



Fourth Quarter 2025

Earnings Conference Call
January 27, 2026

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President and Chief Executive Officer

T.K. Creal
Chief Credit Officer

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Investor Relations

Chad R. Wheeler
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Forward-looking Statements and Additional Information

The information contained in this presentation may contain forward-looking statements. When used or incorporated by reference in disclosure documents, the words “believe,” “anticipate,” “estimate,” “expect,” “project,” “target,” “goal” and similar expressions are intended to identify forward-looking statements within the meaning of section 27A of the Securities Act of 1933 and section 21E of the Securities Exchange Act of 1934. These forward-looking statements include but are not limited to: statements of our goals, intentions and expectations; statements regarding our financial condition and results of operations, including statements related to our earnings outlook; statements regarding our business plans, prospects, growth and operating strategies; statements regarding the quality of our loan and investment portfolios; and estimates of our risks and future costs and benefits. These forward-looking statements are based on current beliefs and expectations of our management and are inherently subject to significant business, economic and competitive uncertainties and contingencies, many of which are beyond our control. In addition, these forward-looking statements are subject to assumptions with respect to future business strategies and decisions that are subject to change. Such forward-looking statements are subject to certain risks, uncertainties and assumptions, including but not limited to the following: the possibility that any of the anticipated benefits of the merger with Penns Woods will not be realized or will not be realized within the expected time period; the effect of the merger on the combined company’s customer and employee relationships and operating results; and other factors that may affect the results of operations and financial condition of the combined company; inflation and changes in the interest rate environment that reduce our margins, our loan origination, or the fair value of financial instruments; changes in asset quality, including increases in default rates on loans and higher levels of nonperforming loans and loan charge-offs generally; changes in laws, government regulations or supervision, examination and enforcement priorities affecting financial institutions, including as part of the regulatory reform agenda of the Trump administration, as well as changes in regulatory fees and capital requirements; changes in federal, state, or local tax laws and tax rates; general economic conditions, either nationally or in our market areas, that are different than expected, including inflationary or recessionary pressures or those related to changes in monetary, fiscal, regulatory, tariff and international trade policies of the U.S. government, including policies of the U.S. Department of Treasury and Board of Governors of the Federal Reserve System, and any related increases in compliance and other costs; trade disputes, barriers to trade or the emergence of trade restrictions and the resulting impacts on market volatility and global trade; growing fiscal deficits; potential recession or slowing of growth in the U.S., Europe and other regions; developments in the Middle East and in Latin America; adverse changes in the securities and credit markets; instability or breakdown in the financial services sector, including failures or rumors of failures of other depository institutions, along with actions taken by governmental agencies to address such turmoil; cyber-security concerns, including an interruption or breach in the security of our website or other information systems; technological changes that may be more difficult or expensive than expected; changes in liquidity, including the size and composition of our deposit portfolio, and the percentage of uninsured deposits in the portfolio; the ability of third-party providers to perform their obligations to us; competition among depository and other financial institutions, including with respect to deposit gathering, service charges and fees; our ability to enter new markets successfully and capitalize on growth opportunities; our ability to manage our internal growth and our ability to successfully integrate acquired entities, businesses or branch offices; changes in consumer spending, borrowing and savings habits; our ability to continue to increase and manage our commercial and personal loans; possible impairments of securities held by us, including those issued by government entities and government sponsored enterprises; changes in the value of our goodwill or other intangible assets; the impact of the economy on our loan portfolio (including cash flow and collateral values), investment portfolio, customers and capital market activities; our ability to receive regulatory approvals for proposed transactions or new lines of business; the effects of any federal government shutdown or the inability of the federal government to manage debt limits; changes in the financial performance and/or condition of our borrowers; the effect of changes in accounting policies and practices, as may be adopted by the regulatory agencies, as well as the Securities and Exchange Commission (the “SEC”), the Public Company Accounting Oversight Board, the Financial Accounting Standards Board (“FASB”) and other accounting standard setters; changes in the level and direction of loan delinquencies and write-offs and changes in estimates of the adequacy of the allowance for credit losses; our ability to access cost-effective funding; the effect of global or national war, conflict, or terrorism; our ability to manage market risk, credit risk and operational risk; the disruption to local, regional, national and global economic activity caused by infectious disease outbreaks, and the significant impact that any such outbreaks may have on our growth, operations and earnings; the effects of natural disasters and extreme weather events; changes in our ability to continue to pay dividends, either at current rates or at all; our ability to retain key employees; and our compensation expense associated with equity allocated or awarded to our employees. Should one or more of these risks or uncertainties materialize, or should underlying assumptions prove incorrect, actual results may vary materially from those anticipated, estimated, expected or projected. These and other risk factors are more fully described in this presentation and in the Northwest Bancshares, Inc. (the “Company”) Annual Report on Form 10-K for the year ended December 31, 2024 under the section entitled “Item 1A - Risk Factors,” and from time to time in other filings made by the Company with the SEC. These forward-looking statements speak only at the date of the presentation. The Company expressly disclaims any obligation to publicly release any updates or revisions to reflect any change in the Company’s expectations with regard to any change in events, conditions or circumstances on which any such statement is based.

Use of Non-GAAP Financial Measures

This presentation contains financial information determined by methods other than in accordance with accounting principles generally accepted in the United States of America (“GAAP”). Management uses these “non-GAAP” measures in its analysis of the Company’s performance. Management believes these non-GAAP financial measures allow for better comparability of period-to-period operating performance. Additionally, the Company believes this information is utilized by regulators and market analysts to evaluate a company’s financial condition and therefore, such information is useful to investors. These disclosures should not be construed as results determined in accordance with GAAP, nor are they necessarily comparable to non-GAAP performance measures that may be presented by other companies. See the end of this presentation for more information on the Company’s use of non-GAAP financial measures to the most directly comparable GAAP measures where applicable.

Northwest Bancshares At-A-Glance

For the quarter ended December 31, 2025

FOUNDED
1896

FINANCIAL CENTERS
151

TOTAL ASSETS
\$16.8B

TOTAL LOANS
\$13.0B

TOTAL DEPOSITS
\$13.9B

NIM*
3.69%

ROA
1.10%

Adjusted ROA*

1.17%

ROE
9.70%

Adjusted ROE*

10.33%

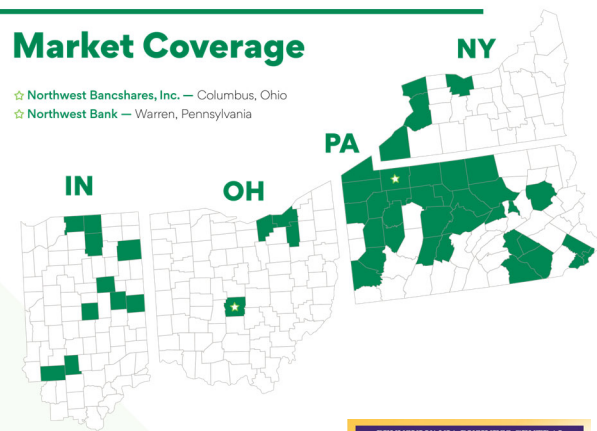
Diluted EPS
\$0.31

Adjusted Diluted EPS*

\$0.33

Market Coverage

- ☆ Northwest Bancshares, Inc. — Columbus, Ohio
- ☆ Northwest Bank — Warren, Pennsylvania



* Non-GAAP financial measure; See "Use of non-GAAP Financial Measures" and Non-GAAP reconciliations herein.



Full Year 2025 Highlights

Balance Sheet Management

+\$2.4B

YTD Total Asset Growth

+26.3%

YOY Avg. Commercial C&I Loan Growth

Closed largest acquisition in the bank's history with strong progress on balance mix shift and with continued C&I momentum

Revenue Growth

\$655 MM

2025 Total Revenue (A Record Year)

+25.3%

Full Year Revenue Growth

Increased earning assets, higher average loan yields and purchase accounting accretion drove growth

Net Interest Income

3.69%

2025 Year Ended NIM*

+20.6%

Full Year Net Interest Income Growth

Net interest margin* grew 4bps QoQ benefiting from higher average loan yields with purchase accounting accretion and lower cost of deposits

Earnings per Share

(GAAP) Adjusted*
\$0.92 \$1.26

4Q YTD EPS

(GAAP) Adjusted*
16% 21%

4Q YTD EPS Growth

Record revenue in 2025, net interest margin* improvement and continued expense discipline drove EPS growth



4Q 2025 Highlights

Summary Comments

- Net interest income grew \$6.2 million or 4.6% QoQ with net interest margin* improving to 3.69% benefiting from higher average loan yields, increased average earning assets from the acquisition and purchase accounting accretion
- Noninterest income increased by \$5.5 million or 17.3% QoQ driven by an increase in Bank-owned life insurance income due to higher death benefit income
- Revenue increased \$11.8 million QoQ, or 7.0% benefiting from higher average loan yields, increased earning assets from the acquisition, purchase accounting accretion and fee income improvement
- Adjusted efficiency ratio* of 59.5% in 4Q25 improved by 10 bps QoQ and 9 bps YoY

Metric	4Q25	QoQΔ	YoYΔ
EPS	\$.31	\$.29	\$.05
Adjusted EPS*	\$.33	\$.04	\$.06
Net Interest Income	\$142.2	4.6%	24.5%
Noninterest Income	\$37.8	17.3%	-5.7%
Revenue	\$180.0	7.0%	16.6%
Noninterest Expense	\$113.5	-15.0%	19.1%
Pre-Tax Pre-Provision Net Revenue* as Adjusted ⁽¹⁾	\$70.6	7.1%	14.3%
Provision for Credit Losses	\$7.7	-75.2%	-53.4%
CET1 Ratio**	12.3%	10 bps	-31 bps
Efficiency Ratio	63.1%	-1629 bps	129 bps
Adjusted Efficiency Ratio*	59.5%	-10 bps	-9 bps
ROTCE	13.10%	1220 bps	229 bps
ROTCE Adj.*	13.95%	246 bps	246 bps
TBV per Common Share*	\$9.63	\$0.26	\$0.12

* Non-GAAP financial measure; See "Use of non-GAAP Financial Measures" and Non-GAAP reconciliations herein. | ** Capital information presented herein is based on estimates and subject to change pending the Company's filing of its regulatory reports | (1)As Adjusted for merger and restructuring costs.



Loan Balances

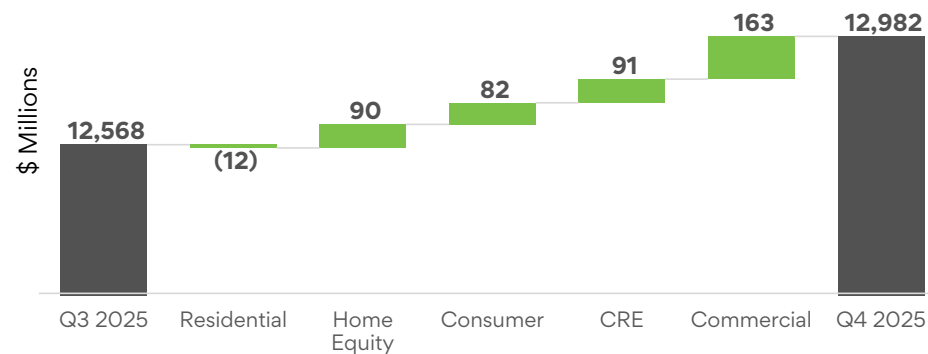
Summary Comments

- Average loans grew \$414 million QoQ benefiting from a full quarter impact from the acquired balance sheet partnered with internal loan growth
- Loan yield increased to 5.65% in 4Q25 growing by 2 bps QoQ
- Average commercial loans increased \$162 million, or 7.1% QoQ and \$509 million, or 26.3% YoY
- In 4Q25, loan production origination average yields were 6.15% compared to paydowns, amortizations, and maturities with an average yield of 5.92% offsetting the impact of recent rate cuts
- Total loans grew \$66 million in 4Q25

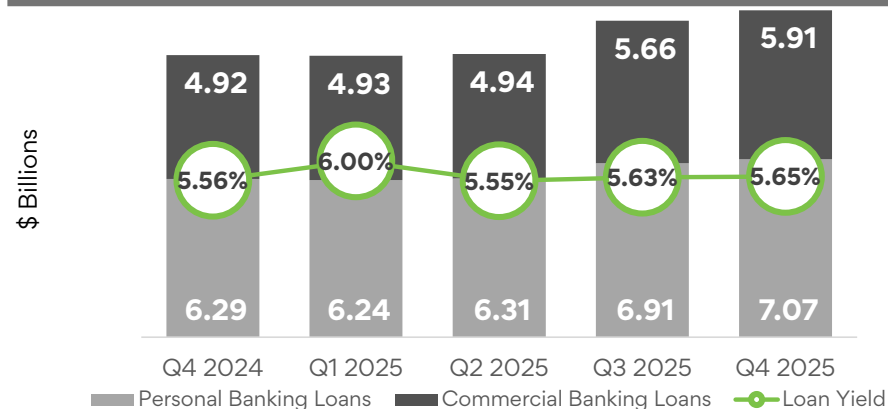
Loan Mix Change

\$ in Millions	4Q25	4Q25 vs 3Q25		4Q25 vs 4Q24	
		Change \$	Change %	Change \$	Change %
Average Balances	4Q25				
Residential mortgage	3,148	-12	-0.4%	-68	-2.1%
Home equity	1,512	90	6.3%	358	31.0%
Consumer	2,412	82	3.5%	494	25.7%
Commercial real estate	3,469	91	2.7%	485	16.3%
Commercial	2,441	163	7.1%	509	26.3%
Total Loans	12,982	414	3.3%	1,777	15.9%

Combined Loan Average Balances



Change in Loan Mix





Deposit Balances

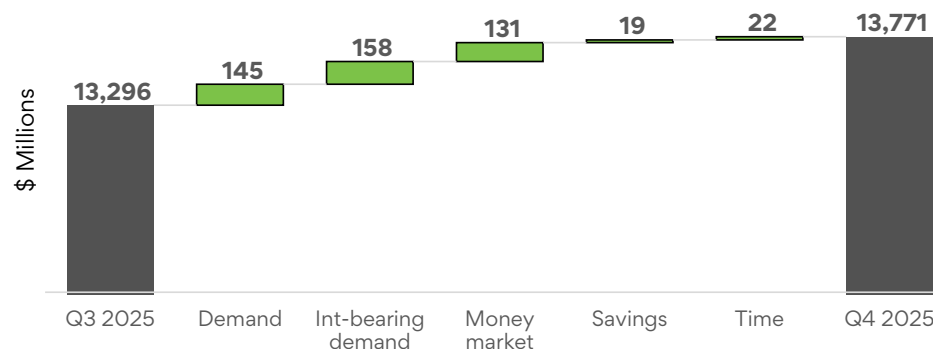
Summary Comments

- Deposit balances remained strong as average total deposits grew by \$475 million QoQ benefiting from the acquired balance sheet and internal growth
- Customer (non-brokered) average deposits increased \$507 million QoQ while brokered deposits decreased \$32 million QoQ
- Cost of deposits decreased 2 bps to 1.53%, benefiting from proactive management of the overall portfolio and late year rate cuts
- 43% of the CD portfolio matures in 1Q26 at a weighted-average rate of 3.60%. New volumes at anticipated lower rates is expected to drive an overall decline in CD costs

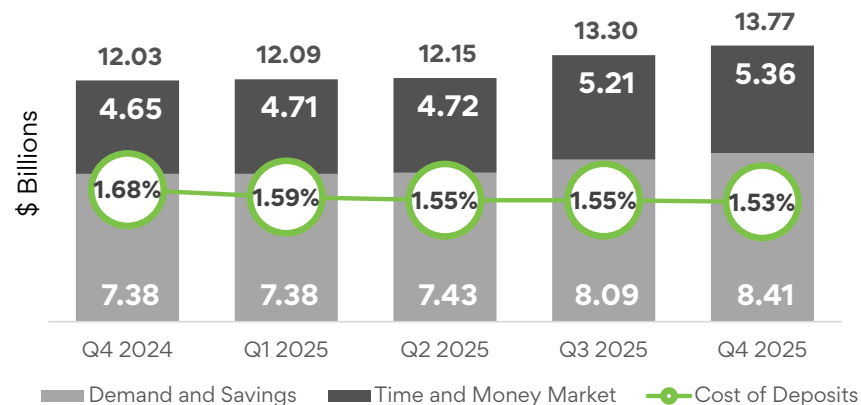
Deposit Mix Change

\$ in Millions	4Q25	4Q25 vs 3Q25		4Q25 vs 4Q24	
		Change \$	Change %	Change \$	Change %
Average Balances	3,105	145	4.9%	518	20.0%
Demand	3,105	145	4.9%	518	20.0%
Interest-bearing demand	2,940	158	5.7%	304	11.5%
Money market	2,523	131	5.4%	542	27.3%
Savings	2,362	19	0.8%	209	9.7%
Time	2,841	22	0.8%	170	6.4%
Total Deposits	13,771	475	3.6%	1,743	14.5%

Change in Deposit Mix



Deposit Growth and Cost of Deposits



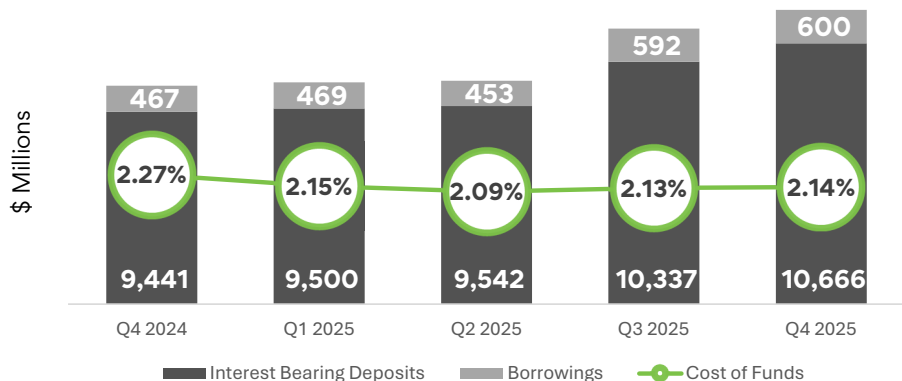


Net Interest Margin

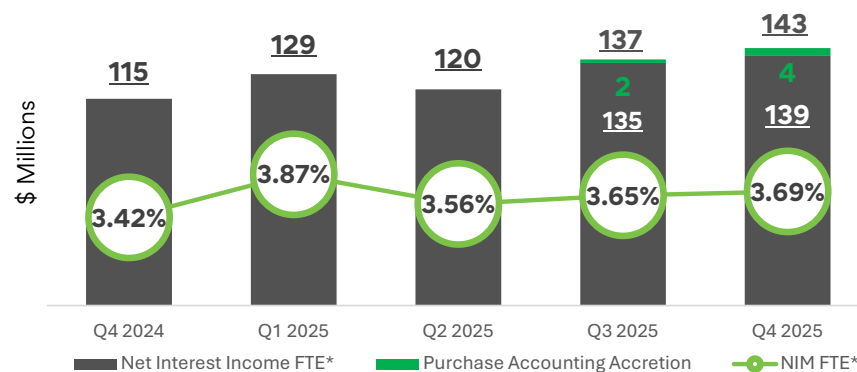
Summary Comments

- Net interest margin increased 4 bps to 3.69% in 4Q25
 - Net interest income grew \$6 million QoQ
 - Net interest margin benefitted from a 4 bps net impact from purchase accounting accretion
- Securities portfolio yields continue to increase as we reinvest cash flow at higher yields than the current portfolio
- Cost of deposits decreased 2 bps to 1.53%, benefiting from proactive management of the overall portfolio

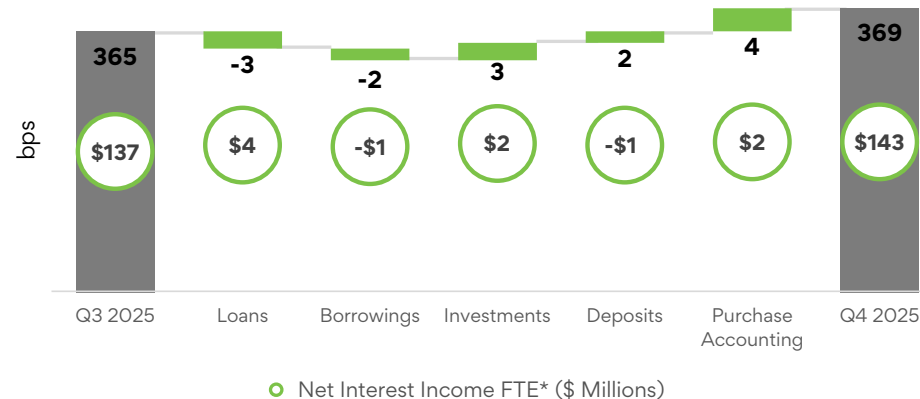
Cost of Funds



Net Interest Income (FTE) and NIM (FTE) Trends



Drivers of Net Interest Margin (FTE) Change



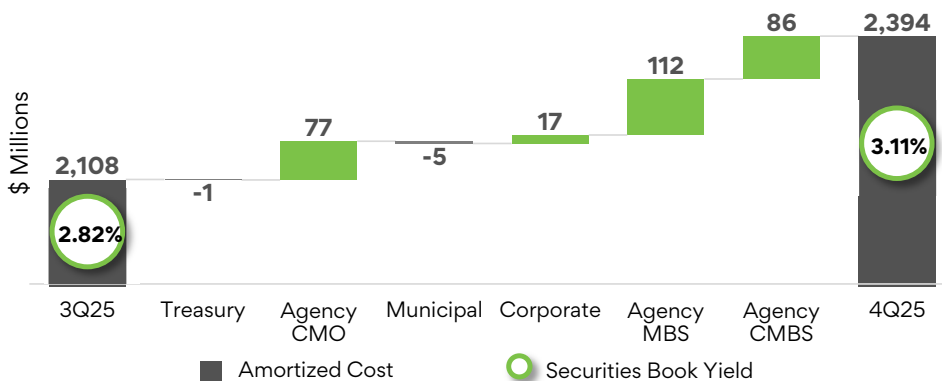


Securities Portfolio

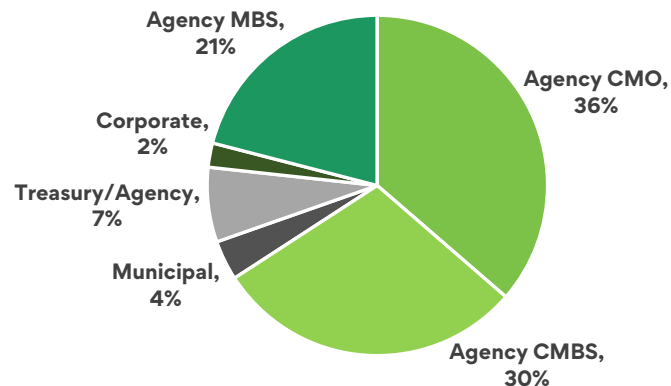
Summary Comments

- Purchased \$363 million of securities during the quarter consistent with our existing portfolio risk metrics and did not meaningfully change the portfolio WAL, which is currently 4.9 years
- New purchases were consistent with the current composition of the portfolio and continue to strengthen an already strong source of liquidity
- Portfolio yield continues to increase as new purchases come on at higher yields than the runoff portfolio; yield increased 29 bps to 3.11% in the quarter
- 29% of the portfolio is HTM to protect tangible common equity

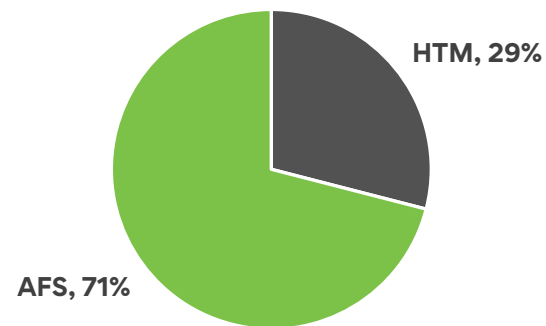
Securities Portfolio QoQ Change



Securities Portfolio



Securities Classification





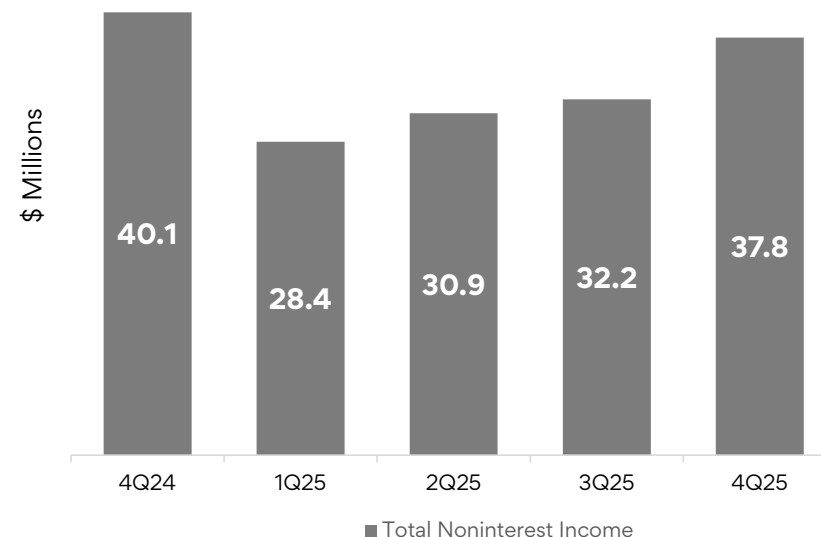
Noninterest Income

Comments

- Noninterest income increased \$5.6 million QoQ, driven by an increase in Bank-owned life insurance income due to higher death benefit income
- Noninterest income decreased \$2.3 million YoY, the prior year quarter included a gain on the sale of Visa B shares and a gain on a low-income housing tax credit investment that did not reoccur in 2025

\$ in Thousands	4Q25	4Q25 vs 3Q25		4Q25 vs 4Q24	
		Change \$	Change %	Change \$	Change %
Noninterest Income					
Service charges and fees	17,377	466	2.8%	1,402	8.8%
Trust and other financial services	8,416	376	4.7%	931	12.4%
Other operating income	2,609	-1,375	-34.5%	-10,690	-80.4%
Gain on sale of SBA loans	437	96	28.2%	-385	-46.8%
Bank-owned life insurance	8,269	6,518	372.2%	6,249	309.4%
Mortgage banking income	379	-624	-62.2%	155	69.2%
Gain on real estate owned, net	148	16	12.1%	-90	-37.8%
Gain on sale of investments	142	106	294.4%	142	(NM)
Total Noninterest Income	37,777	5,579	17.3%	-2,286	-5.7%

Noninterest Income Trend





Noninterest Expense

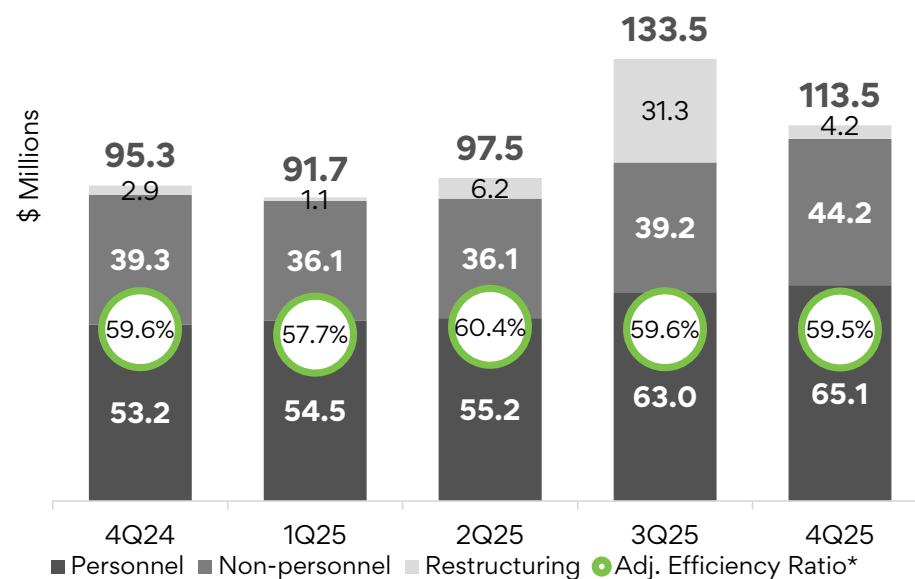
Comments

- Adjusted efficiency ratio* was 59.5% in 4Q25 continuing the improvement in expense management over the last year
- Overall expense, excluding merger and restructuring expenses, was higher QoQ and YoY as 4Q25 included a full quarter of acquired Penns Woods operations
- Compensation and benefits increase in 4Q25 was driven by a full quarter of employees from the Penns Woods acquisition combined with increased performance-based incentive compensation

\$ in Thousands	4Q25	4Q25 vs 3Q25		4Q25 vs 4Q24	
		Change \$	Change %	Change \$	Change %
Noninterest Expense					
Compensation and employee benefits	65,143	2,129	3.4%	11,945	22.5%
Processing expenses	16,454	1,382	9.2%	1,093	7.1%
Premises and occupancy costs	8,170	463	6.0%	907	12.5%
Office operations	4,217	722	20.7%	1,181	38.9%
Professional services	3,366	356	11.8%	-422	-11.1%
Federal deposit insurance premiums	3,538	177	5.3%	589	20.0%
Marketing expenses	1,827	-105	-5.4%	-500	-21.5%
Merger, asset disposition and restructuring expense	4,160	-27,100	-86.7%	1,310	46.0%
Other	6,646	1,999	43.0%	2,092	45.9%
Total Noninterest Expense	113,521	-19,977	-15.0%	18,195	19.1%

Expense Mix and Efficiency Trend

	4Q24	1Q25	2Q25	3Q25	4Q25
Efficiency Ratio	61.80%	58.74%	64.86%	79.38%	63.09%
Adjusted Efficiency Ratio*	59.61%	57.70%	60.42%	59.62%	59.52%



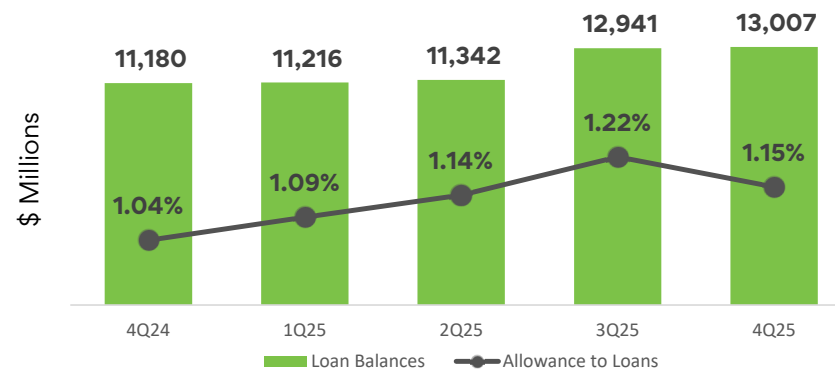


Allowance for Credit Losses

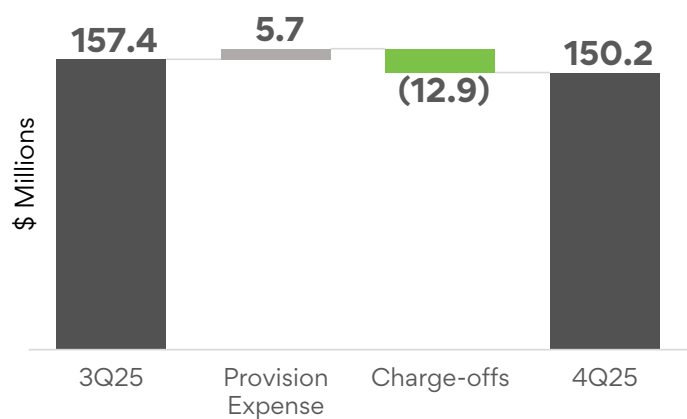
Summary Comments

- Overall ACL coverage at 1.15% is down from 3Q25, driven by net charge-offs in the current period
- Quarterly annualized net charge-offs of 40 bps were as guided and elevated as a result of a \$9.2 million charge-off on a student housing loan
- 2025 total net charge-offs of 25 bps was at the bottom end of our full year guidance of 25 bps – 35 bps

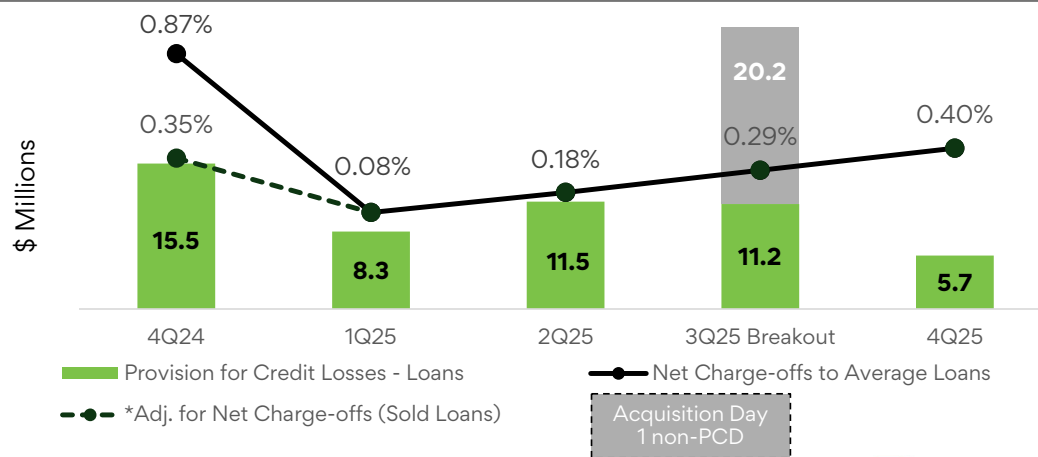
Total Loans and Allowance



Allowance QoQ Change



Net Charge-offs and Provision



* Adjusted net charge-offs of 0.35% excludes charges-offs of \$15 million related to the transfer of sale of loans to held for sale.

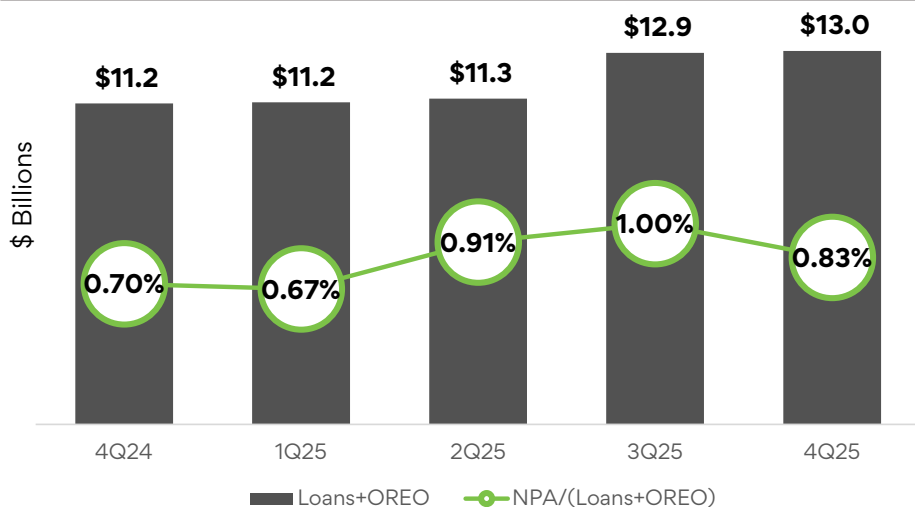


Credit Quality

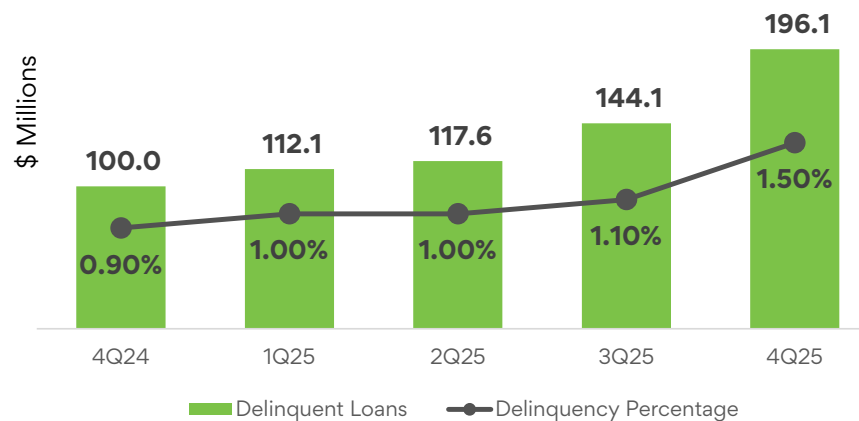
Overview

- Credit risk metrics are within internal expectations given the impact of the acquired loans
- Total delinquency increased from 1.10% to 1.50% QoQ, primarily as a result of the mortgage portfolio with a 31-day month reporting period and slightly below the national average, which has been increasing
- 90 day plus delinquency declined from 0.64% to 0.51% QoQ primarily from the settlement of a student housing loan
- NPAs decreased by \$21.2MM QoQ, driven by improvements in the CRE loan portfolio and settlement of a student housing loan

Nonperforming Assets / (Loans + OREO)



30 Day Plus Loan Delinquency



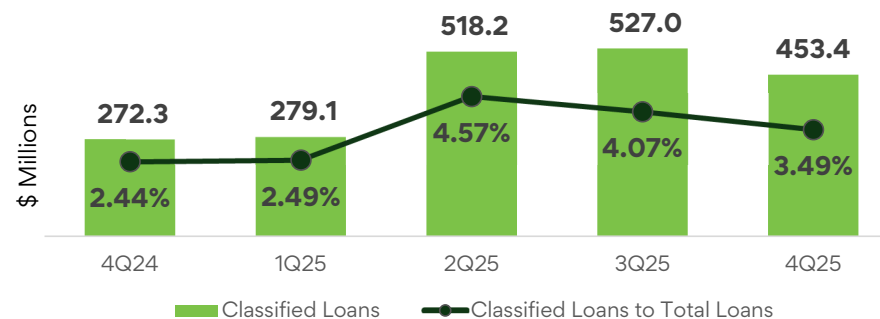


Credit Quality Breakdown

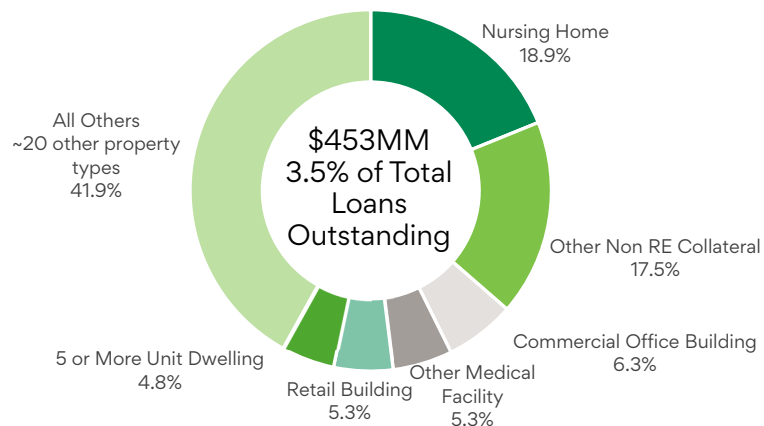
Summary Comments

- 4Q25 continued to see a decline in classified loans as a percentage of total loans and on an absolute basis was caused primarily by improvements within the CRE portfolio
- Within the classified CRE portfolio, the 5 or More Unit Dwelling loans fell from ~\$50 million in 2Q25 to \$21.7 million in 4Q25, or less than 5% of total classified loans as several of the loans downgraded earlier in the year have shown improved performance

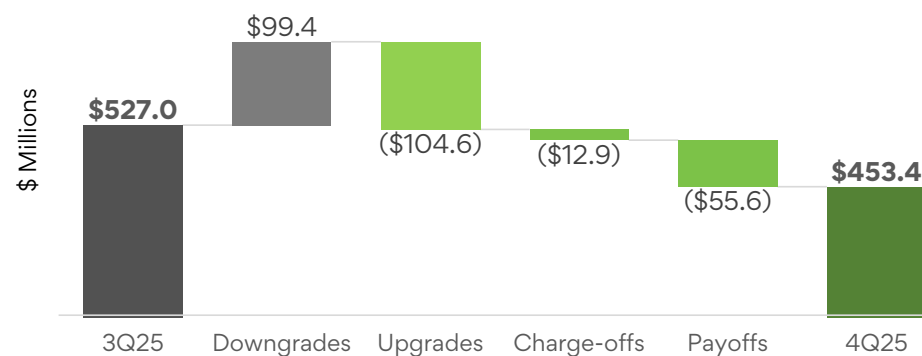
Classified Loans



Classified Loans by Collateral Type



Change in Classified Loans QoQ





2026 Outlook⁽¹⁾

	2025 Baseline	FY2026 (vs. FY2025)
Loan Balance EOP Deposit Balance EOP	\$13.0 Billion \$13.9 Billion	Loan Growth: Low to Mid single digits Deposit Growth: Low single digits
Revenue	\$655 Million	\$710 Million - \$730 Million
Net Interest Margin (FTE)*	3.69%	Low 370s bps
Noninterest Income	\$129.3 Million	\$125 Million - \$130 Million
Noninterest Expense* (ex. Merger)	\$393.5 Million	\$420 Million - \$430 Million
Net Charge-offs	\$29.5 Million	20 bps - 27 bps
Tax Rate	~23%	~23%

* Non-GAAP financial measure; See "Use of non-GAAP Financial Measures" and Non-GAAP reconciliations herein | (1) The reconciliation with respect to forward-looking non-GAAP measures is expected to be consistent with actual non-GAAP reconciliations included in the appendix



Non-GAAP Reconciliation 1

	Quarter ended			Year ended December 31,	
	December 31, 2025	September 30, 2025	December 31, 2024	2025	2024
Reconciliation of net income to adjusted net income:					
Net income (GAAP)	\$ 45,713	3,167	32,750	126,013	100,278
Non-GAAP adjustments					
Add: merger, asset disposition and restructuring expense	4,160	31,260	2,850	42,787	5,763
Add: loss on the sale of investments	—	—	—	—	39,413
Add: CECL Day 1 non-PCD and unfunded provision expense	—	20,664	—	20,664	—
Less: tax benefit of non-GAAP adjustments	(1,165)	(14,539)	(798)	(17,766)	(12,649)
Adjusted net income (non-GAAP)	\$ 48,708	40,552	34,802	171,698	132,805
Diluted earnings per share (GAAP)	\$ 0.31	0.02	0.26	0.92	0.79
Diluted adjusted earnings per share (non-GAAP)	\$ 0.33	0.29	0.27	1.26	1.04
Average equity	\$ 1,870,088	1,809,395	1,589,228	1,733,909	1,563,454
Average assets	16,494,008	15,942,440	14,322,864	15,334,189	14,385,171
Annualized return on average equity (GAAP)	9.70 %	0.69 %	8.20 %	7.27 %	6.41 %
Annualized return on average assets (GAAP)	1.10 %	0.08 %	0.91 %	0.82 %	0.70 %
Annualized return on average equity, excluding merger, asset disposition and restructuring expense, loss on the sale of investments and CECL Day 1 non-PCD and unfunded provision expense, net of tax (non-GAAP)	10.33 %	8.89 %	8.71 %	9.90 %	8.49 %
Annualized return on average assets, excluding merger, asset disposition and restructuring expense, loss on sale of investments, and CECL Day 1 non-PCD and unfunded provision expense, net of tax (non-GAAP)	1.17 %	1.01 %	0.97 %	1.12 %	0.92 %



Non-GAAP Reconciliation 2

	December 31, 2025	September 30, 2025	December 31, 2024
Tangible common equity to assets			
Total shareholders' equity	\$ 1,890,424	1,855,736	1,596,856
Less: goodwill and intangible assets	(483,997)	(486,326)	(383,834)
Tangible common equity	<u>\$ 1,406,427</u>	<u>1,369,410</u>	<u>1,213,022</u>
Total assets			
Total assets	\$ 16,766,617	16,381,009	14,408,224
Less: goodwill and intangible assets	(483,997)	(486,326)	(383,834)
Tangible assets	<u>\$ 16,282,620</u>	<u>15,894,683</u>	<u>14,024,390</u>
Tangible common equity to tangible assets	8.64 %	8.62 %	8.65 %
Tangible book value per share			
Tangible common equity	\$ 1,406,427	1,369,410	1,213,022
Common shares outstanding	146,107,964	146,097,057	127,508,003
Tangible book value per share	9.63	9.37	9.51
Provision for credit losses expense – adjusted			
Total provision for credit losses expense	\$ 5,743	31,205	15,549
Less: CECL Day 1 non-PCD and unfunded provision expense	0	20,664	0
Provision for credit losses expense – adjusted	5,743	10,541	15,549
Per-tax pre-provision net revenue			
Net interest income	\$ 142,166	\$ 135,974	114,197
Noninterest income	37,777	32,198	40,063
Noninterest expense	(113,521)	(133,498)	(95,369)
Add back: asset disposition and restructuring expense	4,160	31,260	3,123
Per-tax pre-provision net revenue	\$ 70,582	65,934	62,014

Non-GAAP Reconciliation 3

	Quarter ended		
	December 31, 2025	September 30, 2025	December 31, 2024
Annualized return on average tangible common equity			
Net income	\$ 45,713	3,167	32,750
Average shareholders' equity	1,870,088	1,809,395	1,589,228
Less: average goodwill and intangible assets	(485,252)	(409,875)	(384,178)
Average tangible common equity	\$ 1,384,836	1,399,520	1,205,050
Annualized return on average tangible common equity	13.10 %	0.90 %	10.81 %
Annualized return on average tangible common equity - adjusted			
Adjusted net income (non-GAAP)	\$ 48,708	40,552	34,802
Average tangible common equity	1,384,836	1,399,520	1,205,050
Annualized return on average tangible common equity - adjusted	13.95%	11.49%	11.49%
Efficiency ratio, excluding amortization and merger, asset disposition and restructuring expenses			
Non-interest expense	\$ 113,521	133,498	95,326
Less: amortization expense	(2,257)	(1,974)	(526)
Less: merger, asset disposition and restructuring expenses	(4,160)	(31,260)	(2,850)
Non-interest expense, excluding amortization and merger, assets disposition and restructuring expenses	\$ 107,104	100,264	91,950
Net interest income	\$ 142,166	135,974	114,197
Non-interest income	37,777	32,198	40,063
Net interest income plus non-interest income	\$ 179,943	168,172	154,260
Efficiency ratio excluding amortization and merger, asset disposition and restructuring expenses	59.52 %	59.62 %	59.61 %
Net interest income fully tax equivalent (FTE)			
Net interest income	\$ 142,166	135,974	114,197
Tax equivalent adjustment	1,035	970	851
Net interest income, (FTE)	\$ 143,201	136,944	115,048



Appendix





Earning Asset & Funding Mix

Earning Asset Mix

Ending balances (\$ Millions)	4Q25	Total %	Fixed %	Floating %	Periodic %
Securities	2,270	15%	97%	0%	3%
Residential mortgage	3,101	20%	94%	4%	2%
Home equity	1,508	10%	55%	45%	0%
Consumer	2,564	17%	98%	2%	0%
Commercial real estate	3,297	22%	18%	38%	44%
Commercial	2,538	16%	26%	71%	3%
Total	15,278	100%	63%	26%	11%

- The loan portfolio has become slightly more asset sensitive with growth in floating rate commercial loans
- Consumer loans are fixed but with shorter duration (vehicle loans)

Funding Mix

Ending balances (\$ Millions)	4Q25	Total %	< 1 Year *	> 1 Year *
Demand	3,123	22%	100%	0%
Interest-bearing demand	2,996	21%	100%	0%
Money market	2,541	17%	100%	0%
Savings	2,367	16%	99%	1%
Time	2,917	20%	97%	3%
Borrowings	605	4%	59%	41%
Total	14,549	100%	97%	3%

*Interest rate reset period

- Granular diversified deposit book, average balance of \$19,000
- Customer deposits consist of over 723,000 accounts with an average tenure of 12 years
- Time deposits have very short duration, allowing for benefit from lower rates to impact interest expense

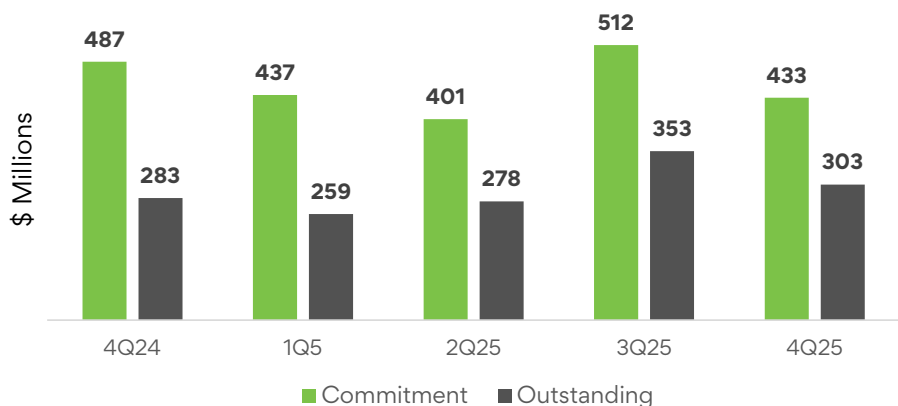


Commercial Loan Distribution & CRE Concentration

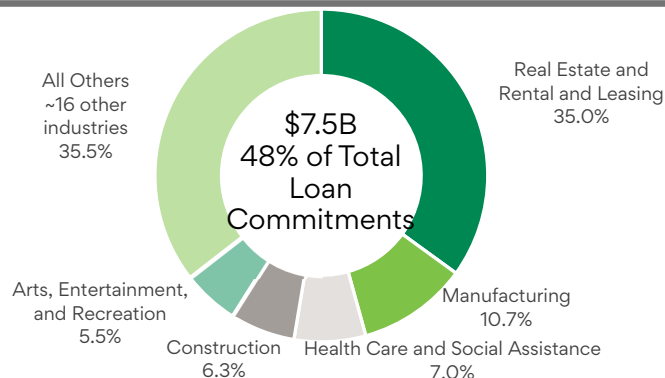
Summary Comments

- Diverse portfolio has allowed Northwest to avoid material property type or industry issues; immaterial large metro office or rent controlled multi-family concentrations
- Regulatory CRE concentration is 140% of target Tier 1 + ACL (estimated), down slightly from prior quarter of 156%
- Retail Building and Multi-family are the largest property type concentrations, yet each are only ~10% of the portfolio.
- Nursing home outstandings continued to decline from ~\$321 million at 2Q25, to ~\$276 million at 3Q25, and to \$243 million at FYE2025.
- Maturity and interest rate rollover risk is not significant

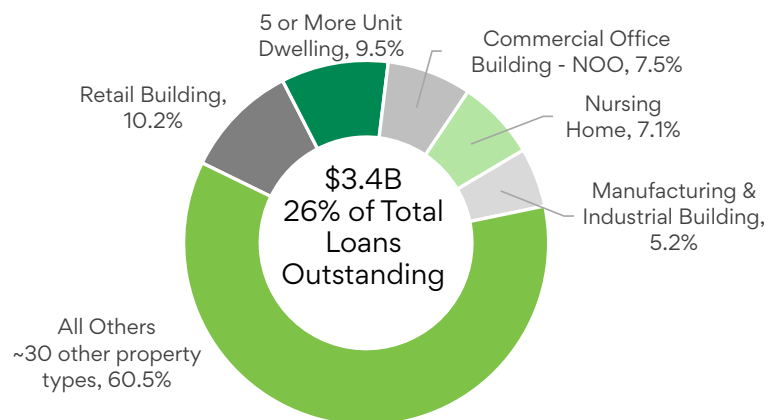
Construction & Land Development Portfolio



Commercial Commitments by Industry



Total Loan Outstanding by Property Type





Executive Management Team

Louis J. Torchio
President and Chief Executive Officer

Carey A. Barnum
Chief Auditor

Gregory J Betchkal
Chief Risk Officer

Urich T. Bowers
Chief Consumer Banking
and Strategy Officer

James M. Colestro
Chief Retail Lending
Officer

Thomas K. Creal IV
Chief Credit Officer

Devin T. Cygnar
Chief Marketing and
Communications Officer

Jay M. DesMarteau
Chief Commercial
Banking Officer

Kyle P. Kane
Chief People Officer

Douglas M. Schosser
Chief Financial Officer

Erin F. Siegfried
Chief Legal Counsel and
Corporate Secretary

Scott J. Watson
Chief Information
Officer



Building Out Management Team for Transformation and Growth

Added 190+ years of Experience

**President,
CEO & Director**

Louis J. Torchio

August 2022

**TD Bank
Lending Club**

**Chief Commercial
Banking Officer**

Jay M. DesMarteau

June 2023

Huntington

**Chief Accounting
Officer**

Joseph Canfield Jr.

August 2024

**Morgan Stanley
Merrill Lynch**

**Head of Corporate
Development and
Strategy**

Michael D. Perry

January 2025

Huntington

**Chief Legal
Counsel**

Erin F. Siegfried

September 2025

2023

2024

2025

**Chief Risk
Officer**

Gregory J. Betchkal

March 2023

**Bread Financial
Citigroup**

**Chief Financial
Officer**

Douglas M. Schosser

March 2024

KeyCorp

**Chief Consumer
Banking and
Strategy Officer**

Urich T. Bowers

June 2024

PNC

Treasurer

Chad R. Wheeler

September 2025

**Fulton Bank
Sovereign Bank**

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