

# **Morgan Stanley Financials Conference**

**June 11, 2013**

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**Non-GAAP Financial Measures:** This presentation may refer to non-GAAP financial measures. Additional information on these financial measures is available in BOK Financial's 10-Q and 10-K filings with the Securities and Exchange Commission which can be accessed at [www.BOKF.com](http://www.BOKF.com).

**Peers:** Peers are defined as a group of 20 U.S. based publicly traded bank holding companies, 10 immediately larger and 10 immediately smaller than BOK Financial in terms of asset size at 12/31/12.

All data is presented as of March 31, 2013 unless otherwise noted.

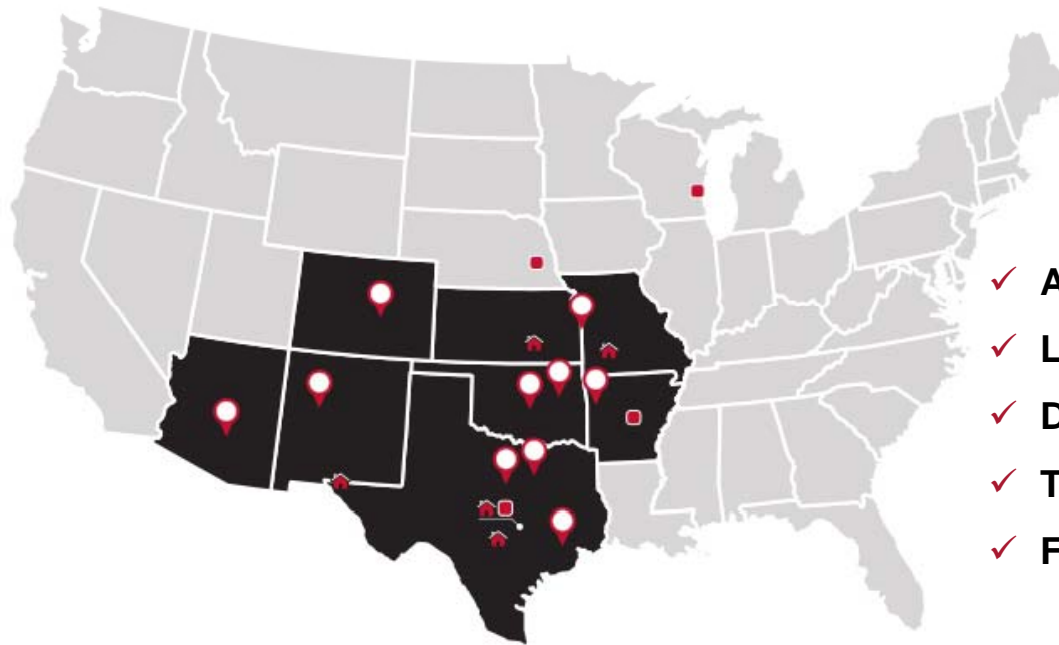
Trustee Bank ranking based on full year 2012 as reported by Thompson Reuters

401(k) provider ranking based on 2011 data provided by Sterling Resources, Inc.

2012 Competitive Underwriting Rankings for BOSCO, Inc. Oklahoma reported by Bond Buyer Magazine and Texas reported by iPREO.

# BOK Financial at March 31, 2013

21<sup>st</sup> Largest U.S.-based Bank Holding Company



✓ Assets	\$27.4 B
✓ Loans	\$12.1 B
✓ Deposits	\$19.9 B
✓ Tier I Common Equity	13.16 %
✓ Fiduciary assets	\$27.6 B

 **FULL SERVICE BANKING MARKETS**

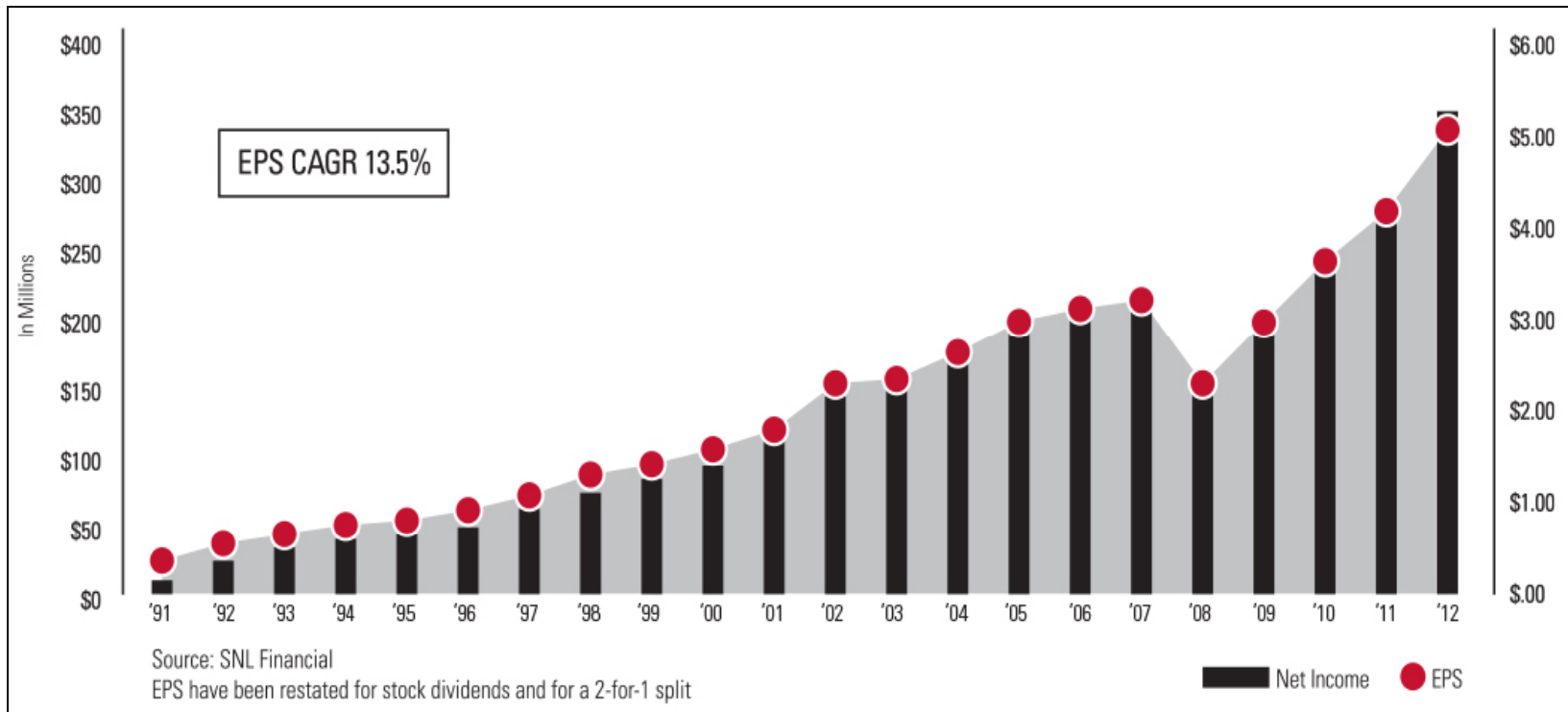
 **ADDITIONAL MORTGAGE BANKING MARKETS**

 **ADDITIONAL WEALTH MANAGEMENT MARKETS**

BOK Financial Corporation. Member FDIC. Equal Housing Lender.  
Services provided by BOKF, NA doing business as Bank of Albuquerque, Bank of Arizona, Bank of Arkansas, Bank of Kansas City, Bank of Oklahoma, Bank of Texas, Colorado State Bank and Trust.

# Consistent Execution of Strategy

Long Live Your Money



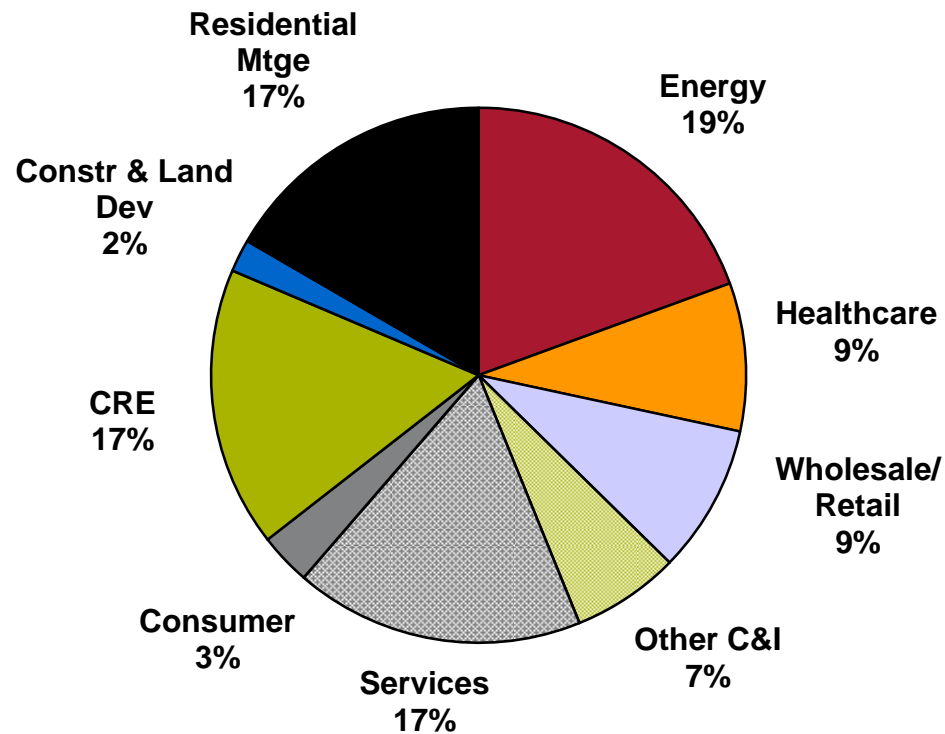
# Continuing to Build Shareholder Value

Positioned for Long-term Growth

Competitive position	<ul style="list-style-type: none"><li>▪ High-growth markets in TX, CO &amp; AZ</li><li>▪ #1 deposit market share in OK</li></ul>
Proven core strategies	<ul style="list-style-type: none"><li>▪ Relationship focus</li><li>▪ Diversified revenues</li><li>▪ Prudent risk management</li><li>▪ Long-term strategic view</li></ul>
Solid balance sheet	<ul style="list-style-type: none"><li>▪ High quality loan and securities portfolios</li><li>▪ Strong capital position</li></ul>
Opportunity for growth	<ul style="list-style-type: none"><li>▪ Organic</li><li>▪ Bank and fee business M&amp;A</li></ul>

# \$12.1B Loan Portfolio

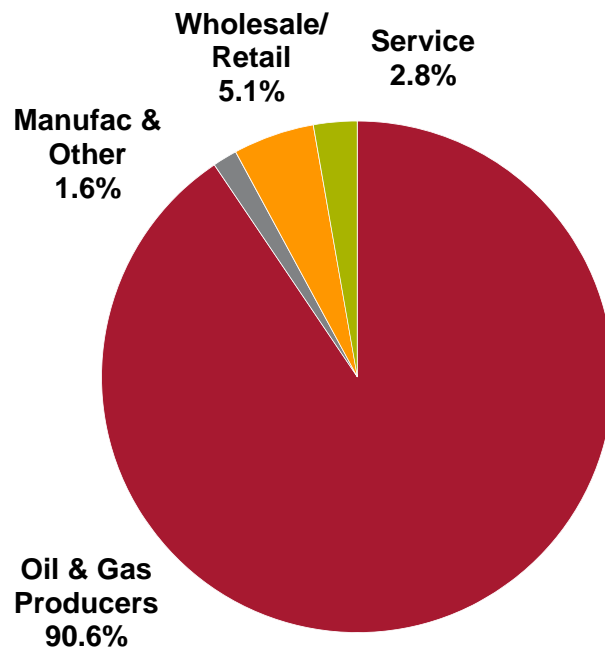
Diversified by Sector and Geography



OK	42%
TX	32%
CO	9%
NM	6%
AZ	5%
KS/MO	4%
AR	2%

► Focused on balanced profitable growth within established concentration limits

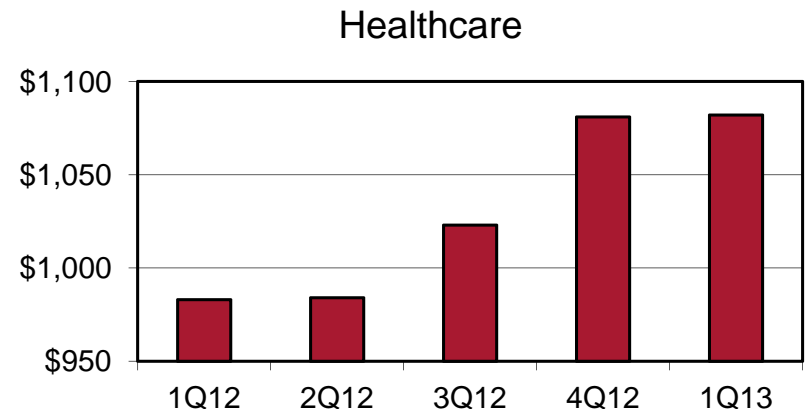
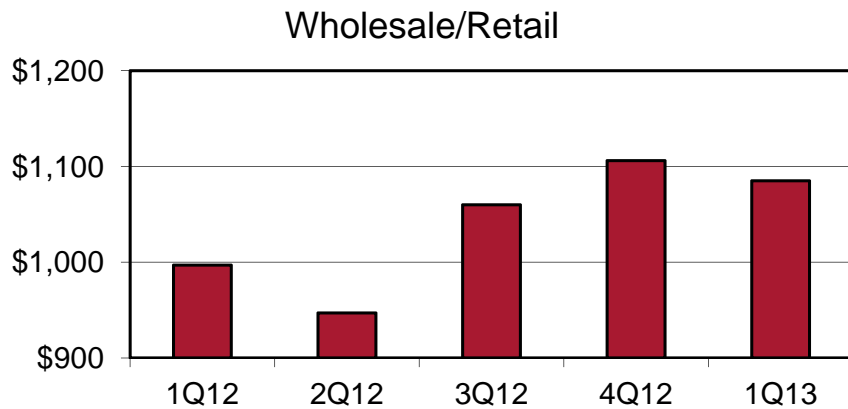
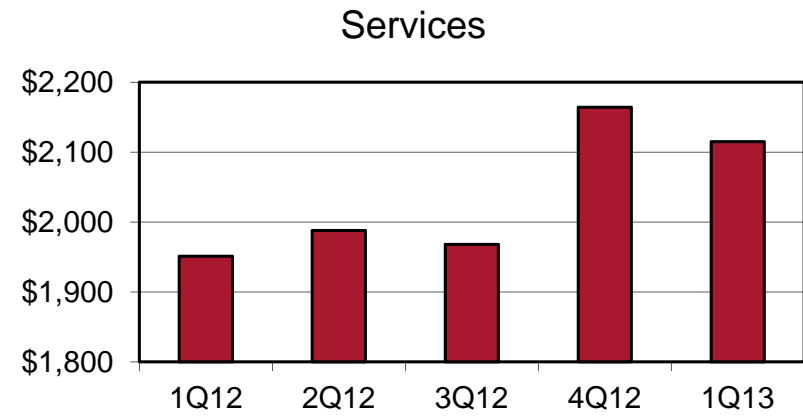
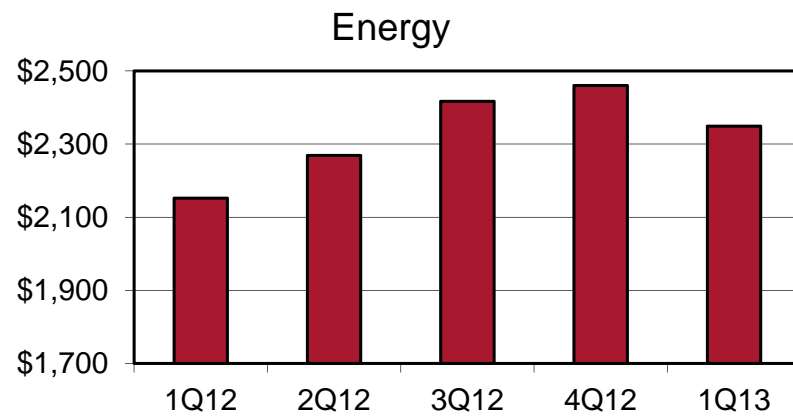
## **\$2.3B Energy Portfolio** Core Competency



- ▶ 50-60% loan to value on proved producing reserves
- ▶ Approximately 58% of production loans are secured by oil
- ▶ Regionally diverse oil and gas properties
- ▶ Line utilization varies due to commodity prices and geopolitical environment
- ▶ Net charge-offs on production portfolio averaged 10 basis points over the last ten years
- ▶ No significant impact noted from stress tests using base of \$1.50/mmbtu for gas and \$55/bbl for oil

# Trends in Key C&I Sectors

Balances Moderated After Robust Q4

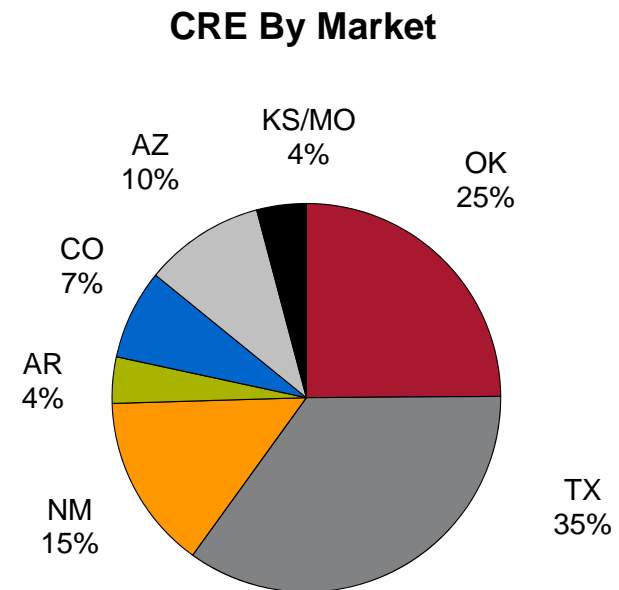
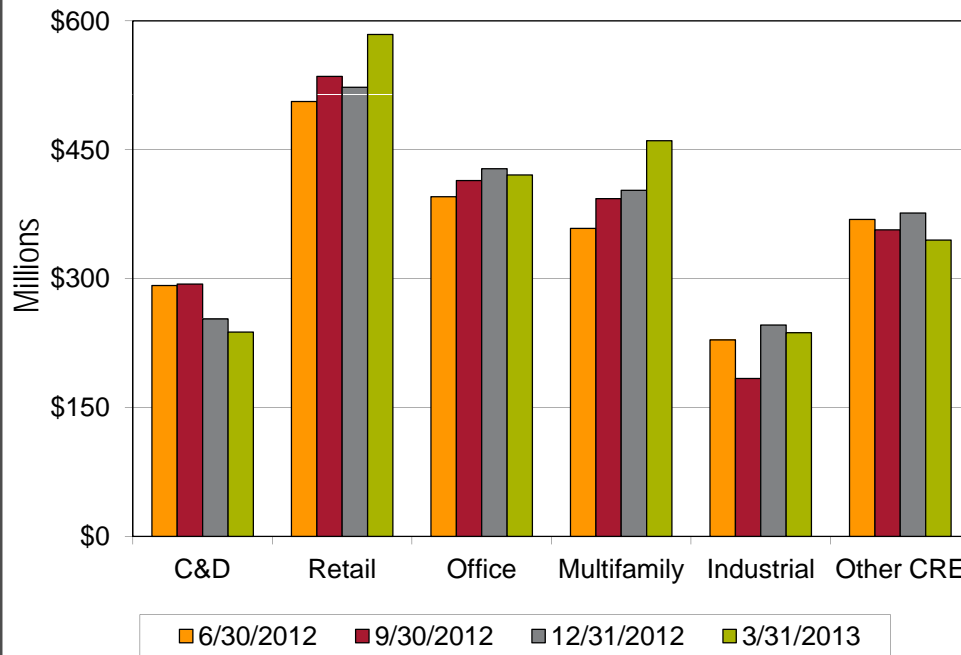


\$ in millions



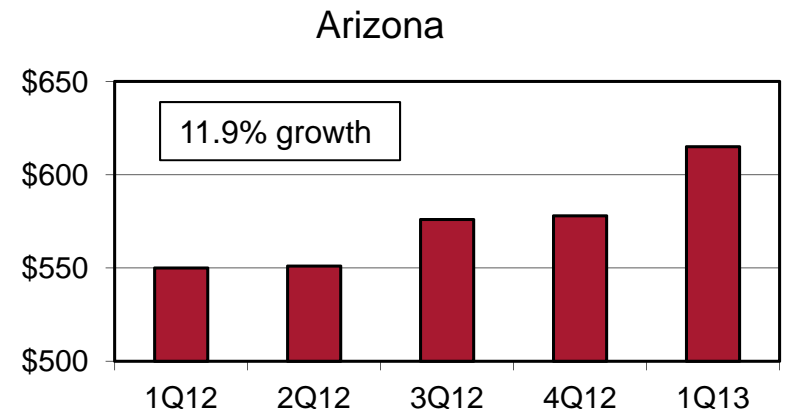
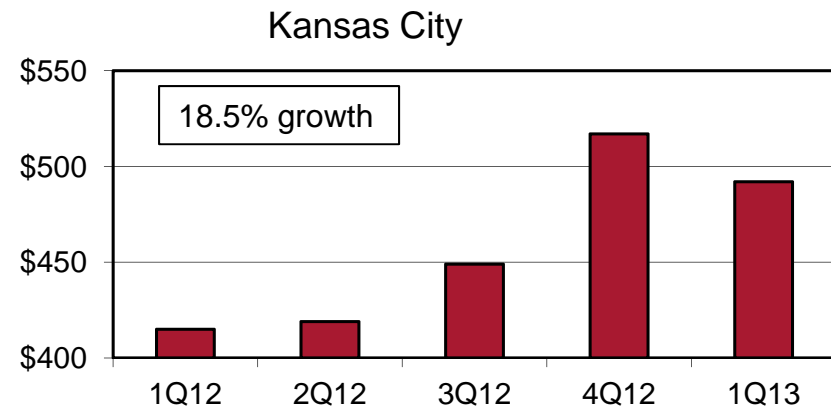
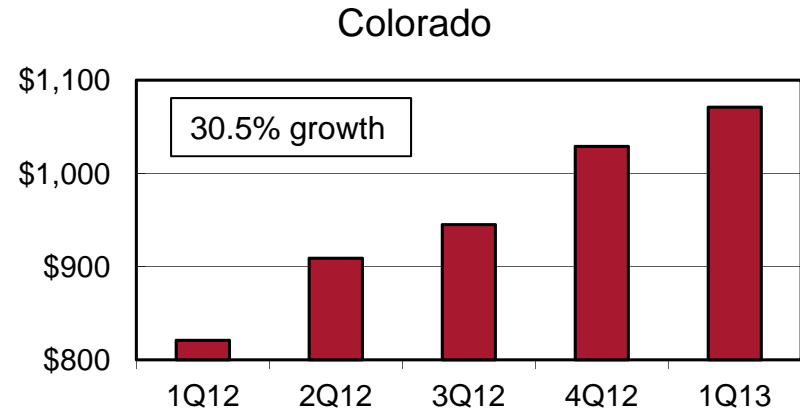
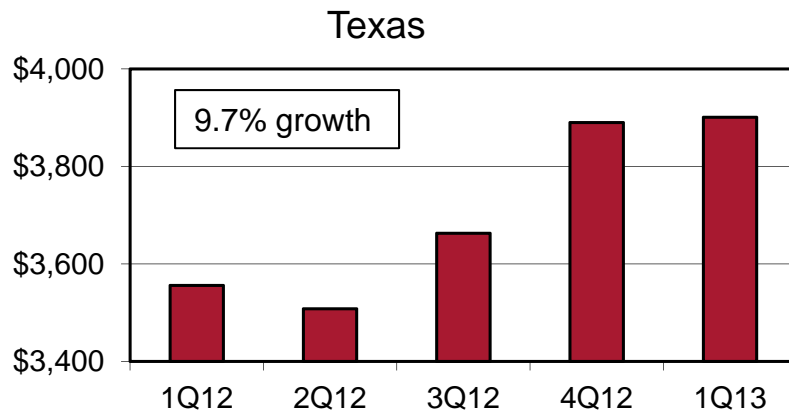
# Commercial Real Estate Portfolio Trends

Focused on Loans Secured by Income-Producing Properties



# Growth Markets

## Building Relationships in Regional Markets



\$ in millions

# Continued Investments

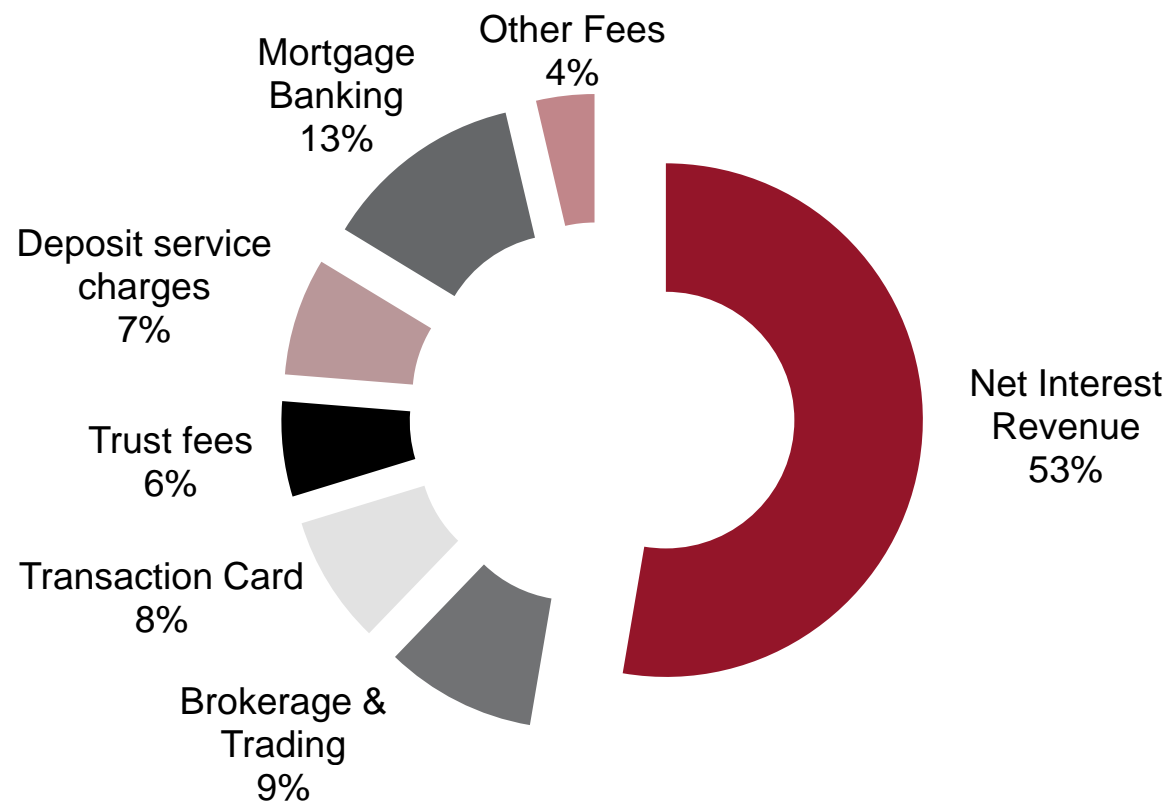
Enhancing Client Service, Growing Revenue

## Commercial Banking

- ▶ Healthcare/Commercial Real Estate senior housing initiatives
- ▶ Business Banking build out
  - ▶ Cash flow management solutions for micro businesses
  - ▶ Business Experts made 2,100 referrals in '12
- ▶ Enhance capacity for sales calls by shifting select administrative duties
- ▶ Accelerate growth in International & Treasury Services
- ▶ Support continued growth in TransFund with product enhancements
  - ▶ Majority of growth is targeted outside Oklahoma

## Balanced Revenue

Fee Businesses Provide Stability and Growth Opportunity










FYE12/31/12

# Business Model

Efficient Structure Supports Client-Focused Service Delivery

## A FAMILY OF GREAT BRANDS

### BOK FINANCIAL CORPORATION

-  BANK OF ALBUQUERQUE
-  BANK OF ARIZONA
-  BANK OF ARKANSAS
-  BANK OF KANSAS CITY
-  BANK OF OKLAHOMA
-  BANK OF TEXAS
-  COLORADO STATE BANK AND TRUST

- ▶ 3 primary LOBs with deep product sets
- ▶ Executive leadership responsible for line of business performance across markets
- ▶ Local leadership responsible for client service and marketing
- ▶ Centralized operations and administration

 CAVANAL HILL  
Funds

 BOSC, Inc.  
A subsidiary of BOK Financial Corp.

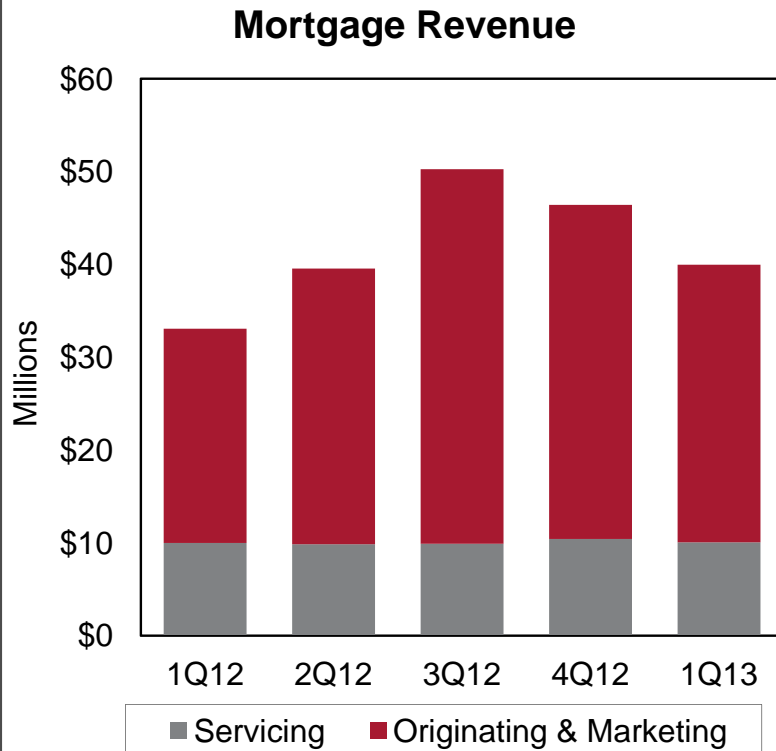
 BOK FINANCIAL  
THE PRIVATE BANK

 TransFund

 THE MILESTONE GROUP  
*Build Through Discipline*

# Mortgage Banking

Ongoing Expansion Produced Strong Results

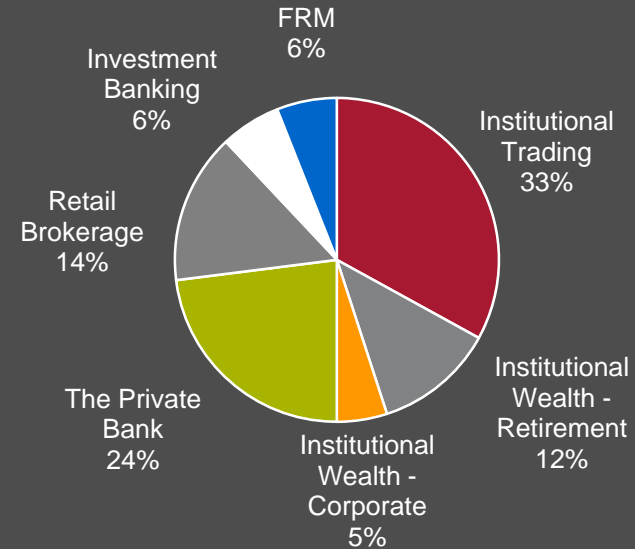


- ▶ Since 2010, increased mortgage loan origination staff 40% and opened offices in TX, MO and KS
- ▶ \$956 million mortgage loans funded for sale in Q1
  - ▶ Newly established correspondent channel sourced 20% of fundings, up from 14% in Q4
  - ▶ 27% of Q1 fundings in OK, 15% in NM and 14% in TX
  - ▶ Refinances represented 62% in Q1; 50% in March 2013
- ▶ GSE repurchase requests remain low
- ▶ Revenue declined in Q1 due to lower volume and narrowed pricing on loans sold

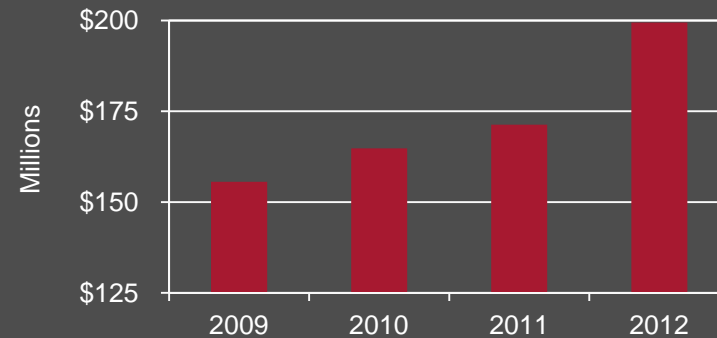
## Wealth Management Continued Build-out

- ▶ \$54 billion in assets under management or in custody, including \$27.6 billion in fiduciary assets
- ▶ 7<sup>th</sup> largest Trustee Bank ranked by number of issues
- ▶ 8<sup>th</sup> largest provider of 401(k) plans in the nation—providing all services in-house
- ▶ BOSC, Inc., our broker-dealer has more than 200 registered investment reps across 10 states
  - ▶ Multiple top five rankings for underwriting services by Investment Banking division
- ▶ Financial Risk Management (FRM) is our customer risk management program

### 2012 Revenue Components



### Fees & Commissions



# Continued Investments

Enhancing Client Service, Growing Revenue

## Consumer Banking

- ▶ Mortgage banking expansion
  - ▶ 61 Approved correspondent banks in 15 states
- ▶ Enhance self-service channels
  - ▶ Mobile deposit and other mobile banking enhancements
  - ▶ Image-based ATM upgrade
- ▶ Leverage branch network for expanded product & service delivery

## Wealth Management

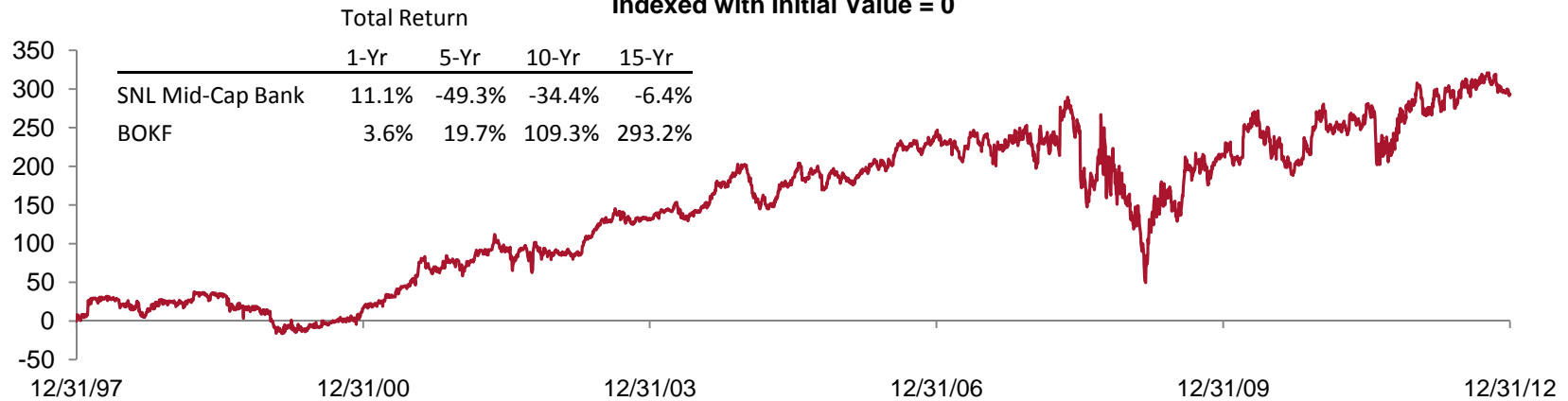
- ▶ Investment banking and institutional sales build out
  - ▶ Additions in KC and CO
- ▶ Wealth Advisor expansion
- ▶ Further integration & expansion of International sales team
- ▶ Corporate Trust expansion
- ▶ Cavanal Hill external marketing expansion



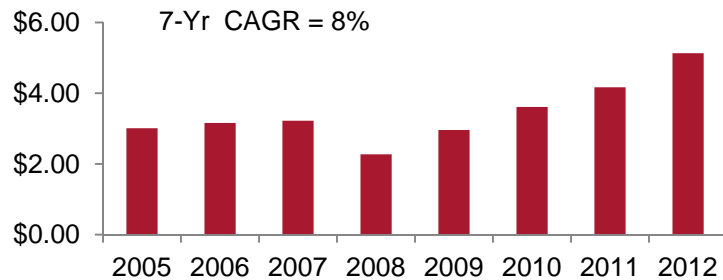
# Outperforming the Industry

## BOKF Total Return

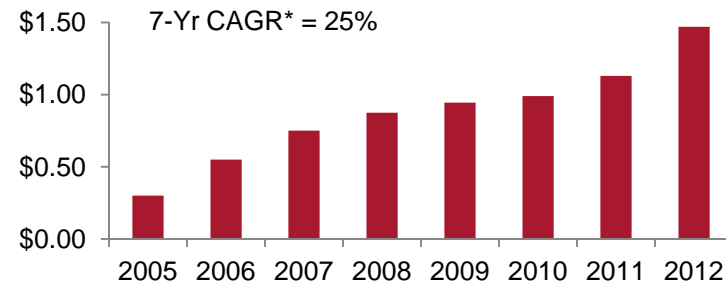
Indexed with Initial Value = 0



## Diluted EPS



## Dividends per Share



\* Excluding special dividend paid in 2012

## Positioned for Growth



- ▶ **Superior talent and service delivery**
- ▶ **Dominant position in OK; in high growth markets outside OK**
- ▶ **Lending expertise in key sectors including energy and healthcare**
- ▶ **Strategy delivers through varying cycles**
- ▶ **Diversified fee-based revenue contributed 43% of revenue in 2012 v. peer median of 32%**

# Q & A