



# First Quarter 2026

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Earnings Conference Call  
April 28, 2026

Louis J. Torchio  
President and Chief Executive Officer

T.K. Creal  
Chief Credit Officer

Douglas M. Schosser  
Chief Financial Officer

Michael D. Perry  
Corporate Development & Strategy  
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Chad R. Wheeler  
Treasurer





# 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; 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, 2025 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 viewed as a substitute for operating 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 reconciliations of non-GAAP financial measures to the most directly comparable GAAP measures where applicable.

# Northwest Bancshares At-A-Glance

For the quarter ended March 31, 2026

FOUNDED  
**1896**

FINANCIAL CENTERS  
**151**

TOTAL ASSETS  
**\$16.9B**

TOTAL LOANS  
**\$13.1B**

TOTAL DEPOSITS  
**\$14.2B**

NIM\*  
**3.70%**

ROA  
**1.22%**

ROE  
**10.86%**

ROTCE\*  
**14.59%**

Diluted EPS  
**\$0.34**

Adjusted ROA\*

Adjusted ROE\*

Adjusted ROTCE\*

Adjusted Diluted EPS\*

**1.23%**

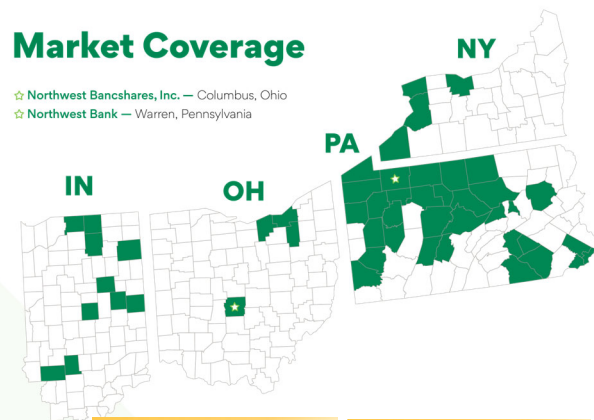
**10.95%**

**14.72%**

**\$0.35**

## 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.



## 1Q 2026 Highlights

### Balance Sheet Management

**+\$191 MM**

1Q26 Avg. C&I Loan Growth

**+28.2%**

YOY Avg. C&I Loan Growth

C&I momentum continues to deliver progress on balance mix shift

### Net Income Growth

**\$51 MM**

1Q26 Net Income (A Record Quarter)

**+16.3%**

YOY Net Income Growth

Increased earning assets, fee income performance, expense management and lower provision expense drove record net income

### Net Interest Income

**3.70%**

1Q26 NIM\*

**+11.5%**

YOY Net Interest Income Growth

Net interest margin\* grew 1bp QoQ benefiting from higher securities yields and lower cost of deposits

### Returns and Efficiency

(ROAA) (ROTCE)\*  
**1.22% 14.59%**

1Q26 Returns

Adjusted\*  
**59.4% 57.8%**

1Q26 Efficiency Ratios

Strong return metrics driven by record net income in 1Q with continued expense discipline improving efficiency performance

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



## 1Q 2026 Highlights

### Summary Comments

- Net interest income grew \$0.3 million or 0.2% QoQ with net interest margin\* improving to 3.70% benefiting from increased securities portfolio yields and a decrease in cost of deposits
- Revenue of \$175.1 million in 1Q26 represented a 2.7% decline QoQ due to higher BOLI benefit recognized in 4Q25 but represented a 12.1% increase YoY
- Achieved significant positive operating leverage of more than 560 bps in 1Q26 driven by continued focus on tight expense discipline
- Adjusted efficiency ratio\* of 57.8% in 1Q26 improved by 170 bps QoQ

Metric	1Q26	QoQΔ	YoYΔ
EPS	\$0.34	\$0.03	\$0.00
Adjusted EPS*	\$0.35	\$0.02	\$0.00
Net Interest Income	\$142.5	0.2%	11.5%
Noninterest Income	\$32.6	-13.8%	14.9%
Revenue	\$175.1	-2.7%	12.1%
Noninterest Expense	\$104.0	-8.4%	13.4%
Pre-Tax Pre-Provision Net Revenue* as Adjusted <sup>(1)</sup>	\$71.7	1.5%	9.3%
Provision for Credit Losses	\$4.4	-43.4%	-44.8%
CET1 Ratio**	12.2%	7 bps	-74 bps
Efficiency Ratio	59.4%	-366 bps	69 bps
Adjusted Efficiency Ratio*	57.8%	-170 bps	12 bps
ROTCE*	14.59%	149 bps	30 bps
ROTCE Adj.*	14.72%	77 bps	16 bps
TBV per Common Share*	\$9.72	\$0.09	-\$0.03

\* 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

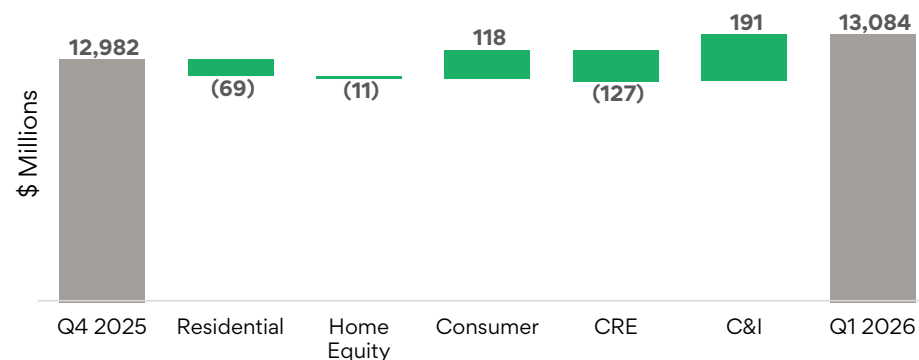
## Summary Comments

- Average loans grew \$102 million QoQ
- Average C&I loans increased \$191 million, or 7.8% QoQ and \$579 million, or 28.2% YoY driven by growth in several of the new verticals and in other commercial loan portfolios
- Total loans grew \$49 million in 1Q26

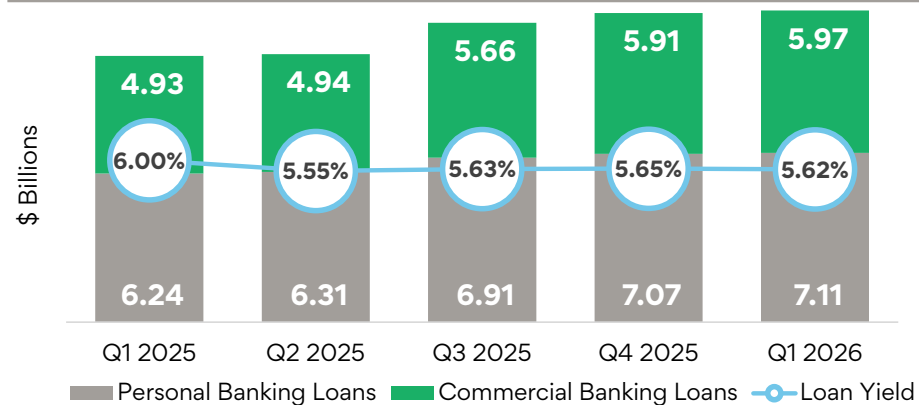
## Loan Mix Change

\$ in Millions	1Q26	1Q26 vs 4Q25		1Q26 vs 1Q25	
		Change \$	Change %	Change \$	Change %
Average Balances	13,084	102	0.8%	1,907	17.1%
Residential mortgage	3,079	-69	-2.2%	-77	-2.4%
Home equity	1,501	-11	-0.7%	361	31.7%
Consumer	2,530	118	4.9%	582	29.9%
Commercial real estate	3,342	-127	-3.7%	462	16.1%
Commercial & industrial	2,632	191	7.8%	579	28.2%
<b>Total Loans</b>	<b>13,084</b>	<b>102</b>	<b>0.8%</b>	<b>1,907</b>	<b>17.1%</b>

## Combined Loan Average Balances



## Loan Growth and Loan Yield





# Deposit Balances

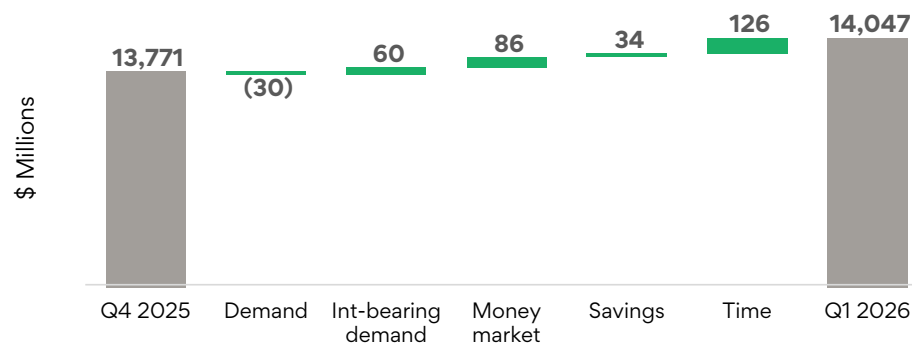
## Summary Comments

- Deposit balances remained strong as average total deposits grew by \$276 million QoQ partially benefiting from continued focus on commercial growth and deepening consumer relationships
- Cost of deposits decreased 5 bps to 1.48%, benefiting from proactive management of the overall portfolio
- 43% of the CD portfolio matured in 1Q26 at a weighted-average rate of 3.60%. New volumes at lower rates drove an overall decline in CD costs

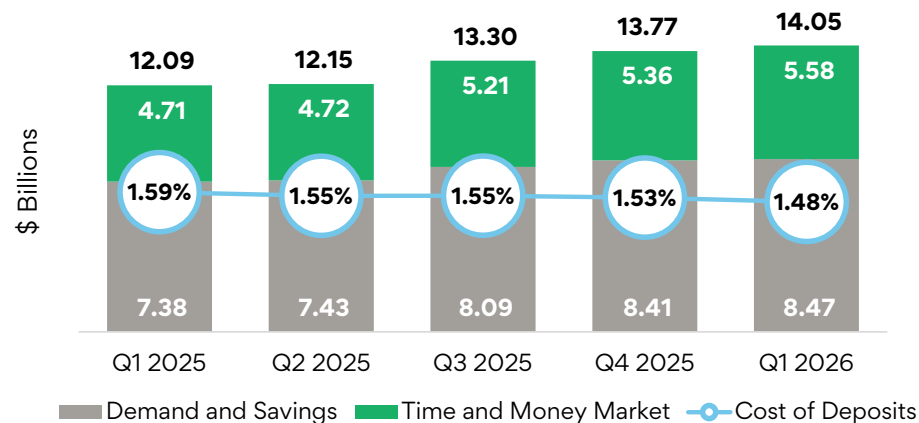
## Deposit Mix Change

\$ in Millions	1Q26	1Q26 vs 4Q25		1Q26 vs 1Q25	
		Change \$	Change %	Change \$	Change %
<b>Average Balances</b>					
Demand	3,075	-30	-1.0%	486	18.8%
Interest-bearing demand	3,000	60	2.0%	407	15.7%
Money market	2,609	86	3.4%	526	25.3%
Savings	2,396	34	1.4%	202	9.2%
Time	2,967	126	4.4%	338	12.8%
<b>Total Deposits</b>	<b>14,047</b>	<b>276</b>	<b>2.0%</b>	<b>1,959</b>	<b>16.2%</b>

## Change in Deposit Mix



## Deposit Growth and Cost of Deposits



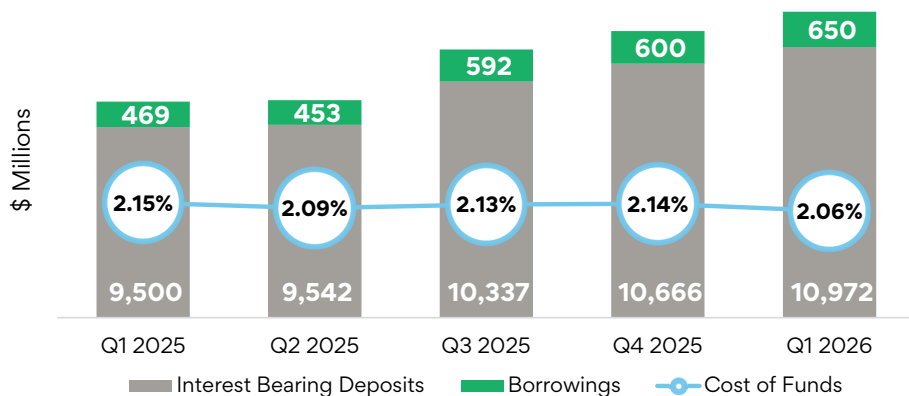


# Net Interest Margin

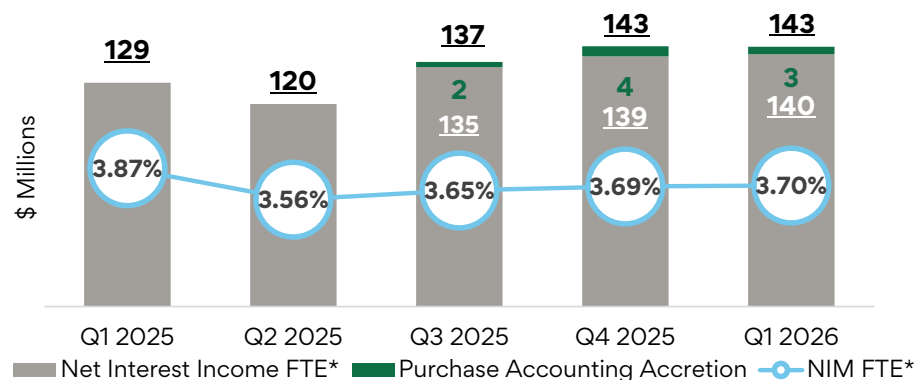
## Summary Comments

- Net interest margin increased 1 bp to 3.70% in 1Q26
  - Net interest income grew \$0.3 million QoQ
- Securities portfolio yields continue to increase as we reinvest cash flow at higher yields than the current portfolio
- Cost of funds decreased 8 bps to 2.06%, benefiting from proactive management of the overall portfolio

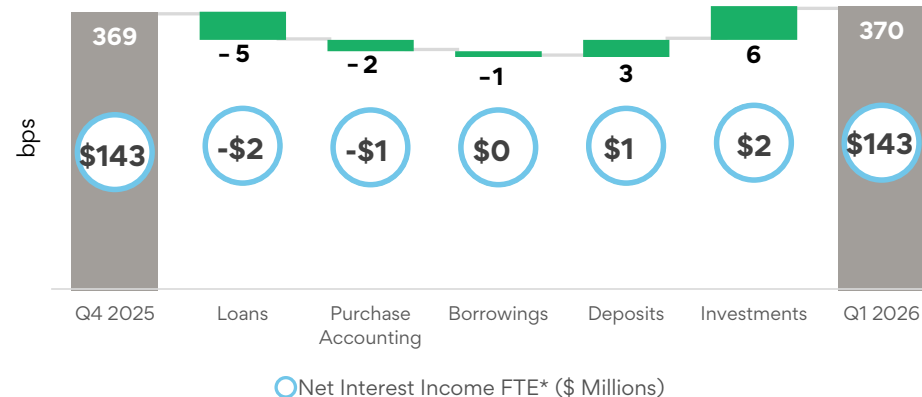
## Cost of Funds



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



## Drivers of Net Interest Margin (FTE) Change



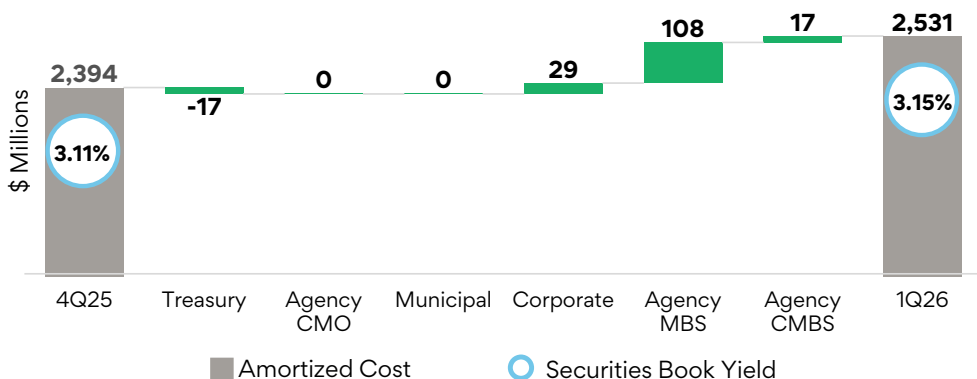


# Securities Portfolio

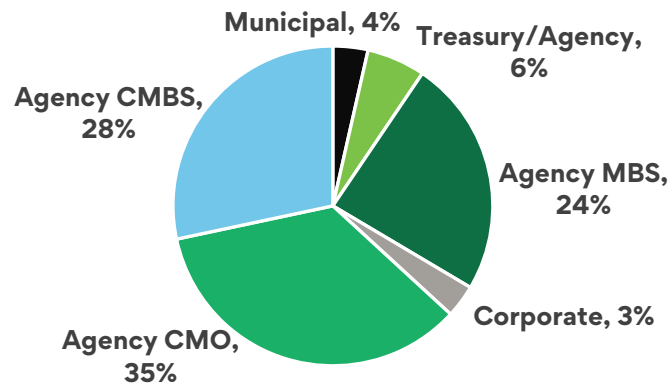
## Summary Comments

- New securities 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 4 bps to 3.15% in the quarter
- 26% of the portfolio is HTM to protect tangible common equity

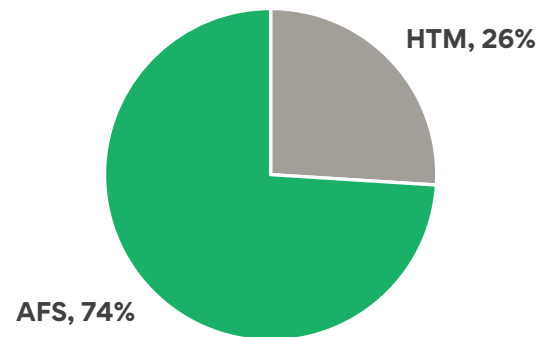
## Securities Portfolio QoQ Change



## Securities Portfolio



## Securities Classification





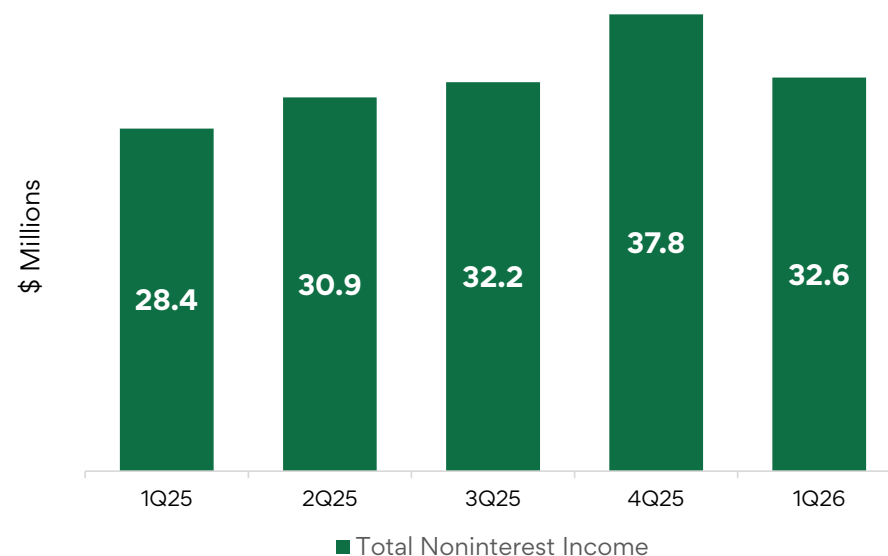
# Noninterest Income

## Comments

- Noninterest income decreased \$5.2 million QoQ, driven by a decrease in Bank-owned life insurance income due to a higher BOLI benefit recorded in 4Q 2025
- Noninterest income increased \$4.2 million YoY, benefiting from an increase in service charges and fees and a gain on equity method investments

\$ in Thousands	1Q26	1Q26 vs 4Q25		1Q26 vs 1Q25	
		Change \$	Change %	Change \$	Change %
<b>Noninterest Income</b>					
Service charges and fees	17,118	-259	-1.5%	2,131	14.2%
Trust and other financial services	8,618	202	2.4%	708	9.0%
Other operating income	3,208	599	23.0%	1,099	52.1%
Gain on sale of SBA loans	1,186	749	171.4%	-52	-4.2%
Bank-owned life insurance	2,042	-6,227	-75.3%	711	53.4%
Mortgage banking income	329	-50	-13.2%	-367	-52.7%
Gain on real estate owned, net	70	-78	-52.7%	-14	-16.7%
Gain on sale of investments	11	-131	-92.3%	11	(NM)
<b>Total Noninterest Income</b>	<b>32,582</b>	<b>-5,195</b>	<b>-13.8%</b>	<b>4,227</b>	<b>14.9%</b>

## Noninterest Income Trend





# Noninterest Expense

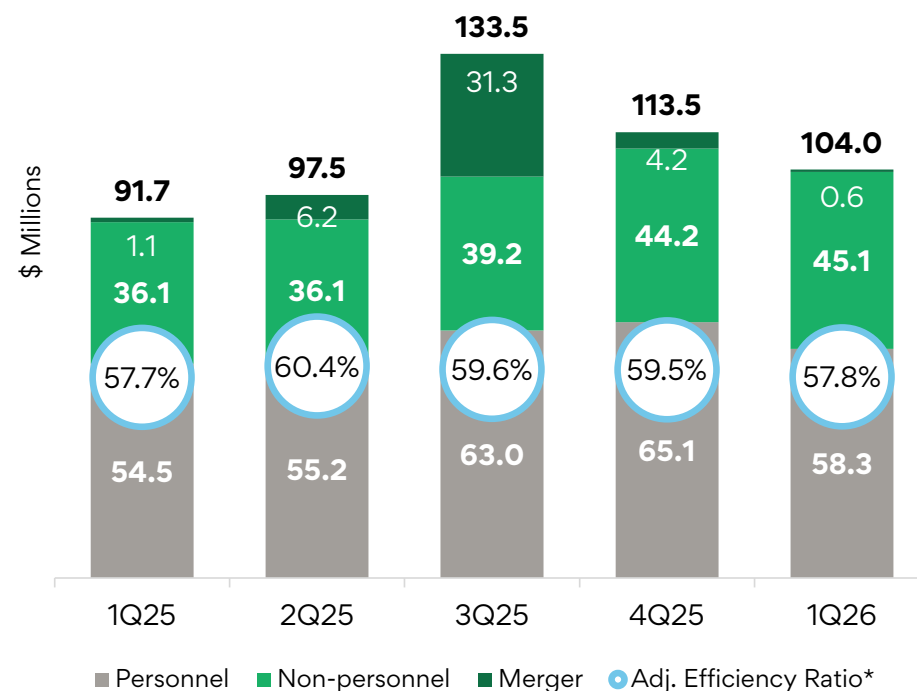
## Comments

- Noninterest expense of \$104.0 million in 1Q26 declined 8.4% QoQ due to lower compensation and benefits expense as 4Q25 was driven by the completion and recognition of all the costs of the recent acquisition combined with more normalized performance-based compensation expense in 1Q26
- Adjusted efficiency ratio\* was 57.8% in 1Q26 continuing the improvement in expense management over the last year

\$ in Thousands	1Q26	1Q26 vs 4Q25		1Q26 vs 1Q25	
		Change \$	Change %	Change \$	Change %
<b>Noninterest Expense</b>	<b>104,038</b>	<b>-9,483</b>	<b>-8.4%</b>	<b>12,301</b>	<b>13.4%</b>
Compensation and employee benefits	58,330	-6,813	-10.5%	3,790	6.9%
Processing expenses	16,806	352	2.1%	2,816	20.1%
Premises and occupancy costs	9,863	1,693	20.7%	1,463	17.4%
Office operations	3,875	-342	-8.1%	898	30.2%
Professional services	3,523	157	4.7%	767	27.8%
Federal deposit insurance premiums	2,895	-643	-18.2%	567	24.4%
Marketing expenses	1,668	-159	-8.7%	-212	-11.3%
Merger, asset disposition and restructuring expense	631	-3,529	-84.8%	-492	-43.8%
Other	6,447	-199	-3.0%	2,704	72.2%

## Expense Mix and Efficiency Trend

	1Q25	2Q25	3Q25	4Q25	1Q26
Efficiency Ratio	58.74%	64.86%	79.38%	63.09%	59.43%
Adjusted Efficiency Ratio*	57.70%	60.42%	59.62%	59.52%	57.82%



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

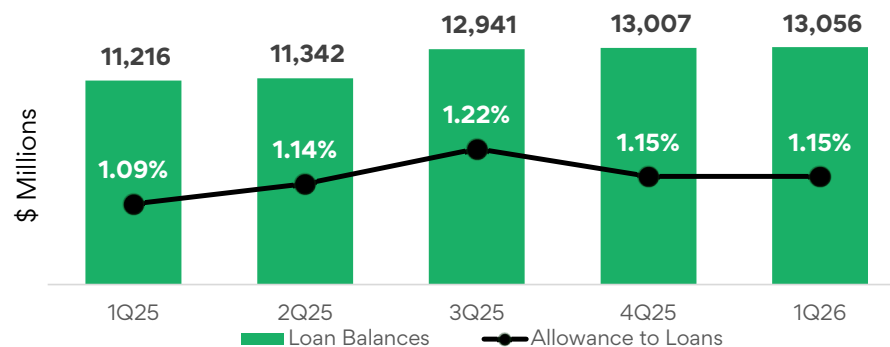


# Allowance for Credit Losses

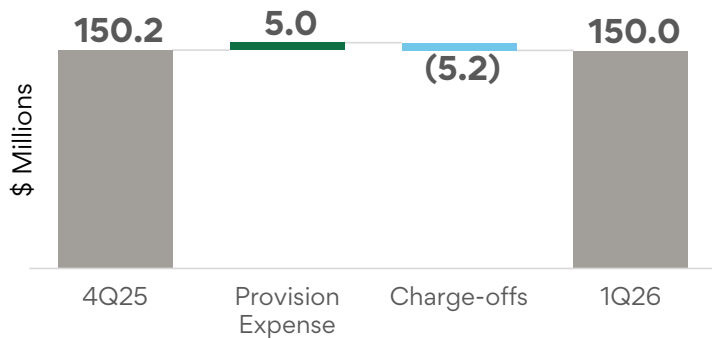
## Summary Comments

- Overall ACL coverage at 1.15% is flat from 4Q25
- Quarterly annualized net charge-offs of 16 bps, below full year guidance levels
- The total provision for credit losses for the quarter ended 1Q26 was \$5 million primarily driven by growth in our commercial lending portfolio and increased uncertainty in the economic outlook

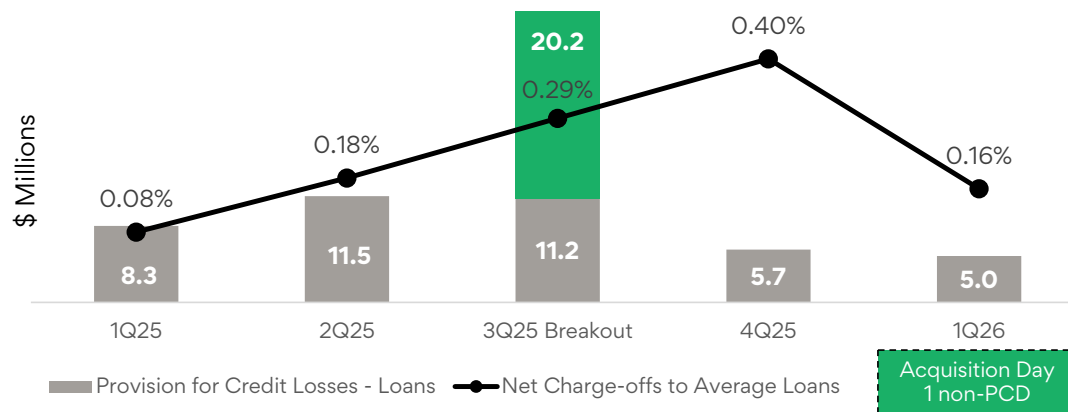
## Total Loans and Allowance Coverage



## Allowance QoQ Change



## Net Charge-offs and Provision



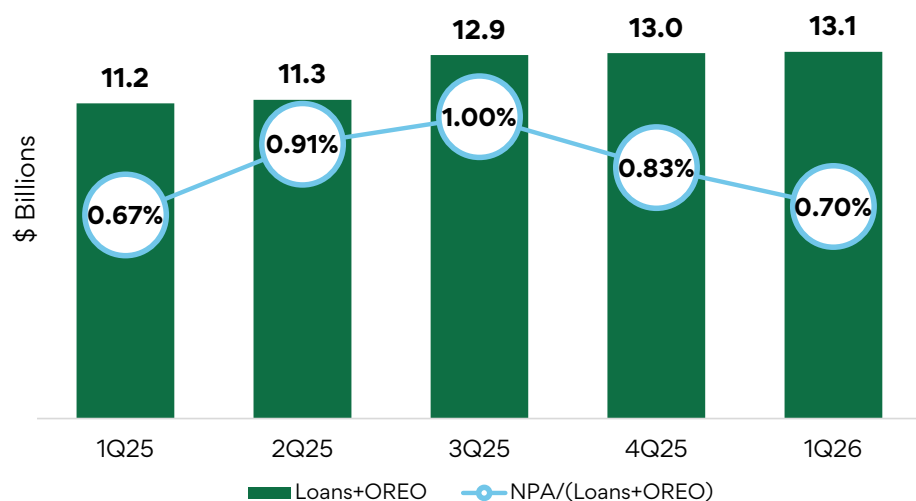


# Credit Quality

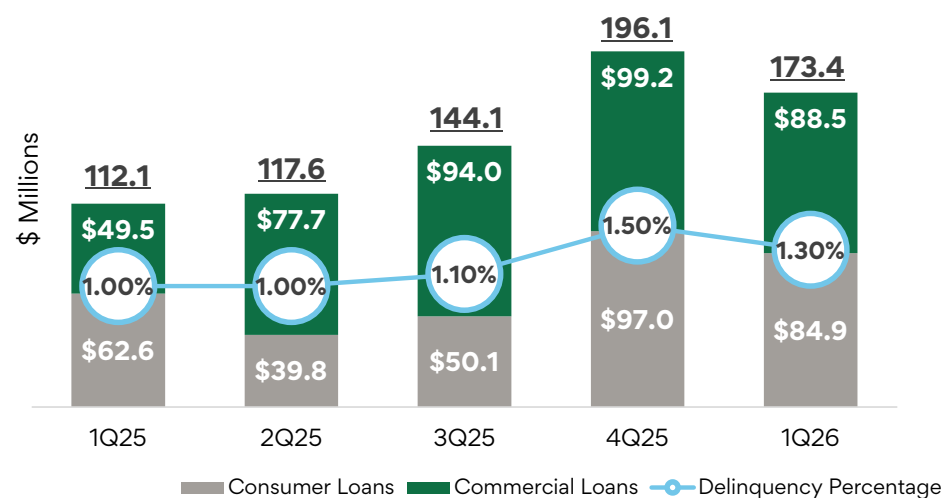
## Overview

- Total delinquency decreased from 1.50% to 1.30% QoQ, primarily as a result of planned runoff in the CRE criticized portfolio
- 90 day plus delinquency declined from 0.51% to 0.34% and NPAs decreased by \$16.5MM QoQ mostly due to the payoff of a long-term healthcare facility that was sold in the quarter

## Nonperforming Assets / (Loans + OREO)



## 30 Day Plus Loan Delinquency



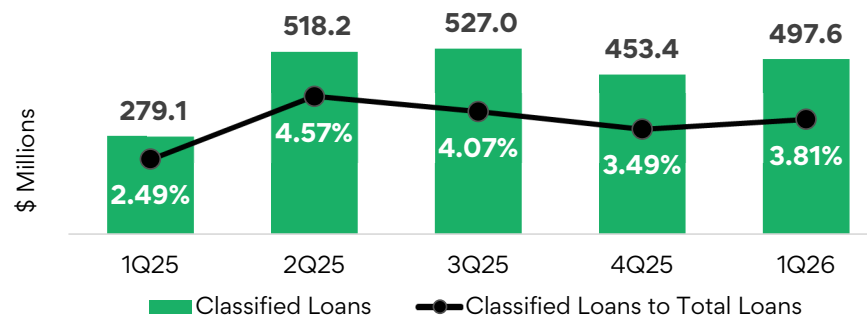


# Credit Quality Breakdown

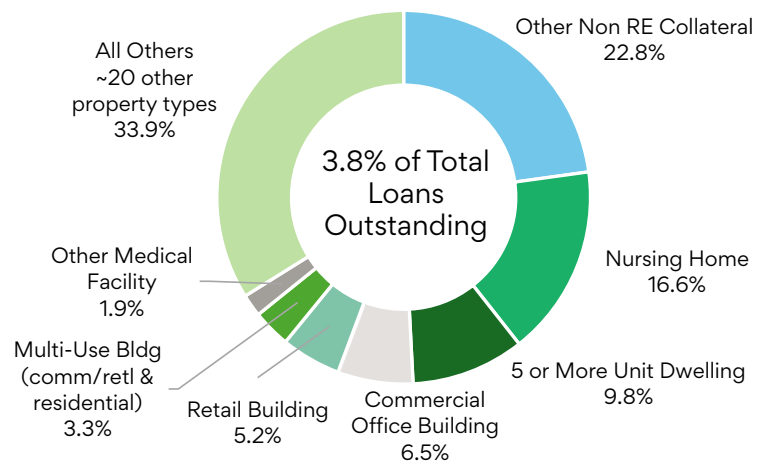
## Summary Comments

- Classified “Other Non RE Collateral” loans increased from 17.5% to 22.8%
- Classified “Nursing Home” exposure was managed down from 18.9% to 16.6%
- Classified “5 or More Unit Dwelling” loans increased from 4.8% to 9.8%

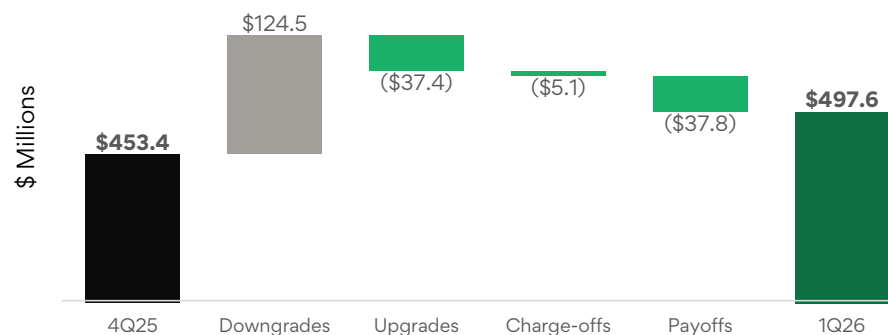
## Classified Loans



## Classified Loans by Collateral Type



## Change in Classified Loans QoQ





## 2026 Outlook<sup>(1)</sup>

	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		
	March 31, 2026	December 31, 2025	March 31, 2025
Reconciliation of net income to adjusted net income:			
Net income (GAAP)	\$ 50,536	45,713	43,458
Non-GAAP adjustments			
Add: merger, asset disposition and restructuring expense	631	4,160	1,123
Less: tax benefit of non-GAAP adjustments	(177)	(1,165)	(314)
Adjusted net income (non-GAAP)	\$ 50,990	48,708	44,267
Diluted earnings per share (GAAP)	\$ 0.34	0.31	0.34
Diluted adjusted earnings per share (non-GAAP)	\$ 0.35	0.33	0.35
Average equity	\$ 1,887,742	1,870,088	1,616,611
Average assets	16,832,777	16,494,008	14,402,483
Annualized return on average equity (GAAP)	10.86 %	9.70 %	10.90 %
Annualized return on average assets (GAAP)	1.22 %	1.10 %	1.22 %
Annualized return on average equity, excluding merger, asset disposition and restructuring expense, net of tax (non-GAAP)	10.95 %	10.33 %	11.11 %
Annualized return on average assets, excluding merger, asset disposition and restructuring expense, net of tax (non-GAAP)	1.23 %	1.17 %	1.25 %

\* Dollars in thousands, except per share amounts



## Non-GAAP Reconciliation 2

	March 31, 2026	December 31, 2025	March 31, 2025
<b>Tangible common equity to assets</b>			
Total shareholders' equity	\$ 1,904,307	1,890,424	1,628,955
Less: goodwill and intangible assets	(481,808)	(483,997)	(383,331)
Tangible common equity	<u>\$ 1,422,499</u>	<u>1,406,427</u>	<u>1,245,624</u>
<b>Total assets</b>			
Total assets	\$ 16,907,049	16,766,617	14,453,727
Less: goodwill and intangible assets	(481,808)	(483,997)	(383,331)
Tangible assets	<u>\$ 16,425,241</u>	<u>16,282,620</u>	<u>14,070,396</u>
Tangible common equity to tangible assets	8.66 %	8.64 %	8.85 %
<b>Tangible book value per share</b>			
Tangible common equity	\$ 1,422,499	1,406,427	1,245,624
Common shares outstanding	146,302,025	146,107,964	127,736,303
Tangible book value per share	9.72	9.63	9.75
<b>Per-tax pre-provision net revenue</b>			
Net interest income	\$ 142,482	142,166	127,818
Noninterest income	32,582	37,777	28,355
Noninterest expense	(104,038)	(113,521)	(91,737)
Add back: asset disposition and restructuring expense	631	4,160	1,123
<b>Per-tax pre-provision net revenue</b>	<u>\$ 71,657</u>	<u>70,582</u>	<u>65,599</u>

\* Dollars in thousands, except per share amounts



## Non-GAAP Reconciliation 3

	Quarter ended		
	March 31, 2026	December 31, 2025	March 31, 2025
<b>Annualized return on average tangible common equity</b>			
Net income	\$ 50,536	45,713	43,458
Average shareholders' equity	1,887,742	1,870,088	1,616,611
Less: average goodwill and intangible assets	(483,240)	(485,252)	(383,649)
Average tangible common equity	<u>\$ 1,404,502</u>	<u>1,384,836</u>	<u>1,232,962</u>
Annualized return on average tangible common equity	14.59 %	13.10 %	14.29 %
<b>Annualized return on average tangible common equity - adjusted</b>			
Adjusted net income (non-GAAP)	\$ 50,990	48,708	44,267
Average tangible common equity	1,404,502	1,384,836	1,232,962
Annualized return on average tangible common equity - adjusted	14.72%	13.95%	14.56%

\* Dollars in thousands, except per share amounts



## Non-GAAP Reconciliation 4

	Quarter ended				
	March 31, 2026	December 31, 2025	September 30, 2025	June 30, 2025	March 31, 2025
<b>Efficiency ratio, excluding amortization and merger, asset disposition and restructuring expenses</b>					
Noninterest expense	\$ 104,038	113,521	133,498	97,540	91,737
Less: amortization expense	(2,189)	(2,257)	(1,974)	(436)	(504)
Less: merger, asset disposition and restructuring expenses	(631)	(4,160)	(31,260)	(6,244)	(1,123)
Noninterest expense, excluding amortization and merger, assets disposition and restructuring expenses	<u>\$ 101,218</u>	<u>107,104</u>	<u>100,264</u>	<u>90,860</u>	<u>90,110</u>
Net interest income	\$ 142,482	142,166	135,974	119,444	127,818
Noninterest income	32,582	37,777	32,198	30,938	28,355
Net interest income plus noninterest income	<u>\$ 175,064</u>	<u>179,943</u>	<u>168,172</u>	<u>150,382</u>	<u>156,173</u>
Efficiency ratio, excluding amortization and merger, asset disposition and restructuring expenses	57.82 %	59.52 %	59.62 %	60.42 %	57.70 %
<b>Net interest income fully tax equivalent (FTE)</b>					
Net interest income	\$ 142,482	142,166	135,974	119,444	127,818
Tax equivalent adjustment	866	1,035	970	878	867
Net interest income, (FTE)	<u>\$ 143,348</u>	<u>143,201</u>	<u>136,944</u>	<u>120,322</u>	<u>128,685</u>

\* Dollars in thousands, except per share amounts



# Appendix

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## Earning Asset & Funding Mix

### Earning Asset Mix

Ending balances (\$ Millions)	1Q26	Total %	Fixed %	Floating %	Periodic %
Securities	2,394	15%	97%	0%	3%
Residential mortgage	3,036	20%	94%	4%	2%
Home equity	1,496	10%	55%	45%	0%
Consumer	2,661	17%	98%	2%	0%
Commercial real estate	3,161	21%	18%	38%	44%
Commercial	2,702	17%	24%	73%	3%
<b>Total</b>	<b>15,450</b>	<b>100%</b>	<b>63%</b>	<b>26%</b>	<b>11%</b>

- The loan portfolio remains slightly asset sensitive with growth in floating rate commercial loans
- Consumer loans which are primarily vehicle loans are fixed but with shorter duration

### Funding Mix

Ending balances (\$ Millions)	1Q26	Total %	< 1 Year *	> 1 Year *
Demand	3,121	21%	100%	0%
Interest-bearing demand	2,938	20%	100%	0%
Money market	2,735	18%	100%	0%
Savings	2,445	17%	99%	1%
Time	2,975	20%	97%	3%
Borrowings	595	4%	61%	39%
<b>Total</b>	<b>14,809</b>	<b>100%</b>	<b>98%</b>	<b>2%</b>

\*Interest rate reset period

- Granular diversified deposit book, average balance of more than \$19,500
- Customer deposits consist of over 719,000 accounts with an average tenure of more than 12 years
- Time deposits continue to have a very short duration

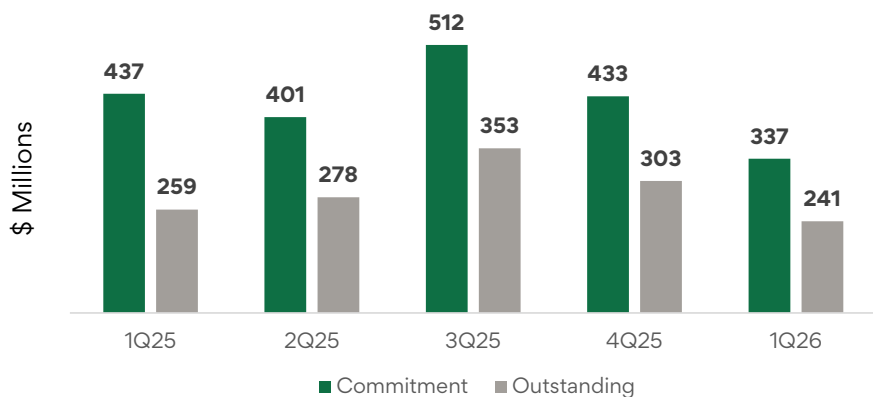


# Commercial Loan Distribution & CRE Concentration

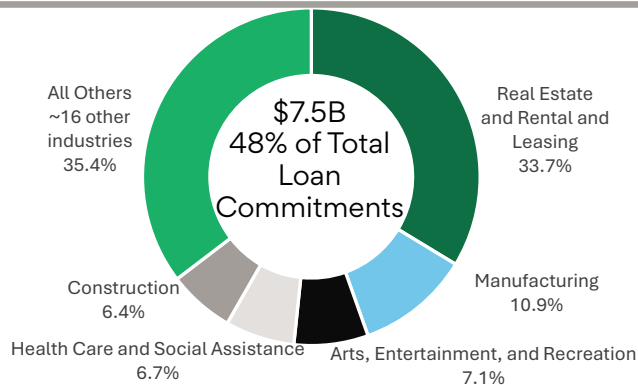
## Summary Comments

- Portfolio continues to diversify with the growth of the specialty verticals and reduced reliance on real estate collateral
- Disciplined adherence to internal concentration thresholds has allowed Northwest to avoid material property type or industry issues
- Regulatory CRE concentration is 128% of target Tier 1 + ACL (estimated), down slightly from prior quarter of 135%
- No property type exceeds 12% of the CRE portfolio or 25% of capital. The industrial segment of the CRE portfolio has seen slight growth in recent quarters
- Nursing home outstandings continued to decline from ~\$276 million at 3Q25, to \$243 million at FYE2025 and to ~\$238 million at 1Q26
- Maturity and interest rate rollover risk is not significant

## Construction & Land Development Portfolio



## Commercial Commitments by Industry



## Total Commercial Loan Outstanding by Property Type

