the

objectives outlined in our five-year strategic plan, which was approved by our Board of Directors in October 2018.

In 2021, we prioritized the following initiatives to help ensure a solid return on your investment and your continued belief in us:

- Embarked on an initiative reaffirming our culture and commonality of goal and purpose, recognizing that we truly are Champions of Opportunity;
- Completed Phase I of our digital transformation strategy, which converted 15 of our major systems/applications to our new digital platform;
- Announced our 2022 branch optimization strategy, which includes the closing of 20 branches at an expected annual cost savings of \$8 million;
- Executed our retail workforce optimization strategy, which focused on creating cost savings in our branch network through increased efficiencies;
- Recruited key executive-level talent to the company across departments, including Marketing, Human Resources and Information Systems;
- Established our new holding company headquarters for Northwest Bancshares, Inc. in Columbus, Ohio, while maintaining our Northwest Bank headquarters in Warren, Pennsylvania;

- Sold our insurance business at a gain of \$25 million;
- Expanded the initiatives of our Diversity and Inclusion strategy through increased activities of our Inclusion Council as part of our Environmental, Social and Governance (ESG) commitment;
- Recruited Pablo Vegas to the Northwest Bank Board of Directors, who represents the Columbus market and is experienced in strategy, technology and operations;
- Continued the execution of our strong succession management and mentoring programs, including the completion of an engagement with Korn Ferry which assessed personal and professional development opportunities for our four senior executive vice presidents; and, finally
- Generated very strong credit quality metrics despite the negative impact of the pandemic resulting in charge-offs and delinquencies of 0.20% and 1.00%, respectively, at December 31, 2021.

The execution of these key initiatives contributed significantly to our financial performance. For the fiscal year ending December 31, 2021, the company generated net income of \$154.3 million and an ROA of 1.08%. The financial statements incorporated in this report will provide an in-depth analysis of these results.

## 2022 Focus

In October 2021, our executive management team presented a refreshed strategic plan to our Board of Directors for approval, which included key initiatives to further enhance our financial performance for 2022. The major initiatives that emerged from this process are as follows:

### Commercial Banking

Generate improved results from the significant investments we made in 2021 in our Delaware Valley LPO, the creation of our Healthcare Vertical, the expansion of our Corporate Finance Department and through the addition of quality Commercial Bankers in Indiana, Pittsburgh, Columbus and Cleveland; Develop equipment finance capability through hiring external expertise or through an acquisition of an independent company; Assess end-to-end Commercial sales and credit processes to remove friction and to improve our overall customer experience.

### Business Banking

Expand our capability through the development of new loan options, bundled treasury management products and innovative technology to improve our small business customer experience; Expand the production and sale of SBA loan products.

### Digital Transformation

Execute Phase II of our digital platform strategy to include the conversion of six new systems/applications.

### Branch Optimization 2.0

Close 20 branches, which represents approximately 12% of our retail network.

### Workforce Optimization 2.0

Reduce costs in our retail branch network through process improvements and through the migration of our customer base to our digital platform.

## Customer Experience

Continue to institutionalize our Customer Experience strategy, shifting our focus and aspiration away from just customer “satisfaction” to customer “experience”.

## Marketing and Communication

Strengthen marketing and communication by leveraging data to develop and implement growth strategies for each of the bank’s lines of business.

## Risk Management

Continue our historically-strong emphasis on maintaining effective risk management practices and oversight across the bank in response to an increasingly complex banking environment.

## Diversity and Inclusion

Through our Inclusion Council established in 2020, continue to develop focused ESG initiatives to build upon the bank’s inclusive environment to include data collection and analysis, education, training and development and community engagement.

## Mergers and Acquisitions

Continue to explore merger opportunities within our defined target market of Pennsylvania, New York, Ohio and Indiana.

## Talent Acquisition, Development and Retention

Continue to aggressively pursue and develop top talent across all our job families to support our growth and to respond to the increasing complexities of our business.

Through the effective execution of these initiatives in 2022, we are confident that we will build upon the historically-consistent financial performance of the company and, in turn, enhance shareholder value.

## Conclusion

Despite the many challenges created by the prolonged pandemic and the continued headwinds created by the interest rate environment in 2021, I was very pleased with the performance of our bank. We were able to complete a number of strategic initiatives during 2021, which will enhance our ability to perform at higher levels during 2022.

We are in the fourth year of executing our compelling five-year strategic plan approved in 2018 by our Board of Directors which, we believe, will continue to enhance shareholder returns in 2022 and beyond. However, we continue to have a strong bias that our greatest strength is our people. We have exceptional employees who are extremely dedicated to our company, to our customers and to the communities which we serve.

On behalf of our Board of Directors and our employees, I wish to thank our customers for their continued loyalty and trust and our shareholders for your confidence in our company and for your support!

Sincerely,



Ronald J. Seiffert  
Chairman, President and CEO



# Corporate Profile

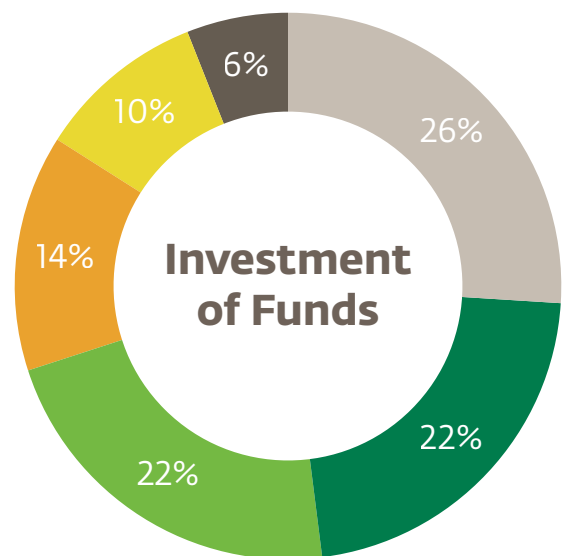
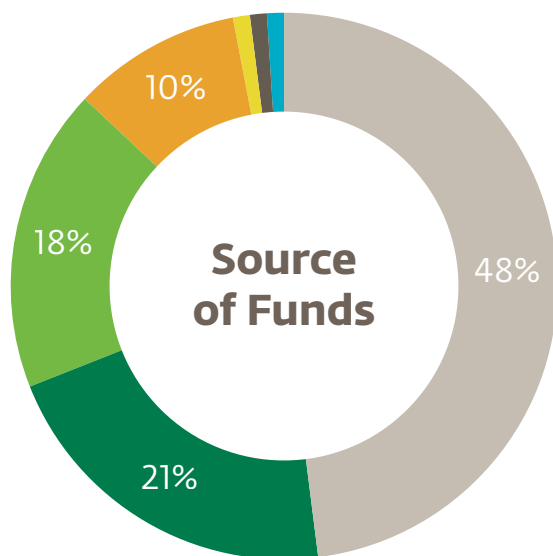
## Northwest Bancshares, Inc.

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

As of December 31, 2021, we held assets of \$14.50 billion, 162 full-service community

banking locations, eight free-standing drive through locations and 226 ATMs across Pennsylvania, New York, Ohio and Indiana. For more than 125 years, we have served our communities by meeting the diverse financial needs of individuals, families, organizations and businesses seeking to bank, borrow, invest and plan their futures.

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

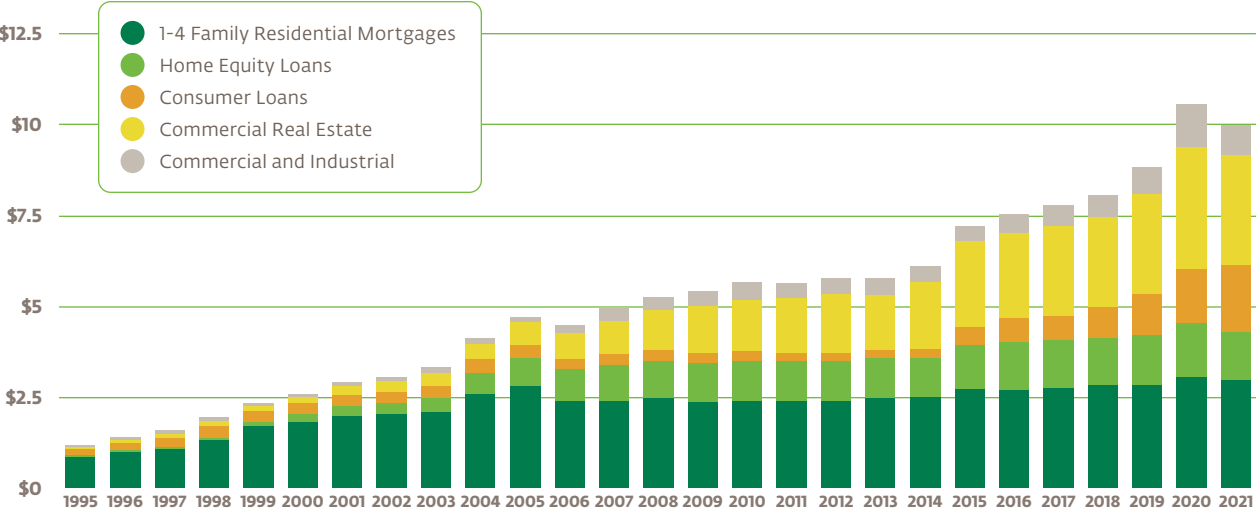


- Checking Accounts ..... 48%
- Money Market Accounts ..... 21%
- Savings Accounts ..... 18%
- Certificates of Deposit ..... 10%
- Borrowed Funds ..... 1%
- Subordinated Debt ..... 1%
- Junior Subordinated Debentures .... 1%

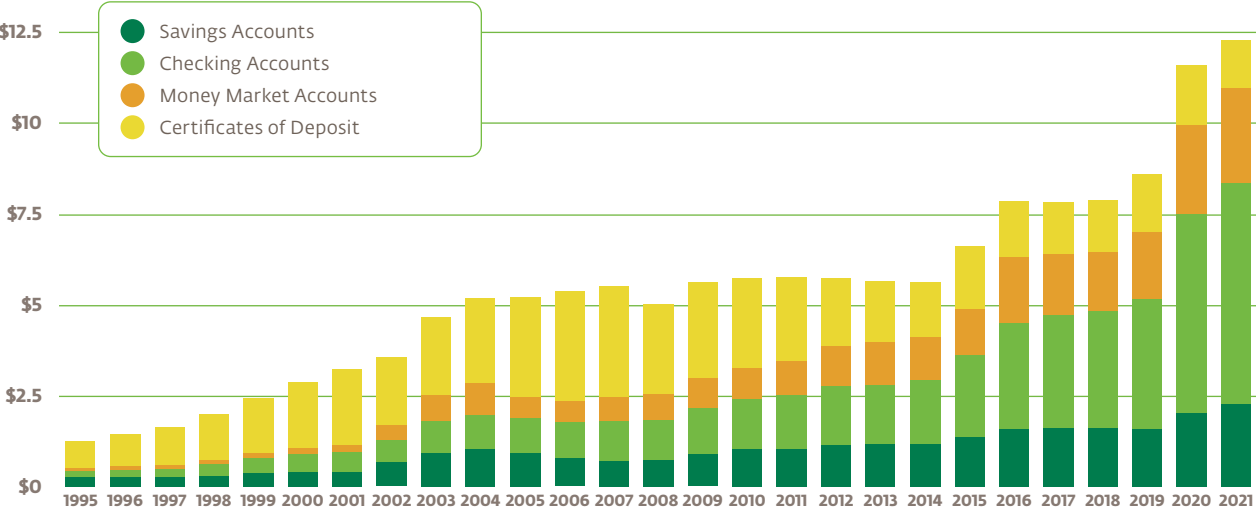
- Cash and Investments ..... 26%
- Commercial Real Estate ..... 22%
- Mortgage Loans ..... 22%
- Consumer Loans ..... 14%
- Home Equity Loans ..... 10%
- Commercial Loans ..... 6%

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 a 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

<b>AT YEAR END DECEMBER 31,</b>	<b>2021</b>	<b>2020</b>	<b>2019</b>
Total assets	\$ 14,501,508	\$ 13,806,268	\$ 10,493,908
Loans receivable, net	9,914,151	10,446,422	8,750,733
Deposits	12,301,165	11,599,233	8,592,007
Shareholders' equity	1,583,571	1,538,703	1,353,285
Book value per share	12.51	12.11	12.66
Tangible book value per share	9.40	8.95	9.21
Closing market price per share	14.16	12.74	16.63
<b>FOR THE YEAR ENDED DECEMBER 31,</b>			
Net interest income	\$ 391,262	\$ 391,728	\$ 360,466
Net income	154,323	74,854	110,432
Diluted earnings per share	1.21	0.62	1.04
Dividends per share	0.79	0.76	0.72
<b>KEY FINANCIAL RATIOS FOR THE YEAR ENDED DECEMBER 31,</b>			
Return on average shareholders' equity	9.91%	4.72%	8.36%
Return on average assets	1.08%	0.58%	1.07%
Tangible common equity	8.43%	8.48%	9.72%
Average interest rate spread	2.89%	3.24%	3.62%
Nonperforming assets to total assets at end of period	1.10%	0.77%	0.67%
Net charge-offs as a percentage of average loans outstanding	0.20%	0.27%	0.23%
Allowance for credit losses to nonperforming loans at end of period	64.38%	129.99%	84.09%
Allowance for credit losses as a percentage of loans receivable	1.02%	1.27%	0.66%
<b>OTHER DATA AT DECEMBER 31,</b>			
Full-service community banking locations	162	162	172
Average deposits per full-service location <sup>(1)</sup>	\$ 75,933	\$ 71,600	\$ 49,954
Full-time equivalent employees	2,332	2,421	2,209
Registered shareholders <sup>(2)</sup>	10,182	12,442	12,532

<sup>(1)</sup> In thousands.

<sup>(2)</sup> Excludes shareholders who own their stock in "street name."



# Growth and Performance

## Assets

Total assets increased \$695.2 million over prior year primarily due to increases in marketable securities and total cash and cash equivalents, as a result of increases in customer deposits.

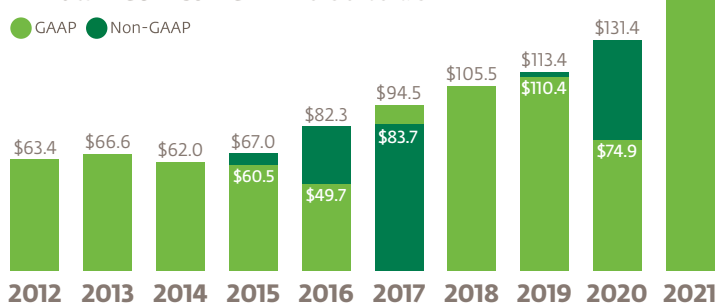
Assets in billions of dollars



## Net income

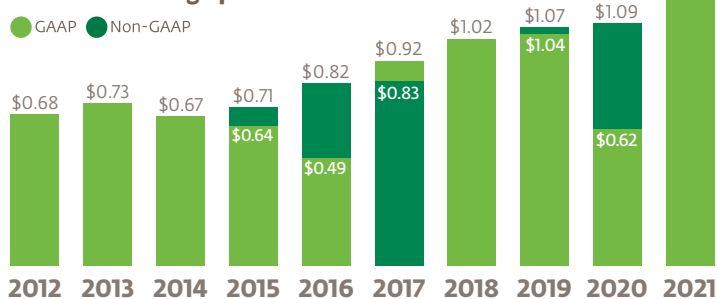
Net income increased \$79.5 million over prior year resulting primarily from a release in provision for credit losses that were built up in the prior year due to uncertainty around the impact of COVID-19 as well as a \$25.3 million gain from the sale of our insurance business.

Annual Net Income in millions of dollars



## Earnings per share

Diluted earnings per share in dollars



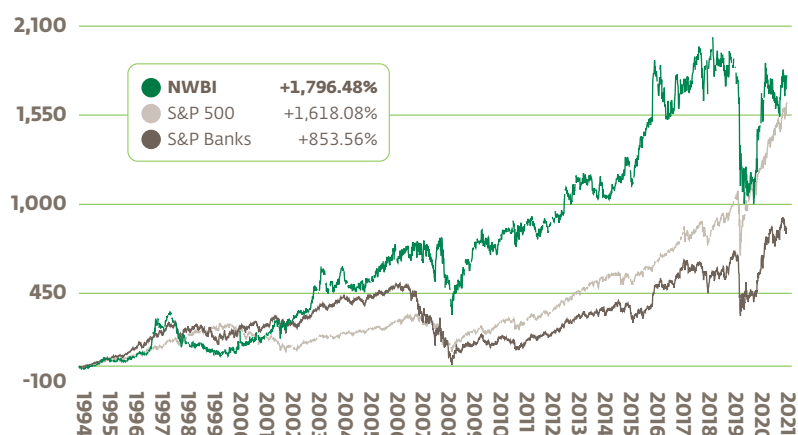
## Common Stock Information

2021	High	Low	Div
1Q	\$ 15.48	\$ 12.42	\$ 0.19
2Q	\$ 14.76	\$ 13.45	\$ 0.20
3Q	\$ 13.88	\$ 12.37	\$ 0.20
4Q	\$ 14.50	\$ 13.11	\$ 0.20

2020	High	Low	Div
1Q	\$ 16.67	\$ 9.92	\$ 0.19
2Q	\$ 12.24	\$ 8.52	\$ 0.19
3Q	\$ 10.72	\$ 8.84	\$ 0.19
4Q	\$ 12.84	\$ 9.07	\$ 0.19

## Stock Price Performance Since IPO

in total return % (Source: S&P Capital IQ)



# Here to make the difference

**Corporate Responsibility | [northwest.com/esg](https://northwest.com/esg)**

For more than 125 years, doing what's right for the people, communities and world around us has been at the heart of who we are. Here you'll find how we meet Environmental, Social and Governance (ESG) standards and uphold responsible business principles to fulfill our shared purpose to create opportunities and empower one another — all to pave the way for a better tomorrow.

## **Governance and Ethics**

Integrity, transparency and trust are three principles that drive the way we do business.

## **Empowering Customers**

It's our mission to empower people with the knowledge and tools they need to improve their lives.

## **Investing in our Team**

We're real people with a shared passion for helping others — most importantly, our employees.

## **Committed to Inclusion**

We face each day as one, embracing our unique perspectives to spark creative solutions.

## **Strengthening Communities**

We're dedicated to making a difference in the places where we live and work.

## **Focused on Sustainability**

Whether it's the environment, our communities, economy or our people, we're here to make a long-lasting impression.



**In 2021, Northwest Bank earned a Home Possible RISE Award from Freddie Mac, which helps low-income homebuyers secure mortgages.**

# WE ARE COMMITTED TO COMMUNITY DEVELOPMENT

## Community Donations

We donate to support job creation, affordable housing and other services in low- and moderate-income neighborhoods.

### Annual Community Donations <sup>(1)</sup>



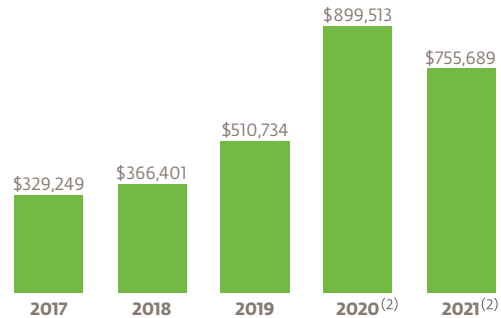
<sup>(1)</sup> Does not include all donations made at the local level.

## Community Lending

We're committed to nurturing dreams of prosperity — from home ownership to entrepreneurship — for those who need it most.

### Annual Community Lending

in thousands of dollars



<sup>(2)</sup> Includes PPP loans.

## In the spotlight: Belmont Financial Education Center

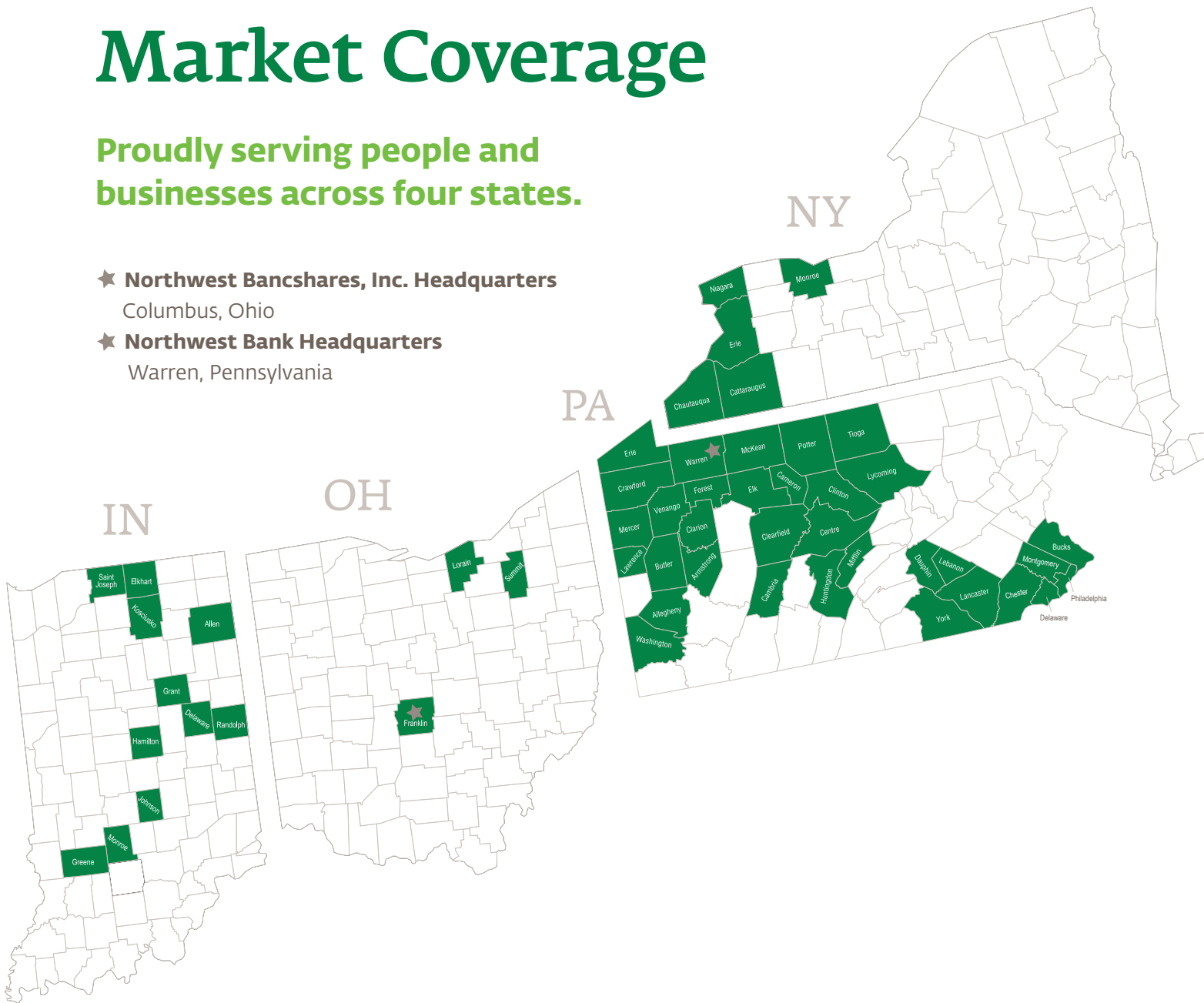
In 2021, we were proud to stand alongside our partners from Belmont Housing in Buffalo to cut the ribbon marking the grand opening of the Belmont Financial Education Center, powered by Northwest. Through this partnership, people who live on the East Side of Buffalo and beyond will be able to put their children through college, invest in homes, start businesses and retire in comfort and security. This is what true economic development looks like. **Scan this code to learn more.**



# Market Coverage

Proudly serving people and businesses across four states.

- ★ Northwest Bancshares, Inc. Headquarters  
Columbus, Ohio
- ★ Northwest Bank Headquarters  
Warren, Pennsylvania



2021 was an award-winning year for Northwest Bank as we were ranked **Highest Customer Satisfaction with Retail Banking and Most Trusted Retail Bank in Pennsylvania** by J.D. Power — we were also named **one of America's Best Banks** by Forbes.

# Business Solutions

We're passionate about helping people.

At Northwest, we believe there are opportunities around every corner. And we're here to surround you with the tailored solutions and personalized advice you need to find them.

Our network of local experts puts you and your business at the center of everything they do, understanding your unique needs, identifying customized tools and ultimately, empowering you to achieve your financial goals.

From treasury management and financing to investment management and employee benefits for businesses big and small, consider our team an extension of yours.



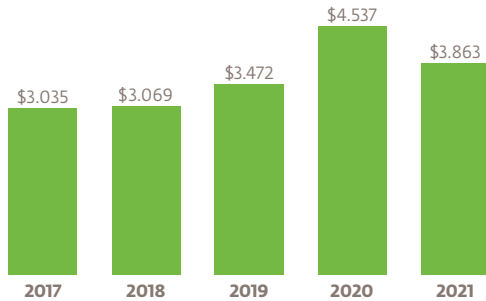
# Business Solutions

## Loans and Deposits

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

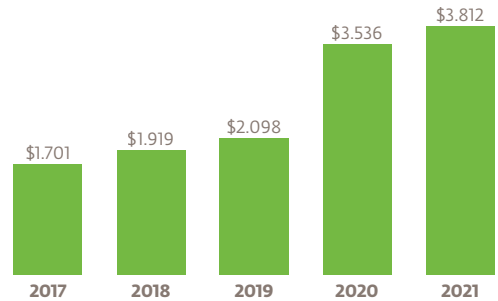
### Commercial Loans

in billions of dollars

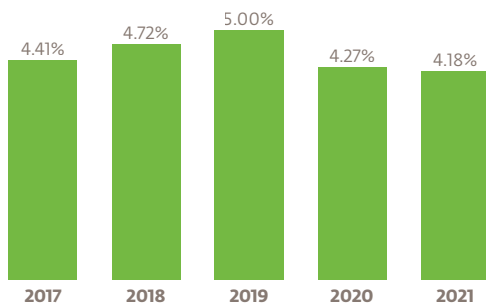


### Business Deposit Balances

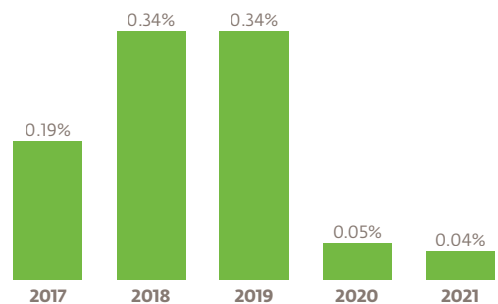
in billions of dollars



### Commercial Loan Yields

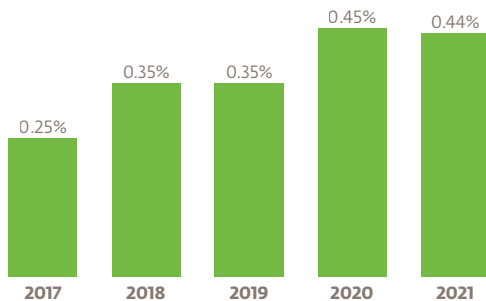


### Cost of Business Deposits

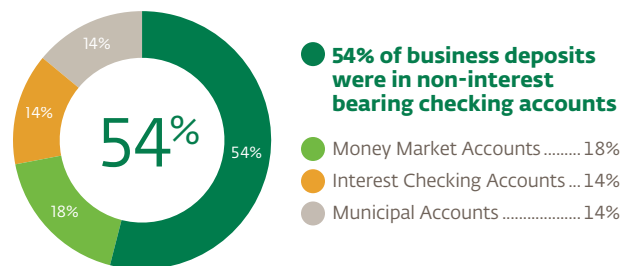


### Commercial Loan Losses

as a % of commercial loans



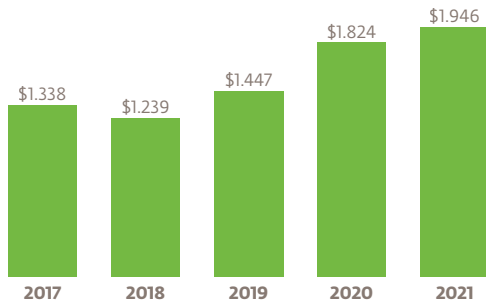
### Business Deposit Mix



## Trust Services

Business trust revenue has remained strong over the past year as we continue to diversify our mix of both revenue and assets under management.

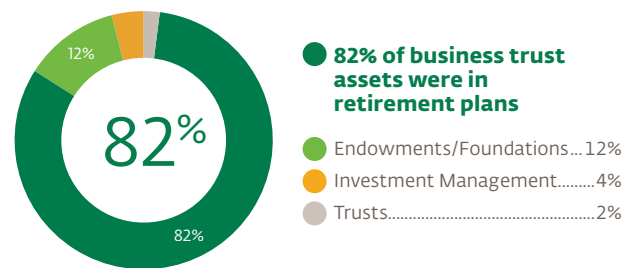
**Business Trust Assets Under Management**  
in billions of dollars



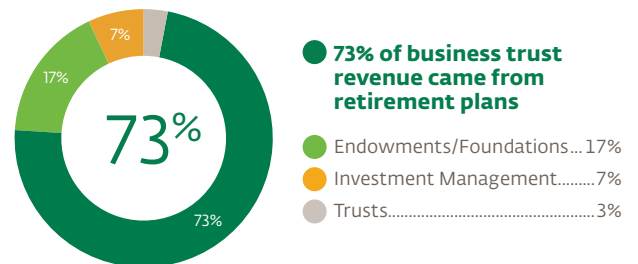
**Business Trust Revenue**  
in millions of dollars



**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 important role in the health of a business. That's where our trust officers shine.**

# It's time to bank easier

Simple, fast and secure access at your fingertips.



We're always looking for ways to make banking better. And when we get it right, it just clicks. Which is why in 2021, we launched our enhanced digital experience. With digital banking, we're here for you any time you need us, giving you the freedom to bank when, where and how you want. Powered by the latest technology and backed by our dedicated people, our digital evolution enables us to be more connected than ever.

## Experience Easier

Whether you're a personal or business customer, our reimagined digital experience means better banking is at your fingertips. Safe, simple and secure, our enhanced online and mobile banking is designed for easy access and fast functioning on any device.

### For Personal Customers:

#### Send Money Fast

Experience the quick and secure convenience of sending money with Zelle®, plus easy-to-use bill pay and money transfers between internal or external accounts.

#### Monitor Easily

Enjoy powerful tools that help you manage your financial well-being, including instant credit score checks, recommendations to help reduce debt, plus enhanced ways for you to budget today and plan for the future.

#### Stay Secure

Powerful tools that help keep your account safe, including alerts and card controls managed within online banking, biometric facial recognition and fingerprint access in mobile, and passcode authentication.

### For Business Customers:

#### Stay Safe and Secure

Powerful tools that help keep your business secure, including alerts and card controls, positive pay to protect checks and ACH transactions and biometric facial recognition and fingerprint access in mobile.

#### Customize Your Access

With entitlements, enable the right access for the right people, so your business runs the way you want.

#### Move Money Easily

Enjoy banking that runs at the speed of your business, including simple money transfers with built-in alerts, bill pay designed for business, plus payments through wire transfers and ACH.



# Personal Solutions

## Increasing the value of you.

At Northwest, we find joy in going the extra mile, helping you along the journey to achieve your financial goals.

Our team of trusted advisors treat your dreams as theirs, approaching every one of them with fresh thought and personal attention.

Whether you're just getting started or financially secure, the tools we provide today will make a lasting difference tomorrow.



Bank



Borrow



Invest



Protect



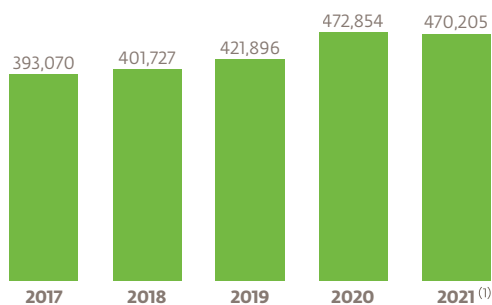
Plan

# Personal Solutions

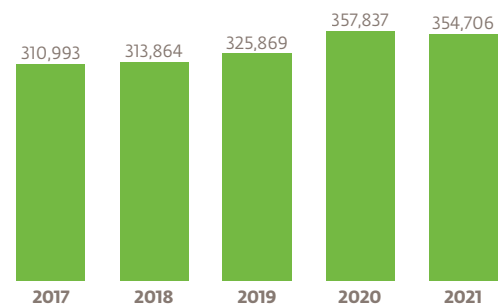
## Deposits

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

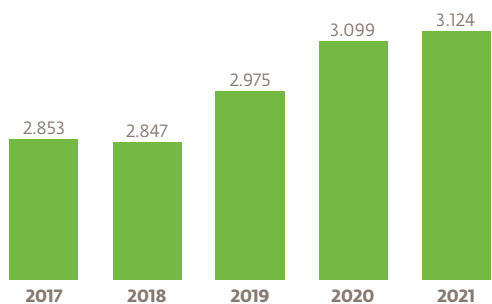
**Number of Households**



**Number of Checking Accounts**

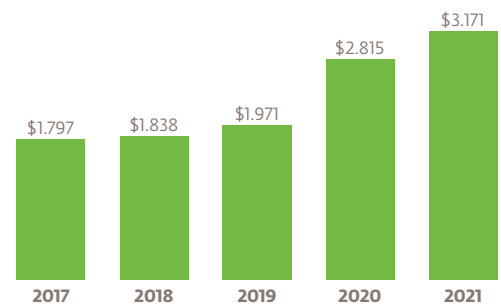


**Services Per Household**



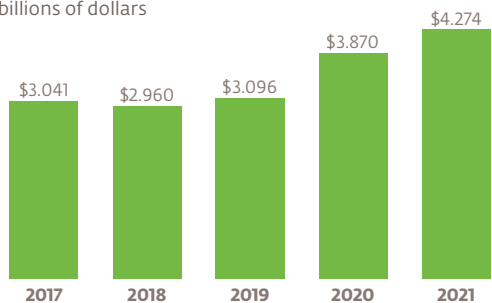
**Checking Account Balances**

in billions of dollars



**Savings and Insured Money Fund Deposit Balances**

in billions of dollars



**Checking Account Fees**

in millions of dollars

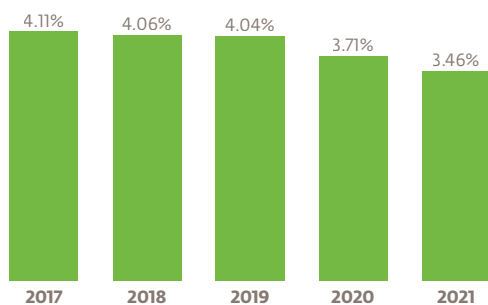


<sup>(1)</sup> In 2021, number of households declined due to the divestiture of our insurance business.

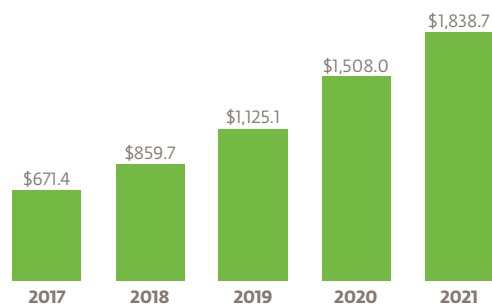
## Loans

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.

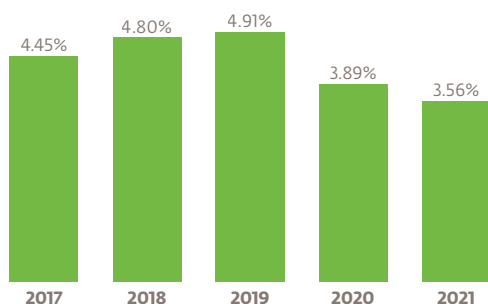
### Mortgage Portfolio Yield



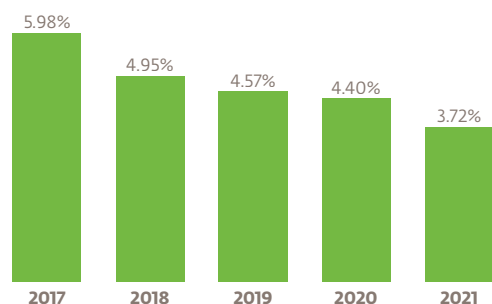
### Consumer Loans in millions of dollars



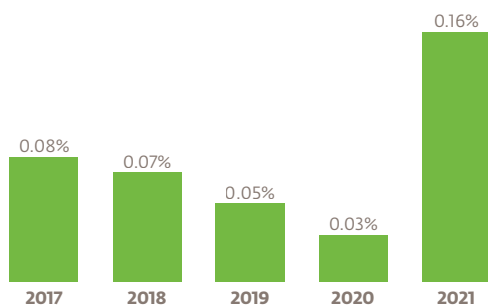
### Home Equity Portfolio Yield



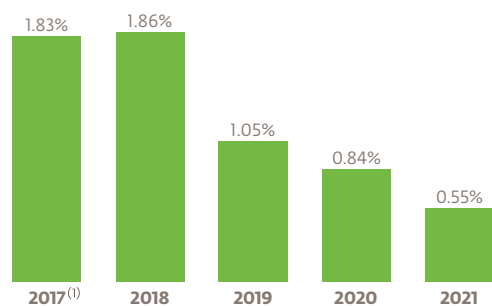
### Consumer Loan Portfolio Yield



### Mortgage and Home Equity Loan Losses as a % of total mortgages and home equity loans



### Consumer Loan Losses as a % of consumer loans



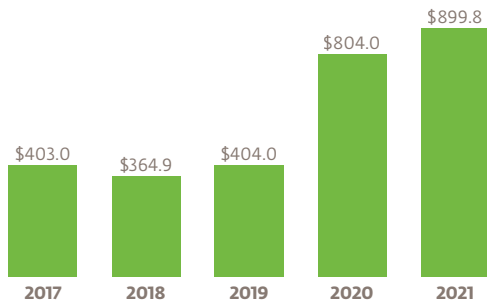
<sup>(1)</sup> Excludes consumer finance loans from Northwest Consumer Discount Company.

# Personal Solutions

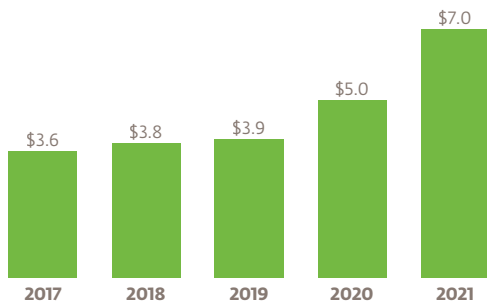
## Trust Services

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

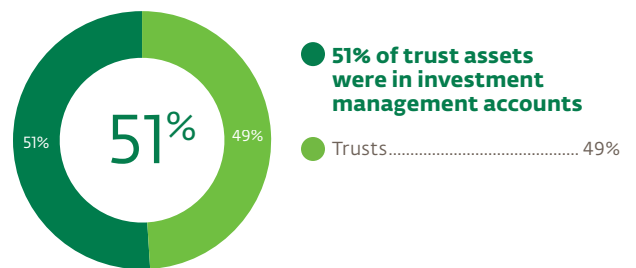
**Personal Trust Assets Under Management**  
in millions of dollars



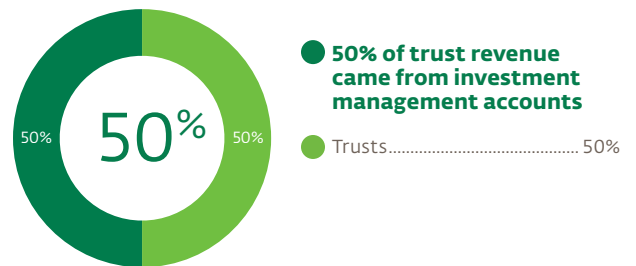
**Personal Trust Revenue**  
in millions of dollars



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



**Personal Trust Revenue Mix**  
as a % of total personal revenue

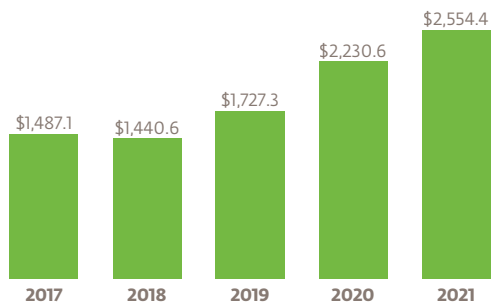


**Our experienced team of trust officers help ensure customer assets are protected—and their legacies are fulfilled.**

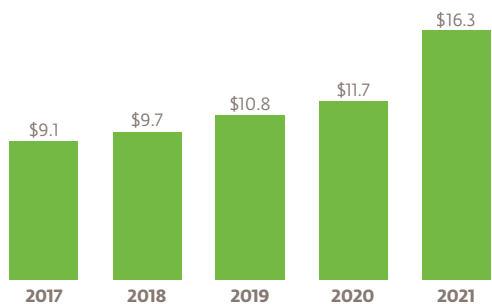
## Northwest Investment Services

2021 was another record-breaking year, with personal assets under management and revenue hitting new highs. Financial Wellness conversations continue to uncover new opportunities with our retail clients.

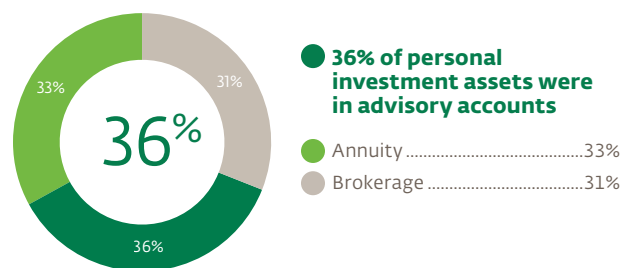
**Personal Assets Under Management**  
in millions of dollars



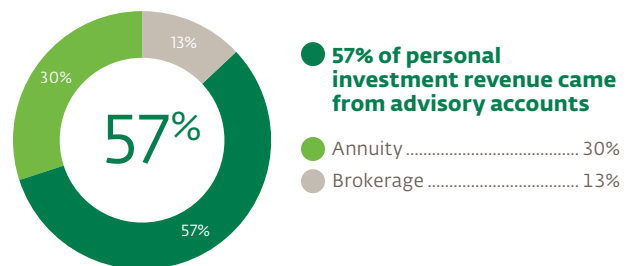
**Personal Investment Management Revenue**  
in millions of dollars



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



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



# Financial Data

## Condensed consolidated balance sheet

In thousands, except share data	<b>AS OF DECEMBER 31,</b>	
	<b>2021</b>	<b>2020</b>
<b>ASSETS</b>		
Cash and cash equivalents	\$ 1,279,259	\$ 736,277
Marketable securities available-for-sale	1,548,592	1,398,941
Marketable securities held-to-maturity	768,154	178,887
Loans receivable, net of allowance for credit losses of \$102,241 and \$134,427	9,914,151	10,446,422
FHLB stock, at cost	14,184	21,748
Accrued interest receivable	25,599	35,554
Real estate owned, net	873	2,232
Premises and equipment, net	156,524	161,538
Bank-owned life insurance	256,213	253,951
Goodwill and other intangible assets	393,833	402,215
Other assets	144,126	168,503
<b>TOTAL ASSETS</b>	<b>\$ 14,501,508</b>	<b>\$ 13,806,268</b>
<b>LIABILITIES AND SHAREHOLDERS' EQUITY</b>		
Deposits	\$ 12,301,165	\$ 11,599,233
Borrowed funds	139,093	159,715
Subordinated Debt	123,575	123,329
Junior subordinated debentures	129,054	128,794
Advances by borrowers for taxes and insurance	44,582	45,230
Accrued interest payable	1,804	2,054
Other liabilities	178,664	209,210
<b>TOTAL LIABILITIES</b>	<b>12,917,937</b>	<b>12,267,565</b>
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; 126,612,183 and 127,091,452 shares issued and outstanding, respectively	1,266	1,270
Additional paid-in capital	1,010,405	1,015,502
Retained earnings	609,529	555,480
Accumulated other comprehensive loss	(37,629)	(33,549)
<b>TOTAL SHAREHOLDERS' EQUITY</b>	<b>1,583,571</b>	<b>1,538,703</b>
<b>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY</b>	<b>\$ 14,501,508</b>	<b>\$ 13,806,268</b>

## Condensed consolidated statements of income

In thousands, except per share data	YEARS ENDED DECEMBER 31,		
	2021	2020	2019
<b>INTEREST INCOME</b>			
Loans	\$ 390,343	\$ 410,907	\$ 394,809
Investments and interest-earning deposits	28,165	23,161	22,571
<b>TOTAL INTEREST INCOME</b>	<b>418,508</b>	<b>434,068</b>	<b>417,380</b>
<b>INTEREST EXPENSE</b>			
Deposits	19,122	35,896	49,216
Borrowed funds	8,124	6,444	7,698
<b>TOTAL INTEREST EXPENSE</b>	<b>27,246</b>	<b>42,340</b>	<b>56,914</b>
Net interest income	391,262	391,728	360,466
Provision for credit losses	(11,883)	83,975	22,659
<b>NET INTEREST INCOME AFTER PROVISION FOR CREDIT LOSSES</b>	<b>403,145</b>	<b>307,753</b>	<b>337,807</b>
<b>NONINTEREST INCOME</b>			
Gain/(Loss) on sale of investments	(176)	236	50
Gain on sale of loans	—	1,302	1,734
Service charges and fees	51,837	55,613	53,065
Trust and other financial services income	27,921	20,922	17,765
Insurance commission income	3,633	9,132	8,068
Income from bank-owned life insurance	6,050	5,190	4,418
Mortgage banking income	15,892	31,391	3,819
Gain on sale of insurance business	25,327	—	—
Other	12,405	8,479	10,488
<b>TOTAL NONINTEREST INCOME</b>	<b>142,889</b>	<b>132,265</b>	<b>99,407</b>
<b>NONINTEREST EXPENSE</b>			
Compensation and employee benefits	193,887	178,375	163,086
Premises and occupancy costs	31,073	30,622	28,717
Office operations	13,769	15,728	14,133
Collections expense	1,932	3,275	2,560
Processing expenses	55,763	50,050	42,453
Marketing expenses	8,237	7,695	6,998
Federal deposit insurance premiums	4,975	4,767	685
Professional services	17,621	12,482	12,287
Amortization of intangible assets	5,553	6,856	6,543
Merger, asset disposition and restructuring expense	3,453	20,789	4,168
Other	8,647	16,853	14,473
<b>TOTAL NONINTEREST EXPENSE</b>	<b>344,910</b>	<b>347,492</b>	<b>296,103</b>
Income before income taxes	201,124	92,526	141,111
Income tax expense	46,801	17,672	30,679
<b>NET INCOME</b>	<b>\$ 154,323</b>	<b>\$ 74,854</b>	<b>\$ 110,432</b>
Basic earnings per share	\$ 1.22	\$ 0.62	\$ 1.05
Diluted earnings per share	\$ 1.21	\$ 0.62	\$ 1.04

# Directors and Officers

## Board of Directors

**Ronald J. Seiffert**

Chairman, President and CEO  
Northwest Bancshares, Inc.

**Robert M. Campana**

President  
Campana Capital

**Deborah J. Chadsey**

Attorney and Partner  
Kavinoky Cook LLP

**Wilbur R. Davis**

Retired Co-Founder and CEO  
Ontario Systems, LLC

**Timothy B. Fannin**

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

**Timothy M. Hunter**

President and CEO  
McInnes Rolled Rings

**William F. McKnight**

Controller  
Interstate Chemical Company

**John P. Meegan**

Retired Executive  
Vice President and COO  
Hefren-Tillotson, Inc.

**Mark A. Paup**

President and CEO  
Zippo Manufacturing,  
W.R. Case and Sons Cutlery Company

**Sonia M. Probst**

Retired CEO  
Rouse Estate

**David M. Tullio**

President and CEO  
Custom Engineering Company,  
LAMJEN, Inc.

## Corporate Officers

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Chief Executive Officer

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Consumer Banking

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Senior Executive Vice President  
Chief Financial Officer

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Senior Executive Vice President  
Commercial Banking

**Louis J. Torchio**

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Retail Lending and  
Business Banking

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Chief Risk Officer

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Chief Marketing Officer

**David W. Heeter**

Executive Vice President  
Corporate Ambassador

**Kyle P. Kane**

Executive Vice President  
Chief Human Resources Officer

**Richard K. Laws**

Executive Vice President  
Chief Counsel/Corporate Secretary

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Executive Vice President  
Finance and Accounting

**Julia W. McTavish**

Executive Vice President  
Human Resources

**Shawn O. Walker**

Executive Vice President  
Corporate Communications and  
Regional Marketing

**Scott J. Watson**

Executive Vice President  
Chief Information Officer



## Corporate Officers

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Deputy Chief Auditor

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Corporate Real Estate

**Michael W. Cappetta**

Senior Vice President  
Chief Technology Officer

**Kevin S. Carpenter**

Senior Vice President  
Secondary Market

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Senior Vice President  
Senior Trust Officer

**James M. Colestro**

Senior Vice President  
Retail Lending

**Steven M. Crissey**

Senior Vice President  
Human Resources

**Barbara L. DeMontier**

Senior Vice President  
Human Resources

**Rocco N. Diina**

Senior Vice President  
Mortgage Lending

**Christina D. Dinger**

Senior Vice President  
Enterprise Project Management

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Senior Vice President  
Credit

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Senior Vice President  
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Senior Vice President  
Accounting

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Senior Vice President  
Credit

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Senior Vice President  
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**Kelli M. Griffin**

Senior Vice President  
Customer Experience

**John M. Guidone**

Senior Vice President  
Dealer Services

**Andrew R. Hahn**

Senior Vice President  
Investment Services

**Richard C. Hamister**

Senior Vice President  
Great Lakes Region

**Ian J. Hinsdale**

Senior Vice President  
Bank Secrecy Act (BSA)

**Julie Fallon Hughes**

Senior Vice President  
Southwest PA/Ohio Region

**Bryan P. Jasin**

Senior Vice President  
Small Business Banking

**Leslie D. Kurtz**

Senior Vice President  
Chief Compliance Officer

**Raymond R. Learn**

Senior Vice President  
Deputy Chief Counsel

**Dorothy E. Lobdell**

Senior Vice President  
Retail Lending Operations

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Senior Vice President  
Commercial Banking

**Julie A. Marasco**

Senior Vice President  
Northwest PA Region

**Kristyn L. McGlynn**

Senior Vice President  
Credit

**Kristen E. Mekulsia**

Senior Vice President  
South Central PA Region

**Kevin G. Mizak**

Senior Vice President  
Chief Auditor

**Kevin W. Nelson**

Senior Vice President  
Commercial Banking

**Melody P. Schott**

Senior Vice President  
Support Services

**Jacqueline N. Snell**

Senior Vice President  
Controller

**Lance L. Spencer**

Senior Vice President  
Chief Information Security Officer

**Tina M. Stinson**

Senior Vice President  
Treasury Management

**C. Forrest Tefft**

Senior Vice President  
Corporate Finance

**Jeffrey R. White**

Senior Vice President  
Deputy Chief Risk Officer

**Mark H. Worthy**

Senior Vice President  
Commercial Banking

**Brenda J. Yurick**

Senior Vice President  
Deputy Chief Counsel

# Investor Information

## Corporate Headquarters

3 Easton Oval  
Suite 500  
Columbus, OH 43219  
Phone: (814) 726-2140  
Fax: (814) 728-7716  
www.northwest.com

## Annual Meeting

Due to the current social distancing challenges caused by COVID-19, our Annual Meeting will be held virtually this year at 11:00 a.m., Eastern Time on April 20, 2022 at [www.virtualshareholdermeeting.com/NWB12022](http://www.virtualshareholdermeeting.com/NWB12022).

## 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, NY 11219  
Toll Free: 1-800-937-5449  
Toll Free: 1-877-715-0499  
Email: [help@astfinancial.com](mailto:help@astfinancial.com)  
[www.astfinancial.com](http://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](http://www.astfinancial.com) by clicking "Login", "Individuals" and "Shareholder Central". Here you can easily obtain important details about your holdings and general stock transfer information, as well as initiate a number of transactions and inquiries including the following:

- Update your mailing address
- 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 [www.sec.gov](http://www.sec.gov) or through the company's website, [www.northwest.com](http://www.northwest.com). Copies may also be obtained, without charge, by submitting a request to:

Shareholder Relations  
Northwest Bancshares, Inc.  
100 Liberty Street  
P.O. Box 128  
Warren, PA 16365  
Phone: (814) 728-7263  
Email: [shareholderrelations@northwest.com](mailto:shareholderrelations@northwest.com)

## 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 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 materials and enroll online at [www.astfinancial.com](http://www.astfinancial.com) by clicking on "Login", "Individuals" and "Invest Online" or from our investor relations website at [www.northwest.com](http://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](http://www.astfinancial.com) or, to obtain an enrollment card, by calling American Stock Transfer & Trust Company, toll-free, at 1-877-715-0449 or Northwest, toll-free, at 1-800-859-1000 or (814) 728-7263.

## 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

Jacqueline N. Snell  
Senior Vice President, Controller



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. ©2022 Northwest Bancshares, Inc.



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