

Northwest Bancshares, Inc.
Form 10-Q
November 09, 2016
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UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, D.C. 20549

FORM 10-Q

Quarterly Report Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

For the quarterly period ended September 30, 2016

or

Transition Report Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

For the transition period from _____ to _____

Commission File Number 001-34582

NORTHWEST BANCSHARES, INC.
(Exact name of registrant as specified in its charter)

Maryland 27-0950358
(State or other jurisdiction of incorporation or organization) (I.R.S. Employer Identification No.)

100 Liberty Street, Warren, Pennsylvania 16365
(Address of principal executive offices) (Zip Code)

(814) 726-2140
(Registrant's telephone number, including area code)

(Former name, former address and former fiscal year, if changed since last report)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the Registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes No

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See definition of "large accelerated filer," "accelerated filer" and "smaller reporting company" in Rule 12b-2 of the Exchange Act. (Check one):

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Large Accelerated Filer Accelerated Filer Non-Accelerated Filer Smaller reporting company

Indicate by check mark whether the registrant is a Shell Company (as defined in Rule 12b-2 of the Exchange Act). Yes No

Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of the latest practicable date:

Common Stock (\$0.01 par value) 101,302,855 shares outstanding as of October 31, 2016

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ITEM 1. FINANCIAL STATEMENTS

NORTHWEST BANCSHARES, INC.
CONSOLIDATED STATEMENTS OF FINANCIAL CONDITION (Unaudited)
(in thousands, except share data)

| | September 30, 2016 | December 31, 2015 |
|--|-----------------------|----------------------|
| Assets | | |
| Cash and due from banks | \$ 107,604 | 92,263 |
| Interest-earning deposits in other financial institutions | 210,723 | 74,510 |
| Federal funds sold and other short-term investments | 2,239 | 635 |
| Marketable securities available-for-sale (amortized cost of \$879,141 and \$868,956) | 890,688 | 874,405 |
| Marketable securities held-to-maturity (fair value of \$23,249 and \$32,552) | 22,584 | 31,689 |
| Total cash and investments | 1,233,838 | 1,073,502 |
| Personal Banking loans: | | |
| Residential mortgage loans held for sale | 30,355 | — |
| Residential mortgage loans | 2,788,658 | 2,740,892 |
| Home equity loans | 1,349,105 | 1,187,106 |
| Consumer loans | 628,512 | 520,289 |
| Total Personal Banking loans | 4,796,630 | 4,448,287 |
| Commercial Banking loans: | | |
| Commercial real estate loans | 2,464,681 | 2,351,434 |
| Commercial loans | 537,255 | 422,400 |
| Total Business Banking loans | 3,001,936 | 2,773,834 |
| Total loans | 7,798,566 | 7,222,121 |
| Allowance for loan losses | (63,246 |) (62,672) |
| Total loans, net | 7,735,320 | 7,159,449 |
| Federal Home Loan Bank stock, at cost | | |
| | 7,660 | 40,903 |
| Accrued interest receivable | 21,591 | 21,072 |
| Real estate owned, net | 4,841 | 8,725 |
| Premises and equipment, net | 167,596 | 154,351 |
| Bank owned life insurance | 170,172 | 168,509 |
| Goodwill | 307,711 | 261,736 |
| Other intangible assets | 33,901 | 8,982 |
| Other assets | 31,977 | 54,670 |
| Total assets | \$ 9,714,607 | 8,951,899 |
| Liabilities and Shareholders' Equity | | |
| Liabilities: | | |
| Noninterest-bearing checking deposits | \$ 1,496,574 | 1,177,256 |
| Interest-bearing checking deposits | 1,446,971 | 1,080,086 |
| Money market deposit accounts | 1,896,272 | 1,274,504 |
| Savings deposits | 1,671,539 | 1,386,017 |
| Time deposits | 1,691,447 | 1,694,718 |
| Total deposits | 8,202,803 | 6,612,581 |
| Borrowed funds | 135,891 | 975,007 |

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| | | |
|--|--------------|-----------|
| Junior subordinated deferrable interest debentures held by trusts that issued guaranteed capital debt securities | 111,213 | 111,213 |
| Advances by borrowers for taxes and insurance | 21,616 | 33,735 |
| Accrued interest payable | 682 | 1,993 |
| Other liabilities | 79,599 | 54,207 |
| Total liabilities | 8,551,804 | 7,788,736 |
| Shareholders' equity: | | |
| Preferred stock, \$0.01 par value: 50,000,000 authorized, no shares issued | — | — |
| Common stock, \$0.01 par value: 500,000,000 shares authorized, 101,268,648 and 101,871,737 shares issued, respectively | 1,013 | 1,019 |
| Paid-in capital | 711,974 | 717,603 |
| Retained earnings | 469,459 | 489,292 |
| Unallocated common stock of employee stock ownership plan | — | (20,216) |
| Accumulated other comprehensive loss | (19,643) | (24,535) |
| Total shareholders' equity | 1,162,803 | 1,163,163 |
| Total liabilities and shareholders' equity | \$ 9,714,607 | 8,951,899 |

See accompanying notes to unaudited consolidated financial statements

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NORTHWEST BANCSHARES, INC.
CONSOLIDATED STATEMENTS OF INCOME (Unaudited)
(in thousands, except per share data)

| | Quarter ended | | Nine months ended | |
|---|---------------|--------|-------------------|----------|
| | September 30, | | September 30, | |
| | 2016 | 2015 | 2016 | 2015 |
| Interest income: | | | | |
| Loans receivable | \$82,435 | 76,087 | 245,861 | 217,783 |
| Mortgage-backed securities | 2,030 | 2,230 | 6,374 | 6,522 |
| Taxable investment securities | 627 | 1,238 | 2,421 | 3,412 |
| Tax-free investment securities | 676 | 986 | 2,107 | 3,477 |
| FHLB dividends | 218 | 451 | 1,086 | 2,329 |
| Interest-earning deposits | 114 | 99 | 243 | 418 |
| Total interest income | 86,100 | 81,091 | 258,092 | 233,941 |
| Interest expense: | | | | |
| Deposits | 5,653 | 6,163 | 17,606 | 17,620 |
| Borrowed funds | 1,801 | 7,987 | 13,602 | 24,221 |
| Total interest expense | 7,454 | 14,150 | 31,208 | 41,841 |
| Net interest income | 78,646 | 66,941 | 226,884 | 192,100 |
| Provision for loan losses | 5,538 | 3,167 | 11,397 | 5,117 |
| Net interest income after provision for loan losses | 73,108 | 63,774 | 215,487 | 186,983 |
| Noninterest income: | | | | |
| Gain on sale/ call of investments | 58 | 260 | 412 | 921 |
| Service charges and fees | 11,012 | 9,945 | 31,707 | 27,832 |
| Trust and other financial services income | 3,434 | 3,062 | 9,972 | 8,932 |
| Insurance commission income | 2,541 | 2,398 | 8,023 | 7,036 |
| Loss on real estate owned, net | (563) | (246) | (203) | (1,833) |
| Income from bank owned life insurance | 1,380 | 1,166 | 4,080 | 3,087 |
| Mortgage banking income | 1,886 | 267 | 2,550 | 725 |
| Other operating income | 1,070 | 1,288 | 4,000 | 2,590 |
| Total noninterest income | 20,818 | 18,140 | 60,541 | 49,290 |
| Noninterest expense: | | | | |
| Compensation and employee benefits | 39,474 | 31,000 | 106,856 | 87,815 |
| Premises and occupancy costs | 6,094 | 6,072 | 18,906 | 18,238 |
| Office operations | 3,700 | 3,268 | 10,503 | 9,085 |
| Collections expense | 589 | 624 | 1,994 | 1,995 |
| Processing expenses | 8,844 | 8,126 | 25,430 | 22,723 |
| Marketing expenses | 2,239 | 1,691 | 6,671 | 6,857 |
| Federal deposit insurance premiums | 984 | 1,177 | 3,929 | 3,810 |
| Professional services | 1,815 | 1,529 | 5,777 | 4,973 |
| Amortization of intangible assets | 1,068 | 422 | 2,453 | 959 |
| Real estate owned expense | 206 | 471 | 812 | 1,677 |
| Restructuring/ acquisition expense | 7,183 | 7,590 | 11,204 | 8,404 |
| FHLB prepayment penalty | — | — | 36,978 | — |
| Other expenses | 2,836 | 1,834 | 10,055 | 6,114 |
| Total noninterest expense | 75,032 | 63,804 | 241,568 | 172,650 |

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| | | | | |
|---|----------|--------|--------|--------|
| Income before income taxes | 18,894 | 18,110 | 34,460 | 63,623 |
| Federal and state income taxes expense/ (benefit) | 4,697 | 5,238 | 9,287 | 19,276 |
| Net income | \$14,197 | 12,872 | 25,173 | 44,347 |
| Basic earnings per share | \$0.14 | 0.14 | 0.25 | 0.48 |
| Diluted earnings per share | \$0.14 | 0.13 | 0.25 | 0.48 |

See accompanying notes to unaudited consolidated financial statements

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NORTHWEST BANCSHARES, INC.

CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME (Unaudited)

(in thousands)

| | Quarter ended September 30, | | Nine months ended September 30, | |
|--|--------------------------------|--------|---------------------------------------|--------|
| | 2016 | 2015 | 2016 | 2015 |
| Net income | \$ 14,197 | 12,872 | 25,173 | 44,347 |
| Other comprehensive income net of tax: | | | | |
| Net unrealized holding gains/ (losses) on marketable securities: | | | | |
| Unrealized holding gains/ (losses) net of tax of \$503, \$(1,520) \$(2,377) and \$(2,266), respectively | (785) | 2,379 | 3,717 | 3,543 |
| Reclassification adjustment for (gains)/ losses included in net income, net of tax of \$23, \$77, \$(1) and \$299 respectively | (36) | (120) | 3 | (467) |
| Net unrealized holding gains on marketable securities | (821) | 2,259 | 3,720 | 3,076 |
| Change in fair value of interest rate swaps, net of tax of \$(253), \$(24), \$(267) and \$(311), respectively | 471 | 45 | 497 | 577 |
| Defined benefit plan: | | | | |
| Reclassification adjustments for prior period service costs and net losses included in net income, net of tax of \$(144), \$(140), \$(432) and \$(420), respectively | 224 | 219 | 675 | 657 |
| Other comprehensive income/ (loss) | (126) | 2,523 | 4,892 | 4,310 |
| Total comprehensive income | \$ 14,071 | 15,395 | 30,065 | 48,657 |

See accompanying notes to unaudited consolidated financial statements

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NORTHWEST BANCSHARES, INC.

CONSOLIDATED STATEMENTS OF CHANGES IN SHAREHOLDERS' EQUITY (Unaudited)

(dollars in thousands, except share data)

Quarter ended September 30, 2015

| | Common Stock | | Paid-in | Retained | Accumulated | Unallocated | Total |
|---|--------------|---------|---------|----------|-------------------|--------------|---------------|
| | Shares | Amount | Capital | Earnings | Other | common stock | Shareholders' |
| | | | | | Comprehensive | of ESOP | Equity |
| | | | | | Income/ (Loss) | | |
| Beginning balance at June 30, 2015 | 94,740,749 | \$947 | 624,321 | 487,150 | (22,583) | (21,485) | 1,068,350 |
| Comprehensive income: | | | | | | | |
| Net income | — | — | — | 12,872 | — | — | 12,872 |
| Other comprehensive income, net of tax of \$(1,607) | — | — | — | — | 2,523 | — | 2,523 |
| Total comprehensive income | — | — | — | 12,872 | 2,523 | — | 15,395 |
| Acquisition of LNB Bancorp, Inc. | 7,056,704 | 70 | 90,538 | — | — | — | 90,608 |
| Exercise of stock options | 75,159 | 1 | 773 | — | — | — | 774 |
| Stock-based compensation expense, including tax benefit of \$25 | — | — | 941 | — | — | 87 | 1,028 |
| Share repurchases | (147,500) | (1) | (1,843) | — | — | — | (1,844) |
| Dividends paid (\$0.14 per share) | — | — | — | (12,974) | — | — | (12,974) |
| Ending balance at September 30, 2015 | 101,725,112 | \$1,017 | 714,730 | 487,048 | (20,060) | (21,398) | 1,161,337 |

Quarter ended September 30, 2016

| | Common Stock | | Paid-in | Retained | Accumulated | Unallocated | Total |
|------------------------------------|--------------|---------|---------|----------|---------------|--------------|---------------|
| | Shares | Amount | Capital | Earnings | Other | common stock | Shareholders' |
| | | | | | Comprehensive | of ESOP | Equity |
| | | | | | Loss | | |
| Beginning balance at June 30, 2016 | 102,472,947 | \$1,025 | 722,980 | 470,337 | (19,517) | (19,370) | 1,155,455 |

Comprehensive income:

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| | | | | | | | |
|---|--------------|---------|-----------|-----------|-----------|--------|-----------|
| Net loss | — | — | — | 14,197 | — | — | 14,197 |
| Other comprehensive loss, net of tax of \$129 | — | — | — | — | (126) |) — | (126) |
| Total comprehensive income/(loss) | — | — | — | 14,197 | (126) |) — | 14,071 |
| ESOP loan payoff | (1,366,574) | (14) | (13,896) | — | — | 13,910 | — |
| Exercise of stock options | 162,275 | 2 | 1,821 | — | — | — | 1,823 |
| Stock-based compensation expense, including tax benefit of \$81 | — | — | 1,069 | — | — | 5,460 | 6,529 |
| Dividends paid (\$0.15 per share) | — | — | — | (15,075) | — | — | (15,075) |
| Ending balance at September 30, 2016 | 101,268,648 | \$1,013 | 711,974 | 469,459 | (19,643) | — | 1,162,803 |

See accompanying notes to unaudited consolidated financial statements

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NORTHWEST BANCSHARES, INC.

CONSOLIDATED STATEMENTS OF CHANGES IN SHAREHOLDERS' EQUITY (Unaudited)

(dollars in thousands, except share data)

Nine months ended September 30, 2015

| | Common Stock Shares | Common Stock Amount | Paid-in Capital | Retained Earnings | Accumulated Other Comprehensive Income/ (Loss) | Unallocated common stock of ESOP | Total Shareholders' Equity |
|---|------------------------|------------------------|--------------------|----------------------|--|--|----------------------------------|
| Beginning balance at December 31, 2014 | 94,721,453 | \$947 | 626,134 | 481,577 | (24,370) | (21,641) | 1,062,647 |
| Comprehensive income: | | | | | | | |
| Net income | — | — | — | 44,347 | — | — | 44,347 |
| Other comprehensive income, net of tax of \$(2,698) | — | — | — | — | 4,310 | — | 4,310 |
| Total comprehensive income | — | — | — | 44,347 | 4,310 | — | 48,657 |
| Acquisition of LNB Bancorp, Inc. | 7,056,704 | 70 | 90,538 | — | — | — | 90,608 |
| Exercise of stock options | 285,905 | 3 | 2,838 | — | — | — | 2,841 |
| Stock-based compensation expense, including tax benefit of \$31 | 306,350 | 3 | 3,061 | — | — | 243 | 3,307 |
| Share repurchases | (645,300) | (6) | (7,841) | — | — | — | (7,847) |
| Dividends paid (\$0.42 per share) | — | — | — | (38,876) | — | — | (38,876) |
| Ending balance at September 30, 2015 | 101,725,112 | \$1,017 | 714,730 | 487,048 | (20,060) | (21,398) | 1,161,337 |

Nine months ended September 30, 2016

| | Common Stock Shares | Common Stock Amount | Paid-in Capital | Retained Earnings | Accumulated Other Comprehensive Income/ (Loss) | Unallocated common stock of ESOP | Total Shareholders' Equity |
|---|------------------------|------------------------|--------------------|----------------------|--|---|----------------------------------|
| Beginning balance at December 31, 2015 | 101,871,737 | \$1,019 | 717,603 | 489,292 | (24,535) | (20,216) | 1,163,163 |

Comprehensive income:

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| | | | | | | | |
|--|--------------|---------|-----------|-----------|-----------|--------|-----------|
| Net income | — | — | — | 25,173 | — | — | 25,173 |
| Other comprehensive income, net of tax of \$(3,077) | — | — | — | — | 4,892 | — | 4,892 |
| Total comprehensive income | — | — | — | 25,173 | 4,892 | — | 30,065 |
| ESOP loan payoff | (1,366,574) | (14) | (13,896) | — | — | 13,910 | — |
| Exercise of stock options | 585,668 | 7 | 6,399 | — | — | — | 6,406 |
| Stock-based compensation expense, including tax benefit of \$287 | 323,717 | 3 | 3,618 | — | — | 6,306 | 9,927 |
| Share repurchases | (145,900) | (2) | (1,750) | — | — | — | (1,752) |
| Dividends paid (\$0.45 per share) | — | — | — | (45,006) | — | — | (45,006) |
| Ending balance at September 30, 2016 | 101,268,648 | \$1,013 | 711,974 | 469,459 | (19,643) | — | 1,162,803 |

See accompanying notes to unaudited consolidated financial statements

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NORTHWEST BANCSHARES, INC.
CONSOLIDATED STATEMENTS OF CASH FLOWS (Unaudited)
(in thousands)

| | Nine months ended September 30, | |
|---|------------------------------------|-------------|
| | 2016 | 2015 |
| OPERATING ACTIVITIES: | | |
| Net Income | \$25,173 | 44,347 |
| Adjustments to reconcile net income to net cash provided by operating activities: | | |
| Provision for loan losses | 11,397 | 5,117 |
| Net gain on sale of assets | (2,965) | (559) |
| Net depreciation, amortization and accretion | 9,974 | 4,791 |
| Decrease in other assets | 23,588 | 37,502 |
| Increase/ (decrease) in other liabilities | 9,003 | (8,993) |
| Net amortization on marketable securities | 1,533 | 536 |
| Noncash write-down of real estate owned | 1,274 | 2,340 |
| FHLB prepayment penalty | 24,520 | — |
| Deferred income tax benefit | (445) | — |
| Origination of loans held for sale | (188,474) | (371) |
| Proceeds from sale of loans held for sale | 158,058 | 375 |
| Noncash compensation expense related to stock benefit plans | 9,640 | 3,276 |
| Net cash provided by operating activities | 82,276 | 88,361 |
| INVESTING ACTIVITIES: | | |
| Purchase of marketable securities available-for-sale | (238,673) | (59,980) |
| Proceeds from maturities and principal reductions of marketable securities held-to-maturity | 9,097 | 56,616 |
| Proceeds from maturities and principal reductions of marketable securities available-for-sale | 227,283 | 183,822 |
| Proceeds from sale of marketable securities available-for-sale | 91 | 1,227 |
| Loan originations | (1,950,953) | (1,677,913) |
| Proceeds from loan maturities and principal reductions | 1,849,593 | 1,432,075 |
| Net sale/ (purchase) of Federal Home Loan Bank stock | 33,243 | (2,982) |
| Proceeds from sale of real estate owned | 6,557 | 10,531 |
| Sale of real estate owned for investment, net | 456 | 456 |
| Purchase of premises and equipment | (12,485) | (7,657) |
| Acquisitions, net of cash received | 1,118,400 | (61,108) |
| Net cash provided by/ (used in) investing activities | 1,042,609 | (124,913) |

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NORTHWEST BANCSHARES, INC.
CONSOLIDATED STATEMENTS OF CASH FLOWS (Unaudited) (continued)
(in thousands)

| | Nine months ended September 30, | |
|--|------------------------------------|------------|
| | 2016 | 2015 |
| FINANCING ACTIVITIES: | | |
| Decrease in deposits, net | \$(52,624) | (28,075) |
| Proceeds from long-term borrowings | — | 85,000 |
| Repayments of long-term borrowings, including prepayment penalty | (774,863) | (172,539) |
| Net increase/ (decrease) in short-term borrowings | (88,773) | 63,480 |
| Decrease in advances by borrowers for taxes and insurance | (15,402) | (12,544) |
| Cash dividends paid | (45,006) | (38,876) |
| Purchase of common stock for retirement | (1,752) | (7,847) |
| Proceeds from stock options exercised | 6,406 | 2,841 |
| Excess tax benefit from stock-based compensation | 287 | 31 |
| Net cash used in financing activities | (971,727) | (108,529) |
| | | |
| Net increase/ (decrease) in cash and cash equivalents | \$ 153,158 | (145,081) |
| | | |
| Cash and cash equivalents at beginning of period | \$ 167,408 | 240,706 |
| Net increase/ (decrease) in cash and cash equivalents | 153,158 | (145,081) |
| Cash and cash equivalents at end of period | \$ 320,566 | 95,625 |
| | | |
| Cash and cash equivalents: | | |
| Cash and due from banks | \$ 107,604 | 91,406 |
| Interest-earning deposits in other financial institutions | 210,723 | 3,206 |
| Federal funds sold and other short-term investments | 2,239 | 1,013 |
| Total cash and cash equivalents | \$ 320,566 | 95,625 |
| | | |
| Cash paid during the period for: | | |
| Interest on deposits and borrowings (including interest credited to deposit accounts of \$16,556 and \$16,092, respectively) | \$ 32,519 | 40,961 |
| Income taxes | \$ 4,086 | 10,731 |
| | | |
| Business acquisitions: | | |
| Fair value of assets acquired, excluding cash received | \$ 545,796 | 1,160,190 |
| Cash paid, net | 1,118,400 | (61,108) |
| Liabilities assumed | \$ 1,664,196 | 1,099,082 |
| | | |
| Non-cash activities: | | |
| Loans foreclosures and repossessions | \$ 2,877 | 6,742 |
| Sale of real estate owned financed by the Company | \$ 1,773 | 768 |

See accompanying notes to unaudited consolidated financial statements

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NOTES TO CONSOLIDATED FINANCIAL STATEMENTS - Unaudited

(1) Basis of Presentation and Informational Disclosures

Northwest Bancshares, Inc. (the “Company”) or (“NWBI”), a Maryland corporation headquartered in Warren, Pennsylvania, is a savings and loan holding company regulated by the Board of Governors of the Federal Reserve System. The primary activity of the Company is the ownership of all of the issued and outstanding common stock of Northwest Bank, a Pennsylvania-chartered savings bank (“Northwest”). Northwest is regulated by the FDIC and the Pennsylvania Department of Banking. Northwest operates 176 community-banking offices throughout Pennsylvania, western New York, eastern Ohio and Maryland.

The accompanying unaudited consolidated financial statements include the accounts of the Company and its subsidiary, Northwest, and Northwest’s subsidiaries Northwest Settlement Agency, LLC, Northwest Consumer Discount Company, Northwest Financial Services, Inc., Northwest Advisors, Inc., Northwest Capital Group, Inc., Allegheny Services, Inc., Great Northwest Corporation, Boetger & Associates, Inc. and The Bert Company. The unaudited consolidated financial statements have been prepared in accordance with United States generally accepted accounting principles for interim financial information and with the instructions for Form 10-Q and Article 10 of Regulation S-X. Accordingly, they do not include all of the information or footnotes required for complete annual financial statements. In the opinion of management, all adjustments necessary for the fair presentation of the Company’s financial position and results of operations have been included. The consolidated statements have been prepared using the accounting policies described in the financial statements included in the Company’s Annual Report on Form 10-K for the year ended December 31, 2015 updated, as required, for any new pronouncements or changes.

Certain items previously reported have been reclassified to conform to the current year’s reporting format.

The results of operations for the quarter and nine months ended September 30, 2016 are not necessarily indicative of the results that may be expected for the year ending December 31, 2016, or any other period.

Stock-Based Compensation

On May 18, 2016, we awarded employees 660,600 stock options and directors 64,800 stock options with an exercise price of \$14.15 and grant date fair value of \$1.52 per stock option. On May 18, 2016, we also awarded employees 310,160 restricted common shares and directors 24,300 restricted common shares with a grant date fair value of \$14.51. Awarded stock options and common shares vest over a ten-year period with the first vesting occurring on the grant date. Stock-based compensation expense of \$6.4 million and \$1.0 million for the quarters ended September 30, 2016 and 2015, and \$9.6 million and \$3.3 million for the nine months ended September 30, 2016 and 2015, respectively, was recognized in compensation expense relating to our stock benefit plans. At September 30, 2016 there was compensation expense of \$4.3 million to be recognized for awarded but unvested stock options and \$16.2 million for unvested common shares.

On September 30, 2016, the Northwest Savings Bank Employee Stock Ownership Plan (“ESOP”) was terminated. As a result, 1,366,574 unallocated ESOP shares were retired to payoff the ESOP loan due to the Company. The remaining 401,356 unallocated ESOP shares were distributed into the employees’ Northwest Savings Bank 401(k) Plan accounts. This distribution resulted in stock-based compensation expense of \$5.5 million and \$6.3 million for the quarter and nine months ended September 30, 2016, respectively.

Income Taxes- Uncertain Tax Positions

Accounting standards prescribe a comprehensive model for how a company should recognize, measure, present and disclose in its financial statements uncertain tax positions that the company has taken or expects to take on a tax return. A tax benefit from an uncertain position may be recognized only if it is “more likely than not” that the position is sustainable, based on its technical merits. The tax benefit of a qualifying position is the largest amount of tax benefit that is greater than 50% likely of being realized upon ultimate settlement with a taxing authority having full knowledge of all relevant information. At September 30, 2016 we had no liability for unrecognized tax benefits.

We recognize interest accrued related to: (1) unrecognized tax benefits in other expenses and (2) refund claims in other operating income. We recognize penalties (if any) in other expenses. We are subject to audit by the Internal Revenue Service and any state in which we conduct business for the tax periods ended December 31, 2015, 2014, and 2013.

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Impact of New Accounting Standards

In May 2014 the Financial Accounting Standards Board (“FASB”) issued Accounting Standards Update (“ASU”) 2014-9, “Revenue from Contracts with Customers (Topic 606)”. This guidance supersedes the revenue recognition requirements in Topic 605, Revenue Recognition, and most industry-specific guidance. The core principle of this guidance requires an entity to recognize revenue upon the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services and provides five steps to be analyzed to accomplish the core principle. This guidance is effective retrospectively for annual reporting periods beginning after December 15, 2017, including interim periods within those years and early adoption is not permitted. We are currently evaluating the impact this standard will have on our results of operations and financial position.

In January 2016 the FASB issued ASU 2016-01, “Financial Instruments-Overall (Subtopic 825-10)”. This guidance requires equity investments (except those accounted for under the equity method of accounting or those that result in consolidation of the investee) to be measured at fair value with changes in fair value recognized in net income. Additionally, this guidance requires entities to use the exit price notion when measuring the fair value of financial instruments for disclosure purposes and eliminates the requirement for public business entities to disclose the method(s) and significant assumptions used to estimate the fair value that is required to be disclosed for financial instruments measured at amortized cost on the balance sheet. This guidance is effective for fiscal years beginning after December 15, 2017, including interim periods within those fiscal years. We are currently evaluating the impact this standard will have on our results of operations and financial position.

In February 2016 the FASB issued ASU 2016-2, “Leases”. This guidance requires a lessee to recognize in the statement of financial condition a liability to make lease payments and a right-of-use asset representing the right to use the underlying asset for the term of the lease. Optional periods should only be recognized if the lessee is reasonably certain to exercise the option. For leases with a term of twelve months or less, the lessee is permitted not to recognize lease assets and lease liabilities and should recognize lease expense for such leases generally on a straight-line basis over the term of the lease. This guidance is effective for annual periods beginning after December 15, 2018, including interim periods within those years and early adoption is permitted. We are currently evaluating the impact this standard will have on our results of operations and financial position.

In March 2016 the FASB issued ASU 2016-08, “Principal Versus Agent Considerations”. This guidance clarifies the implementation guidance on principal versus agent considerations of ASU 2014-09 "Revenue from Contracts with Customers (Topic 606)". When another party is involved in providing goods or services to a customer, an entity is required to determine whether the nature of its promise is to provide the specified good or service itself (that is, the entity is a principal) or to arrange for that good or service to be provided by the other party (that is, the entity is an agent). When (or as) an entity that is a principal satisfies a performance obligation, the entity recognizes revenue in the gross amount of consideration to which it expects to be entitled in exchange for the specified good or service transferred to the customer. When (or as) an entity that is an agent satisfies a performance obligation, the entity recognizes revenue in the amount of any fee or commission to which it expects to be entitled in exchange for arranging for the specified good or service to be provided by the other party. This guidance is effective retrospectively for annual reporting periods beginning after December 15, 2017, including interim periods within those years and early adoption is not permitted. We are currently evaluating the impact this standard will have on our results of operations and financial position.

In March 2016 the FASB issued ASU 2016-09, “Improvements to Employee Share-based Payment Accounting”. This guidance is part of the FASB’s Simplification Initiative and simplifies the accounting for share-based payment transactions, including the income tax consequences, classification of awards as either equity or liabilities, and classification on the statement of cash flows. This guidance is effective for annual periods beginning after

December 15, 2016, including interim periods within those years and early adoption is permitted. We do not expect that this standard will have a material impact on our results of operations or financial position.

In June 2016, the FASB issued ASU 2016-13, Financial Instruments-Credit Losses (Topic 326)-Measurement of Credit Losses on Financial Instruments, which eliminates the probable initial recognition threshold for credit losses requiring, instead, that all financial assets (or group of financial assets) measured at amortized cost be presented at the net amount expected to be collected inclusive of the entity's current estimate of all lifetime expected credit losses. This guidance also applies to certain off-balance-sheet credit exposures such as unfunded commitments and non-derivative financial guarantees. The allowance for credit losses is a valuation account that is deducted from the amortized cost basis of the financial asset(s) in order to present the net carrying value at the amount expected to be collected on the financial asset. The measurement of expected credit losses is based on relevant information about past events, including historical experience, current conditions, and reasonable and supportable forecasts that affect the collectability of the reported amount. The income statement under this guidance will reflect the initial recognition of current expected credit losses for newly recognized assets, as well as any increases or decreases of expected credit losses that have occurred during the period. This guidance retains many currently-existing disclosures related to the credit quality of an entity's assets and the related allowance for credit losses amended to reflect the change to an expected credit loss methodology,

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as well as enhanced disclosures to provide information to users at a more disaggregated level. Upon adoption, ASU 2016-13 provides for a modified retrospective transition by means of a cumulative-effect adjustment to equity as of the beginning of the period in which the guidance is effective, except for debt securities for which an other-than-temporary impairment has previously been recognized. For these debt securities, a prospective transition is provided in order to maintain the same amortized cost prior to and subsequent to the effective date of the ASU. This guidance is effective for annual reporting periods beginning after December 15, 2019, and interim periods within those annual periods with early adoption permitted for fiscal years beginning after December 15, 2018, and interim periods within those annual periods. We are currently evaluating the impact this standard will have on our results of operations and financial position.

(2) Acquisition

On September 9, 2016, Northwest, the wholly-owned subsidiary of the Company, completed the acquisition of 18 branches located in Erie and Niagara Counties, New York and certain related assets, and the assumption by Northwest of certain related liabilities, pursuant to the Purchase and Sale Agreement with KeyCorp, First Niagara Financial Group, Inc. (“FNFG”), and First Niagara Financial Group’s wholly-owned subsidiaries, First Niagara Bank, National Association (“First Niagara Bank”) and First Niagara Securities, Inc., dated April 28, 2016 (the “Purchase Agreement”). We also acquired certain wealth management relationships, which included approximately \$450.0 million of assets under management. While the FNFG branch acquisition is considered a purchase of a business for accounting purposes, pro forma income statement information is not presented because the FNFG branch acquisition does not represent the acquisition of a business which has continuity both before and after the acquisition.

The following table shows the assets acquired, and the liabilities assumed that were recorded at fair value on the date of acquisition (in thousands):

| Recognized amounts of identifiable assets acquired and (liabilities assumed), at fair value (1) | |
|---|--------------|
| Cash and cash equivalents (2) | \$ 1,119,084 |
| Loans | 455,857 |
| Core deposit intangible | 25,732 |
| Wealth Management intangible | 1,143 |
| Other assets | 16,684 |
| Total assets acquired | 1,618,500 |
| Deposits | (1,642,846) |
| Other liabilities | (21,224) |
| Total liabilities assumed | (1,664,070) |
| Goodwill | \$45,570 |

(1) Preliminary estimates of fair value have been recorded.

(2) Amount is net of \$76.6 million deposit premium paid to FNFG.

We estimated the fair value of loans acquired from FNFG by utilizing a methodology wherein similar loans were aggregated into pools. Cash flows for each pool were determined by estimating future credit losses and the rate of prepayments. Projected monthly cash flows were then discounted to present value based on a market rate for similar loans. There was no carryover of FNFG’s allowance for loan losses associated with the loans we acquired as the loans were initially recorded at fair value. We did not acquire any purchased credit impaired loans which would require accounting under ASC 310-30.

The \$25.7 million core deposit and the \$1.1 million wealth management intangible assets recognized as part of the FNFG acquisition are being amortized over their estimated useful life of approximately 11 and 7 years, respectively,

using an accelerated method. The goodwill, which is not amortized for book purposes, was assigned to our Community Banking segment and is deductible for tax purposes. The fair value of savings and transaction deposit accounts acquired from FNFG was assumed to approximate the carrying value as these accounts have no stated maturity and are payable on demand. Certificates of deposit were valued by projecting out the expected cash flows based on the remaining contractual terms of the certificate of deposit. These cash flows were discounted based on a market rate for a certificate of deposit with a corresponding remaining maturity.

Direct costs related to the FNFG acquisition were expensed as incurred and amounted to \$8.2 million for the nine months ended September 30, 2016, which includes technology and communications costs, professional services, marketing and advertising, and other noninterest expenses.

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(3) Business Segments

We operate in two reportable business segments: Community Banking and Consumer Finance. The Community Banking segment provides services traditionally offered by full-service community banks, including business and personal deposit accounts and business and personal loans, as well as insurance, brokerage and investment management and trust services. The Consumer Finance segment, which is comprised of Northwest Consumer Discount Company, a subsidiary of Northwest, operates 51 offices in Pennsylvania and offers personal installment loans for a variety of consumer and real estate products. This activity is funded primarily through an intercompany borrowing relationship with Allegheny Services, Inc., a subsidiary of Northwest. Net income is the primary measure used by management to measure segment performance. The following tables provide financial information for these reportable segments. The "All Other" column represents the parent company and elimination entries necessary to reconcile to the consolidated amounts presented in the financial statements.

At or for the quarter ended (in thousands):

| | Community Banking | Consumer Finance | All other (1) | Consolidated |
|---------------------------------------|----------------------|---------------------|---------------|--------------|
| September 30, 2016 | | | | |
| External interest income | \$81,597 | 4,264 | 239 | 86,100 |
| Intersegment interest income/ expense | 645 | — | (645) | — |
| Interest expense | 6,338 | 645 | 471 | 7,454 |
| Provision for loan losses | 4,276 | 1,262 | — | 5,538 |
| Noninterest income | 20,424 | 372 | 22 | 20,818 |
| Noninterest expense | 71,932 | 2,908 | 192 | 75,032 |
| Income tax expense (benefit) | 5,147 | (74) | (376) | 4,697 |
| Net income | \$14,973 | (105) | (671) | 14,197 |
| Total assets | \$9,590,487 | 109,601 | 14,519 | 9,714,607 |

| | Community Banking | Consumer Finance | All other (1) | Consolidated |
|---------------------------------------|----------------------|---------------------|---------------------|--------------|
| September 30, 2015 | | | | |
| External interest income | \$76,357 | 4,517 | 217 | 81,091 |
| Intersegment interest income/ expense | 618 | — | (618) | — |
| Interest expense | 12,991 | 618 | 541 | 14,150 |
| Provision for loan losses | 2,666 | 501 | — | 3,167 |
| Noninterest income | 17,756 | 362 | 22 | 18,140 |
| Noninterest expense | 59,793 | 3,151 | 860 | 63,804 |
| Income tax expense (benefit) | 5,617 | 250 | (629) | 5,238 |
| Net income | \$13,664 | 359 | (1,151) | 12,872 |
| Total assets | \$8,805,421 | 111,109 | 18,378 | 8,934,908 |

(1) Eliminations consist of intercompany loans, interest income and interest expense.

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At or for the nine months ended (in thousands):

| | Community | | Consumer | |
|------------------------------|-------------|---------|---------------|--------------|
| | Banking | Finance | All other (1) | Consolidated |
| September 30, 2016 | | | | |
| External interest income | \$244,572 | 12,831 | 689 | 258,092 |
| Intersegment interest income | 1,918 | — | (1,918) |) — |
| Interest expense | 27,943 | 1,918 | 1,347 | 31,208 |
| Provision for loan losses | 8,854 | 2,543 | — | 11,397 |
| Noninterest income | 59,278 | 1,152 | 111 | 60,541 |
| Noninterest expense | 231,983 | 8,715 | 870 | 241,568 |
| Income tax expense (benefit) | 10,144 | 335 | (1,192) |) 9,287 |
| Net income | \$26,844 | 472 | (2,143) |) 25,173 |
| Total assets | \$9,590,487 | 109,601 | 14,519 | 9,714,607 |
| | Community | | Consumer | |
| | Banking | Finance | All other (1) | Consolidated |
| September 30, 2015 | | | | |
| External interest income | \$219,961 | 13,339 | 641 | 233,941 |
| Intersegment interest income | 1,775 | — | (1,775) |) — |
| Interest expense | 38,660 | 1,775 | 1,406 | 41,841 |
| Provision for loan losses | 3,766 | 1,351 | — | 5,117 |
| Noninterest income | 48,162 | 1,043 | 85 | 49,290 |
| Noninterest expense | 161,915 | 9,185 | 1,550 | 172,650 |
| Income tax expense (benefit) | 19,835 | 859 | (1,418) |) 19,276 |
| Net income | \$45,722 | 1,212 | (2,587) |) 44,347 |
| Total assets | \$8,805,421 | 111,109 | 18,378 | 8,934,908 |

(1)Eliminations consist of intercompany loans, interest income and interest expense.

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(4) Investment securities and impairment of investment securities

The following table shows the portfolio of investment securities available-for-sale at September 30, 2016 (in thousands):

| | Amortized cost | Gross unrealized holding gains | Gross unrealized holding losses | Fair value |
|--|-------------------|---|--|---------------|
| Debt issued by the U.S. government and agencies: | | | | |
| Due in one year or less | \$ 7 | — | — | 7 |
| Debt issued by government sponsored enterprises: | | | | |
| Due in one year or less | 59,980 | 74 | — | 60,054 |
| Due after one year through five years | 252,073 | 579 | (128) | 252,524 |
| Due after five years through ten years | 625 | — | — | 625 |
| Equity securities | 3,351 | 547 | (6) | 3,892 |
| Municipal securities: | | | | |
| Due in one year or less | 2,201 | 9 | — | 2,210 |
| Due after one year through five years | 11,343 | 191 | (2) | 11,532 |
| Due after five years through ten years | 10,272 | 315 | — | 10,587 |
| Due after ten years | 45,137 | 1,595 | — | 46,732 |
| Corporate debt issues: | | | | |
| Due after ten years | 14,445 | 3,294 | (349) | 17,390 |
| Residential mortgage-backed securities: | | | | |
| Fixed rate pass-through | 184,225 | 3,312 | (84) | 187,453 |
| Variable rate pass-through | 46,067 | 2,114 | (5) | 48,176 |
| Fixed rate non-agency CMOs | 1,810 | 244 | — | 2,054 |
| Fixed rate agency CMOs | 177,317 | 681 | (1,005) | 176,993 |
| Variable rate agency CMOs | 70,288 | 318 | (147) | 70,459 |
| Total residential mortgage-backed securities | 479,707 | 6,669 | (1,241) | 485,135 |
| Total marketable securities available-for-sale | \$ 879,141 | 13,273 | (1,726) | 890,688 |

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The following table shows the portfolio of investment securities available-for-sale at December 31, 2015 (in thousands):

| | Amortized cost | Gross unrealized holding gains | Gross unrealized holding losses | Fair value |
|--|-------------------|---|--|---------------|
| Debt issued by the U.S. government and agencies: | | | | |
| Due in one year or less | \$ 11 | — | — | 11 |
| Debt issued by government sponsored enterprises: | | | | |
| Due in one year or less | 15,500 | 3 | (48) | 15,455 |
| Due after one year through five years | 257,463 | 298 | (1,395) | 256,366 |
| Due after five years through ten years | 12,721 | 14 | (23) | 12,712 |
| Due after ten years | 9,815 | 135 | (43) | 9,907 |
| Equity securities | 1,400 | 500 | (6) | 1,894 |
| Municipal securities: | | | | |
| Due in one year or less | 1,684 | 8 | — | 1,692 |
| Due after one year through five years | 14,327 | 117 | (4) | 14,440 |
| Due after five years through ten years | 12,400 | 323 | — | 12,723 |
| Due after ten years | 52,286 | 1,727 | — | 54,013 |
| Corporate debt issues: | | | | |
| Due after ten years | 14,463 | 2,417 | (405) | 16,475 |
| Residential mortgage-backed securities: | | | | |
| Fixed rate pass-through | 118,266 | 2,480 | (420) | 120,326 |
| Variable rate pass-through | 54,292 | 2,616 | (7) | 56,901 |
| Fixed rate non-agency CMOs | 2,519 | 230 | — | 2,749 |
| Fixed rate agency CMOs | 215,719 | 389 | (3,881) | 212,227 |
| Variable rate agency CMOs | 86,090 | 476 | (52) | 86,514 |
| Total residential mortgage-backed securities | 476,886 | 6,191 | (4,360) | 478,717 |
| Total marketable securities available-for-sale | \$ 868,956 | 11,733 | (6,284) | 874,405 |

The following table shows the portfolio of investment securities held-to-maturity at September 30, 2016 (in thousands):

| | Amortized cost | Gross unrealized holding gains | Gross unrealized holding losses | Fair value |
|---|-------------------|---|--|---------------|
| Municipal securities: | | | | |
| Due after five years through ten years | \$ 274 | 1 | — | 275 |
| Due after ten years | 4,807 | 107 | — | 4,914 |
| Residential mortgage-backed securities: | | | | |
| Fixed rate pass-through | 5,276 | 315 | — | 5,591 |
| Variable rate pass-through | 3,019 | 69 | — | 3,088 |
| Fixed rate agency CMOs | 8,353 | 163 | — | 8,516 |

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| | | | | |
|--|-----------|-----|---|--------|
| Variable rate agency CMOs | 855 | 10 | — | 865 |
| Total residential mortgage-backed securities | 17,503 | 557 | — | 18,060 |
| Total marketable securities held-to-maturity | \$ 22,584 | 665 | — | 23,249 |

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The following table shows the portfolio of investment securities held-to-maturity at December 31, 2015 (in thousands):

| | Amortized cost | Gross unrealized holding gains | Gross unrealized holding losses | Fair value |
|--|-------------------|---|--|---------------|
| Municipal securities: | | | | |
| Due after five years through ten years | \$ 274 | 1 | — | 275 |
| Due after ten years | 6,336 | 239 | — | 6,575 |
| Residential mortgage-backed securities: | | | | |
| Fixed rate pass-through | 6,458 | 351 | — | 6,809 |
| Variable rate pass-through | 3,618 | 41 | — | 3,659 |
| Fixed rate agency CMOs | 14,033 | 219 | — | 14,252 |
| Variable rate agency CMOs | 970 | 12 | — | 982 |
| Total residential mortgage-backed securities | 25,079 | 623 | — | 25,702 |
| Total marketable securities held-to-maturity | \$ 31,689 | 863 | — | 32,552 |

The following table shows the fair value of and gross unrealized losses on investment securities, aggregated by investment category and length of time that the individual securities have been in a continuous unrealized loss position at September 30, 2016 (in thousands):

| | Less than 12 months | | 12 months or more | | Total | |
|---|---------------------|--------------------|-------------------|--------------------|------------|--------------------|
| | Fair value | Unrealized loss | Fair value | Unrealized loss | Fair value | Unrealized loss |
| U.S. government sponsored enterprises | \$ 145,648 | (106) | 10,376 | (22) | 156,024 | (128) |
| Municipal securities | 2,334 | (2) | 66 | — | 2,400 | (2) |
| Corporate issues | — | — | 2,079 | (349) | 2,079 | (349) |
| Equity securities | — | — | 545 | (6) | 545 | (6) |
| Residential mortgage-backed securities - agency | 101,252 | (198) | 84,101 | (1,043) | 185,353 | (1,241) |
| Total temporarily impaired securities | \$ 249,234 | (306) | 97,167 | (1,420) | 346,401 | (1,726) |

The following table shows the fair value of and gross unrealized losses on investment securities, aggregated by investment category and length of time that the individual securities have been in a continuous unrealized loss position at December 31, 2015 (in thousands):

| | Less than 12 months | | 12 months or more | | Total | |
|---|---------------------|--------------------|-------------------|--------------------|------------|--------------------|
| | Fair value | Unrealized loss | Fair value | Unrealized loss | Fair value | Unrealized loss |
| U.S. government sponsored enterprises | \$ 143,751 | (723) | 92,961 | (786) | 236,712 | (1,509) |
| Municipal securities | 7,505 | (4) | — | — | 7,505 | (4) |
| Corporate debt issues | — | — | 2,021 | (405) | 2,021 | (405) |
| Equity securities | 544 | (6) | — | — | 544 | (6) |
| Residential mortgage-backed securities - agency | 122,109 | (598) | 149,889 | (3,762) | 271,998 | (4,360) |
| Total temporarily impaired securities | \$ 273,909 | (1,331) | 244,871 | (4,953) | 518,780 | (6,284) |

We review our investment portfolio for indications of impairment. This review includes analyzing the length of time and the extent to which amortized costs have exceeded fair values, the financial condition and near-term prospects of the issuer, including any specific events which may influence the operations of the issuer, and the intent to hold the

investments for a period of time sufficient to allow for a recovery in value. Certain investments are evaluated using our best estimate of future cash flows.

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If the estimate of cash flows indicates that an adverse change has occurred, other-than-temporary impairment is recognized for the amount of the unrealized loss that was deemed credit related.

Credit related impairment on all debt securities is recognized in earnings while noncredit related impairment on available-for-sale debt securities, not expected to be sold, is recognized in other comprehensive income.

The table below shows a cumulative roll forward of credit losses recognized in earnings for debt securities held and not intended to be sold for the quarter and nine months ended (in thousands):

| | 2016 | 2015 |
|---|---------|---------|
| Beginning balance at July 1, (1) | \$8,408 | 8,489 |
| Credit losses on debt securities for which other-than-temporary impairment was not previously recognized | — | — |
| Reduction for losses realized during the quarter | (16) | (30) |
| Reduction for securities sold/ called realized during the quarter | — | — |
| Additional credit losses on debt securities for which other-than-temporary impairment was previously recognized | — | — |
| Ending balance at September 30, | \$8,392 | \$8,459 |

(1) The beginning balance represents credit losses included in other-than-temporary impairment charges recognized on debt securities in prior periods.

| | 2016 | 2015 |
|---|---------|--------|
| Beginning balance at January 1, (1) | \$8,436 | 8,894 |
| Credit losses on debt securities for which other-than-temporary impairment was not previously recognized | — | — |
| Reduction for losses realized during the nine months | (44) | (75) |
| Reduction for securities sold/ called realized during the nine months | — | (360) |
| Additional credit losses on debt securities for which other-than-temporary impairment was previously recognized | — | — |
| Ending balance at September 30, | \$8,392 | 8,459 |

(1) The beginning balance represents credit losses included in other-than-temporary impairment charges recognized on debt securities in prior periods.

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(5)Loans receivable

The following table shows a summary of our loans receivable at September 30, 2016 and December 31, 2015 (in thousands):

| | September 30, 2016 | | | December 31, 2015 | | |
|--------------------------------------|--------------------|------------------|------------------|-------------------|----------------|------------------|
| | Originated | Acquired | Total | Originated | Acquired | Total |
| Personal Banking: | | | | | | |
| Residential mortgage loans (1) | \$2,678,757 | 142,360 | 2,821,117 | 2,695,561 | 45,716 | 2,741,277 |
| Home equity loans | 1,028,982 | 320,123 | 1,349,105 | 1,055,907 | 131,199 | 1,187,106 |
| Consumer loans | 436,847 | 180,488 | 617,335 | 313,220 | 197,397 | 510,617 |
| Total Personal Banking | 4,144,586 | 642,971 | 4,787,557 | 4,064,688 | 374,312 | 4,439,000 |
| Commercial Banking: | | | | | | |
| Commercial real estate loans | 2,213,678 | 422,669 | 2,636,347 | 2,094,710 | 429,564 | 2,524,274 |
| Commercial loans | 486,353 | 83,433 | 569,786 | 372,540 | 65,175 | 437,715 |
| Total Commercial Banking | 2,700,031 | 506,102 | 3,206,133 | 2,467,250 | 494,739 | 2,961,989 |
| Total loans receivable, gross | 6,844,617 | 1,149,073 | 7,993,690 | 6,531,938 | 869,051 | 7,400,989 |
| Deferred loan costs | 18,819 | 3,510 | 22,329 | 14,806 | 5,259 | 20,065 |
| Allowance for loan losses | (58,024) | (5,222) | (63,246) | (60,970) | (1,702) | (62,672) |
| Undisbursed loan proceeds: | | | | | | |
| Residential mortgage loans | (13,256) | — | (13,256) | (10,778) | — | (10,778) |
| Commercial real estate loans | (167,915) | (3,751) | (171,666) | (159,553) | (13,287) | (172,840) |
| Commercial loans | (30,240) | (2,291) | (32,531) | (11,132) | (4,183) | (15,315) |
| Total loans receivable, net | \$6,594,001 | 1,141,319 | 7,735,320 | 6,304,311 | 855,138 | 7,159,449 |

(1) Includes \$30.4 million of loans held for sale at September 30, 2016.

Acquired loans were initially measured at fair value and subsequently accounted for under either Accounting Standards Codification (“ASC”) Topic 310-30 or ASC Topic 310-20. The following table provides information related to the outstanding principal balance and related carrying value of acquired loans for the dates indicated (in thousands):

| | September 30, 2016 | December 31, 2015 |
|--|--------------------|-------------------|
| Acquired loans evaluated individually for future credit losses: | | |
| Outstanding principal balance | \$ 17,212 | \$ 21,069 |
| Carrying value | 13,641 | 16,867 |
| Acquired loans evaluated collectively for future credit losses: | | |
| Outstanding principal balance | 1,141,343 | 848,194 |
| Carrying value | 1,132,900 | 839,973 |
| Total acquired loans: | | |
| Outstanding principal balance | 1,158,555 | 869,263 |
| Carrying value | 1,146,541 | 856,840 |

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The following table provides information related to the changes in the accretable discount, which includes income recognized from contractual cash flows for the dates indicated (in thousands):

| | Total |
|---|---------|
| Balance at December 31, 2014 | \$— |
| LNB Bancorp, Inc. acquisition | 1,672 |
| Accretion | (377) |
| Net reclassification from nonaccretable yield | 724 |
| Balance at December 31, 2015 | 2,019 |
| Accretion | (851) |
| Net reclassification from nonaccretable yield | 1,080 |
| Balance at September 30, 2016 | \$2,248 |

The following table provides information related to acquired impaired loans by portfolio segment and by class of financing receivable at and for the nine months ended September 30, 2016 (in thousands):

| | Carrying value | Outstanding principal balance | Related impairment reserve | Average recorded investment in impaired loans | Interest income recognized |
|------------------------------|----------------|-------------------------------|----------------------------|---|----------------------------|
| Personal Banking: | | | | | |
| Residential mortgage loans | \$1,381 | 2,153 | 184 | 1,681 | 154 |
| Home equity loans | 1,407 | 2,739 | 8 | 1,746 | 150 |
| Consumer loans | 169 | 353 | 3 | 218 | 32 |
| Total Personal Banking | 2,957 | 5,245 | 195 | 3,645 | 336 |
| Commercial Banking: | | | | | |
| Commercial real estate loans | 10,434 | 11,703 | 62 | 11,361 | 507 |
| Commercial loans | 250 | 264 | — | 248 | 8 |
| Total Commercial Banking | 10,684 | 11,967 | 62 | 11,609 | 515 |
| Total | \$13,641 | 17,212 | 257 | 15,254 | 851 |

The following table provides information related to acquired impaired loans by portfolio segment and by class of financing receivable at and for the year ended December 31, 2015 (in thousands):

| | Carrying value | Outstanding principal balance | Related impairment reserve | Average recorded investment in impaired loans | Interest income recognized |
|------------------------------|----------------|-------------------------------|----------------------------|---|----------------------------|
| Personal Banking: | | | | | |
| Residential mortgage loans | \$1,981 | 2,910 | 14 | 2,083 | 41 |
| Home equity loans | 2,084 | 3,455 | 6 | 2,222 | 51 |
| Consumer loans | 267 | 492 | 2 | 305 | 18 |
| Total Personal Banking | 4,332 | 6,857 | 22 | 4,610 | 110 |
| Commercial Banking: | | | | | |
| Commercial real estate loans | 12,288 | 13,946 | 353 | 12,867 | 249 |
| Commercial loans | 247 | 266 | — | 335 | 18 |
| Total Commercial Banking | 12,535 | 14,212 | 353 | 13,202 | 267 |

| | | | | | |
|-------|-----------|--------|-----|--------|-----|
| Total | \$ 16,867 | 21,069 | 375 | 17,812 | 377 |
|-------|-----------|--------|-----|--------|-----|

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The following table provides information related to the allowance for loan losses by portfolio segment and by class of financing receivable for the quarter ended September 30, 2016 (in thousands):

| | Balance September 30, 2016 | Current period provision | Charge-offs | Recoveries | Balance June 30, 2016 |
|------------------------------|----------------------------------|--------------------------------|-------------|------------|-----------------------------|
| Originated loans: | | | | | |
| Personal Banking: | | | | | |
| Residential mortgage loans | \$ 4,002 | 1,109 | (268) | 139 | 3,022 |
| Home equity loans | 3,519 | 296 | (161) | 49 | 3,335 |
| Consumer loans | 9,096 | 3,345 | (2,535) | 362 | 7,924 |
| Total Personal Banking | 16,617 | 4,750 | (2,964) | 550 | 14,281 |
| Commercial Banking: | | | | | |
| Commercial real estate loans | 24,530 | (1,041) | (602) | 487 | 25,686 |
| Commercial loans | 16,877 | 1,668 | (708) | 561 | 15,356 |
| Total Commercial Banking | 41,407 | 627 | (1,310) | 1,048 | 41,042 |
| Total originated loans | 58,024 | 5,377 | (4,274) | 1,598 | 55,323 |
| Acquired loans: | | | | | |
| Personal Banking: | | | | | |
| Residential mortgage loans | 78 | 45 | (86) | 58 | 61 |
| Home equity loans | 1,171 | 138 | (127) | 32 | 1,128 |
| Consumer loans | 644 | 212 | (166) | 46 | 552 |
| Total Personal Banking | 1,893 | 395 | (379) | 136 | 1,741 |
| Commercial Banking: | | | | | |
| Commercial real estate loans | 2,422 | (588) | (187) | 32 | 3,165 |
| Commercial loans | 907 | 354 | — | 1 | 552 |
| Total Commercial Banking | 3,329 | (234) | (187) | 33 | 3,717 |
| Total acquired loans | 5,222 | 161 | (566) | 169 | 5,458 |
| Total | \$ 63,246 | 5,538 | (4,840) | 1,767 | 60,781 |

The following table provides information related to the allowance for loan losses by portfolio segment and by class of financing receivable for the quarter ended September 30, 2015 (in thousands):

| | Balance September 30, 2015 | Current period provision | Charge-offs | Recoveries | Balance June 30, 2015 |
|------------------------------|----------------------------------|--------------------------------|-------------|------------|-----------------------------|
| Personal Banking: | | | | | |
| Residential mortgage loans | \$ 4,587 | (14) | (342) | 51 | 4,892 |
| Home equity loans | 3,371 | 274 | (443) | 95 | 3,445 |
| Consumer loans | 7,618 | 3,000 | (2,014) | 388 | 6,244 |
| Total Personal Banking | 15,576 | 3,260 | (2,799) | 534 | 14,581 |
| Commercial Banking: | | | | | |
| Commercial real estate loans | 30,829 | 111 | (558) | 1,113 | 30,163 |
| Commercial loans | 14,142 | (204) | (595) | 628 | 14,313 |
| Total Commercial Banking | 44,971 | (93) | (1,153) | 1,741 | 44,476 |

Total \$ 60,547 3,167 (3,952) 2,275 59,057

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The following table provides information related to the allowance for loan losses by portfolio segment and by class of financing receivable for the nine months ended September 30, 2016 (in thousands):

| | Balance September 30, 2016 | Current period provision | Charge-offs | Recoveries | Balance December 31, 2015 |
|------------------------------|----------------------------------|--------------------------------|-------------|------------|---------------------------------|
| Originated loans: | | | | | |
| Personal Banking: | | | | | |
| Residential mortgage loans | \$ 4,002 | 1,612 | (2,559) | 257 | 4,692 |
| Home equity loans | 3,519 | 253 | (898) | 223 | 3,941 |
| Other consumer loans | 9,096 | 7,368 | (6,908) | 1,148 | 7,488 |
| Total Personal Banking | 16,617 | 9,233 | (10,365) | 1,628 | 16,121 |
| Commercial Banking: | | | | | |
| Commercial real estate loans | 24,530 | (8,756) | (2,103) | 3,041 | 32,348 |
| Commercial loans | 16,877 | 5,008 | (1,704) | 1,072 | 12,501 |
| Total Commercial Banking | 41,407 | (3,748) | (3,807) | 4,113 | 44,849 |
| Total originated loans | 58,024 | 5,485 | (14,172) | 5,741 | 60,970 |
| Acquired loans: | | | | | |
| Personal Banking: | | | | | |
| Residential mortgage loans | 78 | 118 | (211) | 153 | 18 |
| Home equity loans | 1,171 | 2,093 | (1,320) | 297 | 101 |
| Other consumer loans | 644 | 925 | (528) | 137 | 110 |
| Total Personal Banking | 1,893 | 3,136 | (2,059) | 587 | 229 |
| Commercial Banking: | | | | | |
| Commercial real estate loans | 2,422 | 1,886 | (1,314) | 411 | 1,439 |
| Commercial loans | 907 | 890 | (24) | 7 | 34 |
| Total Commercial Banking | 3,329 | 2,776 | (1,338) | 418 | 1,473 |
| Total acquired loans | 5,222 | 5,912 | (3,397) | 1,005 | 1,702 |
| Total | \$ 63,246 | 11,397 | (17,569) | 6,746 | 62,672 |

The following table provides information related to the allowance for loan losses by portfolio segment and by class of financing receivable for the nine months ended September 30, 2015 (in thousands):

| | Balance September 30, 2015 | Current period provision | Charge-offs | Recoveries | Balance December 31, 2014 |
|------------------------------|----------------------------------|--------------------------------|-------------|------------|---------------------------------|
| Personal Banking: | | | | | |
| Residential mortgage loans | \$ 4,587 | (220) | (955) | 181 | 5,581 |
| Home equity loans | 3,371 | (126) | (1,327) | 274 | 4,550 |
| Other consumer loans | 7,618 | 6,135 | (5,713) | 1,078 | 6,118 |
| Total Personal Banking | 15,576 | 5,789 | (7,995) | 1,533 | 16,249 |
| Commercial Banking: | | | | | |
| Commercial real estate loans | 30,829 | (1,205) | (5,110) | 3,755 | 33,389 |
| Commercial loans | 14,142 | 4,898 | (7,675) | 3,404 | 13,515 |
| Total Commercial Banking | 44,971 | 3,693 | (12,785) | 7,159 | 46,904 |

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| | | | | | |
|-------------|-----------|----------|-----------|-------|--------|
| Unallocated | — | (4,365) | — | — | 4,365 |
| Total | \$ 60,547 | 5,117 | (20,780) | 8,692 | 67,518 |

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At September 30, 2016, we expect to fully collect the carrying value of our purchased credit impaired loans and have determined that we can reasonably estimate their future cash flows including those loans that are 90 days or more delinquent. As a result, we do not consider our purchased credit impaired loans that are 90 days or more delinquent to be nonaccrual or impaired and continue to recognize interest income on these loans, including the loans' accretable discount.

The following table provides information related to the loan portfolio by portfolio segment and by class of financing receivable at September 30, 2016 (in thousands):

| | Total loans receivable | Allowance for loan losses | Nonaccrual loans (1) | Loans past due 90 days or more and still accruing (2) | TDRs | Allowance related to TDRs | Additional commitments to customers with loans classified as TDRs |
|---------------------------------|------------------------|---------------------------|----------------------|---|---------------|---------------------------|---|
| Personal Banking: | | | | | | | |
| Residential mortgage loans | \$2,819,013 | 4,080 | 17,919 | — | 7,174 | 735 | — |
| Home equity loans | 1,349,105 | 4,690 | 8,100 | — | 1,962 | 471 | 3 |
| Consumer loans | 628,512 | 9,740 | 4,279 | 95 | — | — | — |
| Total Personal Banking | 4,796,630 | 18,510 | 30,298 | 95 | 9,136 | 1,206 | 3 |
| Commercial Banking: | | | | | | | |
| Commercial real estate loans | 2,464,681 | 26,952 | 42,066 | — | 26,435 | 2,038 | 280 |
| Commercial loans | 537,255 | 17,784 | 13,908 | 8 | 11,024 | 1,453 | 17 |
| Total Commercial Banking | 3,001,936 | 44,736 | 55,974 | 8 | 37,459 | 3,491 | 297 |
| Total | \$7,798,566 | 63,246 | 86,272 | 103 | 46,595 | 4,697 | 300 |

(1) Includes \$17.4 million of nonaccrual TDRs.

(2) Represents loans 90 days past maturity and still accruing.

The following table provides information related to the loan portfolio by portfolio segment and by class of financing receivable at December 31, 2015 (in thousands):

| | Total loans receivable | Allowance for loan losses | Nonaccrual loans (1) | Loans past due 90 days or more and still accruing (2) | TDRs | Allowance related to TDRs | Additional commitments to customers with loans classified as TDRs |
|---------------------------------|------------------------|---------------------------|----------------------|---|---------------|---------------------------|---|
| Personal Banking: | | | | | | | |
| Residential mortgage loans | \$2,740,892 | 4,710 | 19,772 | 4 | 6,360 | 1,189 | — |
| Home equity loans | 1,187,106 | 4,042 | 7,522 | — | 2,298 | 605 | — |
| Consumer loans | 520,289 | 7,598 | 3,452 | 976 | — | — | — |
| Total Personal Banking | 4,448,287 | 16,350 | 30,746 | 980 | 8,658 | 1,794 | — |
| Commercial Banking: | | | | | | | |
| Commercial real estate loans | 2,351,434 | 33,787 | 33,421 | 206 | 31,970 | 2,257 | 241 |
| Commercial loans | 422,400 | 12,535 | 7,495 | 148 | 10,487 | 631 | 79 |
| Total Commercial Banking | 2,773,834 | 46,322 | 40,916 | 354 | 42,457 | 2,888 | 320 |
| Total | \$7,222,121 | 62,672 | 71,662 | 1,334 | 51,115 | 4,682 | 320 |

(1) Includes \$21.1 million of nonaccrual TDRs.

(2) Represents loans 90 days past maturity and still accruing.

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The following table provides geographical information related to the loan portfolio by portfolio segment and class of financing receivable at September 30, 2016 (in thousands):

| | Pennsylvania | New York | Ohio | Maryland | Other | Total | |
|--------------------------------------|--------------|-----------|---------|----------|---------|-----------|---|
| Loans receivable: | | | | | | | |
| Personal Banking: | | | | | | | |
| Residential mortgage loans | \$2,285,555 | 286,147 | 70,507 | 121,013 | 55,791 | 2,819,013 | |
| Home equity loans | 858,767 | 284,095 | 146,040 | 22,713 | 37,490 | 1,349,105 | |
| Consumer loans | 268,458 | 71,558 | 117,944 | 1,996 | 168,556 | 628,512 | |
| Total Personal Banking | 3,412,780 | 641,800 | 334,491 | 145,722 | 261,837 | 4,796,630 | |
| Commercial Banking: | | | | | | | |
| Commercial real estate loans | 967,962 | 875,066 | 464,068 | 113,605 | 43,980 | 2,464,681 | |
| Commercial loans | 365,924 | 95,997 | 55,758 | 7,034 | 12,542 | 537,255 | |
| Total Commercial Banking | 1,333,886 | 971,063 | 519,826 | 120,639 | 56,522 | 3,001,936 | |
| Total | \$4,746,666 | 1,612,863 | 854,317 | 266,361 | 318,359 | 7,798,566 | |
| Percentage of total loans receivable | 60.9 | % 20.6 | % 11.0 | % 3.4 | % 4.1 | % 100.0 | % |

The following table provides delinquency information related to the loan portfolio by portfolio segment and class of financing receivable at September 30, 2016 (in thousands):

| | Pennsylvania | New York | Ohio | Maryland | Other | Total | |
|--|--------------|----------|--------|----------|--------|---------|---|
| Loans 90 or more days delinquent: (1) | | | | | | | |
| Personal Banking: | | | | | | | |
| Residential mortgage loans | \$ 9,380 | 1,627 | 831 | 1,229 | 411 | 13,478 | |
| Home equity loans | 3,064 | 1,039 | 1,405 | 469 | 45 | 6,022 | |
| Consumer loans | 2,951 | 122 | 58 | — | 241 | 3,372 | |
| Total Personal Banking | 15,395 | 2,788 | 2,294 | 1,698 | 697 | 22,872 | |
| Commercial Banking: | | | | | | | |
| Commercial real estate loans | 7,209 | 2,697 | 8,261 | 110 | 6,256 | 24,533 | |
| Commercial loans | 5,061 | 137 | 942 | 109 | — | 6,249 | |
| Total Commercial Banking | 12,270 | 2,834 | 9,203 | 219 | 6,256 | 30,782 | |
| Total | \$ 27,665 | 5,622 | 11,497 | 1,917 | 6,953 | 53,654 | |
| Percentage of total loans 90 or more days delinquent | 51.5 | % 10.5 | % 21.4 | % 3.6 | % 13.0 | % 100.0 | % |

(1) Includes \$2.9 million of purchased credit impaired loans considered accruing.

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The following table provides geographical information related to the loan portfolio by portfolio segment and class of financing receivable at December 31, 2015 (in thousands):

| | Pennsylvania | New York | Ohio | Maryland | Other | Total | |
|--------------------------------------|--------------|-----------|---------|----------|---------|-----------|---|
| Loans receivable: | | | | | | | |
| Personal Banking: | | | | | | | |
| Residential mortgage loans | \$2,310,860 | 171,790 | 70,209 | 129,129 | 58,904 | 2,740,892 | |
| Home equity loans | 879,447 | 124,291 | 154,003 | 24,458 | 4,907 | 1,187,106 | |
| Consumer loans | 260,170 | 12,244 | 102,034 | 1,870 | 143,971 | 520,289 | |
| Total Personal Banking | 3,450,477 | 308,325 | 326,246 | 155,457 | 207,782 | 4,448,287 | |
| Commercial Banking: | | | | | | | |
| Commercial real estate loans | 965,090 | 749,435 | 453,180 | 122,775 | 60,954 | 2,351,434 | |
| Commercial loans | 284,611 | 53,420 | 68,327 | 5,662 | 10,380 | 422,400 | |
| Total Commercial Banking | 1,249,701 | 802,855 | 521,507 | 128,437 | 71,334 | 2,773,834 | |
| Total | \$4,700,178 | 1,111,180 | 847,753 | 283,894 | 279,116 | 7,222,121 | |
| Percentage of total loans receivable | 65.1 | % 15.4 | % 11.7 | % 3.9 | % 3.9 | % 100.0 | % |

The following table provides delinquency information related to the loan portfolio by portfolio segment and class of financing receivable at December 31, 2015 (in thousands):

| | Pennsylvania | New York | Ohio | Maryland | Other | Total | |
|--|--------------|----------|--------|----------|-------|---------|---|
| Loans 90 or more days delinquent: (1) | | | | | | | |
| Personal Banking: | | | | | | | |
| Residential mortgage loans | \$ 10,998 | 1,801 | 1,308 | 1,341 | 902 | 16,350 | |
| Home equity loans | 3,204 | 639 | 1,294 | 975 | — | 6,112 | |
| Consumer loans | 2,780 | 90 | 24 | — | 32 | 2,926 | |
| Total Personal Banking | 16,982 | 2,530 | 2,626 | 2,316 | 934 | 25,388 | |
| Commercial Banking: | | | | | | | |
| Commercial real estate loans | 10,439 | 3,012 | 4,823 | 251 | 506 | 19,031 | |
| Commercial loans | 1,582 | 859 | 158 | — | — | 2,599 | |
| Total Commercial Banking | 12,021 | 3,871 | 4,981 | 251 | 506 | 21,630 | |
| Total | \$ 29,003 | 6,401 | 7,607 | 2,567 | 1,440 | 47,018 | |
| Percentage of total loans 90 or more days delinquent | 61.6 | % 13.6 | % 16.2 | % 5.5 | % 3.1 | % 100.0 | % |

(1) Includes \$3.8 million of purchased credit impaired loans considered accruing.

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The following table provides information related to the composition of originated impaired loans by portfolio segment and by class of financing receivable at and for the nine months ended September 30, 2016 (in thousands):

| | Nonaccrual loans 90 or more days delinquent | Nonaccrual loans less than 90 days delinquent | Loans less than 90 days delinquent reviewed for impairment | TDRs less than 90 days delinquent not included elsewhere | Total impaired loans | Average recorded investment in impaired loans | Interest income recognized on impaired loans |
|------------------------------|--|---|---|---|----------------------------|---|--|
| Personal Banking: | | | | | | | |
| Residential mortgage loans | \$ 13,242 | 4,677 | — | 6,330 | 24,249 | 24,401 | 819 |
| Home equity loans | 5,874 | 2,226 | — | 1,476 | 9,576 | 9,155 | 368 |
| Consumer loans | 3,354 | 925 | — | — | 4,279 | 3,322 | 116 |
| Total Personal Banking | 22,470 | 7,828 | — | 7,806 | 38,104 | 36,878 | 1,303 |
| Commercial Banking: | | | | | | | |
| Commercial real estate loans | 22,155 | 19,911 | 4,838 | 10,929 | 57,833 | 67,422 | 2,258 |
| Commercial loans | 6,105 | 7,803 | 2,893 | 3,634 | 20,435 | 17,158 | 733 |
| Total Commercial Banking | 28,260 | 27,714 | 7,731 | 14,563 | 78,268 | 84,580 | 2,991 |
| Total | \$ 50,730 | 35,542 | 7,731 | 22,369 | 116,372 | 121,458 | 4,294 |

The following table provides information related to the composition of originated impaired loans by portfolio segment and by class of financing receivable at and for the year ended December 31, 2015 (in thousands):

| | Nonaccrual loans 90 or more days delinquent | Nonaccrual loans less than 90 days delinquent | Loans less than 90 days delinquent reviewed for impairment | TDRs less than 90 days delinquent not included elsewhere | Total impaired loans | Average recorded investment in impaired loans | Interest income recognized on impaired loans |
|------------------------------|--|---|---|---|----------------------------|---|--|
| Personal Banking: | | | | | | | |
| Residential mortgage loans | \$ 15,810 | 3,962 | — | 5,086 | 24,858 | 24,554 | 944 |
| Home equity loans | 5,650 | 1,872 | — | 1,847 | 9,369 | 9,644 | 497 |
| Consumer loans | 2,900 | 552 | — | — | 3,452 | 2,977 | 101 |
| Total Personal Banking | 24,360 | 6,386 | — | 6,933 | 37,679 | 37,175 | 1,542 |
| Commercial Banking: | | | | | | | |
| Commercial real estate loans | 16,449 | 16,972 | 16,121 | 16,467 | 66,009 | 77,166 | 3,226 |
| Commercial loans | 2,459 | 5,036 | 2,014 | 4,654 | 14,163 | 16,187 | 694 |
| Total Commercial Banking | 18,908 | 22,008 | 18,135 | 21,121 | 80,172 | 93,353 | 3,920 |
| Total | \$ 43,268 | 28,394 | 18,135 | 28,054 | 117,851 | 130,528 | 5,462 |

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The following table provides information related to the evaluation of impaired loans by portfolio segment and by class of financing receivable at September 30, 2016 (in thousands):

| | Loans collectively evaluated for impairment | Loans individually evaluated for impairment | Loans individually evaluated for impairment for which there is a related impairment reserve | Related impairment reserve | Loans individually evaluated for impairment for which there is no related reserve |
|------------------------------|---|---|---|----------------------------|---|
| Personal Banking: | | | | | |
| Residential mortgage loans | \$ 2,810,996 | 8,017 | 8,017 | 735 | — |
| Home equity loans | 1,347,143 | 1,962 | 1,962 | 471 | — |
| Consumer loans | 628,438 | 74 | 74 | 17 | — |
| Total Personal Banking | 4,786,577 | 10,053 | 10,053 | 1,223 | — |
| Commercial Banking: | | | | | |
| Commercial real estate loans | 2,424,492 | 40,189 | 32,587 | 3,636 | 7,602 |
| Commercial loans | 525,006 | 12,249 | 12,249 | 1,513 | — |
| Total Commercial Banking | 2,949,498 | 52,438 | 44,836 | 5,149 | 7,602 |
| Total | \$ 7,736,075 | 62,491 | 54,889 | 6,372 | 7,602 |

The following table provides information related to the evaluation of impaired loans by portfolio segment and by class of financing receivable at December 31, 2015 (in thousands):

| | Loans collectively evaluated for impairment | Loans individually evaluated for impairment | Loans individually evaluated for impairment for which there is a related impairment reserve | Related impairment reserve | Loans individually evaluated for impairment for which there is no related reserve |
|------------------------------|---|---|---|----------------------------|---|
| Personal Banking: | | | | | |
| Residential mortgage loans | \$ 2,733,741 | 7,151 | 7,151 | 1,189 | — |
| Home equity loans | 1,184,808 | 2,298 | 2,298 | 605 | — |
| Consumer loans | 520,159 | 130 | 130 | 50 | — |
| Total Personal Banking | 4,438,708 | 9,579 | 9,579 | 1,844 | — |
| Commercial Banking: | | | | | |
| Commercial real estate loans | 2,297,599 | 53,835 | 35,937 | 2,675 | 17,898 |
| Commercial loans | 411,342 | 11,058 | 7,673 | 489 | 3,385 |
| Total Commercial Banking | 2,708,941 | 64,893 | 43,610 | 3,164 | 21,283 |
| Total | \$ 7,147,649 | 74,472 | 53,189 | 5,008 | 21,283 |

Our loan portfolios include loans that have been modified in a troubled debt restructuring ("TDR"), where concessions have been granted to borrowers who have experienced financial difficulties. These concessions typically result from our loss mitigation activities and could include: extending the note's maturity date, permitting interest only payments, reducing the interest rate to a rate lower than current market rates for new debt with similar risk, reducing the principal payment, principal forbearance or other actions. These concessions are applicable to all loan segments and classes. Certain TDRs are classified as nonperforming at the time of restructuring and may be returned to performing status after considering the borrower's sustained repayment performance for a reasonable period of at least six months.

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When we modify loans in a TDR, we evaluate any possible impairment similar to other impaired loans based on the present value of expected future cash flows, discounted at the contractual interest rate of the original loan agreement, the loan's observable market price or the current fair value of the collateral, less selling costs, for collateral dependent loans. If we determine that the value of the modified loan is less than the recorded investment in the loan (net of previous charge-offs, deferred loan fees or costs and unamortized premium or discount), impairment is recognized through an allowance estimate or a charge-off to the allowance. In periods subsequent to modification, we evaluate all TDRs, including those that have payment defaults, for possible impairment, using ASC 310-10. As a result, loans modified in a TDR may have the financial effect of increasing the specific allowance associated with the loan.

Loans modified in a TDR are closely monitored for delinquency as an early indicator of possible future default. If loans modified in a TDR subsequently default, we evaluate the loan for possible further impairment. The allowance may be increased, adjustments may be made in the allocation of the allowance, partial charge-offs may be taken to further write-down the carrying value of the loan, or the loan may be charged-off completely.

The following table provides a roll forward of troubled debt restructurings for the periods indicated (in thousands):

| | For the quarters ended | | | |
|------------------------------|------------------------|----------|---------------|----------|
| | September 30, | | September 30, | |
| | 2016 | | 2015 | |
| | Number of | Amount | Number of | Amount |
| | contracts | | contracts | |
| Beginning TDR balance: | 230 | \$49,113 | 231 | \$56,184 |
| New TDRs | 5 | 245 | 5 | 2,273 |
| Re-modified TDRs | 1 | 799 | 1 | 6,316 |
| Net paydowns | | (1,781) | | (7,096) |
| Charge-offs: | | | | |
| Residential mortgage loans | — | — | — | — |
| Home equity loans | — | — | 1 | (60) |
| Commercial real estate loans | — | — | 1 | (5) |
| Commercial loans | 1 | (99) | — | — |
| Paid-off loans: | | | | |
| Residential mortgage loans | 3 | (143) | — | — |
| Home equity loans | 2 | (264) | 2 | (75) |
| Commercial real estate loans | 8 | (1,022) | 6 | (8,122) |
| Commercial loans | 3 | (253) | 2 | (77) |
| Ending TDR balance: | 218 | \$46,595 | 224 | \$49,338 |
| Accruing TDRs | | \$29,221 | | \$26,154 |
| Non-accrual TDRs | | 17,374 | | 23,184 |

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The following table provides a roll forward of troubled debt restructurings for the periods indicated (in thousands):

| | For the nine months ended | | | |
|------------------------------|---------------------------|-----------|-----------|-----------|
| | September 30, | | | |
| | 2016 | 2015 | 2016 | 2015 |
| | Number of | Number of | Number of | Number of |
| | contracts | contracts | contracts | contracts |
| Beginning TDR balance: | 227 | \$51,115 | 248 | \$61,788 |
| New TDRs | 23 | 5,256 | 11 | 2,772 |
| Re-modified TDRs | 5 | 1,862 | 3 | 6,446 |
| Net paydowns | | (4,685) | | (11,537) |
| Charge-offs: | | | | |
| Residential mortgage loans | — | — | — | — |
| Home equity loans | — | — | 4 | (159) |
| Commercial real estate loans | — | — | 3 | (28) |
| Commercial loans | 2 | (142) | 2 | (387) |
| Paid-off loans: | | | | |
| Residential mortgage loans | 3 | (143) | 1 | (53) |
| Home equity loans | 5 | (496) | 3 | (81) |
| Commercial real estate loans | 16 | (5,584) | 14 | (9,127) |
| Commercial loans | 6 | (588) | 8 | (296) |
| Ending TDR balance: | 218 | \$46,595 | 224 | \$49,338 |
| Accruing TDRs | | \$29,221 | | \$26,154 |
| Non-accrual TDRs | | 17,374 | | 23,184 |

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The following table provides information related to troubled debt restructurings (including re-modified TDRs) by portfolio segment and by class of financing receivable during the periods indicated (dollars in thousands):

| | For the quarter ended September 30, 2016 | | | For the nine months ended September 30, 2016 | | | | |
|---|--|-----------------------------------|----------------------|--|-----------------------------------|----------------------|-------|-------|
| | Recorded Number of investment contracts at the time of modification | Current recorded investment | Current allowance | Recorded Number of investment contracts at the time of modification | Current recorded investment | Current allowance | | |
| Troubled debt restructurings: | | | | | | | | |
| Personal Banking: | | | | | | | | |
| Residential mortgage loans | 1 | \$ 9 | 8 | 1 | 6 | \$ 1,041 | 1,031 | 105 |
| Home equity loans | 1 | 3 | 3 | 1 | 6 | 284 | 281 | 60 |
| Consumer loans | — | — | — | — | — | — | — | — |
| Total Personal Banking | 2 | 12 | 11 | 2 | 12 | 1,325 | 1,312 | 165 |
| Commercial Banking: | | | | | | | | |
| Commercial real estate loans | 1 | 154 | 153 | 11 | 5 | 2,250 | 2,218 | 295 |
| Commercial loans | 3 | 878 | 877 | 64 | 11 | 3,543 | 2,591 | 632 |
| Total Commercial Banking | 4 | 1,032 | 1,030 | 75 | 16 | 5,793 | 4,809 | 927 |
| Total | 6 | \$ 1,044 | 1,041 | 77 | 28 | \$ 7,118 | 6,121 | 1,092 |
| Troubled debt restructurings modified within the previous twelve months that have subsequently defaulted: | | | | | | | | |
| Personal Banking: | | | | | | | | |
| Residential mortgage loans | — | \$ — | — | — | — | \$ — | — | — |
| Home equity loans | — | — | — | — | — | — | — | — |
| Consumer loans | — | — | — | — | — | — | — | — |
| Total Personal Banking | — | — | — | — | — | — | — | — |
| Commercial Banking | | | | | | | | |
| Commercial real estate loans | 1 | 6,256 | 6,113 | 893 | — | — | — | — |
| Commercial loans | — | — | — | — | — | — | — | — |
| Total Commercial Banking | 1 | 6,256 | 6,113 | 893 | — | — | — | — |
| Total | 1 | \$ 6,256 | 6,113 | 893 | — | \$ — | — | — |

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The following table provides information related to troubled debt restructurings (including re-modified TDRs) by portfolio segment and by class of financing receivable during the periods indicated (dollars in thousands):

| | For the quarter ended September 30, 2015 | | | For the nine months ended September 30, 2015 | | | | |
|-------------------------------|---|-----------------------------------|----------------------|---|-----------------------------------|----------------------|-------|-------|
| | Recorded Number of contracts at the time of modification | Current recorded investment | Current allowance | Recorded Number of contracts at the time of modification | Current recorded investment | Current allowance | | |
| Troubled debt restructurings: | | | | | | | | |
| Personal Banking: | | | | | | | | |
| Residential mortgage loans | — | \$ — | — | 4 | \$ 232 | 228 | — | |
| Home equity loans | — | — | — | 2 | 87 | 85 | 17 | |
| Consumer loans | — | — | — | — | — | — | — | |
| Total Personal Banking | — | — | — | 6 | 319 | 313 | 17 | |
| Commercial Banking: | | | | | | | | |
| Commercial real estate loans | 5 | 8,563 | 8,511 | 980 | 6 | 8,575 | 8,522 | 981 |
| Commercial loans | 1 | 26 | 25 | 3 | 2 | 324 | 313 | 31 |
| Total Commercial Banking | 6 | 8,589 | 8,536 | 983 | 8 | 8,899 | 8,835 | 1,012 |
| Total | 6 | \$ 8,589 | 8,536 | 983 | 14 | \$ 9,218 | 9,148 | 1,029 |

Troubled debt restructurings modified within the previous twelve months that have subsequently defaulted:

| | | | | | | | | |
|------------------------------|---|------|---|---|---|--------|-----|---|
| Personal Banking: | | | | | | | | |
| Residential mortgage loans | — | \$ — | — | — | 1 | \$ 251 | 249 | — |
| Home equity loans | — | — | — | — | 1 | 23 | 20 | — |
| Consumer loans | — | — | — | — | — | — | — | — |
| Total Personal Banking | — | — | — | — | 2 | 274 | 269 | — |
| Commercial Banking: | | | | | | | | |
| Commercial real estate loans | — | — | — | — | — | — | — | — |
| Commercial loans | — | — | — | — | — | — | — | — |
| Total Commercial Banking | — | — | — | — | — | — | — | — |
| Total | — | \$ — | — | — | 2 | \$ 274 | 269 | — |

The following table provides information as of September 30, 2016 for troubled debt restructurings (including re-modified TDRs) by type of modification, by portfolio segment and class of financing receivable for modifications during the quarter ended September 30, 2016 (dollars in thousands):

| | Number of contracts | Type of modification | | | Total |
|----------------------------|------------------------|----------------------|---------|------------------|-------|
| | | Rate | Payment | Maturity date | |
| Personal Banking: | | | | | |
| Residential mortgage loans | 1 | \$ — | — | 8 | 8 |
| Home equity loans | 1 | — | — | 3 | 3 |
| Consumer loans | — | — | — | — | — |
| Total Personal Banking | 2 | — | — | 11 | 11 |

Commercial Banking:

| | | | | | | |
|------------------------------|---|----|------|-----|---|-------|
| Commercial real estate loans | 1 | — | — | 153 | — | 153 |
| Commercial loans | 3 | — | 799 | 78 | — | 877 |
| Total Commercial Banking | 4 | — | 799 | 231 | — | 1,030 |
| Total | 6 | \$ | —799 | 242 | — | 1,041 |

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The following table provides information as of September 30, 2015 for troubled debt restructurings (including re-modified TDRs) by type of modification, by portfolio segment and class of financing receivable for modifications during the quarter ended September 30, 2015 (dollars in thousands):

| | Number of contracts | Type of modification | | | | Other | Total |
|------------------------------|---------------------|----------------------|---------|---------------|---|-------|-------|
| | | Rate | Payment | Maturity date | | | |
| Personal Banking: | | | | | | | |
| Residential mortgage loans | — | \$ — | — | — | — | — | — |
| Home equity loans | — | — | — | — | — | — | — |
| Consumer loans | — | — | — | — | — | — | — |
| Total Personal Banking | — | — | — | — | — | — | — |
| Commercial Banking: | | | | | | | |
| Commercial real estate loans | 5 | 180 | — | 8,331 | — | — | 8,511 |
| Commercial loans | 1 | — | — | 25 | — | — | 25 |
| Total Commercial Banking | 6 | 180 | — | 8,356 | — | — | 8,536 |
| Total | 6 | \$ 180 | — | 8,356 | — | — | 8,536 |

The following table provides information as of September 30, 2016 for troubled debt restructurings (including re-modified TDRs) by type of modification, by portfolio segment and class of financing receivable for modifications during the nine months ended September 30, 2016 (dollars in thousands):

| | Number of contracts | Type of modification | | | | Other | Total |
|------------------------------|---------------------|----------------------|---------|---------------|-------|-------|-------|
| | | Rate | Payment | Maturity date | | | |
| Personal Banking: | | | | | | | |
| Residential mortgage loans | 6 | \$361 | — | 622 | 48 | — | 1,031 |
| Home equity loans | 6 | 121 | — | 3 | 157 | — | 281 |
| Other consumer loans | — | — | — | — | — | — | — |
| Total Personal Banking | 12 | 482 | — | 625 | 205 | — | 1,312 |
| Commercial Banking: | | | | | | | |
| Commercial real estate loans | 5 | — | 429 | 535 | 1,254 | — | 2,218 |
| Commercial loans | 11 | — | 799 | 1,042 | 750 | — | 2,591 |
| Total Commercial Banking | 16 | — | 1,228 | 1,577 | 2,004 | — | 4,809 |
| Total | 28 | \$482 | 1,228 | 2,202 | 2,209 | — | 6,121 |

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The following table provides information as of September 30, 2015 for troubled debt restructurings (including re-modified TDRs) by type of modification, by portfolio segment and class of financing receivable for modifications during the nine months ended September 30, 2015 (dollars in thousands):

| | Number of contracts | Type of modification | | | Other | Total |
|------------------------------|---------------------|----------------------|---------|---------------|-------|-------|
| | | Rate | Payment | Maturity date | | |
| Personal Banking: | | | | | | |
| Residential mortgage loans | 4 | \$ 73 | — | 110 | 45 | 228 |
| Home equity loans | 2 | 83 | — | 2 | — | 85 |
| Other consumer loans | — | — | — | — | — | — |
| Total Personal Banking | 6 | 156 | — | 112 | 45 | 313 |
| Commercial Banking: | | | | | | |
| Commercial real estate loans | 6 | 180 | — | 8,342 | — | 8,522 |
| Commercial loans | 2 | — | — | 313 | — | 313 |
| Total Commercial Banking | 8 | 180 | — | 8,655 | — | 8,835 |
| Total | 14 | \$ 336 | — | 8,767 | 45 | 9,148 |

The following table provides information related to re-modified troubled debt restructurings by portfolio segment and by class of financing receivable for the quarter ended September 30, 2016 (dollars in thousands):

| | Number of re-modified TDRs | Type of re-modification | | | Other | Total |
|------------------------------|----------------------------|-------------------------|---------|---------------|-------|-------|
| | | Rate | Payment | Maturity date | | |
| Personal Banking: | | | | | | |
| Residential mortgage loans | — | \$ — | — | — | — | — |
| Home equity loans | — | — | — | — | — | — |
| Consumer loans | — | — | — | — | — | — |
| Total Personal Banking | — | — | — | — | — | — |
| Commercial Banking: | | | | | | |
| Commercial real estate loans | — | — | — | — | — | — |
| Commercial loans | 1 | — | 799 | — | — | 799 |
| Total Commercial Banking | 1 | — | 799 | — | — | 799 |
| Total | 1 | \$ — | 799 | — | — | 799 |

The following table provides information related to re-modified troubled debt restructurings by portfolio segment and by class of financing receivable for the quarter ended September 30, 2015 (dollars in thousands):

| | Number of re-modified TDRs | Type of re-modification | | | Other | Total |
|----------------------------|----------------------------|-------------------------|---------|---------------|-------|-------|
| | | Rate | Payment | Maturity date | | |
| Personal Banking: | | | | | | |
| Residential mortgage loans | — | \$ — | — | — | — | — |
| Home equity loans | — | — | — | — | — | — |
| Consumer loans | — | — | — | — | — | — |
| Total Personal Banking | — | — | — | — | — | — |
| Commercial Banking: | | | | | | |

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| | | | | | | |
|------------------------------|---|----|---|-------|---|-------|
| Commercial real estate loans | 1 | — | — | 6,270 | — | 6,270 |
| Commercial loans | | — | — | — | — | — |
| Total Commercial Banking | 1 | — | — | 6,270 | — | 6,270 |
| Total | 1 | \$ | — | 6,270 | — | 6,270 |

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The following table provides information related to re-modified troubled debt restructurings by portfolio segment and by class of financing receivable for the nine months ended September 30, 2016 (dollars in thousands):

| | Number of re-modified TDRs | Type of re-modification | | | Other | Total |
|------------------------------|----------------------------|-------------------------|---------|---------------|-------|-------|
| | | Rate | Payment | Maturity date | | |
| Personal Banking: | | | | | | |
| Residential mortgage loans | — | \$ — | — | — | — | — |
| Home equity loans | — | — | — | — | — | — |
| Other consumer loans | — | — | — | — | — | — |
| Total Personal Banking | — | — | — | — | — | — |
| Commercial Banking: | | | | | | |
| Commercial real estate loans | 1 | — | — | — | 182 | 182 |
| Commercial loans | 4 | — | 1,662 | — | — | 1,662 |
| Total Commercial Banking | 5 | — | 1,662 | — | 182 | 1,844 |
| Total | 5 | \$ — | 1,662 | — | 182 | 1,844 |

The following table provides information related to re-modified troubled debt restructurings by portfolio segment and by class of financing receivable for the nine months ended September 30, 2015 (dollars in thousands):

| | Number of re-modified TDRs | Type of re-modification | | | Other | Total |
|------------------------------|----------------------------|-------------------------|---------|---------------|-------|-------|
| | | Rate | Payment | Maturity date | | |
| Personal Banking: | | | | | | |
| Residential mortgage loans | 1 | \$ — | — | — | 45 | 45 |
| Home equity loans | 1 | 83 | — | — | — | 83 |
| Other consumer loans | — | — | — | — | — | — |
| Total Personal Banking | 2 | 83 | — | — | 45 | 128 |
| Commercial Banking: | | | | | | |
| Commercial real estate loans | 1 | — | — | 6,270 | — | 6,270 |
| Commercial loans | — | — | — | — | — | — |
| Total Commercial Banking | 1 | — | — | 6,270 | — | 6,270 |
| Total | 3 | \$ 83 | — | 6,270 | 45 | 6,398 |

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The following table provides information related to loan payment delinquencies at September 30, 2016 (in thousands):

| | 30-59 Days delinquent | 60-89 Days delinquent | 90 Days or greater delinquent | Total delinquency | Current | Total loans receivable | 90 Days or greater delinquent and accruing (1) |
|------------------------------|--------------------------|--------------------------|-------------------------------------|----------------------|-----------|---------------------------|--|
| Originated loans: | | | | | | | |
| Personal Banking: | | | | | | | |
| Residential mortgage loans | \$ 3,322 | 5,568 | 12,855 | 21,745 | 2,654,908 | 2,676,653 | — |
| Home equity loans | 4,130 | 910 | 4,817 | 9,857 | 1,019,125 | 1,028,982 | — |
| Consumer loans | 6,565 | 2,368 | 3,163 | 12,096 | 432,418 | 444,514 | — |
| Total Personal Banking | 14,017 | 8,846 | 20,835 | 43,698 | 4,106,451 | 4,150,149 | — |
| Commercial Banking: | | | | | | | |
| Commercial real estate loans | 3,432 | 487 | 16,698 | 20,617 | 2,025,146 | 2,045,763 | — |
| Commercial loans | 1,270 | 443 | 5,309 | 7,022 | 449,091 | 456,113 | — |
| Total Commercial Banking | 4,702 | 930 | 22,007 | 27,639 | 2,474,237 | 2,501,876 | — |
| Total originated loans | 18,719 | 9,776 | 42,842 | 71,337 | 6,580,688 | 6,652,025 | — |
| Acquired loans: | | | | | | | |
| Personal Banking: | | | | | | | |
| Residential mortgage loans | 58 | 606 | 623 | 1,287 | 141,073 | 142,360 | 235 |
| Home equity loans | 854 | 235 | 1,205 | 2,294 | 317,829 | 320,123 | 148 |
| Consumer loans | 1,018 | 305 | 209 | 1,532 | 182,466 | 183,998 | 18 |
| Total Personal Banking | 1,930 | 1,146 | 2,037 | 5,113 | 641,368 | 646,481 | 401 |
| Commercial Banking: | | | | | | | |
| Commercial real estate loans | 423 | 615 | 7,835 | 8,873 | 410,045 | 418,918 | 2,378 |
| Commercial loans | 223 | 151 | 940 | 1,314 | 79,828 | 81,142 | 144 |
| Total Commercial Banking | 646 | 766 | 8,775 | 10,187 | 489,873 | 500,060 | 2,522 |
| Total acquired loans | 2,576 | 1,912 | 10,812 | 15,300 | 1,131,241 | 1,146,541 | 2,923 |
| Total loans | \$ 21,295 | 11,688 | 53,654 | 86,637 | 7,711,929 | 7,798,566 | 2,923 |

(1) Represents acquired loans that were originally recorded at fair value upon acquisition. These loans are considered to be accruing because we can reasonably estimate future cash flows on and expect to fully collect the carrying value of these loans. Therefore, we are accreting the difference between the carrying value and their expected cash flows into interest income.

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The following table provides information related to loan payment delinquencies at December 31, 2015 (in thousands):

| | 30-59 Days delinquent | 60-89 Days delinquent | 90 Days or greater delinquent | Total delinquency | Current | Total loans receivable | 90 Days or greater delinquent and accruing (1) |
|------------------------------|--------------------------|--------------------------|-------------------------------------|----------------------|-----------|---------------------------|--|
| Originated loans: | | | | | | | |
| Personal Banking: | | | | | | | |
| Residential mortgage loans | \$ 25,503 | 7,541 | 15,564 | 48,608 | 2,646,568 | 2,695,176 | — |
| Home equity loans | 4,870 | 1,836 | 5,251 | 11,957 | 1,043,950 | 1,055,907 | — |
| Consumer loans | 6,092 | 2,340 | 2,857 | 11,289 | 306,344 | 317,633 | — |
| Total Personal Banking | 36,465 | 11,717 | 23,672 | 71,854 | 3,996,862 | 4,068,716 | — |
| Commercial Banking: | | | | | | | |
| Commercial real estate loans | 22,212 | 6,875 | 14,942 | 44,029 | 1,891,128 | 1,935,157 | — |
| Commercial loans | 1,703 | 598 | 2,449 | 4,750 | 356,658 | 361,408 | — |
| Total Commercial Banking | 23,915 | 7,473 | 17,391 | 48,779 | 2,247,786 | 2,296,565 | — |
| Total originated loan | 60,380 | 19,190 | 41,063 | 120,633 | 6,244,648 | 6,365,281 | — |
| Acquired loans: | | | | | | | |
| Personal Banking: | | | | | | | |
| Residential mortgage loans | 440 | 249 | 786 | 1,475 | 44,241 | 45,716 | 540 |
| Home equity loans | 936 | 642 | 861 | 2,439 | 128,760 | 131,199 | 462 |
| Consumer loans | 1,009 | 181 | 69 | 1,259 | 201,397 | 202,656 | 26 |
| Total Personal Banking | 2,385 | 1,072 | 1,716 | 5,173 | 374,398 | 379,571 | 1,028 |
| Commercial Banking: | | | | | | | |
| Commercial real estate loans | 2,665 | 1,353 | 4,089 | 8,107 | 408,170 | 416,277 | 2,582 |
| Commercial loans | 1,165 | — | 150 | 1,315 | 59,677 | 60,992 | 140 |
| Total Commercial Banking | 3,830 | 1,353 | 4,239 | 9,422 | 467,847 | 477,269 | 2,722 |
| Total acquired loan | 6,215 | 2,425 | 5,955 | 14,595 | 842,245 | 856,840 | 3,750 |
| Total | \$ 66,595 | 21,615 | 47,018 | 135,228 | 7,086,893 | 7,222,121 | 3,750 |

(1) Represents acquired loans that were originally recorded at fair value upon acquisition. These loans are considered to be accruing because we can reasonably estimate future cash flows on and expect to fully collect the carrying value of these loans. Therefore, we are accreting the difference between the carrying value and their expected cash flows into interest income.

Credit quality indicators: We categorize loans into risk categories based on relevant information about the ability of borrowers to service their debt such as: current financial information, historical payment experience, credit documentation, public information, and current economic trends, among other factors. We analyze loans individually by classifying the loans by credit risk. Credit relationships greater than or equal to \$1.0 million classified as special mention or substandard are reviewed quarterly for deterioration or improvement to determine if the loan is appropriately classified. We use the following definitions for risk ratings other than pass:

Special mention — Loans designated as special mention have specific, well-defined risk issues, which create a high level of uncertainty regarding the long-term viability of the business. Loans in this class are considered to have high-risk characteristics. A special mention loan exhibits material negative financial trends due to company-specific or systemic conditions. If these potential weaknesses are not mitigated, they threaten the borrower's capacity to meet its

debt obligations. Special mention loans still demonstrate sufficient financial flexibility to react to and positively address the root cause of the adverse financial trends without significant deviations from their current business strategy. Their potential weaknesses deserve our close attention and warrant enhanced monitoring.

Substandard — Loans classified as substandard are inadequately protected by the current net worth and payment capacity of the obligor or of the collateral pledged, if any. Loans so classified have a well-defined weakness or weaknesses that

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jeopardize the liquidation of the debt. They are characterized by the distinct possibility that we will sustain some loss if the deficiencies are not corrected.

Doubtful — Loans classified as doubtful have all the weaknesses inherent in those classified as substandard. In addition, those weaknesses make collection or liquidation in full highly questionable and improbable. A loan classified as doubtful exhibits discernible loss potential, but a complete loss seems very unlikely. The possibility of a loss on a doubtful loan is high, but because of certain important and reasonably specific pending factors that may strengthen the loan, its classification as an estimated loss is deferred until a more exact status can be determined.

Loss — Loans classified as loss are considered uncollectible and of such value that the continuance as a loan is not warranted. A loss classification does not mean that the loan has no recovery or salvage value; instead, it means that it is not practical or desirable to defer writing off all or a portion of a basically worthless loan even though partial recovery may be possible in the future.

The following table sets forth information about credit quality indicators updated during the quarter ended September 30, 2016 (in thousands):

| | Pass | Special mention | Substandard | Doubtful | Loss | Total loans receivable |
|---------------------------------|--------------------|--------------------|----------------|--------------|----------|---------------------------|
| Originated loans: | | | | | | |
| Personal Banking: | | | | | | |
| Residential mortgage loans | \$2,659,867 | — | 16,786 | — | — | 2,676,653 |
| Home equity loans | 1,021,191 | — | 7,791 | — | — | 1,028,982 |
| Consumer loans | 441,552 | — | 2,962 | — | — | 444,514 |
| Total Personal Banking | 4,122,610 | — | 27,539 | — | — | 4,150,149 |
| Commercial Banking: | | | | | | |
| Commercial real estate loans | 1,884,719 | 45,458 | 115,572 | 14 | — | 2,045,763 |
| Commercial loans | 404,365 | 11,690 | 37,157 | 2,901 | — | 456,113 |
| Total Commercial Banking | 2,289,084 | 57,148 | 152,729 | 2,915 | — | 2,501,876 |
| Total originated loans | 6,411,694 | 57,148 | 180,268 | 2,915 | — | 6,652,025 |
| Acquired loans: | | | | | | |
| Personal Banking: | | | | | | |
| Residential mortgage loans | 140,553 | — | 1,807 | — | — | 142,360 |
| Home equity loans | 317,452 | — | 2,671 | — | — | 320,123 |
| Consumer loans | 183,333 | — | 665 | — | — | 183,998 |
| Total Personal Banking | 641,338 | — | 5,143 | — | — | 646,481 |
| Commercial Banking: | | | | | | |
| Commercial real estate loans | 381,097 | 16,305 | 21,516 | — | — | 418,918 |
| Commercial loans | 74,956 | 3,017 | 3,169 | — | — | 81,142 |
| Total Commercial Banking | 456,053 | 19,322 | 24,685 | — | — | 500,060 |
| Total acquired loans | 1,097,391 | 19,322 | 29,828 | — | — | 1,146,541 |
| Total loans | \$7,509,085 | 76,470 | 210,096 | 2,915 | — | 7,798,566 |

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The following table sets forth information about credit quality indicators, which were updated during the year ended December 31, 2015 (in thousands):

| | Pass | Special mention | Substandard | Doubtful | Loss | Total loans receivable |
|------------------------------|-------------|--------------------|-------------|----------|-------|---------------------------|
| Originated loans: | | | | | | |
| Personal Banking: | | | | | | |
| Residential mortgage loans | \$2,680,562 | — | 13,274 | — | 1,340 | 2,695,176 |
| Home equity loans | 1,048,397 | — | 7,510 | — | — | 1,055,907 |
| Consumer loans | 315,159 | — | 2,474 | — | — | 317,633 |
| Total Personal Banking | 4,044,118 | — | 23,258 | — | 1,340 | 4,068,716 |
| Commercial Banking: | | | | | | |
| Commercial real estate loans | 1,778,140 | 46,518 | 110,384 | 115 | — | 1,935,157 |
| Commercial loans | 299,455 | 23,023 | 37,820 | 1,110 | — | 361,408 |
| Total Commercial Banking | 2,077,595 | 69,541 | 148,204 | 1,225 | — | 2,296,565 |
| Total originated loans | 6,121,713 | 69,541 | 171,462 | 1,225 | 1,340 | 6,365,281 |
| Acquired loans: | | | | | | |
| Personal Banking: | | | | | | |
| Residential mortgage loans | 44,930 | — | 786 | — | — | 45,716 |
| Home equity loans | 130,338 | — | 861 | — | — | 131,199 |
| Consumer loans | 202,587 | — | 69 | — | — | 202,656 |
| Total Personal Banking | 377,855 | — | 1,716 | — | — | 379,571 |
| Commercial Banking: | | | | | | |
| Commercial real estate loans | 392,811 | 6,872 | 16,594 | — | — | 416,277 |
| Commercial loans | 59,948 | 707 | 337 | — | — | 60,992 |
| Total Commercial Banking | 452,759 | 7,579 | 16,931 | — | — | 477,269 |
| Total acquired loans | 830,614 | 7,579 | 18,647 | — | — | 856,840 |
| Total | \$6,952,327 | 77,120 | 190,109 | 1,225 | 1,340 | 7,222,121 |

(6) Goodwill and Other Intangible Assets

The following table provides information for intangible assets subject to amortization at the dates indicated (in thousands):

| | September 30, 2016 | December 31, 2015 |
|---|-----------------------|----------------------|
| Amortizable intangible assets: | | |
| Core deposit intangibles — gross | \$ 37,953 | 30,578 |
| Acquisitions | 25,732 | 7,375 |
| Less: accumulated amortization | (32,910) | (31,192) |
| Core deposit intangibles — net | 30,775 | 6,761 |
| Customer and Contract intangible assets — gross | 8,496 | 8,234 |
| Acquisitions | 1,640 | 262 |
| Less: accumulated amortization | (7,010) | (6,275) |
| Customer and Contract intangible assets — net | \$ 3,126 | 2,221 |

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The following table shows the actual aggregate amortization expense for the quarters ended September 30, 2016 and 2015, as well as the estimated aggregate amortization expense, based upon current levels of intangible assets, for the current fiscal year and each of the five succeeding fiscal years (in thousands):

| | |
|--|----------|
| For the quarter ended September 30, 2016 | \$ 1,068 |
| For the quarter ended September 30, 2015 | 422 |
| For the nine months ended September 30, 2016 | 2,453 |
| For the nine months ended September 30, 2015 | 959 |
| For the year ending December 31, 2016 | 4,240 |
| For the year ending December 31, 2017 | 6,655 |
| For the year ending December 31, 2018 | 5,762 |
| For the year ending December 31, 2019 | 4,869 |
| For the year ending December 31, 2020 | 3,976 |
| For the year ending December 31, 2021 | 3,170 |

The following table provides information for the changes in the carrying amount of goodwill (in thousands):

| | Community Banking | Consumer Finance | Total |
|-------------------------------|----------------------|---------------------|---------|
| Balance at December 31, 2014 | \$ 173,710 | 1,613 | 175,323 |
| Goodwill acquired | 86,413 | — | 86,413 |
| Impairment losses | — | — | — |
| Balance at December 31, 2015 | 260,123 | 1,613 | 261,736 |
| Goodwill acquired | 45,975 | — | 45,975 |
| Impairment losses | — | — | — |
| Balance at September 30, 2016 | \$ 306,098 | 1,613 | 307,711 |

We performed our annual goodwill impairment test as of June 30, 2016 and concluded that goodwill was not impaired. At September 30, 2016, there were no changes in our operations or other factors that would cause us to update that test. See Note 1 of the Notes to Consolidated Financial Statements in Item 8 of Part II of our 2015 Annual Report on Form 10-K for a description of our testing procedures.

(7)Guarantees

We issue standby letters of credit in the normal course of business. Standby letters of credit are conditional commitments issued by the Company to guarantee the performance of a customer to a third party. Standby letters of credit generally are contingent upon the failure of the customer to perform according to the terms of the underlying contract with the third party. We are required to perform under a standby letter of credit when drawn upon by the guaranteed third party in the case of nonperformance by our customer. The credit risk associated with standby letters of credit is essentially the same as that involved in extending loans to customers and is subject to normal loan underwriting procedures. Collateral may be obtained based on management's credit assessment of the customer. At September 30, 2016, the maximum potential amount of future payments we could be required to make under these standby letters of credit was \$33.7 million, of which \$24.8 million is fully collateralized. At September 30, 2016, we had a liability, which represents deferred income, of \$225,000 related to the standby letters of credit. There are no recourse provisions that would enable us to recover any amounts from third parties.

(8)Earnings Per Share

Basic earnings per common share (EPS) is computed by dividing net income available to common shareholders by the weighted-average number of common shares outstanding for the period, without considering any dilutive items. Diluted EPS reflects the potential dilution that could occur if securities or other contracts to issue common stock were

exercised or converted into common stock or resulted in the issuance of common stock that then shared in the earnings of the Company. All stock options outstanding during the quarter ended September 30, 2016 were included in the computation of diluted earnings per share because the options' exercise price was less than the average market price of the common shares of \$15.19. Stock options to purchase 534,482 shares of common stock with a weighted average exercise price of \$13.15 per share were outstanding during the quarter ended September 30, 2015 but were not included in the computation of diluted earnings per share because the options' exercise price was greater than the average market price of the common shares of \$12.76. Stock options to purchase 710,423 shares of

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common stock with a weighted average exercise price of \$14.15 per share were outstanding during the nine months ended September 30, 2016 but were not included in the computation of diluted earnings per share because the options' exercise price was greater than the average market price of the common shares of \$14.02. Stock options to purchase 1,712,746 shares of common stock with a weighted average exercise price of \$12.63 per share were outstanding during the nine months ended September 30, 2015 but were not included in the computation of diluted earnings per share because the options' exercise price was greater than the average market price of the common shares of \$12.33.

The computation of basic and diluted earnings per share follows (in thousands, except share data and per share amounts):

| | Quarter ended | | Nine months ended | |
|--|---------------|------------|-------------------|------------|
| | September 30, | | September 30, | |
| | 2016 | 2015 | 2016 | 2015 |
| Reported net income | \$14,197 | 12,872 | 25,173 | 44,347 |
| Weighted average common shares outstanding | 99,602,535 | 95,256,807 | 99,224,565 | 92,822,720 |
| Dilutive potential shares due to effect of stock options | 1,465,710 | 1,668,991 | 1,008,942 | 433,379 |
| Total weighted average common shares and dilutive potential shares | 101,068,245 | 96,925,798 | 100,233,507 | 93,256,099 |
| Basic earnings per share: | \$0.14 | 0.14 | 0.25 | 0.48 |
| Diluted earnings per share: | \$0.14 | 0.13 | 0.25 | 0.48 |

(9) Pension and Other Post-retirement Benefits

The following table sets forth the net periodic costs for the defined benefit pension plans and post retirement healthcare plans for the periods indicated (in thousands):

Components of net periodic benefit cost

| | Quarter ended September 30, | | | |
|------------------------------------|---------------------------------|----------|--------------------------------|------|
| | Pension benefits | | Other post-retirement benefits | |
| | 2016 | 2015 | 2016 | 2015 |
| Service cost | \$1,374 | 1,430 | — | — |
| Interest cost | 1,695 | 1,531 | 18 | 14 |
| Expected return on plan assets | (2,474) | (2,593) | — | — |
| Amortization of prior service cost | (581) | (581) | — | — |
| Amortization of the net loss | 927 | 925 | 22 | 15 |
| Net periodic (benefit)/ cost | \$941 | 712 | 40 | 29 |
| | Nine months ended September 30, | | | |
| | Pension benefits | | Other post-retirement benefits | |
| | 2016 | 2015 | 2016 | 2015 |
| Service cost | \$4,122 | 4,290 | — | — |
| Interest cost | 5,087 | 4,593 | 53 | 44 |
| Expected return on plan assets | (7,423) | (7,779) | — | — |
| Amortization of prior service cost | (1,742) | (1,743) | — | — |
| Amortization of the net loss | 2,782 | 2,775 | 67 | 45 |
| Net periodic (benefit)/ cost | \$2,826 | 2,136 | 120 | 89 |

We anticipate making a contribution to our defined benefit pension plan of \$4.0 million to \$8.0 million during the year ending December 31, 2016.

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(10) Disclosures About Fair Value of Financial Instruments

Fair value information about financial instruments, whether or not recognized in the consolidated statement of financial condition, is required to be disclosed. These requirements exclude certain financial instruments and all nonfinancial instruments. Accordingly, the aggregate fair value amounts presented do not represent the underlying value of the Company.

Financial assets and liabilities recognized or disclosed at fair value on a recurring basis and certain financial assets and liabilities on a non-recurring basis are accounted for using a three-level hierarchy of valuation techniques based on whether the inputs to those valuation techniques are observable or unobservable. This hierarchy gives the highest priority to quoted prices with readily available independent data in active markets for identical assets or liabilities (Level 1) and the lowest priority to unobservable market inputs (Level 3). When various inputs for measurement fall within different levels of the fair value hierarchy, the lowest level input that has a significant impact on fair value measurement is used.

Financial assets and liabilities are categorized based upon the following characteristics or inputs to the valuation techniques:

Level 1 — Financial assets and liabilities for which inputs are observable and are obtained from reliable quoted prices for identical assets or liabilities in actively traded markets. This is the most reliable fair value measurement and includes, for example, active exchange-traded equity securities.

Level 2 — Financial assets and liabilities for which values are based on quoted prices in markets that are not active or for which values are based on similar assets or liabilities that are actively traded. Level 2 also includes pricing models in which the inputs are corroborated by market data, for example, matrix pricing.

Level 3 — Financial assets and liabilities for which values are based on prices or valuation techniques that require inputs that are both unobservable and significant to the overall fair value measurement. Level 3 inputs include the following:

Quotes from brokers or other external sources that are not considered binding;

- Quotes from brokers or other external sources where it cannot be determined that market participants would in fact transact for the asset or liability at the quoted price;

Quotes and other information from brokers or other external sources where the inputs are not deemed observable.

We are responsible for the valuation process and as part of this process may use data from outside sources in establishing fair value. We perform due diligence to understand the inputs used or how the data was calculated or derived. We also corroborate the reasonableness of external inputs in the valuation process.

The carrying amounts reported in the consolidated statement of financial condition approximate fair value for the following financial instruments: cash on hand, interest-earning deposits in other institutions, federal funds sold and other short-term investments, accrued interest receivable, accrued interest payable, and marketable securities available-for-sale.

Marketable Securities

Where available, market values are based on quoted market prices, dealer quotes, and prices obtained from independent pricing services.

Debt securities - available for sale - Generally, debt securities are valued using pricing for similar securities, recently executed transactions and other pricing models utilizing observable inputs. The valuation for most debt securities is

classified as Level 2. Securities within Level 2 include corporate bonds, municipal bonds, mortgage-backed securities and US government obligations. Certain corporate debt securities do not have an active market and as such the broker pricing received uses alternative methods. The fair value of these corporate debt securities is determined by using a discounted cash flow model using market assumptions, which generally include cash flow, collateral and other market assumptions. As such, these securities are included herein as Level 3 assets.

Equity securities - available for sale - Level 1 securities include publicly traded securities valued using quoted market prices. We consider the financial condition of the issuer to determine if the securities have indicators of impairment.

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Debt securities - held to maturity - The fair value of debt securities held to maturity is determined in the same manner as debt securities available for sale.

Loans Held for Sale

The estimated fair value of loans held for sale is based on market bids obtained from potential buyers.

Loans Held for Investment

Loans with comparable characteristics including collateral and re-pricing structures are segregated for valuation purposes. Characteristics include remaining term, coupon interest, and estimated prepayment speeds. Delinquent loans are separately evaluated given the impact delinquency has on the projected future cash flow of the loan and the approximate discount or market rate. Each loan pool is separately valued utilizing a discounted cash flow analysis. Projected monthly cash flows are discounted to present value using a market rate for comparable loans, which is not considered an exit price.

Federal Home Loan Bank (“FHLB”) Stock

Due to the restrictions placed on the transferability of FHLB stock it is not practical to determine the fair value.

Deposit Liabilities

The estimated fair value of deposits with no stated maturity, which includes demand deposits, money market, and other savings accounts, is the amount payable on demand. Although market premiums paid for depository institutions reflect an additional value for these low-cost deposits, adjusting fair value for any value expected to be derived from retaining those deposits for a future period of time or from the benefit that results from the ability to fund interest-earning assets with these deposit liabilities is prohibited. The fair value estimates of deposit liabilities do not include the benefit that results from the low-cost funding provided by these deposits compared to the cost of borrowing funds in the market. Fair values for time deposits are estimated using a discounted cash flow calculation that applies contractual cost currently being offered in the existing portfolio to current market rates being offered locally for deposits of similar remaining maturities. The valuation adjustment for the portfolio consists of the present value of the difference of these two cash flows, discounted at the assumed market rate of the corresponding maturity.

Borrowed Funds

Fixed rate advances are valued by comparing their contractual cost to the prevailing market cost. The carrying amount of collateralized borrowings approximates the fair value.

Junior Subordinated Debentures

The fair value of junior subordinated debentures is calculated using the discounted cash flows at the prevailing rate of interest.

Cash flow hedges — Interest rate swap agreements (“swaps”)

The fair value of the swaps is the amount we would expect to pay to terminate the agreements and is based upon the present value of the expected future cash flows using the LIBOR swap curve, the basis for the underlying interest rate.

Off-Balance Sheet Financial Instruments

These financial instruments generally are not sold or traded, and estimated fair values are not readily available. However, the fair value of commitments to extend credit and standby letters of credit is estimated using the fees currently charged to enter into similar agreements. Commitments to extend credit are generally short-term in nature and, if drawn upon, are issued under current market terms. At September 30, 2016 and December 31, 2015, there was no significant unrealized appreciation or depreciation on these financial instruments.

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The following table sets forth the carrying amount and estimated fair value of our financial instruments included in the consolidated statement of financial condition at September 30, 2016 (in thousands):

| | Carrying amount | Estimated fair value | Level 1 | Level 2 | Level 3 |
|--------------------------------|-----------------|----------------------|-----------|---------|-----------|
| Financial assets: | | | | | |
| Cash and cash equivalents | \$320,566 | 320,566 | 320,566 | — | — |
| Securities available-for-sale | 890,688 | 890,688 | 3,892 | 877,567 | 9,229 |
| Securities held-to-maturity | 22,584 | 23,249 | — | 23,249 | — |
| Loans receivable, net | 7,735,320 | 8,139,180 | 30,355 | — | 8,108,825 |
| Accrued interest receivable | 21,591 | 21,591 | 21,591 | — | — |
| FHLB Stock | 7,660 | 7,660 | — | — | — |
| Total financial assets | \$8,998,409 | 9,402,934 | 376,404 | 900,816 | 8,118,054 |
| Financial liabilities: | | | | | |
| Savings and checking deposits | \$6,511,356 | 6,511,356 | 6,511,356 | — | — |
| Time deposits | 1,691,447 | 1,711,487 | — | — | 1,711,487 |
| Borrowed funds | 135,891 | 135,891 | 135,891 | — | — |
| Junior subordinated debentures | 111,213 | 113,967 | — | — | 113,967 |
| Cash flow hedges - swaps | 3,512 | 3,512 | — | 3,512 | — |
| Accrued interest payable | 682 | 682 | 682 | — | — |
| Total financial liabilities | \$8,454,101 | 8,476,895 | 6,647,929 | 3,512 | 1,825,454 |

The following table sets forth the carrying amount and estimated fair value of our financial instruments included in the consolidated statement of financial condition at December 31, 2015 (in thousands):

| | Carrying amount | Estimated fair value | Level 1 | Level 2 | Level 3 |
|--------------------------------|-----------------|----------------------|-----------|---------|-----------|
| Financial assets: | | | | | |
| Cash and cash equivalents | \$167,408 | 167,408 | 167,408 | — | — |
| Securities available-for-sale | 874,405 | 874,405 | 1,894 | 863,556 | 8,955 |
| Securities held-to-maturity | 31,689 | 32,552 | — | 32,552 | — |
| Loans receivable, net | 7,159,449 | 7,482,431 | — | — | 7,482,431 |
| Accrued interest receivable | 21,072 | 21,072 | 21,072 | — | — |
| FHLB Stock | 40,903 | 40,903 | — | — | — |
| Total financial assets | \$8,294,926 | 8,618,771 | 190,374 | 896,108 | 7,491,386 |
| Financial liabilities: | | | | | |
| Savings and checking accounts | \$4,917,863 | 4,917,863 | 4,917,863 | — | — |
| Time deposits | 1,694,718 | 1,710,388 | — | — | 1,710,388 |
| Borrowed funds | 975,007 | 998,527 | 118,664 | — | 879,863 |
| Junior subordinated debentures | 111,213 | 115,268 | — | — | 115,268 |
| Cash flow hedges - swaps | 4,276 | 4,276 | — | 4,276 | — |
| Accrued interest payable | 1,993 | 1,993 | 1,993 | — | — |
| Total financial liabilities | \$7,705,070 | 7,748,315 | 5,038,520 | 4,276 | 2,705,519 |

Fair value estimates are made at a point-in-time, based on relevant market data and information about the instrument. The methods and assumptions detailed above were used in estimating the fair value of financial instruments at both September 30, 2016 and December 31, 2015. There were no transfers of financial instruments between Level 1 and Level 2 during the nine months ended September 30, 2016.

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The following table represents assets and liabilities measured at fair value on a recurring basis at September 30, 2016 (in thousands):

| | Level 1 | Level 2 | Level 3 | Total assets at fair value |
|---|----------|----------|---------|----------------------------------|
| Equity securities | \$ 3,892 | — | — | 3,892 |
| Debt securities: | | | | |
| U.S. government and agencies | — | 7 | — | 7 |
| Government sponsored enterprises | — | 313,203 | — | 313,203 |
| States and political subdivisions | — | 71,061 | — | 71,061 |
| Corporate | — | 8,161 | 9,229 | 17,390 |
| Total debt securities | — | 392,432 | 9,229 | 401,661 |
| Residential mortgage-backed securities: | | | | |
| GNMA | — | 32,372 | — | 32,372 |
| FNMA | — | 114,942 | — | 114,942 |
| FHLMC | — | 87,729 | — | 87,729 |
| Non-agency | — | 586 | — | 586 |
| Collateralized mortgage obligations: | | | | |
| GNMA | — | 7,275 | — | 7,275 |
| FNMA | — | 102,781 | — | 102,781 |
| FHLMC | — | 130,362 | — | 130,362 |
| SBA | — | 7,034 | — | 7,034 |
| Non-agency | — | 2,054 | — | 2,054 |
| Total mortgage-backed securities | — | 485,135 | — | 485,135 |
| Interest rate swaps | — | (3,512) | — | (3,512) |
| Total assets and liabilities | \$ 3,892 | 874,055 | 9,229 | 887,176 |

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The following table represents assets and liabilities measured at fair value on a recurring basis at December 31, 2015 (in thousands):

| | Level 1 | Level 2 | Level 3 | Total assets at fair value |
|---|----------|----------|---------|----------------------------------|
| Equity securities | \$ 1,894 | — | — | 1,894 |
| Debt securities: | | | | |
| U.S. government and agencies | — | 11 | — | 11 |
| Government sponsored enterprises | — | 294,440 | — | 294,440 |
| States and political subdivisions | — | 82,868 | — | 82,868 |
| Corporate | — | 7,520 | 8,955 | 16,475 |
| Total debt securities | — | 384,839 | 8,955 | 393,794 |
| Residential mortgage-backed securities: | | | | |
| GNMA | — | 27,082 | — | 27,082 |
| FNMA | — | 99,170 | — | 99,170 |
| FHLMC | — | 50,369 | — | 50,369 |
| Non-agency | — | 606 | — | 606 |
| Collateralized mortgage obligations: | | | | |
| GNMA | — | 10,669 | — | 10,669 |
| FNMA | — | 122,528 | — | 122,528 |
| FHLMC | — | 157,378 | — | 157,378 |
| SBA | — | 8,166 | — | 8,166 |
| Non-agency | — | 2,749 | — | 2,749 |
| Total mortgage-backed securities | — | 478,717 | — | 478,717 |
| Interest rate swaps | — | (4,276) | — | (4,276) |
| Total assets and liabilities | \$ 1,894 | 859,280 | 8,955 | 870,129 |

The table below presents a reconciliation of all assets and liabilities measured at fair value on a recurring basis using significant unobservable inputs (Level 3) for the periods indicated (in thousands):

| | Quarter ended | | Nine months ended | |
|--|--------------------|--------------------|--------------------|--------------------|
| | September 30, 2016 | September 30, 2015 | September 30, 2016 | September 30, 2015 |
| Beginning balance | \$ 8,719 | 9,223 | 8,955 | 10,597 |
| Total net realized investment gains/ (losses) and net change in unrealized appreciation/ (depreciation): | | | | |
| Included in net income as OTTI | — | — | — | — |
| Included in other comprehensive income | 510 | (226) | 274 | (1,600) |
| Purchases | — | — | — | — |
| Sales | — | — | — | — |
| Transfers in to Level 3 | — | — | — | — |
| Transfers out of Level 3 | — | — | — | — |

| | | |
|----------------|---------------|-------------|
| Ending balance | \$9,229 8,997 | 9,229 8,997 |
|----------------|---------------|-------------|

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Certain assets and liabilities are measured at fair value on a nonrecurring basis after initial recognition such as loans measured for impairment, mortgage servicing rights, and real estate owned. The following table represents the fair value measurement for nonrecurring assets at September 30, 2016 (in thousands):

| | Level 1 | Level 2 | Level 3 | Total assets at fair value |
|----------------------------------|---------|---------|---------|----------------------------------|
| Loans measured for impairment \$ | — | | 48,517 | 48,517 |
| Mortgage servicing rights \$ | — | | 1,493 | 1,493 |
| Real estate owned | — | — | 4,841 | 4,841 |
| Total assets | \$ | — | 54,851 | 54,851 |

Certain assets and liabilities are measured at fair value on a nonrecurring basis after initial recognition such as loans measured for impairment and real estate owned. The following table represents the fair value measurement for nonrecurring assets at December 31, 2015 (in thousands):

| | Level 1 | Level 2 | Level 3 | Total assets at fair value |
|----------------------------------|---------|---------|---------|----------------------------------|
| Loans measured for impairment \$ | — | | 48,181 | 48,181 |
| Real estate owned | — | — | 8,725 | 8,725 |
| Total assets | \$ | — | 56,906 | 56,906 |

Impaired loans — A loan is considered to be impaired as described in Note 1 of the Notes to Consolidated Financial Statements in Item 8 of Part II of our 2015 Annual Report on Form 10-K. We classify loans individually evaluated for impairment that require a specific reserve as nonrecurring Level 3.

Mortgage servicing rights - Mortgage servicing rights represent the value of servicing residential mortgage loans, when the mortgage loans have been sold into the secondary market and the associated servicing has been retained. The value is determined through a discounted cash flow analysis, which uses interest rates, prepayment speeds and delinquency rate assumptions as inputs. All of these assumptions require a significant degree of management judgment. Servicing rights and the related mortgage loans are segregated into categories or homogeneous pools based upon common characteristics. Adjustments are only made when the estimated discounted future cash flows are less than the carrying value, as determined by individual pool. As such, mortgage servicing rights are classified as nonrecurring Level 3.

Real Estate Owned — Real estate owned is comprised of property acquired through foreclosure or voluntarily conveyed by delinquent borrowers. These assets are recorded on the date acquired at the lower of the related loan balance or fair value, less estimated disposition costs, with the fair value being determined by appraisal. Subsequently, foreclosed assets are valued at the lower of the amount recorded at acquisition date or fair value, less estimated disposition costs. We classify all real estate owned as nonrecurring Level 3.

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The table presents additional quantitative information about assets measured at fair value on a recurring and nonrecurring basis and for which we have utilized Level 3 inputs to determine fair value at September 30, 2016 (dollar amounts in thousands):

| | Fair value | Valuation techniques | Significant unobservable inputs | Range (weighted average) |
|-------------------------------|------------|---|--|---|
| Debt securities | \$ 9,229 | Discounted cash flow | Discount margin Default rates Prepayment speeds | 0.4% to 2.1% (0.7%) 1.0% 1.0 annually |
| Loans measured for impairment | 48,517 | Appraisal value (1) Discounted cash flow | Estimated cost to sell Discount rate | 10.0% 3.8% to 20.0% (11.0%) |
| Mortgage servicing rights | 1,493 | Discounted cash flow | Annual service cost Prepayment rates Expected life (months) Option adjusted spread Forward yield curve | \$80 7.1% to 11.5% (11.3%) 63.5 to 78.3 (77.6) 800 basis points 0.5% to 1.4% (1.1%) |
| Real estate owned | 4,841 | Appraisal value (1) | Estimated cost to sell | 10.0% |

Fair value is generally determined through independent appraisals of the underlying collateral, which may include (1) level 3 inputs that are not identifiable, or by using the discounted cash flow method if the loan is not collateral dependent.

The significant unobservable inputs used in the fair value measurement of our debt securities are discount margins, default rates and prepayment speeds. Significant increases in any of those rates would result in a significantly lower fair value measurement.

(11) Guaranteed Preferred Beneficial Interests in the Company's Junior Subordinated Deferrable Interest Debentures (Trust Preferred Securities) and Interest Rate Swaps

We have two legacy statutory business trusts: Northwest Bancorp Capital Trust III, a Delaware statutory business trust and Northwest Bancorp Statutory Trust IV, a Connecticut statutory business trust ("Trusts"). These trusts exist solely to issue preferred securities to third parties for cash, issue common securities to the Company in exchange for capitalization of the Trusts, invest the proceeds from the sale of the trust securities in an equivalent amount of debentures of the Company, and engage in other activities that are incidental to those previously listed.

Northwest Bancorp Capital Trust III (Trust III) issued 50,000 cumulative trust preferred securities in a private transaction to a pooled investment vehicle on December 5, 2006 (liquidation value of \$1,000 per preferred security or \$50,000,000) with a stated maturity of December 30, 2035. These securities carry a floating interest rate, which is reset quarterly, equal to three-month LIBOR plus 1.38%. Northwest Bancorp Statutory Trust IV (Trust IV) issued 50,000 cumulative trust preferred securities in a private transaction to a pooled investment vehicle on December 15, 2006 (liquidation value of \$1,000 per preferred security or \$50,000,000) with a stated maturity of December 15, 2035. These securities carry a floating interest rate, which is reset quarterly, equal to three-month LIBOR plus 1.38%. The Trusts have invested the proceeds of the offerings in junior subordinated deferrable interest debentures issued by the Company. The structure of these debentures mirrors the structure of the trust-preferred securities. Trust III holds \$51,547,000 of the Company's junior subordinated debentures and Trust IV holds \$51,547,000 of the Company's junior subordinated debentures. These subordinated debentures are the sole assets of the Trusts. Cash distributions on the trust securities are made on a quarterly basis to the extent interest on the debentures is received by the Trusts. We have the right to defer payment of interest on the subordinated debentures at any time, or from

time-to-time, for periods not exceeding five years. If interest payments on the subordinated debentures are deferred, the distributions on the trust preferred securities are also deferred. Interest on the subordinated debentures and distributions on the trust securities is cumulative. To date, there have been no interest deferrals. Our obligation constitutes a full, irrevocable, and unconditional guarantee on a subordinated basis of the obligations of the trust under the preferred securities.

As a result of the LNB acquisition we acquired two statutory business trusts: LNB Trust I and LNB Trust II; both are Delaware statutory business trusts. The outstanding stock issued by LNB Trust I was redeemed on December 15, 2015. At September 30, 2016, LNB Trust II had 7,875 cumulative trust preferred securities outstanding (liquidation value of \$1,000 per preferred security or \$7,875,000) with a stated maturity of June 15, 2037. These securities carry a fixed interest rate of 6.64%

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through June 15, 2017, then becomes a floating interest rate, which is reset quarterly, equal to three-month LIBOR plus 1.48%. LNB Trust II invested the proceeds of the offerings in junior subordinated deferrable interest debentures acquired by the Company. The structure of these debentures mirrors the structure of the trust-preferred securities. LNB Trust II holds \$8,119,000 of junior subordinated debentures. The subordinated debentures are the sole assets of the Trusts. Cash distributions on the trust securities are made on a quarterly basis to the extent interest on the debentures is received by the Trusts.

We are currently a counterparty to two interest rate swap agreements (swaps), designating the swaps as cash flow hedges. The swaps are intended to protect against the variability of cash flows associated with Trust III and Trust IV. The first swap modifies the re-pricing characteristics of Trust III, wherein for a ten year period expiring in September 2018, the Company receives interest of three-month LIBOR from a counterparty and pays a fixed rate of 4.61% to the same counterparty calculated on a notional amount of \$25.0 million. The other swap modifies the re-pricing characteristics of Trust IV, wherein for a ten year period expiring in December 2018, the Company receives interest of three-month LIBOR from a counterparty and pays a fixed rate of 4.09% to the same counterparty calculated on a notional amount of \$25.0 million. The swap agreements were entered into with a counterparty that met our credit standards and the agreements contain collateral provisions protecting the at-risk party. We believe that the credit risk inherent in the contracts is not significant. At September 30, 2016, \$4.2 million of cash was pledged as collateral to the counterparty.

At September 30, 2016, the fair value of the swap agreements was \$(3.5) million and was the amount we would have expected to pay if the contracts were terminated. There was no material hedge ineffectiveness for these swaps.

The following table shows liability derivatives, included in other liabilities, at September 30, 2016 and December 31, 2015 (in thousands):

| | September 30, 2016 | December 31, 2015 |
|-------------------|-----------------------|----------------------|
| Fair value | \$ 3,512 | 4,276 |
| Notional amount | 50,000 | 50,000 |
| Collateral posted | 4,205 | 4,705 |

(12)Legal Proceedings

We establish accruals for legal proceedings when information related to the loss contingencies represented by those matters indicates both that a loss is probable and that the amount of loss can be reasonably estimated. As of September 30, 2016 we have not accrued for any legal proceedings based on our analysis of currently available information which is subject to significant judgment and a variety of assumptions and uncertainties. Any such accruals are adjusted thereafter as appropriate to reflect changes in circumstances. Due to the inherent subjectivity of assessments and unpredictability of outcomes of legal proceedings, any amounts accrued may not represent the ultimate loss to us from legal proceedings.

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(13) Changes in Accumulated Other Comprehensive Income/ (Loss)

The following table shows the changes in accumulated other comprehensive income by component for the periods indicated (in thousands):

| | For the quarter ended September 30, 2016 | | | |
|---|--|---|---|-----------|
| | Unrealized gains and (losses) of securities available for-sale | Change in fair value of interest rate swaps | Change in defined benefit pension plans | Total |
| Balance as of June 30, 2016 | \$7,866 | (2,753) | (24,630) | (19,517) |
| Other comprehensive income before reclassification adjustments | (785) | 471 | — | (314) |
| Amounts reclassified from accumulated other comprehensive income (1), (2) | (36) | — | 224 | 188 |
| Net other comprehensive income | (821) | 471 | 224 | (126) |
| Balance as of September 30, 2016 | \$7,045 | (2,282) | (24,406) | (19,643) |
| | For the quarter ended September 30, 2015 | | | |
| | Unrealized gains and (losses) of securities available for-sale | Change in fair value of interest rate swaps | Change in defined benefit pension plans | Total |
| Balance as of June 30, 2015 | \$4,278 | (3,546) | (23,315) | (22,583) |
| Other comprehensive income before reclassification adjustments | 2,379 | 45 | — | 2,424 |
| Amounts reclassified from accumulated other comprehensive income (3), (4) | (120) | — | 219 | 99 |
| Net other comprehensive income/ (loss) | 2,259 | 45 | 219 | 2,523 |
| Balance as of September 30, 2015 | \$6,537 | (3,501) | (23,096) | (20,060) |
| (1) | Consists of realized loss on securities (gain on sales of investments, net) of \$59, net of tax (income tax expense) of \$(23). | | | |
| (2) | Consists of amortization of prior service cost (compensation and employee benefits) of \$581 and amortization of net loss (compensation and employee benefits) of \$(949), net of tax (income tax expense) of \$144. See note 8. | | | |
| (3) | Consists of realized gains on securities (gain on sales of investments, net) of \$197, net of tax (income tax expense) of \$(77). | | | |
| (4) | Consists of amortization of prior service cost (compensation and employee benefits) of \$581 and amortization of net loss (compensation and employee benefits) of \$(940), net of tax (income tax expense) of \$140. See note 8. | | | |

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The following table shows the changes in accumulated other comprehensive income by component for the periods indicated (in thousands):

| | For the nine months ended September 30, 2016 | | | |
|---|--|---|---|----------|
| | Unrealized gains and (losses) of securities available for-sale | Change in fair value of interest rate swaps | Change in defined benefit pension plans | Total |
| Balance as of December 31, 2015 | \$3,325 | (2,779) | (25,081) | (24,535) |
| Other comprehensive income before reclassification adjustments | 3,717 | 497 | — | 4,214 |
| Amounts reclassified from accumulated other comprehensive income (1), (2) | 3 | — | 675 | 678 |
| Net other comprehensive income | 3,720 | 497 | 675 | 4,892 |
| Balance as of September 30, 2016 | \$7,045 | (2,282) | (24,406) | (19,643) |

| | For the nine months ended September 30, 2015 | | | |
|---|--|---|---|----------|
| | Unrealized gains and (losses) of securities available for-sale | Change in fair value of interest rate swaps | Change in defined benefit pension plans | Total |
| Balance as of December 31, 2014 | \$3,461 | (4,078) | (23,753) | (24,370) |
| Other comprehensive income before reclassification adjustments | 3,543 | 577 | — | 4,120 |
| Amounts reclassified from accumulated other comprehensive income (3), (4) | (467) | — | 657 | 190 |
| Net other comprehensive income | 3,076 | 577 | 657 | 4,310 |
| Balance as of September 30, 2015 | \$6,537 | (3,501) | (23,096) | (20,060) |

(1) Consists of realized gains on securities (loss on sales of investments, net) of \$(4), net of tax (income tax expense) of \$1.

(2) Consists of amortization of prior service cost (compensation and employee benefits) of \$1,742 and amortization of net loss (compensation and employee benefits) of \$(2,849), net of tax (income tax expense) of \$432. See note 8.

(3) Consists of realized gains on securities (gain on sales of investments, net) of \$766, net of tax (income tax expense) of \$(299).

(4) Consists of amortization of prior service cost (compensation and employee benefits) of \$1,743 and amortization of net loss (compensation and employee benefits) of \$(2,820), net of tax (income tax expense) of \$420. See note 8.

ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

Forward-Looking Statements:

In addition to historical information, this document may contain certain forward-looking statements, as defined in the Private Securities Litigation Reform Act of 1995. These forward-looking statements contained herein are subject to certain risks and uncertainties that could cause actual results to differ materially from those expressed or implied in the forward-looking statements. Readers are cautioned not to place undue reliance on these forward-looking statements, as they reflect management's analysis only as of the date of this report. We have no obligation to revise or update these forward-looking statements to reflect events or circumstances that arise after the date of this report.

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Important factors that might cause such a difference include, but are not limited to:

- changes in laws, government regulations or policies affecting financial institutions, including regulatory fees and capital requirements;
- general economic conditions, either nationally or in our market areas, that are different than expected;
- competition among other financial institutions and non-depository entities;
- inflation and changes in the interest rate environment that impact our margins or the fair value of financial instruments;
- adverse changes in the securities markets;
 - cyber security concerns, including an interruption or breach in the security of our information systems;
- our ability to enter new markets successfully, capitalize on growth opportunities;
- managing our internal growth and our ability to successfully integrate acquired entities, businesses and branch offices;
- changes in consumer spending, borrowing and savings habits;
- our ability to continue to increase and manage our business and personal loans;
- possible impairments of securities held by us, including those issued by government entities and government sponsored enterprises;
- 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 impact of the current governmental effort to restructure the U.S. financial and regulatory system;
- changes in the financial performance and/or condition of our borrowers; and
- 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 Public Company Accounting Oversight Board, the Financial Accounting Standards Board and other accounting standard setters.

Overview of Critical Accounting Policies Involving Estimates

Please refer to Note 1 of the Notes to Consolidated Financial Statements in Item 8 of Part II of our 2015 Annual Report on Form 10-K.

Executive Summary and Comparison of Financial Condition

On September 9, 2016, we acquired 18 Western New York banking branches with deposits of \$1.643 billion, at fair value, from First Niagara Bank N.A. ("FNFG"). The premium paid on the deposits was 4.5%. In addition we received \$1.119 billion in cash from the transaction and \$455.9 million, at fair value, of performing business and personal loans.

Total assets at September 30, 2016 were \$9.715 billion, an increase of \$762.7 million, or 8.5%, from \$8.952 billion at December 31, 2015. This increase in assets was due primarily to the FNFG branch acquisition and organic loan growth of \$120.6 million, or 1.7%. Partially offsetting these increases was the utilization of cash to payoff FHLB advances and, as a result, borrowed funds decreased by \$839.1 million, or 86.1%.

Total loans receivable increased by \$576.4 million, or 8.0%, to \$7.799 billion at September 30, 2016, from \$7.222 billion at December 31, 2015 due primarily to the FNFG branch acquisition which added loans, at fair value, totaling \$455.9 million. Additionally, loans funded during the nine months ended September 30, 2016, of \$2.139 billion exceeded loan maturities, principal repayments of \$1.850 billion and mortgage loan sales of \$158.1 million. Our commercial banking loan portfolio increased by \$228.1 million, or 8.2%, to \$3.002 billion at September 30, 2016 from \$2.774 billion at December 31, 2015. Net of acquired loans our commercial banking portfolio increased by

\$122.4, or 4.4%, as we continue to emphasize the origination of commercial and commercial real estate loans. Additionally, our personal banking loan portfolio increased by \$348.3 million, or 7.8%, to \$4.797 billion at September 30, 2016 from \$4.448 billion at December 31, 2015. Net of acquired loans our personal banking loan portfolio decreased by \$1.8 million, or 0.1%, due primarily to the resumption of the sale of residential mortgage loans during 2016.

Total deposits increased by \$1.590 billion, or 24.0%, to \$8.203 billion at September 30, 2016 from \$6.613 billion at December 31, 2015. All deposit types increased with the exception of time deposits. Noninterest-bearing demand deposits increased by \$319.3 million, or 27.1%, to \$1.497 billion at September 30, 2016 from \$1.177 billion at December 31, 2015. Net of assumed deposits, noninterest-bearing demand deposits increased by \$39.6 million, or 3.4%. Interest-bearing demand deposits increased by \$366.9 million, or 34.0%, to \$1.447 billion at September 30, 2016 from \$1.080 billion at December 31, 2015. Net of assumed

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deposits, interest-bearing demand deposits increased by \$41.2 million, or 3.8%. Savings deposits increased by \$285.5 million, or 20.6%, to \$1.672 billion at September 30, 2016 from \$1.386 billion at December 31, 2015. Net of assumed deposits, savings deposits increased by \$43.0 million, or 3.1%. Money market demand accounts increased by \$621.8 million, or 48.8%, to \$1.896 billion at September 30, 2016 from \$1.275 billion at December 31, 2015. Net of assumed deposits, money market demand accounts increased by \$4.6 million, or 0.4%. Partially offsetting these increases was a decrease in time deposits of \$3.3 million, or 0.2%, to \$1.691 billion at September 30, 2016 from \$1.695 billion at December 31, 2015. Net of assumed deposits, time deposits decreased by \$181.1 million, 10.7%. We believe the increase in more liquid deposit accounts is due primarily to customers' continued reluctance to lock in time deposits at these historically low rates and our emphasis on attracting low-cost fee-based deposits.

Borrowed funds decreased by \$839.1 million, or 86.1%, to \$135.9 million at September 30, 2016, from \$975.0 million at December 31, 2015. This decrease is due to the repayment or maturity of all FHLB borrowings with the cash received from the FNFG branch acquisition. Partially offsetting this decrease was an increase of \$17.2 million in collateralized borrowings.

Total shareholders' equity at September 30, 2016 was \$1.163 billion, or \$11.48 per share, a decrease of \$360,000 from \$1.163 billion, or \$11.42 per share, at December 31, 2015. This decrease in equity was primarily the result of the payment of cash dividends of \$45.0 million, and the repurchase of 145,900 shares of common stock for \$1.8 million during the nine months ended September 30, 2016. Partially offsetting these decreases were net income of \$25.2 million and a decrease in accumulated other comprehensive loss of \$4.9 million due to an improvement in the net unrealized gain of the investment securities portfolio during the nine months ended September 30, 2016.

Regulatory Capital

Financial institutions and their holding companies are subject to various regulatory capital requirements. Failure to meet minimum capital requirements can initiate certain mandatory, and possibly additional discretionary actions by the regulators that, if undertaken, could have a direct material effect on a company's financial statements. Under capital adequacy guidelines and the regulatory framework for prompt corrective action, financial institutions must meet specific capital guidelines that involve quantitative measures of its assets, liabilities and certain off-balance sheet items as calculated under regulatory accounting guidelines. Capital amounts and classifications are also subject to qualitative judgments made by the regulators about components, risk-weighting and other factors.

In July 2013, the FDIC and the other federal regulatory agencies issued a final rule that revised their leverage and risk-based capital requirements and the method for calculating risk-weighted assets to make them consistent with agreements that were reached by the Basel Committee on Banking Supervision and certain provisions of the Dodd-Frank Act. Among other things, the rule establishes a new Common Equity Tier 1 ("CET1") minimum capital requirement (4.5% of risk-weighted assets) and increases the minimum Tier 1 capital to risk-based assets requirement (from 4% to 6% of risk-weighted assets). The rule limits an organization's capital distributions and certain discretionary bonus payments if the organization does not hold a "capital conservation buffer" consisting of 2.5% of CET1 capital to risk-weighted assets in addition to the amount necessary to meet its minimum risk-based capital requirements.

The final rule became effective for Northwest on January 1, 2015. The capital conservation buffer requirement is being phased in beginning on January 1, 2016 and ending on January 1, 2019, when the full capital conservation buffer requirement will be effective.

Quantitative measures, established by regulation to ensure capital adequacy, require financial institutions to maintain minimum amounts and ratios (set forth in the table below) of Total, CET1 and Tier 1 capital (as defined in the regulations) to risk-weighted assets (as defined), and of Tier 1 capital to average assets (as defined). Capital ratios are

presented in the tables below. Dollar amounts in the accompanying tables are in thousands.

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At September 30, 2016

| | Actual | | Minimum capital requirements (1) | | Well capitalized requirements (1) | |
|---|-------------|---------|----------------------------------|--------|-----------------------------------|---------|
| | Amount | Ratio | Amount | Ratio | Amount | Ratio |
| Total capital (to risk weighted assets) | | | | | | |
| Northwest Bancshares, Inc. | \$1,035,102 | 14.442% | 618,195 | 8.625% | 761,545 | 10.625% |
| Northwest Bank | 983,470 | 13.742% | 617,259 | 8.625% | 760,392 | 10.625% |
| Tier 1 capital (to risk weighted assets) | | | | | | |
| Northwest Bancshares, Inc. | 971,613 | 13.556% | 474,846 | 6.625% | 618,195 | 8.625% |
| Northwest Bank | 920,220 | 12.858% | 474,127 | 6.625% | 617,259 | 8.625% |
| CET1 capital (to risk weighted assets) | | | | | | |
| Northwest Bancshares, Inc. | 863,738 | 12.051% | 367,334 | 5.125% | 510,683 | 7.125% |
| Northwest Bank | 920,220 | 12.858% | 366,777 | 5.125% | 509,910 | 7.125% |
| Tier 1 capital (leverage) (to average assets) | | | | | | |
| Northwest Bancshares, Inc. | 971,613 | 11.215% | 346,532 | 4.000% | 433,164 | 5.000% |
| Northwest Bank | 920,220 | 10.638% | 346,023 | 4.000% | 432,528 | 5.000% |

(1) Amounts and ratios include the current capital conservation buffer of 0.625%, with the exception of Tier 1 capital to average assets.

At December 31, 2015

| | Actual | | Minimum capital requirements | | Well capitalized requirements | |
|---|-------------|--------|------------------------------|-------|-------------------------------|--------|
| | Amount | Ratio | Amount | Ratio | Amount | Ratio |
| Total capital (to risk weighted assets) | | | | | | |
| Northwest Bancshares, Inc. | \$1,102,468 | 16.63% | 530,257 | 8.00% | 662,821 | 10.00% |
| Northwest Bank | 1,006,230 | 15.20% | 529,498 | 8.00% | 661,872 | 10.00% |
| Tier I capital (to risk weighted assets) | | | | | | |
| Northwest Bancshares, Inc. | 1,039,574 | 15.68% | 397,693 | 6.00% | 530,257 | 8.00% |
| Northwest Bank | 943,554 | 14.26% | 397,123 | 6.00% | 529,498 | 8.00% |
| CET1 capital (to risk weighted assets) | | | | | | |
| Northwest Bancshares, Inc. | 931,699 | 14.06% | 298,269 | 4.50% | 430,834 | 6.50% |
| Northwest Bank | 943,554 | 14.26% | 297,843 | 4.50% | 430,217 | 6.50% |
| Tier I capital (leverage) (to average assets) | | | | | | |
| Northwest Bancshares, Inc. | 1,039,574 | 11.96% | 347,582 | 4.00% | 434,477 | 5.00% |
| Northwest Bank | 943,554 | 10.87% | 347,063 | 4.00% | 433,829 | 5.00% |

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Liquidity

We are required to maintain a sufficient level of liquid assets, as determined by management and reviewed for adequacy by the FDIC and the Pennsylvania Department of Banking during their regular examinations. Northwest monitors its liquidity position primarily using the ratio of unencumbered available-for-sale liquid assets as a percentage of deposits and borrowings (“liquidity ratio”). Northwest’s liquidity ratio at September 30, 2016 was 12.6%. We adjust liquidity levels in order to meet funding needs for deposit outflows, payment of real estate taxes and insurance on mortgage loan escrow accounts, repayment of borrowings and loan commitments. At September 30, 2016 Northwest had \$3.299 billion of additional borrowing capacity available with the FHLB, including \$150.0 million on an overnight line of credit, as well as \$111.0 million of borrowing capacity available with the Federal Reserve Bank and \$80.0 million with two correspondent banks.

Dividends

We paid \$15.1 million and \$13.0 million in cash dividends during the quarters ended September 30, 2016 and 2015, respectively. The common stock dividend payout ratio (dividends declared per share divided by net income per share) was 107.1% and 107.7% for the quarters ended September 30, 2016 and 2015, respectively, on regular dividends of \$0.15 per share for the quarter ended September 30, 2016 and on regular dividends of \$0.14 per share for the quarter ended September 30, 2015. We paid \$45.0 million and \$38.9 million in cash dividends during the nine months ended September 30, 2016 and 2015, respectively. The common stock dividend payout ratio (dividends declared per share divided by net income per share) was 180.0% and 87.5% for the nine months ended September 30, 2016 and 2015, respectively, on regular dividends of \$0.45 per share for the nine months ended September 30, 2016 and on regular dividends of \$0.42 per share for the nine months ended September 30, 2015. On October 19, 2016, the Board of Directors declared a dividend of \$0.15 per share payable on November 17, 2016 to shareholders of record as of November 3, 2016. This represents the 88th consecutive quarter we have paid a cash dividend.

Nonperforming Assets

The following table sets forth information with respect to nonperforming assets. Nonaccrual loans are those loans on which the accrual of interest has ceased. Generally, when a loan is 90 days past due, we fully reverse all accrued interest thereon and cease to accrue interest thereafter. Exceptions are made for loans that have contractually matured, are in the process of being modified to extend the maturity date and are otherwise current as to principal and interest, and well secured loans that are in process of collection. Loans may also be placed on nonaccrual before they reach 90 days past due if conditions exist that call into question our ability to collect all contractual interest. Other nonperforming assets represent property acquired through foreclosure or repossession. Foreclosed property is carried at the lower of its fair value less estimated costs to sell, or the principal balance of the related loan.

| | September 30, 2016 | December 31, 2015 |
|---|------------------------|----------------------|
| | (Dollars in thousands) | |
| Nonaccrual loans 90 days or more delinquent: | | |
| Residential mortgage loans | \$13,242 | \$15,810 |
| Home equity loans | 5,874 | 5,650 |
| Consumer loans | 3,354 | 2,900 |
| Commercial real estate loans | 22,155 | 16,449 |
| Commercial loans | 6,105 | 2,459 |
| Total loans 90 days or more delinquent | \$50,730 | \$43,268 |
| Total real estate owned (REO) | 4,841 | 8,725 |
| Total nonaccrual loans 90 days or more delinquent and REO | 55,571 | 51,993 |

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| | | | | |
|---|----------|---|--------|---|
| Total nonaccrual loans 90 days or more delinquent to net loans receivable | 0.66 | % | 0.60 | % |
| Total nonaccrual loans 90 days or more delinquent and REO to total assets | 0.57 | % | 0.58 | % |
| Nonperforming loans: | | | | |
| Nonaccrual loans - loans 90 days or more delinquent | 50,730 | | 43,268 | |
| Nonaccrual loans - loans less than 90 days delinquent | 35,542 | | 28,394 | |
| Loans 90 days or more past maturity and still accruing | 103 | | 1,334 | |
| Total nonperforming loans | 86,375 | | 72,996 | |
| Total nonperforming assets | \$91,216 | | 81,721 | |
| Nonaccrual troubled debt restructured loans (1) | \$17,374 | | 21,118 | |
| Accruing troubled debt restructured loans | 29,221 | | 29,997 | |
| Total troubled debt restructured loans | \$46,595 | | 51,115 | |
| (1)Included in nonaccrual loans above. | | | | |

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At September 30, 2016, we expect to fully collect the carrying value of our purchased credit impaired loans and have determined that we can reasonably estimate their future cash flows including those loans that are 90 days or more delinquent. As a result, we do not consider these loans that are 90 days or more delinquent, which total \$2.9 million, to be nonaccrual or impaired and continue to recognize interest income on these loans, including the loans' accretable discount.

A loan is considered to be impaired when, based on current information and events, it is probable that we will be unable to collect all amounts due according to the contractual terms of the loan agreement including both contractual principal and interest payments. The amount of impairment is required to be measured using one of three methods: (1) the present value of expected future cash flows discounted at the loan's effective interest rate; (2) the loan's observable market price; or (3) the fair value of collateral if the loan is collateral dependent. If the measure of the impaired loan is less than the recorded investment in the loan, a specific allowance is allocated for the impairment. Impaired loans at September 30, 2016 and December 31, 2015 were \$116.4 million and \$117.9 million, respectively.

Allowance for Loan Losses

Our Board of Directors has adopted an "Allowance for Loan and Lease Losses" ("ALL") policy designed to provide management with a systematic methodology for determining and documenting the ALL each reporting period. This methodology was developed to provide a consistent process and review procedure to ensure that the ALL is in conformity with GAAP, our policies and procedures and other supervisory and regulatory guidelines.

On an ongoing basis, the Credit Administration department, as well as loan officers, branch managers and department heads, review and monitor the loan portfolio for problem loans. This portfolio monitoring includes a review of the monthly delinquency reports as well as historical comparisons and trend analysis. In addition, a meeting is held every quarter with each region to monitor the performance and status of loans on an internal watch list. On an on-going basis the loan officer in conjunction with a portfolio manager grades or classifies problem loans or potential problem loans based upon their knowledge of the lending relationship and other information previously accumulated. This rating is also reviewed independently by our Loan Review department on a periodic basis. Our loan grading system for problem loans is consistent with industry regulatory guidelines which classify loans as "substandard", "doubtful" or "loss." Loans that do not expose us to risk sufficient to warrant classification in one of the previous categories, but which possess some weaknesses, are designated as "special mention". A "substandard" loan is any loan that is 90 days or more contractually delinquent or is inadequately protected by the current net worth and paying capacity of the obligor or of the collateral pledged, if any. Loans classified as "doubtful" have all the weaknesses inherent in those classified as "substandard" with the added characteristic that the weaknesses present make collection or liquidation in full, on the basis of currently existing facts, conditions or values, highly questionable and improbable. Loans classified as "loss" are considered uncollectible so that their continuance as assets without the establishment of a specific loss allowance is not warranted.

Credit relationships that have been classified as substandard or doubtful and are greater than or equal to \$1.0 million are reviewed by the Credit Administration department for possible impairment. A loan is considered impaired when, based on current information and events, it is probable that we will be unable to collect all amounts due according to the contractual terms of the loan agreement, including both contractual principal and interest payments.

If such an individual loan is deemed to be impaired, the Credit Administration department determines the proper measure of impairment for each loan based on one of three methods: (1) the present value of expected future cash flows discounted at the loan's effective interest rate; (2) the loan's observable market price; or (3) the fair value of the collateral if the loan is collateral dependent, less costs of sale or disposal. If the measurement of the impaired loan is more or less than the recorded investment in the loan, the Credit Administration department adjusts the specific

allowance associated with that individual loan accordingly.

If a substandard or doubtful loan is not considered individually for impairment, it is grouped with other loans that possess common characteristics for impairment evaluation and analysis. This segmentation is accomplished by grouping loans of similar product types, risk characteristics and industry concentration into homogeneous pools. Historical loss ratios are analyzed and adjusted based on delinquency trends as well as the current economic, political, regulatory, and interest rate environment and used to estimate the current measure of impairment.

The individual impairment measures along with the estimated loss for each homogeneous pool are consolidated into one summary document. This summary schedule along with the support documentation used to establish this schedule is presented to management's Credit Committee on a quarterly basis. The Credit Committee reviews the processes and documentation presented, reviews the concentration of credit by industry and customer, lending products and activity, competition and collateral values, as well as economic conditions in general and in each of our market areas. Based on this review and discussion, the appropriate amount of ALL is estimated and any adjustments to reconcile the actual ALL with this estimate are determined. In addition, the

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Credit Committee considers if any changes to the methodology are needed. The Credit Committee also reviews and discusses delinquency trends, nonperforming asset amounts and ALL levels and ratios compared to our peer group as well as state and national statistics. Similarly, following the Credit Committee's review and approval, a review is performed by the Risk Management Committee of the Board of Directors on a quarterly basis.

In addition to the reviews by management's Credit Committee and the Board of Directors' Risk Management Committee, regulators from either the FDIC or the Pennsylvania Department of Banking perform an extensive review on an annual basis for the adequacy of the ALL and its conformity with regulatory guidelines and pronouncements. Any recommendations or enhancements from these independent parties are considered by management and the Credit Committee and implemented accordingly.

We acknowledge that this is a dynamic process and consists of factors, many of which are external and out of our control that can change often, rapidly and substantially. The adequacy of the ALL is based upon estimates using all the information previously discussed as well as current and known circumstances and events. There is no assurance that actual portfolio losses will not be substantially different than those that were estimated.

We utilize a structured methodology each period when analyzing the adequacy of the allowance for loan losses and the related provision for loan losses, which the Credit Committee assesses regularly for appropriateness. As part of the analysis as of September 30, 2016, we considered the economic conditions in our markets, such as unemployment and bankruptcy levels as well as changes in estimates of real estate collateral values. In addition, we considered the overall trends in asset quality, specific reserves already established for criticized loans, historical loss rates and collateral valuations. The allowance for loan losses increased by \$574,000, or 0.9%, to \$63.2 million, or 0.81% of total loans at September 30, 2016 from \$62.7 million, or 0.87% of total loans, at December 31, 2015. This increase is primarily attributable to the downgrade of five commercial loan relationships that required combined reserves totaling \$2.9 million.

We also consider how the levels of non-accrual loans and historical charge-offs have influenced the required amount of allowance for loan losses. Nonaccrual loans of \$86.3 million or 1.11% of total loans receivable at September 30, 2016 increased by \$14.6 million, or 20.4%, from \$71.7 million, or 0.94% of total loans receivable, at December 31, 2015. As a percentage of average loans, annualized net charge-offs decreased to 0.20% for the nine months ended September 30, 2016 compared to 0.23% for the year ended December 31, 2015.

Comparison of Operating Results for the Quarters Ended September 30, 2016 and 2015

Net income for the quarter ended September 30, 2016 was \$14.2 million, or \$0.14 per diluted share, an increase of \$1.3 million, or 10.3%, from net income of \$12.9 million, or \$0.13 per diluted share, for the quarter ended September 30, 2015. The increase in net income resulted from increases in net interest income of \$11.7 million, or 17.5%, and noninterest income of \$2.7 million, or 14.8%, and a decrease in income tax expense of \$541,000, or 10.3%. Partially offsetting these improvements to net income was an increase in provision for loan losses of \$2.4 million, or 74.9%, and an increase in noninterest expense of \$11.2 million, or 17.6%. Annualized, net income for the quarter ended September 30, 2016 represents returns on average equity and average assets of 4.89% and 0.63%, respectively, compared to 4.54% and 0.59% for the same quarter last year. A further discussion of significant changes follows.

Interest Income

Total interest income increased by \$5.0 million, or 6.2%, to \$86.1 million for the quarter ended September 30, 2016 from \$81.1 million for the quarter ended September 30, 2015. This increase is the result of an increase in the average balance of interest earning assets of \$425.7 million, or 5.5%, to \$8.193 billion for the quarter ended September 30, 2016 from \$7.768 billion for the quarter ended September 30, 2015. Partially offsetting this increase was a decrease in the average yield earned on interest earning assets to 4.18% for the quarter ended September 30, 2016 from 4.19% for the quarter ended September 30, 2015.

Interest income on loans receivable increased by \$6.3 million, or 8.3%, to \$82.4 million for the quarter ended September 30, 2016 from \$76.1 million for the quarter ended September 30, 2015. This increase in interest income on loans receivable can be attributed to an increase in the average balance of loans receivable of \$773.0 million, or 11.7%, to \$7.358 billion for the quarter ended September 30, 2016 from \$6.585 billion for the quarter ended September 30, 2015. This increase is due primarily to the addition of \$928.1 million of loans, at fair value, from the LNB acquisition which closed on August 15, 2015. In addition, \$455.9 million of loan balances, at fair value, were added from the FNFG branch acquisition on September 9, 2016. Also contributing to this increase was internal loan growth of \$191.1 million during the past year due to continued success in growing commercial b

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anking relationships and our indirect automobile lending portfolio. Partially offsetting this increase was a decline in the average yield on loans receivable which decreased to 4.46% for the quarter ended September 30, 2016 from 4.63% for the quarter ended September 30, 2015. The decline in average yield is due primarily to the historically low level of market interest rates, as well as the overall lower average yield from the acquired LNB portfolio.

Interest income on mortgage-backed securities decreased by \$200,000, or 9.0%, to \$2.0 million for the quarter ended September 30, 2016 from \$2.2 million for the quarter ended September 30, 2015. The average balance of mortgage-backed securities decreased by \$57.8 million, or 11.6%, to \$441.0 million for the quarter ended September 30, 2016 from \$498.8 million for the quarter ended September 30, 2015. The cash flows from our existing portfolio were redirected to fund loan growth. Offsetting this decrease was an increase in the average yield of mortgage-backed securities to 1.84% for the quarter ended September 30, 2016 from 1.79% for the quarter ended September 30, 2015 due to the LNB portfolio having higher yields than our existing portfolio.

Interest income on investment securities decreased by \$921,000, or 41.4%, to \$1.3 million for the quarter ended September 30, 2016 from \$2.2 million for the quarter ended September 30, 2015. The average balance of investment securities decreased by \$207.0 million, or 42.9%, to \$275.7 million for the quarter ended September 30, 2016 from \$482.7 million for the quarter ended September 30, 2015. This decrease is due primarily to the maturity or call of municipal and government agency securities. The cash flows from our existing portfolio were redirected to fund loan growth and payoff FHLB advances. Partially offsetting this decrease was an increase in the average yield of investment securities to 1.89% for the quarter ended September 30, 2016 from 1.84% for the quarter ended September 30, 2015.

Dividends on FHLB stock decreased by \$233,000, or 51.7%, to \$218,000 for the quarter ended September 30, 2016 from \$451,000 for the quarter ended September 30, 2015. This decrease is attributable to decreases in both the average balance and average yield. The average yield of FHLB stock decreased to 3.12% for the quarter ended September 30, 2016 from 4.52% for the quarter ended September 30, 2015. Additionally, the average balance of FHLB stock decreased by \$11.8 million, or 29.8% to \$27.8 million for the quarter ended September 30, 2016 from \$39.6 million for the quarter ended September 30, 2015. Required FHLB stock holdings fluctuate with, among other things, the utilization of our borrowing capacity as well as capital requirements established by the FHLB.

Interest income on interest-earning deposits increased by \$15,000, or 15.2%, to \$114,000 for the quarter ended September 30, 2016 from \$99,000 for the quarter ended September 30, 2015. This increase is due to an increase in the average yield on interest-earning deposits to 0.49% for the quarter ended September 30, 2016 from 0.24% for the quarter ended September 30, 2015, as a result of the 25 basis point increase in December 2015 of the Federal Funds rate targeted by the Federal Reserve Bank. Partially offsetting this increase was a decrease in the average balance of \$70.8 million, or 43.7%, to \$91.2 million for the quarter ended September 30, 2016 from \$162.0 million for the quarter ended September 30, 2015, due to the utilization of cash to payoff FHLB advances and fund loan growth.

Interest Expense

Interest expense decreased by \$6.7 million, or 47.3%, to \$7.5 million for the quarter ended September 30, 2016 from \$14.2 million for the quarter ended September 30, 2015. This decrease in interest expense was due to a decrease in the average cost of interest-bearing liabilities, which decreased to 0.47% for the quarter ended September 30, 2016 from 0.91% for the quarter ended September 30, 2015. This decrease is due primarily to the payoff of all FHLB advances on September 12, 2016. Additionally, the average cost of each deposit type declined from the prior year in this low interest rate environment. Partially offsetting the decrease in cost was an increase in the average balance of interest-bearing liabilities of \$194.2 million, or 3.2%, to \$6.353 billion for the quarter ended September 30, 2016 from \$6.159 billion for the quarter ended September 30, 2015. This increase was due primarily to the addition of \$1.643 billion, at fair value, of deposit balances from the FNFG branch acquisition on September 9, 2016 and our success at

generating new low-cost deposit relationships.

Net Interest Income

Net interest income increased by \$11.7 million, or 17.5%, to \$78.6 million for the quarter ended September 30, 2016 from \$66.9 million for the quarter ended September 30, 2015. This increase is attributable to the factors discussed above. The repayment of all FHLB advances and the FNFG branch acquisition which provided \$1.464 billion in low-cost non-maturity deposits improved our net interest spread and margin. Our net interest rate spread increased to 3.71% for the quarter ended September 30, 2016 from 3.28% for the quarter ended September 30, 2015 and our net interest margin increased to 3.84% for the quarter ended September 30, 2016 from 3.45% for the quarter ended September 30, 2015.

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Provision for Loan Losses

The provision for loan losses increased by \$2.3 million, or 74.9%, to \$5.5 million for the quarter ended September 30, 2016 from \$3.2 million for the quarter ended September 30, 2015. This increase is due primarily to the downgrade of four commercial loans requiring an additional \$1.9 million of combined reserves. In addition, annualized net charge-offs increased for the quarter ended September 30, 2016 to 0.17% of total loans compared to 0.10% for the quarter ended September 30, 2015. However, the percentage of classified loans to total loans decreased to 2.73% at September 30, 2016 from 2.81% at September 30, 2015. Additionally, delinquent loans to total loans decreased at September 30, 2016 to 1.11% from 1.20% at September 30, 2015.

In determining the amount of the current period provision, we considered current economic conditions, including but not limited to unemployment levels and bankruptcy filings, and changes in real estate values and the impact of these factors on the quality of our loan portfolio and historical loss factors. We analyze the allowance for loan losses as described in the section entitled "Allowance for Loan Losses." The provision that is recorded is sufficient, in our judgment, to bring this reserve to a level that reflects the losses inherent in our loan portfolio relative to loan mix, economic conditions and historical loss experience.

Noninterest Income

Noninterest income increased by \$2.7 million, or 14.8%, to \$20.8 million for the quarter ended September 30, 2016 from \$18.1 million for the quarter ended September 30, 2015. The increase is primarily attributable to increases in mortgage banking income and service charges and fees. Mortgage banking income increased by \$1.6 million, or 606.4%, to \$1.9 million for the quarter ended September 30, 2016 from \$267,000 for the quarter ended September 30, 2015, due to the resumption of sales of residential mortgage loan originations from our Wholesale Lending Division into the secondary market. Service charges and fees increased by \$1.1 million, or 10.7%, to \$11.0 million for the quarter ended September 30, 2016 from \$9.9 million for the quarter ended September 30, 2015 due primarily to the growth in checking accounts from both the LNB and FNFG acquisitions, and the successful execution of internal growth initiatives.

Noninterest Expense

Noninterest expense increased by \$11.2 million, or 17.6%, to \$75.0 million for the quarter ended September 30, 2016 from \$63.8 million for the quarter ended September 30, 2015. This increase is primarily the result of increases in compensation and employee benefits, processing expenses, amortization of intangible assets, marketing expenses, and other expense. Compensation and employee benefits increased by \$8.5 million, or 27.3%, to \$39.5 million for the quarter ended September 30, 2016 from \$31.0 million for the quarter ended September 30, 2015. This increase is due primarily to the employees retained from the LNB and FNFG acquisitions and the \$5.1 million cost associated with the termination of Northwest's ESOP. Processing expenses increased by \$718,000, or 8.8%, to \$8.8 million for the quarter ended September 30, 2016 from \$8.1 million for the quarter ended September 30, 2015, due primarily to the acquisitions of LNB and FNFG, as well as technology upgrades. Also contributing to the increase in noninterest expense were increases in amortization of intangible assets of \$646,000, or 153.1%, and marketing expenses of \$548,000, or 32.4%, for the quarter ended September 30, 2016. These increases are due primarily to the acquisitions of LNB and 18 FNFG branches. Lastly, other expense increased \$1.0 million, or 54.6%, from the same period last year largely due to Ohio Franchise tax that we are now subject to as a result of the LNB acquisition.

Income Taxes

The provision for income taxes decreased by \$541,000, or 10.3%, to \$4.7 million for the quarter ended September 30, 2016 from \$5.2 million for the quarter ended September 30, 2015. This decrease in income tax expense is primarily the result of a decrease in our effective tax rate for the quarter ended September 30, 2016 to 24.9% compared to 28.9% for the quarter ended September 30, 2015. This decrease is due primarily the lower amount of taxable income subject to Pennsylvania's mutual thrift tax as a result of our increased operations in the states of Ohio and New York. We anticipate our effective tax rate to be between 28.0% and 30.0% for all of 2016.

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Comparison of Operating Results for the Nine Months Ended September 30, 2016 and 2015

Net income for the nine months ended September 30, 2016 was \$25.2 million, or \$0.25 per diluted share, a decrease of \$19.1 million, or 43.2%, from \$44.3 million, or \$0.48 per diluted share, for the nine months ended September 30, 2015. The decrease in net income resulted from increases in noninterest expense of \$68.9 million, or 39.9%, and provision for loan losses of \$6.3 million, or 122.7%. Partially offsetting these factors were increases in net interest income of \$34.8 million, or 18.1%, and noninterest income of \$11.2 million, or 22.8%, as well as a decrease in income tax expense of \$10.0 million, or 51.8%. Annualized, net income for the nine months ended September 30, 2016 represents returns on average equity and average assets of 2.90% and 0.38%, respectively, compared to 5.47% and 0.73% for the nine months ended September 30, 2015. A discussion of significant changes follows.

Interest Income

Total interest income increased by \$24.2 million, or 10.3%, to \$258.1 million for the nine months ended September 30, 2016 from \$233.9 million for the nine months ended September 30, 2015. This increase is the result of increases in both the average balance of and average yield earned on interest earning assets. The average balance of interest earning assets increased by \$696.2 million, or 9.3%, to \$8.157 billion for the nine months ended September 30, 2016 from \$7.461 billion for the nine months ended September 30, 2015. Additionally, the average yield on interest-earning assets increased to 4.23% for the nine months ended September 30, 2016 from 4.17% for the nine months ended September 30, 2015.

Interest income on loans receivable increased by \$28.1 million, or 12.9%, to \$245.9 million for the nine months ended September 30, 2016 from \$217.8 million for the nine months ended September 30, 2015. This increase in interest income on loans receivable can be attributed to an increase in the average balance of loans receivable of \$1.050 billion, or 16.9%, to \$7.278 billion for the nine months ended September 30, 2016 from \$6.228 billion for the nine months ended September 30, 2015. This increase is due primarily to the addition of \$928.1 million of loan balances, at fair value, from the LNB acquisition on August 14, 2015. Also contributing to this increase was internal loan growth of \$191.1 million during the past year due to continued success in growing commercial banking relationships and our indirect automobile lending portfolio. Partially offsetting this increase was a decline in the average yield on loans receivable which decreased to 4.51% for the nine months ended September 30, 2016 from 4.68% for the nine months ended September 30, 2015. The decline in average yield is due primarily to the continued historically low level of market interest rates, as well as the overall lower yield of the acquired LNB portfolio.

Interest income on mortgage-backed securities decreased by \$148,000, or 2.3%, to \$6.4 million for the nine months ended September 30, 2016 and from \$6.5 million for the nine months ended September 30, 2015. The average balance of mortgage-backed securities decreased by \$31.9 million, or 6.5%, to \$462.5 million for the nine months ended September 30, 2016 from \$494.4 million for the nine months ended September 30, 2015. The cash flow from these securities was redirected to payoff FHLB advances and fund loan growth. Partially offsetting this decrease was an increase in the average yield on mortgage-backed securities to 1.84% for the nine months ended September 30, 2016 from 1.76% for the nine months ended September 30, 2015 due to the acquisition of the higher yielding LNB portfolio.

Interest income on investment securities decreased by \$2.4 million, or 34.3%, to \$4.5 million for the nine months ended September 30, 2016 from \$6.9 million for the nine months ended September 30, 2015. This decrease is the result of decreases in both the average balance and average yield. The average balance of investment securities decreased by \$158.4 million, or 32.7%, to \$325.4 million for the nine months ended September 30, 2016 from \$483.8 million for the nine months ended September 30, 2015. This decrease is due primarily to the maturity or call of municipal and government agency securities and the use of these proceeds to pay off FHLB advances and fund loan

growth. The average yield on investment securities decreased to 1.86% for the nine months ended September 30, 2016 from 1.90% for the nine months ended September 30, 2015. This decrease is primarily the result of higher rate, tax-free, municipal securities maturing or being called and, if replaced, being replaced by lower yielding, shorter duration government agency securities.

Dividends on FHLB stock decreased by \$1.2 million, or 53.4%, to \$1.1 million for the nine months ended September 30, 2016 from \$2.3 million for the nine months ended September 30, 2015. This decrease is due primarily to the \$1.0 million special dividend which was paid in the first quarter of 2015. The average balance decreased by \$4.4 million, or 11.9%, to \$32.7 million for the nine months ended September 30, 2016 from \$37.1 million for the nine months ended September 30, 2015. Additionally, the average yield, exclusive of the special dividend, decreased to 4.44% for the nine months ended September 30, 2016 from 4.64% for the nine months ended September 30, 2015. Required FHLB stock holdings fluctuate with, among other things, the utilization of our borrowing capacity as well as capital requirements established by the FHLB.

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Interest income on interest-earning deposits decreased by \$175,000, or 41.9%, to \$243,000 for the nine months ended September 30, 2016 from \$418,000 for the nine months ended September 30, 2015. This decrease is due to a decrease in the average balance of \$159.2 million, or 73.3%, to \$58.0 million for the nine months ended September 30, 2016 from \$217.2 million for the nine months ended September 30, 2015, due to the utilization of cash to pay off FHLB advances and fund loan growth. Partially offsetting this decrease was an increase in the average yield on interest-earning deposits to 0.55% for the nine months ended September 30, 2016 from 0.25% for the nine months ended September 30, 2015, as a result of the 25 basis point increase in December 2015 of the Federal Funds rate targeted by the Federal Reserve Bank.

Interest Expense

Interest expense decreased by \$10.6 million, or 25.4%, to \$31.2 million for the nine months ended September 30, 2016 from \$41.8 million for the nine months ended September 30, 2015. This decrease in interest expense was due to a decline in the average cost of interest-bearing liabilities which decreased to 0.65% for the nine months ended September 30, 2016 from 0.95% for the nine months ended September 30, 2015. This decrease is due primarily to the replacement of long-term FHLB borrowings with lower cost short-term FHLB advances in May 2016 and the replacement of those short-term advances in September 2016 with the deposits received from the FNFG branch acquisition. Also contributing to this decrease was the shift in deposit mix towards more lower cost or no cost deposits. Additionally, the average cost of each deposit type declined from the prior year in this low interest rate environment. Partially offsetting this decrease was an increase in the average balance of interest-bearing liabilities, which increased by \$484.5 million, or 8.2%, to \$6.394 billion for the nine months ended September 30, 2016 from \$5.909 billion for the nine months ended September 30, 2015. This increase was due primarily to the addition of \$1.017 billion, at fair value, of deposit balances from the LNB acquisition on August 14, 2015 and our success at attracting new checking account customers.

Net Interest Income

Net interest income increased by \$34.8 million, or 18.1%, to \$226.9 million for the nine months ended September 30, 2016 from \$192.1 million for the nine months ended September 30, 2015. This increase is attributable to the factors discussed above. Redirecting existing funds and cash flow from investment securities to fund the LNB acquisition, which provided \$1.140 billion of interest-earning assets, and the refinancing and subsequent repayment of all FHLB advances, improved our net interest spread and margin. Our net interest rate spread increased to 3.57% for the nine months ended September 30, 2016 from 3.22% for the nine months ended September 30, 2015 and our net interest margin increased to 3.71% for the nine months ended September 30, 2016 from 3.41% for the nine months ended September 30, 2015.

Provision for Loan Losses

The provision for loan losses increased by \$6.3 million, or 122.7%, to \$11.4 million for the nine months ended September 30, 2016 from \$5.1 million for the nine months ended September 30, 2015. This increase is due primarily to the downgrading of five commercial loans throughout the year requiring an additional \$2.9 million in combined reserves and increases in reserves for growth in our indirect auto loans. However, the percentage of classified loans to total loans decreased to 2.73% at September 30, 2016 from 2.81% at September 30, 2015. In addition, annualized net charge-offs decreased for the nine months ended September 30, 2016 to 0.20% of total loans compared to 0.26% for the nine months ended September 30, 2015.

In determining the amount of the current period provision, we considered current economic conditions, including unemployment levels and bankruptcy filings, and changes in real estate values and the impact of these factors on the quality of our loan portfolio and historical loss factors. We analyze the allowance for loan losses as described in the

section entitled "Allowance for Loan Losses." The provision that is recorded is sufficient, in our judgment, to bring this reserve to a level that reflects the losses inherent in our loan portfolio relative to loan mix, economic conditions and historical loss experience.

Noninterest Income

Noninterest income increased by \$11.2 million, or 22.8%, to \$60.5 million for the nine months ended September 30, 2016 from \$49.3 million for the nine months ended September 30, 2015. The increase is attributable to increases in all noninterest income categories with the exception of gain on sale of investments. Service charges and fees increased by \$3.9 million, or 13.9%, to \$31.7 million for the nine months ended September 30, 2016 from \$27.8 million for the nine months ended September 30, 2015 due primarily to the growth in checking accounts from both the LNB acquisition and the successful execution of internal growth initiatives. Also contributing to the increase in noninterest income was an decrease in loss on sale of real estate owned of \$1.6 million, as we recognized a net loss of \$203,000 for the nine months ended September 30, 2016 compared to a net loss of \$1.8 million for the same period last year. Mortgage banking income increased by \$1.8 million, or 251.7%, to \$2.6 million for the nine

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months ended September 30, 2016 from \$725,000 for the nine months ended September 30, 2015, due to the resumption of sales of residential mortgage loan originations from our Wholesale Lending Division into the secondary market. In addition, other operating income increased by \$1.4 million, or 54.4%, to \$4.0 million for the nine months ended September 30, 2016 from \$2.6 million for the nine months ended September 30, 2015 due primarily to income on paid-off purchased credit impaired loans. Both trust and other financial services income and insurance commission income increased by approximately \$1.0 million, respectively, as these business lines have benefited from acquisitions and internal growth initiatives.

Noninterest Expense

Noninterest expense increased by \$68.9 million, or 39.9%, to \$241.6 million for the nine months ended September 30, 2016 from \$172.7 million for the nine months ended September 30, 2015. This increase is primarily the result of a FHLB prepayment penalty and, to a lesser extent, increases in compensation and employee benefits, restructuring and acquisition expense, other expense, and processing expenses. During the nine months ended September 30, 2016, we replaced long-term FHLB borrowings with lower cost short-term advances incurring a \$37.0 million prepayment penalty in May 2015. This refinancing occurred in anticipation of the acquisition of 18 First Niagara branches with deposits of approximately \$1.600 billion. Compensation and employee benefits increased by \$19.1 million, or 21.7%, to \$106.9 million for the nine months ended September 30, 2016 from \$87.8 million for the nine months ended September 30, 2015. This increase is the result of the employees retained from both the LNB and FNFG acquisitions, higher health-care costs, and the costs associated with the ESOP termination. Additionally, acquisition and restructuring expenses increased by \$2.8 million, or 33.3%. Acquisition and restructuring expense in the prior year related to the LNB acquisition. In the current year those similar charges relate to the FNFG branch acquisition as well as \$3.0 million related to the consolidation of 24 branches into existing offices in April 2016. Also contributing to this increase in noninterest expense was an increase in other expense of \$3.9 million, or 64.5%, as a result of an increase in charitable contributions made to utilize Pennsylvania Education Improvement Tax Credits and nine months of the Ohio Franchise tax. Processing expense increased by \$2.7 million, or 11.9%, to \$25.4 million for the nine months ended September 30, 2016 from \$22.7 million for the nine months ended September 30, 2015, due primarily to technology upgrades, the additional maintenance costs attributable to the addition of the LNB and FNFG operations, and the replacement of debit cards in an effort to enhance customer security.

Income Taxes

The provision for income taxes decreased by \$10.0 million, or 51.8%, to \$9.3 million for the nine months ended September 30, 2016 from \$19.3 million for the nine months ended September 30, 2015. This decrease in income tax expense is primarily the result of a decrease in pretax income of \$29.2 million, or 45.8%. Our effective tax rate for the nine months ended September 30, 2016 was 27.0% compared to 30.3% for the nine months ended September 30, 2015. We anticipate our effective tax rate to be between 28.0% and 30.0% for all of 2016.

Table of ContentsAverage Balance Sheet
(Dollars in thousands)

The following table sets forth certain information relating to the Company's average balance sheet and reflects the average yield on interest-earning assets and average cost of interest-bearing liabilities for the periods indicated. Such yields and costs are derived by dividing income or expense by the average balance of assets or liabilities, respectively, for the periods presented. Average balances are calculated using daily averages.

| | Quarter ended September 30, | | | | | |
|---|-----------------------------|----------|-------------------------------|--------------------|----------|----------------------------|
| | 2016 | | | 2015 | | |
| | Average balance | Interest | Avg. yield/ cost (g) | Average balance | Interest | Avg. yield/ cost (g) |
| Assets: | | | | | | |
| Interest-earning assets: | | | | | | |
| Residential mortgage loans | \$2,739,099 | 29,304 | 4.28 % | \$2,632,199 | 29,060 | 4.42 % |
| Home equity loans | 1,192,929 | 12,884 | 4.30 % | 1,114,931 | 12,208 | 4.34 % |
| Consumer loans | 554,954 | 8,931 | 6.40 % | 364,378 | 7,146 | 7.78 % |
| Commercial real estate loans | 2,394,001 | 26,683 | 4.36 % | 2,100,463 | 24,061 | 4.48 % |
| Commercial loans | 476,715 | 5,193 | 4.26 % | 372,693 | 4,108 | 4.31 % |
| Loans receivable (a) (b) (includes FTE adjustments of \$560 and \$496, respectively) | 7,357,698 | 82,995 | 4.49 % | 6,584,664 | 76,583 | 4.66 % |
| Mortgage-backed securities (c) | 440,966 | 2,030 | 1.84 % | 498,757 | 2,230 | 1.79 % |
| Investment securities (c) (includes FTE adjustments of \$364 and \$530, respectively) | 275,718 | 1,667 | 2.42 % | 482,666 | 2,754 | 2.28 % |
| FHLB stock | 27,761 | 218 | 3.12 % | 39,552 | 451 | 4.52 % |
| Other interest-earning deposits | 91,243 | 114 | 0.49 % | 162,041 | 99 | 0.24 % |
| Total interest-earning assets (includes FTE adjustments of \$924 and \$1,026, respectively) | 8,193,386 | 87,024 | 4.23 % | 7,767,680 | 82,117 | 4.24 % |
| Noninterest earning assets (d) | 835,500 | | | 846,439 | | |
| Total assets | \$9,028,886 | | | \$8,614,119 | | |
| Liabilities and shareholders' equity: | | | | | | |
| Interest-bearing liabilities: | | | | | | |
| Savings deposits | \$1,485,763 | 744 | 0.20 % | \$1,324,620 | 865 | 0.26 % |
| Interest-bearing checking deposits | 1,179,557 | 78 | 0.03 % | 1,022,585 | 149 | 0.06 % |
| Money market deposit accounts | 1,418,779 | 826 | 0.23 % | 1,217,122 | 825 | 0.27 % |
| Time deposits | 1,597,542 | 4,005 | 1.00 % | 1,577,159 | 4,324 | 1.09 % |
| Borrowed funds (e) | 560,407 | 657 | 0.47 % | 906,410 | 6,713 | 2.94 % |
| Junior subordinated debentures | 111,213 | 1,144 | 4.03 % | 111,213 | 1,274 | 4.48 % |
| Total interest-bearing liabilities | 6,353,261 | 7,454 | 0.47 % | 6,159,109 | 14,150 | 0.91 % |
| Noninterest-bearing checking deposits (f) | 1,243,474 | | | 1,054,270 | | |
| Noninterest-bearing liabilities | 276,014 | | | 275,435 | | |

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| | | | | |
|--|-------------|--------------|-------------------|---------------|
| Total liabilities | 7,872,749 | | 7,488,814 | |
| Shareholders' equity | 1,156,137 | | 1,125,305 | |
| Total liabilities and shareholders' equity | \$9,028,886 | | \$8,614,119 | |
| Net interest income/ Interest rate spread | | 79,570 3.76% | | 67,967 3.33 % |
| Net interest-earning assets/ Net interest margin | \$1,840,125 | | 3.88% \$1,608,571 | 3.50 % |
| Ratio of interest-earning assets to interest-bearing liabilities | 1.29 | X | 1.26 | X |

(a) Average gross loans includes loans held as available-for-sale and loans placed on nonaccrual status.

(b) Interest income includes accretion/ amortization of deferred loan fees/ expenses, which were not material.

(c) Average balances do not include the effect of unrealized gains or losses on securities held as available-for-sale.

(d) Average balances include the effect of unrealized gains or losses on securities held as available-for-sale.

(e) Average balances include FHLB borrowings and collateralized borrowings.

(f) Average cost of deposits were 0.32% and 0.39%, respectively.

Annualized. Shown on a fully tax-equivalent basis ("FTE"). The FTE basis adjusts for the tax benefit of income on certain tax exempt loans and investments using the federal statutory rate of 35% for each period presented. We believe this measure to be the preferred industry measurement of net interest income and provides relevant

(g) comparison between taxable and non-taxable amounts. GAAP basis yields were: Loans — 4.46% and 4.63%, respectively; Investment securities — 1.89% and 1.84%, respectively; interest-earning assets — 4.18% and 4.19%, respectively. GAAP basis net interest rate spreads were 3.71% and 3.28%, respectively; and GAAP basis net interest margins were 3.84% and 3.45%, respectively.

Table of ContentsRate/ Volume Analysis
(Dollars in Thousands)

The following table represents the extent to which changes in interest rates and changes in the volume of interest-earning assets and interest-bearing liabilities have affected interest income and interest expense during the periods indicated. Information is provided in each category with respect to (i) changes attributable to changes in volume (changes in volume multiplied by prior rate), (ii) changes attributable to changes in rate (changes in rate multiplied by prior volume), and (iii) net change. Changes that cannot be attributed to either rate or volume have been allocated to both rate and volume.

Quarters ended September 30, 2016 and 2015

| | Rate | Volume | Net Change |
|------------------------------------|-----------|----------|---------------|
| Interest earning assets: | | | |
| Loans receivable | \$(3,743) | 10,155 | 6,412 |
| Mortgage-backed securities | 66 | (266) | (200) |
| Investment securities | 164 | (1,251) | (1,087) |
| FHLB stock | (100) | (133) | (233) |
| Other interest-earning deposits | 103 | (88) | 15 |
| Total interest-earning assets | (3,510) | 8,417 | 4,907 |
| Interest-bearing liabilities: | | | |
| Savings deposits | (226) | 105 | (121) |
| Interest-bearing checking deposits | (94) | 23 | (71) |
| Money market deposit accounts | (135) | 136 | 1 |
| Time deposits | (375) | 56 | (319) |
| Borrowed funds | (4,566) | (1,490) | (6,056) |
| Junior subordinated debentures | (130) | — | (130) |
| Total interest-bearing liabilities | (5,526) | (1,170) | (6,696) |
| Net change in net interest income | \$2,016 | 9,587 | 11,603 |

Table of ContentsAverage Balance Sheet
(Dollars in thousands)

The following table sets forth certain information relating to the Company's average balance sheet and reflects the average yield on interest-earning assets and average cost of interest-bearing liabilities for the periods indicated. Such yields and costs are derived by dividing income or expense by the average balance of assets or liabilities, respectively, for the periods presented. Average balances are calculated using daily averages.

| | Nine months ended September 30, | | | | | |
|---|---------------------------------|----------|---------------------|-----------------|----------|---------------------|
| | 2016 | | | 2015 | | |
| | Average balance | Interest | Avg. yield/cost (g) | Average balance | Interest | Avg. yield/cost (g) |
| Assets: | | | | | | |
| Interest-earning assets: | | | | | | |
| Residential mortgage loans | \$2,743,480 | 89,317 | 4.34 % | \$2,564,143 | 85,710 | 4.46 % |
| Home equity loans | 1,178,133 | 38,229 | 4.33 % | 1,076,385 | 35,083 | 4.36 % |
| Consumer loans | 529,356 | 25,848 | 6.52 % | 283,835 | 19,965 | 9.40 % |
| Commercial real estate loans | 2,367,014 | 79,367 | 4.41 % | 1,921,007 | 66,245 | 4.55 % |
| Commercial loans | 460,228 | 14,817 | 4.23 % | 382,679 | 12,207 | 4.21 % |
| Loans receivable (a) (b) (includes FTE adjustments of \$1,717 and \$1,427, respectively) | 7,278,211 | 247,578 | 4.54 % | 6,228,049 | 219,210 | 4.71 % |
| Mortgage-backed securities (c) | 462,474 | 6,374 | 1.84 % | 494,416 | 6,522 | 1.76 % |
| Investment securities (c) (includes FTE adjustments of \$1,134 and \$1,872, respectively) | 325,427 | 5,662 | 2.32 % | 483,792 | 8,761 | 2.41 % |
| FHLB stock (h) | 32,702 | 1,086 | 4.44 % | 37,112 | 2,329 | 4.64 % |
| Other interest-earning deposits | 57,996 | 243 | 0.55 % | 217,232 | 418 | 0.25 % |
| Total interest-earning assets (includes FTE adjustments of \$2,851 and \$3,299, respectively) | 8,156,810 | 260,943 | 4.27 % | 7,460,601 | 237,240 | 4.23 % |
| Noninterest earning assets (d) | 783,838 | | | 664,830 | | |
| Total assets | \$8,940,648 | | | \$8,125,431 | | |
| Liabilities and shareholders' equity: | | | | | | |
| Interest-bearing liabilities: | | | | | | |
| Savings deposits | \$1,444,302 | 2,446 | 0.23 % | \$1,273,724 | 2,516 | 0.26 % |
| Interest-bearing checking deposits | 1,134,669 | 378 | 0.04 % | 940,814 | 411 | 0.06 % |
| Money market deposit accounts | 1,334,158 | 2,520 | 0.25 % | 1,176,446 | 2,349 | 0.27 % |
| Time deposits | 1,625,936 | 12,262 | 1.01 % | 1,480,247 | 12,344 | 1.11 % |
| Borrowed funds (e) | 743,353 | 10,213 | 1.84 % | 932,123 | 20,617 | 2.96 % |
| Junior subordinated debentures | 111,213 | 3,389 | 4.00 % | 105,800 | 3,604 | 4.49 % |
| Total interest-bearing liabilities | 6,393,631 | 31,208 | 0.65 % | 5,909,154 | 41,841 | 0.95 % |
| Noninterest-bearing checking deposits | 1,196,737 | | | 975,904 | | |
| Noninterest-bearing liabilities | 191,934 | | | 156,247 | | |
| Total liabilities | 7,782,302 | | | 7,041,305 | | |

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| | | | | |
|--|-------------|----------------|-------------|----------------|
| Shareholders' equity | 1,158,346 | | 1,084,126 | |
| Total liabilities and shareholders' equity | \$8,940,648 | | \$8,125,431 | |
| Net interest income/ Interest rate spread | | 229,735 3.62 % | | 195,399 3.28 % |
| Net interest-earning assets/ Net interest margin | \$1,763,179 | 3.76 % | \$1,551,447 | 3.47 % |
| Ratio of interest-earning assets to interest-bearing liabilities | 1.28 | X | 1.26 | X |

(a) Average gross loans includes loans held as available-for-sale and loans placed on nonaccrual status.

(b) Interest income includes accretion/ amortization of deferred loan fees/ expenses, which were not material.

(c) Average balances do not include the effect of unrealized gains or losses on securities held as available-for-sale.

(d) Average balances include the effect of unrealized gains or losses on securities held as available-for-sale.

(e) Average balances include FHLB borrowings and collateralized borrowings.

(f) Average cost of deposits were 0.35% and 0.40%, respectively.

Annualized. Shown on a fully tax-equivalent basis ("FTE"). The FTE basis adjusts for the tax benefit of income on certain tax exempt loans and investments using the federal statutory rate of 35% for each period presented. We believe this measure to be the preferred industry measurement of net interest income and provides relevant (g) comparison between taxable and non-taxable amounts. GAAP basis yields were: Loans – 4.51% and 4.68%, respectively; Investment securities – 1.86% and 1.90%, respectively; interest-earning assets – 4.23% and 4.17%, respectively. GAAP basis net interest rate spreads were 3.57% and 3.22%, respectively; and GAAP basis net interest margins were 3.71% and 3.41%, respectively.

(h) The average yield calculation excludes the \$1.0 million special dividend paid in February 2015, the average yield was 8.39% with the special dividend included.

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(Dollars in Thousands)

The following table represents the extent to which changes in interest rates and changes in the volume of interest-earning assets and interest-bearing liabilities have affected interest income and interest expense during the periods indicated. Information is provided in each category with respect to (i) changes attributable to changes in volume (changes in volume multiplied by prior rate), (ii) changes attributable to changes in rate (changes in rate multiplied by prior volume), and (iii) net change. Changes that cannot be attributed to either rate or volume have been allocated to both rate and volume.

Nine months ended September 30, 2016 and 2015

| | Rate | Volume | Net Change |
|------------------------------------|------------|----------|---------------|
| Interest earning assets: | | | |
| Loans receivable | \$(16,031) | 44,399 | 28,368 |
| Mortgage-backed securities | 273 | (421) | (148) |
| Investment securities | (231) | (2,868) | (3,099) |
| FHLB stock | (1,089) | (154) | (1,243) |
| Other interest-earning deposits | 489 | (664) | (175) |
| Total interest-earning assets | (16,589) | 40,292 | 23,703 |
| Interest-bearing liabilities: | | | |
| Savings deposits | (361) | 291 | (70) |
| Interest-bearing checking deposits | (98) | 65 | (33) |
| Money market deposit accounts | (129) | 300 | 171 |
| Time deposits | (1,298) | 1,216 | (82) |
| Borrowed funds | (7,829) | (2,575) | (10,404) |
| Junior subordinated debentures | (400) | 185 | (215) |
| Total interest-bearing liabilities | (10,115) | (518) | (10,633) |
| Net change in net interest income | \$(6,474) | 40,810 | 34,336 |

ITEM 3. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK

As the holding company for a savings bank, one of our primary market risks is interest rate risk. Interest rate risk is the sensitivity of net interest income to variations in interest rates over a specified time period. The sensitivity results from differences in the time periods in which interest rate sensitive assets and liabilities mature or re-price. We attempt to control interest rate risk by matching, within acceptable limits, the re-pricing periods of assets and liabilities. We have attempted to limit our exposure to interest sensitivity by increasing core deposits, enticing customers to extend certificates of deposit maturities, borrowing funds with fixed-rates and longer maturities and by shortening the maturities of our assets by emphasizing the origination of more short-term fixed rate loans and adjustable rate loans. We also continue to sell a portion of the long-term, fixed-rate mortgage loans that we originate. In addition, we purchase shorter term or adjustable-rate investment securities and mortgage-backed securities.

We have an Asset/Liability Committee consisting of members of management which meets monthly to review market interest rates, economic conditions, the pricing of interest-earning assets and interest-bearing liabilities and the balance sheet structure. On a quarterly basis, this Committee also reviews the interest rate risk position and cash flow

projections.

The Board of Directors has a Risk Management Committee which meets quarterly and reviews interest rate risk and trends, our interest sensitivity position, the liquidity position and the market risk inherent in the investment portfolio.

In an effort to assess interest rate risk and market risk, we utilize a simulation model to determine the effect of immediate incremental increases and decreases in interest rates on net income and the market value of equity. Certain assumptions are made regarding loan prepayments and decay rates of savings and interest-bearing demand accounts. Because it is difficult to accurately

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project the market reaction of depositors and borrowers, the effect of actual changes in interest rates on these assumptions may differ from simulated results. We have established the following guidelines for assessing interest rate risk:

Net interest income simulation. Given a non-parallel shift of 100 basis points (“bps”), 200 bps and 300 bps in interest rates, the estimated net income may not decrease by more than 5%, 10% and 15%, respectively, within a one-year period.

Net income simulation. Given a non-parallel shift of 100 basis points (“bps”), 200 bps and 300 bps in interest rates, the estimated net income may not decrease by more than 10%, 20% and 30%, respectively, within a one-year period.

Market value of equity simulation. The market value of equity is the present value of assets and liabilities. Given a non-parallel shift of 100 bps, 200 bps and 300 bps in interest rates, the market value of equity may not decrease by more than 15%, 30% and 35%, respectively, from the computed economic value at current interest rate levels.

The following table illustrates the simulated impact of a 100 bps, 200 bps or 300 bps upward or a 100 bps downward movement in interest rates on net income, return on average equity, earnings per share and market value of equity. This analysis was prepared assuming that interest-earning asset and interest-bearing liability levels at September 30, 2016 remain constant. The impact of the rate movements was computed by simulating the effect of an immediate and sustained shift in interest rates over a twelve-month period from September 30, 2016 levels.

| | Increase | | | Decrease |
|---|----------|----------|----------|----------|
| Non-parallel shift in interest rates over the next 12 months | 100 bps | 200 bps | 300 bps | 100 bps |
| Projected percentage increase/ (decrease) in net interest income | (0.8)% | (1.8)% | (2.6)% | (3.4)% |
| Projected percentage increase/ (decrease) in net income | (0.8)% | (2.1)% | (2.6)% | (9.1)% |
| Projected increase/ (decrease) in return on average equity | (0.8)% | (2.0)% | (2.5)% | (8.7)% |
| Projected increase/ (decrease) in earnings per share | \$(0.01) | \$(0.02) | \$(0.02) | \$(0.08) |
| Projected percentage increase/ (decrease) in market value of equity | (3.8)% | (7.2)% | (9.7)% | (2.2)% |

The figures included in the table above represent projections that were computed based upon certain assumptions including prepayment rates and decay rates. These assumptions are inherently uncertain and, as a result, cannot precisely predict the impact of changes in interest rates. Actual results may differ significantly due to timing, magnitude and frequency of interest rate changes and changes in market conditions.

ITEM 4. CONTROLS AND PROCEDURES

Under the supervision of and with the participation of management, including the Principal Executive Officer and Principal Financial Officer, we evaluated the effectiveness of the design and operation of its disclosure controls and procedures (as defined in Rule 13a-15(e) under the Exchange Act) as of the end of the period covered by this quarterly report (the “Evaluation Date”). Based upon that evaluation, the Principal Executive Officer and Principal Financial Officer concluded that, as of the Evaluation Date, these disclosure controls and procedures were effective.

There were no changes in the internal controls over financial reporting during the period covered by this report or in other factors that have materially affected, or are reasonably likely to materially affect the internal control over financial reporting.

PART II. OTHER INFORMATION

Item 1. Legal Proceedings

We are subject to a number of asserted and unasserted claims encountered in the normal course of business. We believe that any additional liability, other than that which has already been accrued, that may result from such potential litigation will not have a material adverse effect on the financial statements. However, we cannot presently determine whether or not any claims against us will have a material adverse effect on our results of operations in any future reporting period. See note 12.

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Item 1A. Risk Factors

Except as previously disclosed, there have been no material updates or additions to the risk factors previously disclosed in our Annual Report on Form 10-K for the fiscal year ended December 31, 2015 as filed with the Securities and Exchange Commission. Additional risks not presently known to us, or that we currently deem immaterial, may also adversely affect our business, financial condition or results of operations.

Item 2. Unregistered Sales of Equity Securities and Use of Proceeds

a.) Not applicable.

b.) Not applicable.

c.) The following table discloses information regarding the repurchase of shares of common stock during the quarter ending September 30, 2016:

| Month | Number of shares purchased | Average price paid per share | Total number of shares purchased as part of a publicly announced repurchase plan (1) | Maximum number of shares yet to be purchased under the plan (1) |
|-----------|----------------------------|------------------------------|--|---|
| July | — | \$ — | — | 4,834,089 |
| August | — | — | — | 4,834,089 |
| September | — | — | — | 4,834,089 |
| | — | \$ — | — | |

(1) Reflects the program for 5,000,000 shares announced December 13, 2012. This program does not have an expiration date.

Item 3. Defaults Upon Senior Securities

Not applicable.

Item 4. Mine Safety Disclosures

Not applicable.

Item 5. Other Information

Not applicable.

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Item 6. Exhibits

- 31.1 Certification of the Chief Executive Officer pursuant to Rule 13a-15 or 15d-15 of the Securities Exchange Act of 1934, as adopted pursuant to Section 302 of the Sarbanes-Oxley Act of 2002.
- 31.2 Certification of the Chief Financial Officer pursuant to Rule 13a-15 or 15d-15 of the Securities Exchange Act of 1934, as adopted pursuant to Section 302 of the Sarbanes-Oxley Act of 2002.
- 32.1 Certification of the Chief Executive Officer and Chief Financial Officer pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.
- 101.INS XBRL Instance Document
- 101.SCH XBRL Taxonomy Extension Schema Document
- 101.CAL XBRL Taxonomy Extension Calculation Linkbase Document
- 101.DEF XBRL Taxonomy Extension Definition Linkbase Document
- 101.LAB XBRL Taxonomy Extension Label Linkbase
- 101.PRE XBRL Taxonomy Extension Presentation Linkbase Document

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Signature

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed by the undersigned thereunto duly authorized.

NORTHWEST BANCSHARES, INC.
(Registrant)

Date: November 9, 2016 By: /s/ William J. Wagner
William J. Wagner
President and Chief Executive Officer
(Duly Authorized Officer)

Date: November 9, 2016 By: /s/ Gerald J. Ritzert
Gerald J. Ritzert
Controller
(Principal Accounting Officer)