

VOTING INSTRUCTION FORM
THE NORTH WEST COMPANY INC.

SEE VOTING INSTRUCTIONS ON REVERSE
WE NEED TO RECEIVE YOUR VOTING INSTRUCTIONS AT LEAST ONE BUSINESS DAY BEFORE THE PROXY DEPOSIT DATE.

INTERNET VOTE: WWW.PROXYVOTE.COM
TELEPHONE VOTE: 1-800-474-7493

MEETING TYPE: ANNUAL AND SPECIAL MEETING
MEETING DATE: TUESDAY, JUNE 14, 2011 AT 11:30 A.M. CDT
RECORD DATE: FOR HOLDERS AS OF MAY 13, 2011
PROXY DEPOSIT DATE: JUNE 10, 2011
ACCOUNT NUMBER: HRT2SSIA 01 OM
CUSIP: 663278109 **CUID:** 7770 C81 **S79833 010 E** **CONTROL NO. : 131961470151**

APPOINTEE(S) **H. SANFORD RILEY, EDWARD S. KENNEDY**
 IF YOU WISH TO ATTEND THE MEETING OR DESIGNATE ANOTHER PERSON TO ATTEND, VOTE AND ACT ON YOUR BEHALF AT THE MEETING OR ANY ADJOURNMENT THEREOF OTHER THAN THE PERSON(S) SPECIFIED ABOVE, PRINT YOUR NAME OR THE NAME OF THE PERSON ATTENDING THE MEETING ON THE APPOINTEE LINE BELOW.

PLEASE PRINT APPOINTEE NAME

ITEM(S) **VOTING RECOMMENDATIONS**

2 - IN RESPECT OF THE APPOINTMENT OF PRICEWATERHOUSECOOPERS LLP AS ---->>> FOR ---->>>
 AUDITORS OF NORTH WEST FOR THE COMING FISCAL YEAR AND
 AUTHORIZING THE AUDIT COMMITTEE OF THE BOARD OF DIRECTORS OF
 NORTH WEST TO FIX THEIR REMUNERATION.

3 - THE APPROACH TO EXECUTIVE COMPENSATION DESCRIBED IN THE ----->>> FOR ---->>>
 ACCOMPANYING INFORMATION CIRCULAR.
 *NOTE: THIS IS AN ADVISORY VOTE ONLY.

4 - PASSING, WITH OR WITHOUT ALTERATION OR MODIFICATION, AN ORDINARY -->>> FOR ---->>>
 RESOLUTION, THE FULL TEXT OF WHICH IS SET FORTH IN APPENDIX 'A'
 TO THE ACCOMPANYING INFORMATION CIRCULAR, APPROVING, A FIRST
 AMENDED AND RESTATED SHARE OPTION PLAN FOR NORTH WEST, THE FULL
 TEXT OF WHICH IS SET FORTH IN APPENDIX 'B' TO THE ACCOMPANYING
 INFORMATION CIRCULAR.
 NOTE THIS FORM CONFERS DISCRETIONARY AUTHORITY TO VOTE ON SUCH
 OTHER BUSINESS AS MAY PROPERLY COME BEFORE THE MEETING OR ANY
 ADJOURNMENT THEREOF.
 NOTE THIS VOTING INSTRUCTION FORM SHOULD BE READ IN
 CONJUNCTION WITH THE ACCOMPANYING INFORMATION CIRCULAR.

UNDER SECURITIES REGULATIONS, SECURITYHOLDERS MAY ELECT ANNUALLY TO
 RECEIVE THE ANNUAL, INTERIM FINANCIAL STATEMENTS OR BOTH INCLUDING RELEVANT
 MD&A BY MAIL. INDICATE YOUR PREFERENCE IN THE APPROPRIATE BOX(S) PROVIDED.

TELEPHONE VOTE AT 1-800-474-7493 OR
INTERNET VOTE AT WWW.PROXYVOTE.COM

FOLD IN HALF - DO NOT DETACH

1 **ELECTION OF DIRECTORS (FILL IN ONLY ONE BOX " " PER NOMINEE IN BLUE OR BLACK INK)**
VOTING RECOMMENDATION: FOR ALL THE NOMINEES PROPOSED AS DIRECTORS

- 01-H. SANFORD RILEY
- 02-GARY J. LUKASSEN
- 03-EDWARD S. KENNEDY
- 04-DAVID G. BROADHURST
- 05-FRANK J. COLEMAN
- 06-ROBERT J. KENNEDY
- 07-JAMES G. OBORNE
- 08-WENDY F. EVANS
- 09-GARY MERASTY

ITEM(S) (FILL IN ONLY ONE BOX " " PER ITEM IN BLUE OR BLACK INK) 0000

FOR WITHHOLD 29000 9201100000800980

CONTROL NO. : → 131961470151

- FOR AGAINST
- FOR AGAINST
- FOR AGAINST



STATE STREET.
Serving Institutional Investors Worldwide

1776 HERITAGE DRIVE
 NORTH QUINCY MA 02177

3232
 3,131
 579833
 1 OF 1

AVENUE INVESTMENT MANAGEMENT
 PAUL HARRIS
 47 COLBORNE STREET, STE 300
 TORONTO, ON M5E 1P8
 CANADA

AQ ---->>>

NONE ANNUAL INTERIM

[Signature]
 SIGNATURE(S) DATE (DD/MM/YY)
 May 24/11

INVALID IF NOT SIGNED

FOLD IN HALF - DO NOT DETACH