BOK FINANCIAL®

Investor Presentation
March 2014

NASDAQ: BOKF

Forward-Looking Statements: This presentation contains statements that are based on management's beliefs, assumptions, current expectations, estimates, and projections about BOK Financial Corporation, the financial services industry, and the economy generally. These remarks constitute forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Words such as "anticipates", "believes", "estimates", "expects", "forecasts", "plans", "projects", variations of such words, and similar expressions are intended to identify such forward-looking statements. Management judgments relating to, and discussion of the provision and allowance for credit losses involve judgments as to future events and are inherently forward-looking statements. Assessments that BOK Financial's acquisitions and other growth endeavors will be profitable are necessary statements of belief as to the outcome of future events, based in part on information provided by others which BOKF has not independently verified. These statements are not guarantees of future performance and involve certain risks, uncertainties, and assumptions which are difficult to predict with regard to timing, extent, likelihood and degree of occurrence. Therefore, actual results and outcomes may materially differ from what is expressed, implied or forecasted in such forward-looking statements. Internal and external factors that might cause such a difference include, but are not limited to, changes in interest rates and interest rate relationships, demand for products and services, the degree of competition by traditional and non-traditional competitors, changes in banking regulations, tax laws, prices, levies, and assessments, the impact of technological advances, and trends in customer behavior as well as their ability to repay loans. For a discussion of risk factors that may cause actual results to differ from expectations, please refer to BOK Financial Corporation's most recent annual and quarterly reports. BOK Financial Corporation and its affiliates undertake no obligation to update, amend, or clarify forward-looking statements, whether as a result of new information, future events, or otherwise.

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.

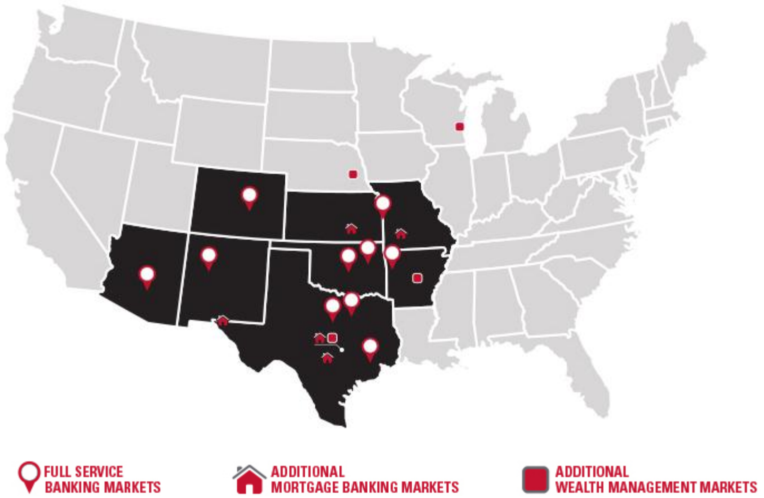
Peers: Peers are defined as a group of 20 U.S. based publicly traded bank holding companies, 10 immediately larger and 10 immediately smaller than BOK Financial in terms of asset size at 12/31/13.

All data is presented as of December 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 BOSC, Inc. Oklahoma reported by Bond Buyer Magazine and Texas reported by iPREO.

BOK Financial Corp. at a Glance

- Top 25 bank holding company
- Strong franchise throughout the Midwest and Southwest
- Leading energy and healthcare lender nationwide
- Seasoned management team with consistent execution and solid performance across all economic cycles
- NASDAQ: BOKF



	At 12/31/13:
Assets	$27.1 bil
Loans	$12.5 bil
Deposits	$19.0 bil
Tier 1 Common Equity	13.72%
Fiduciary Assets	$30.1 bil

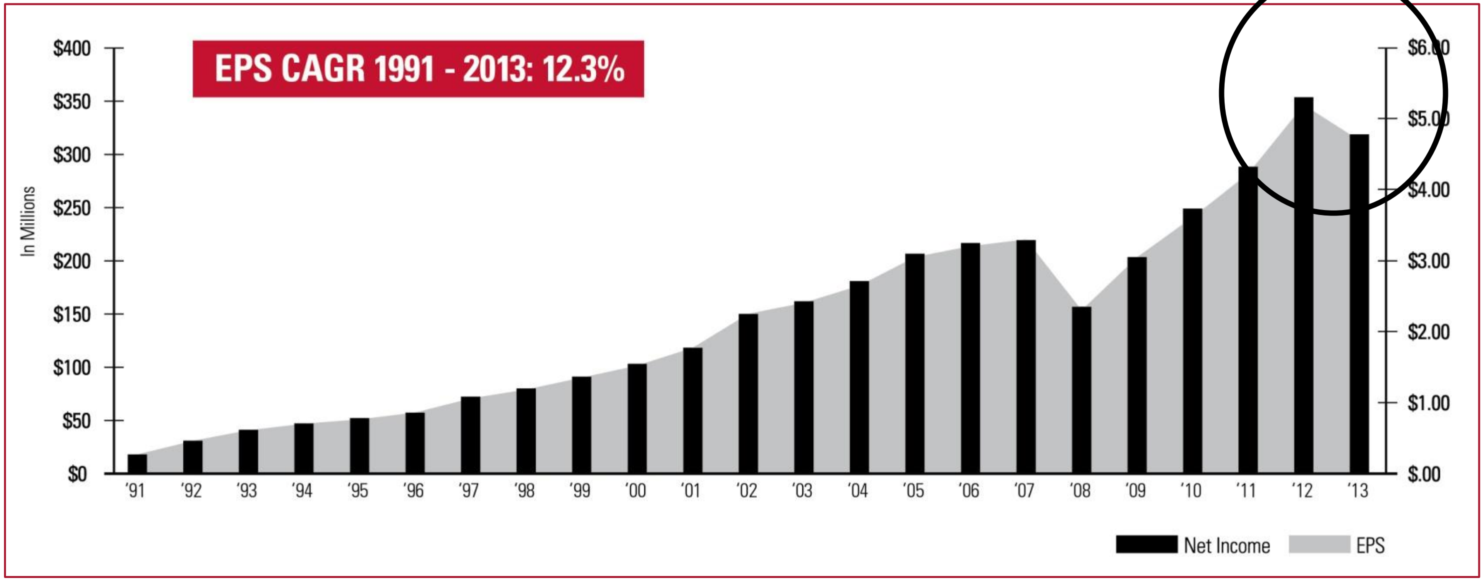
BOKF Investment Attributes

Attribute	Evidence
Focused on long-term shareholder value	*15.92% compounded annual return from January 1992 through December 2013*
Management alignment with shareholders	*Insiders own 69% of outstanding shares*
Industry-leading performance across all market cycles	*23-year track record of profitability*
Strong recurring revenue model	*47% of revenue from fee generating businesses*
Sound capital base	*9.90 tangible common equity ratio* *13.54% Tier 1 Capital Ratio*
Pristine credit quality	*(0.02)% annualized net charge-offs in Q4 2013*
Returning cash to shareholders	*2.5% dividend yield and 9-year track record of increasing dividends, augmented by opportunistic stock buybacks*

23-Year Track Record of Profitability

Driven Largely by Organic Growth

2012 and 2013: two best years in the company's history



Driving Long Term Shareholder Value

As of 12/31/13	5 Yr. TSR	10 Yr. TSR	15 Yr. TSR
BOKF	**88%**	**112%**	**292%**
Peer average	63%	34%	150%
Peer median	52%	21%	107%
NASDAQ Bank Index	44%	14%	103%
KBW Bank Index	70%	-7%	28%

"There is no principle more emphasized in our organization than managing for long-term value rather than short-term results."

– George Kaiser, Chairman

Total Shareholder Return = (Δ Stock Price + Dividends) / Initial Price

Diversified Business Platform

Retail and Commercial Banking

BANK OF OKLAHOMA

COLORADO STATE BANK AND TRUST

BANK OF TEXAS

BANK OF ARIZONA

BANK OF ALBUQUERQUE

BANK OF ARKANSAS

BANK OF KANSAS CITY

Wealth Management

BOSC, Inc. A subsidiary of BOK Financial Corp.

BOK FINANCIAL® THE PRIVATE BANK

CAVANAL HILL

THE MILESTONE GROUP Wealth Through Discipline®

Transaction Processing

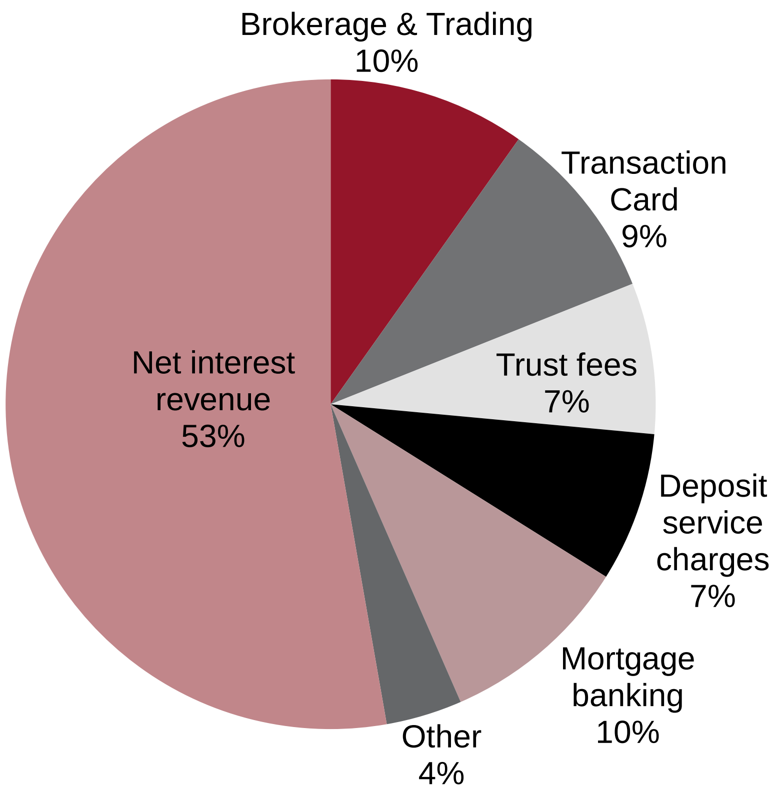
TransFund® Making Money Move.

Mortgage Banking

BOK FINANCIAL MORTGAGE

Balanced Revenue

Fee Businesses Provide Stability and Growth Opportunity



LT Growth Rates	CAGR 2010-Present
Brokerage and Trading	7.34%
Transaction Card (1)	1.32%
Trust Fees	11.68%
Service Charges (1)	(2.8%)
Mortgage Banking	11.65%
Overall CAGR	5.36%

(1) Impacted by Regulation E and Durbin.

YTD 12/31/13

Retail and Commercial Banking

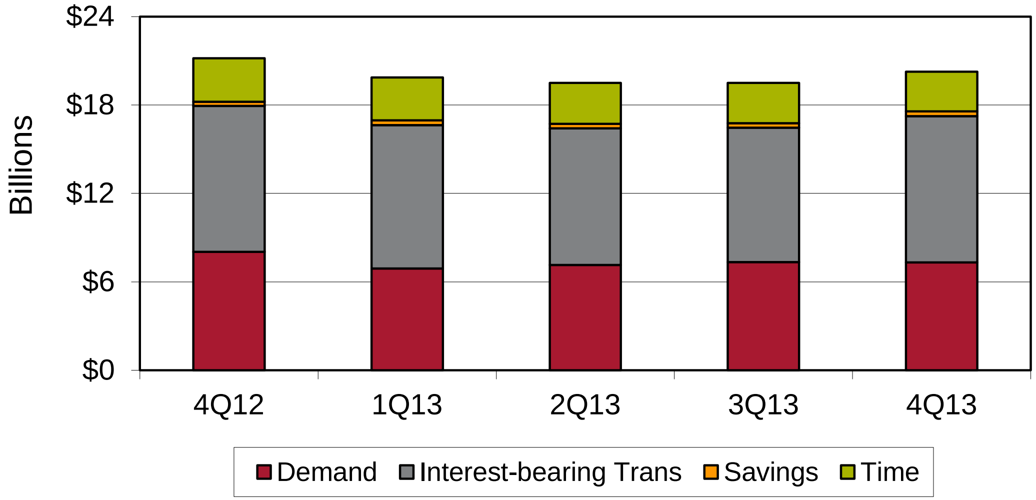
Strong Core Deposit Base

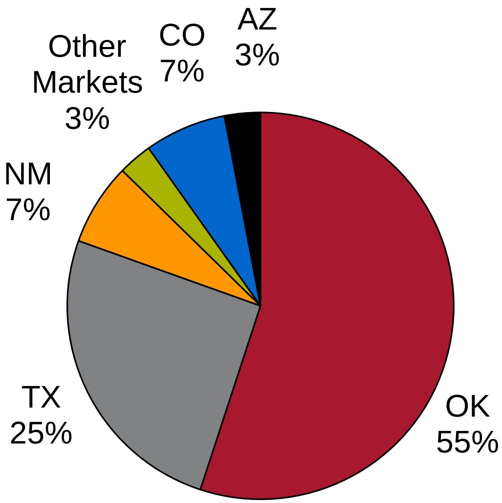
Market	Company Total Deposit Rank 2013	Company Total Active Branches 2013	Company Total Deposits 2013 ($000)	Company Total Deposit Market Share 2013 (%)	Company Percent of Company Deposits 2013 (%)
Tulsa, OK	1	38	6,839,818	31.09	35.63
Dallas-Fort Worth-Arlington, TX	9	29	3,289,074	1.75	17.13
Oklahoma City, OK	3	31	2,786,772	10.57	14.52
Houston-The Woodlands-Sugar Land, TX	12	14	1,576,890	0.76	8.22
Albuquerque, NM	3	20	1,343,190	10.74	7.00
Denver-Aurora-Lakewood, CO	10	11	1,326,683	2.08	6.91
Phoenix-Mesa-Scottsdale, AZ	12	4	600,415	0.90	3.13
Kansas City, MO-KS	26	3	345,304	0.76	1.80
Muskogee, OK	1	3	323,057	32.29	1.68
Fayetteville-Springdale-Rogers, AR-MO	8	2	257,042	3.11	1.34

Source: SNL, deposit data as of 12/31/13

Retail and Commercial Banking

Strong Core Deposit Base





Commercial Banking

Diversified by Sector and Geography

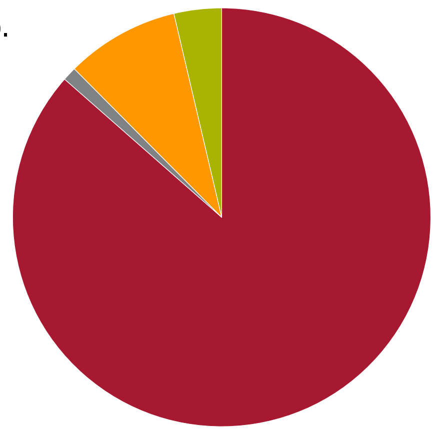
Loan Portfolio Breakdown - by Sector:

Commercial (In Millions)		**12/31/2013**	
Energy	$	2,351.8	18.4%
Services	$	2,282.2	17.8%
Wholesale/Retail	$	1,201.4	9.4%
Manufacturing	$	391.8	3.1%
Healthcare	$	1,274.2	10.0%
Integrated food services	$	150.5	1.2%
Other C&I	$	291.4	2.3%
Total Commercial	$	7,943.3	
Total Commercial RE	$	2,415.4	18.9%
Total Residential Mortg.	$	2,052.0	16.0%
Total Consumer	$	381.7	3.0%
Total Loans	$	12,792.4	

Loans by Principal Market:

(In Millions)	**12/31/2013**	
Oklahoma	5,220.6	40.8%
Texas	4,260.7	33.3%
New Mexico	798.9	6.2%
Arkansas	175.8	1.4%
Colorado	1,011.6	7.9%
Arizona	730.2	5.7%
Kansas/MO	594.6	4.6%
	12,792.4	100.0%

Commercial Banking
Energy Lending

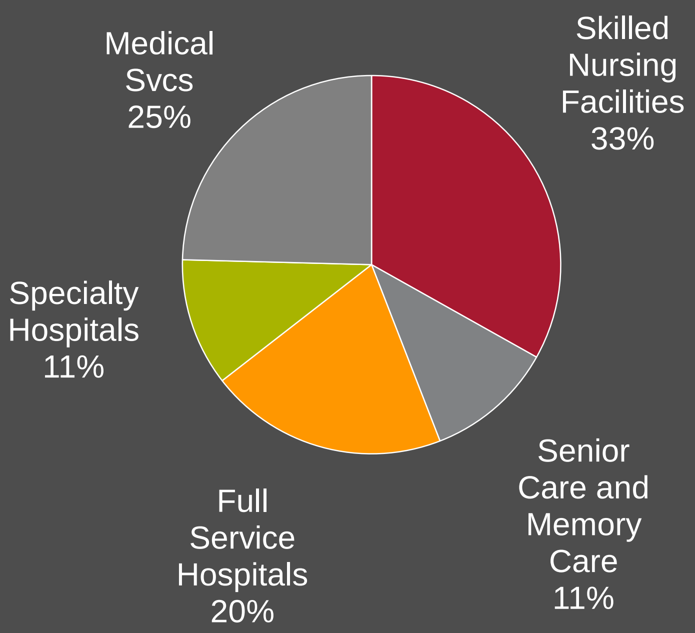


- **$2.4 billion energy portfolio at 12/31/13**
- **Core competency of BOK for over 100 years**
- **50-60% loan to value on proved producing reserves**
- **Approximately 59% of production loans are secured by oil**
- **Regionally diverse oil and gas properties**
- **E&P line utilization, currently 47%, varies due to commodity prices and geopolitical environment**
- **Net charge-offs on production portfolio averaged 10 basis points over the last decade**
- **No significant impact noted from stress tests using base of $1.50/mmbtu for gas and $55/bbl for oil**
- **In-house engineering staff represents significant competitive advantage**

Commercial Banking
Healthcare Lending

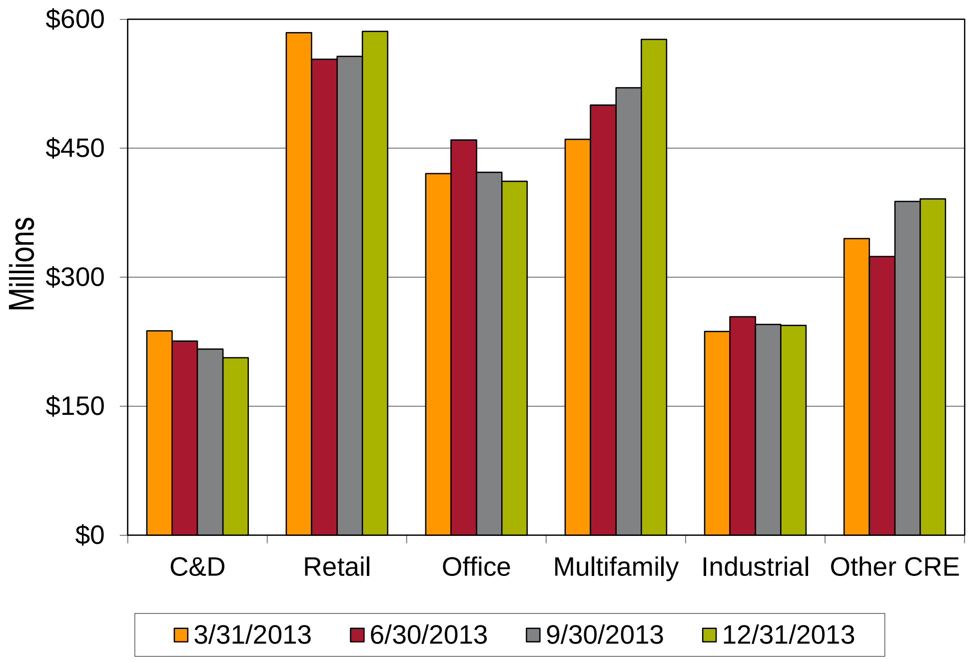
- Growing line of business within commercial
- $1.3 billion portfolio at 12/31/13
- Portfolio increased at a compound annual rate of 10% since 2007
- National expertise in skilled nursing facilities and acute care hospitals
- Other areas of expertise include senior housing, specialty hospitals, and medical service facilities.

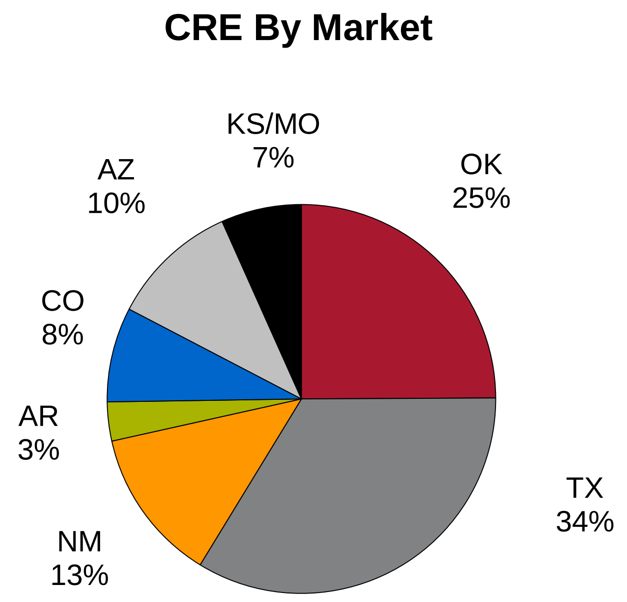
Healthcare Commitments



Commercial Banking

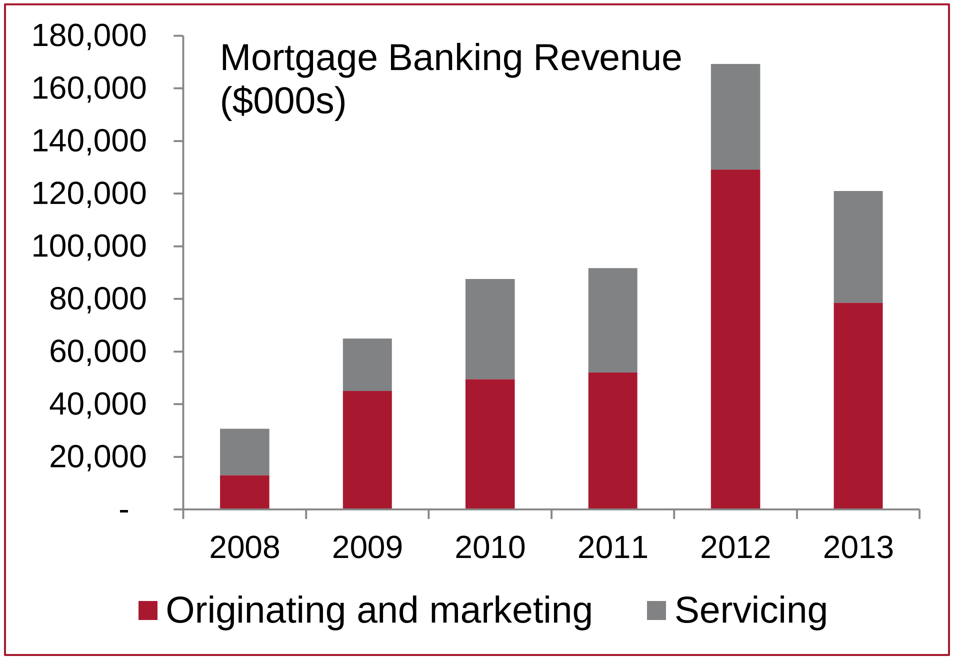
Commercial Real Estate Portfolio Trends





Mortgage Banking

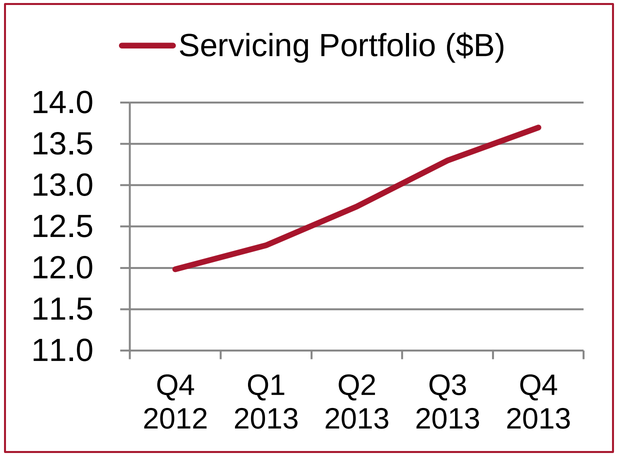
Building a Recurring Revenue Model

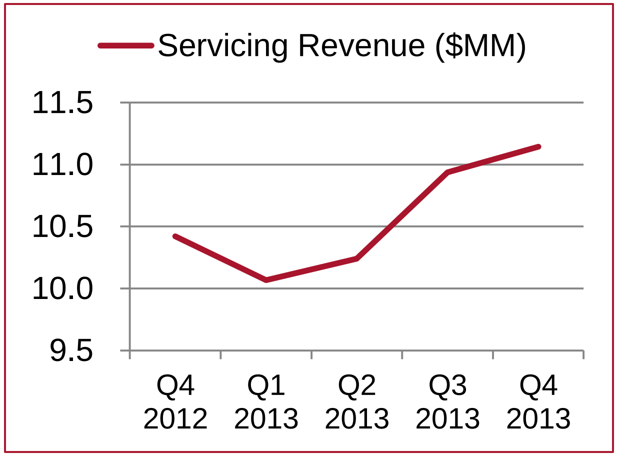


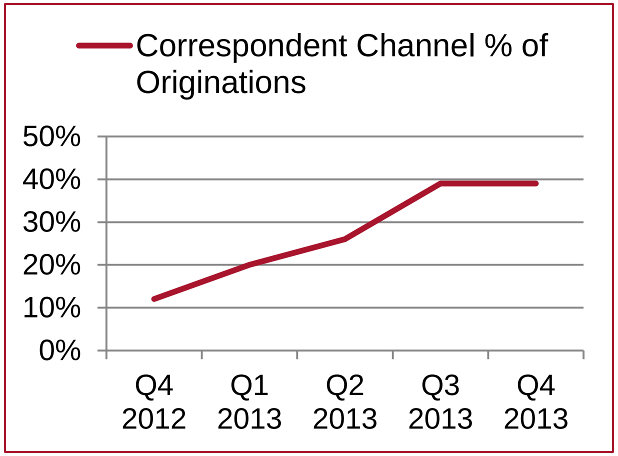
- Housed within the retail banking business
- Several key strategic initiatives:
  - Build servicing portfolio
  - Expand correspondent network
  - Build platform that reaches homebuyers and homeowners wherever they shop for mortgages
- Refinancing volume down to 29% of total funded volume in Q4 ‘13

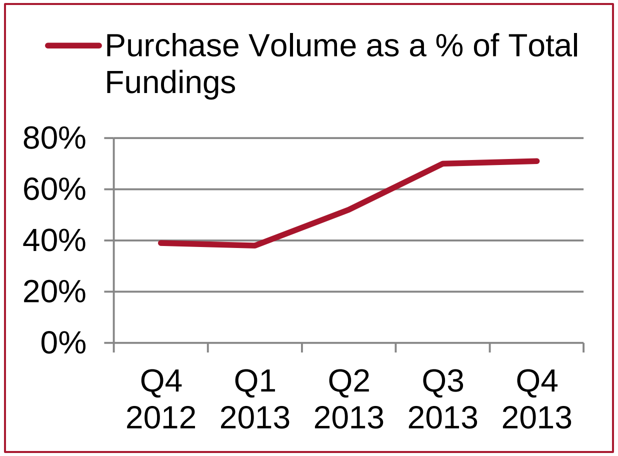
Mortgage Banking

Building a Recurring Revenue Model





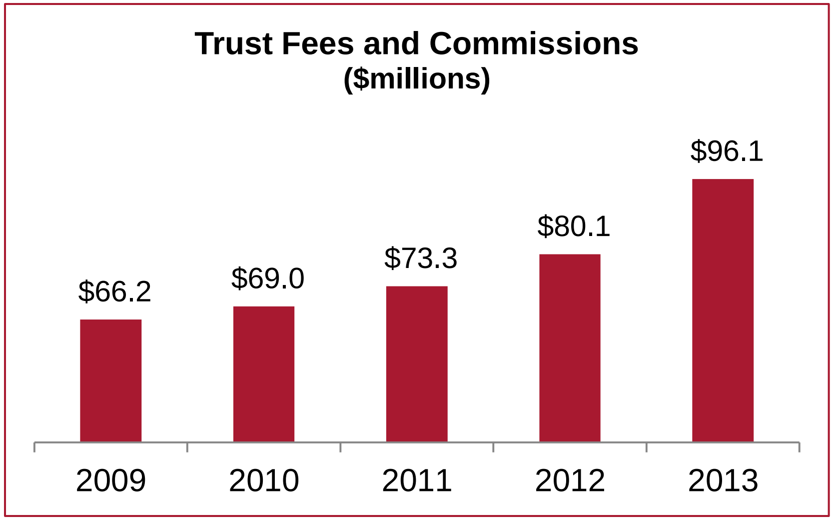


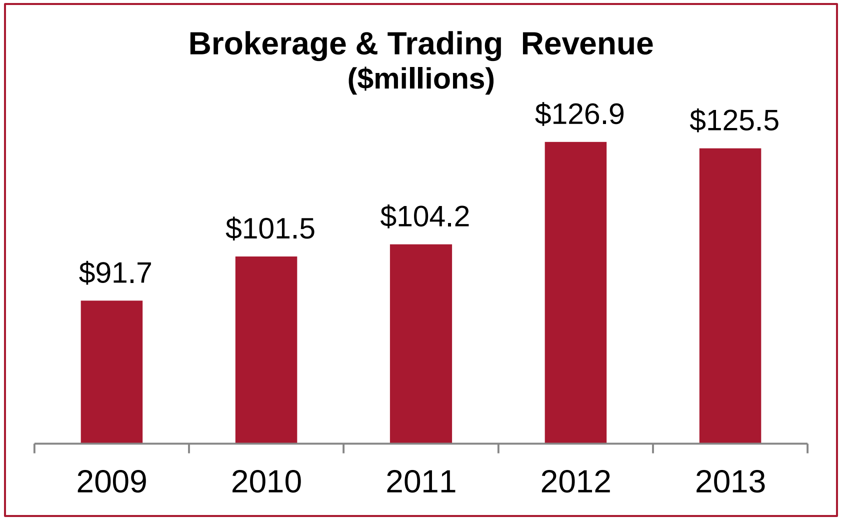


- ✓ Consistent growth in servicing portfolio drives recurring servicing revenue
- ✓ Expansion of locally-connected correspondent channel drives shift to purchase volume as a percent of originations.

Wealth Management

- $56.4 billion in assets under management or custody
- $29.6 billion in fiduciary assets
- Clients include high net worth individuals, corporations, pensions, foundations, government entities, etc.
- Services include brokerage and trading, institutional wealth management services, advisor services, international services
- Wealth creation within footprint represents significant driver of new business development.





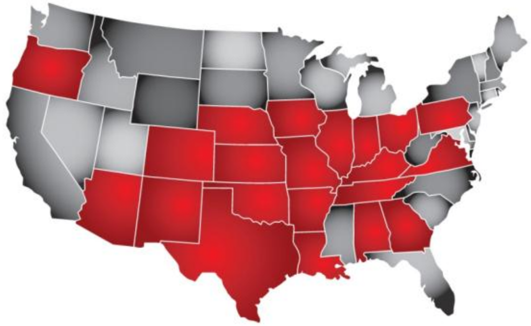
TransFund
Making Money Move.

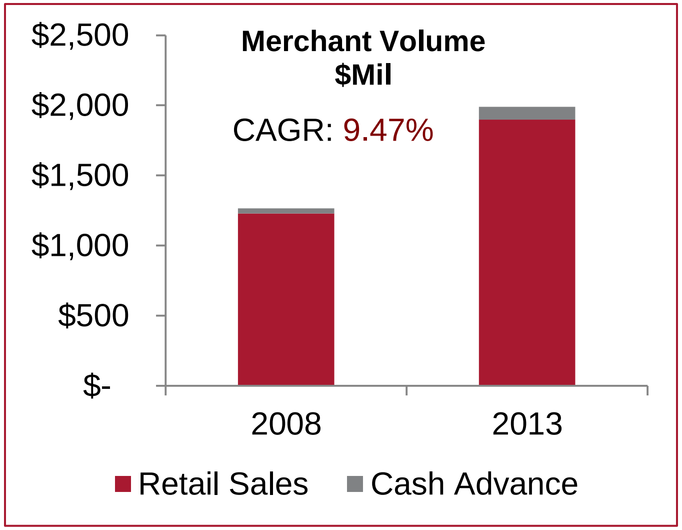
ATM Network

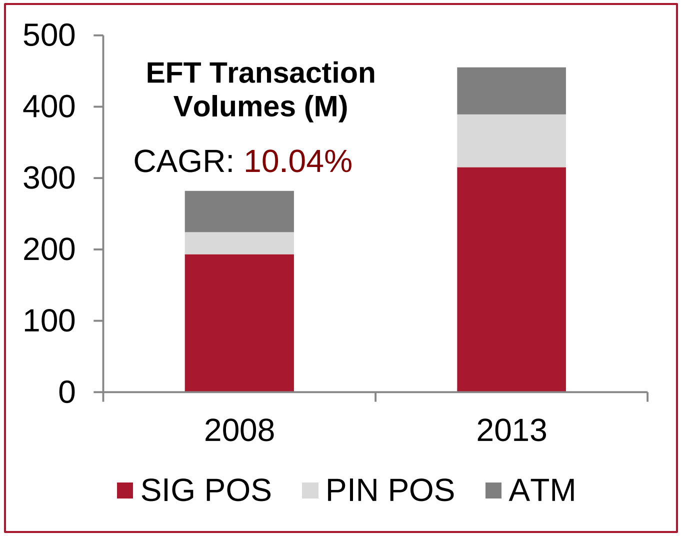
- Among the top 10 networks in the US
- Operates in 21 states; 50% of clients outside Oklahoma
- Clients: 207 Banks, 138 Credit Unions, 6 C-Store partners
- In 2013, processed 455 million EFT transactions

Merchant Payment Processing

- Process payments for 7,161 merchant and cash advance locations
- In 2013, processed $1.9 billion in merchant sales







2013 Results

2013 Highlights

- **Net income of $317 million or $4.59 per share**
  - Down from $351 million and $5.13 per share in 2012
- **Main drivers of financial results in 2013 include:**
  - Headwinds included lower short-term interest rates which negatively impacted net interest income, reduced mortgage refinancing activity in 2H
  - Net interest margins under pressure, but stabilized in second half
  - Operating expenses flat despite significant ongoing investment in IT infrastructure for regulatory initiatives (DR, AML, BSA, information security, etc.)
- **Loan growth 4% for the year, but strong momentum at year end**
  - Significant Q4 growth in healthcare, commercial real estate
  - Strong pipelines across the commercial lending business
  - Retooling small business lending to better address local market needs
- **Pristine credit quality**
  - $28 million negative provision for credit losses
  - Net recovery of $3.0 million in Q4

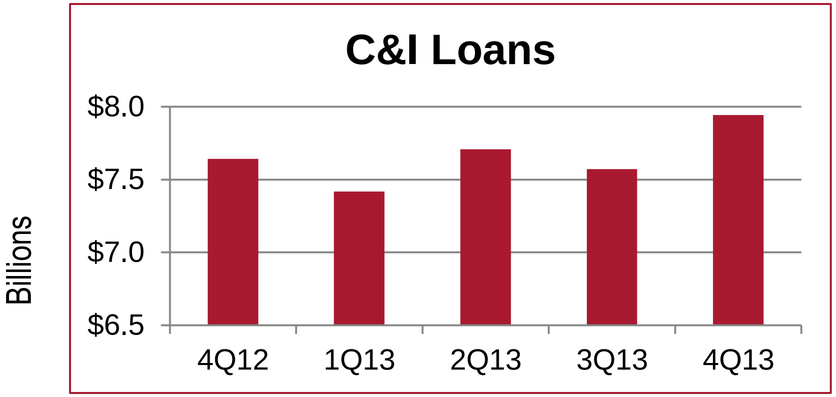
Linked Quarter Summary

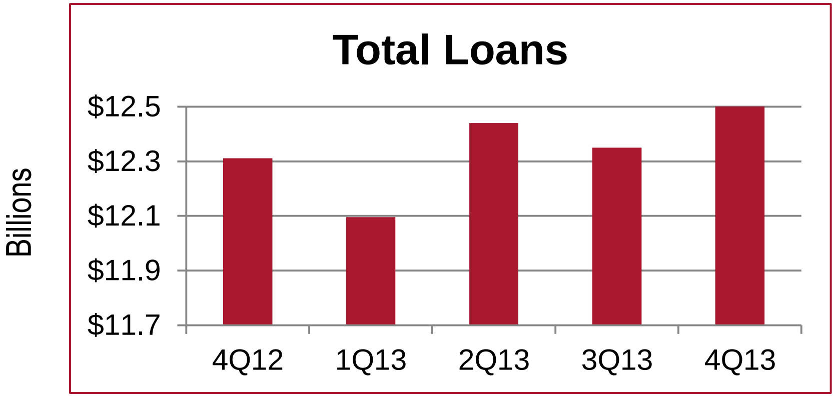
BOK FINANCIAL CORPORATION

$Millions	Q4 2013	Q3 2013	$ Change	% Change	Comments
Average AFS Securities	$ 10,434.8	$ 10,558.7	$ (123.9)	-1.17%	Reducing bond portfolio to manage interest rate sensitivity
Average Loans	12,461.6	12,402.1	59.5	0.48%	Growth driven by healthcare and commerical real estate
Average Commercial Loans	7,737.9	7,603.0	134.9	1.77%	
Average Deposits	$ 19,875.6	$ 19,447.1	$ 428.5	2.20%	Influx of year-end deposits due to asset sales
Net Interest Revenue	$ 166.2	$ 167.9	$ (1.7)	-1.01%	
Fees & Commissions	142.4	145.2	(2.8)	-1.93%	Impacted by interest-rate sensitive businesses (brokerage, mortgage) and slow municipal investment banking market
Loan Loss Provision	(11.4)	(8.5)	(2.9)	34.12%	Continued favorable credit trends
Personnel Expense	125.7	125.8	(0.1)	-0.08%	
Non-Personnel Expense	89.8	84.5	5.3	6.27%	Careful management of expenses offset by increased regulatory compliance expense
Net Income	$ 73.0	$ 75.7	$ (2.7)	-3.57%	

Loan Portfolio Trends

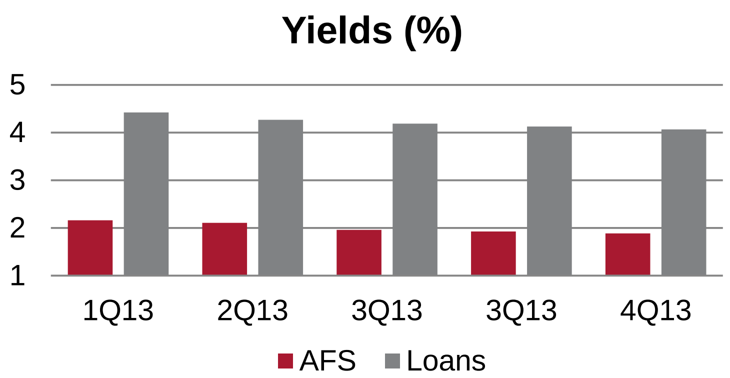
- Strong growth in commercial lending and commercial real estate at year end
- Strong pipelines entering 2014
- Healthcare business in execution mode; poised for continued success in 2014
- Commercial real estate heating up, focused on projects with investment grade sponsorship
- Energy flat in Q4, continues to have growth and momentum hampered by paydowns, which in turn are fueled by capital markets and M&A activity

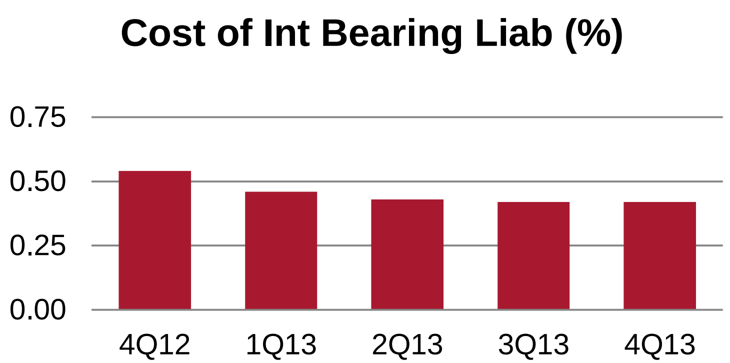


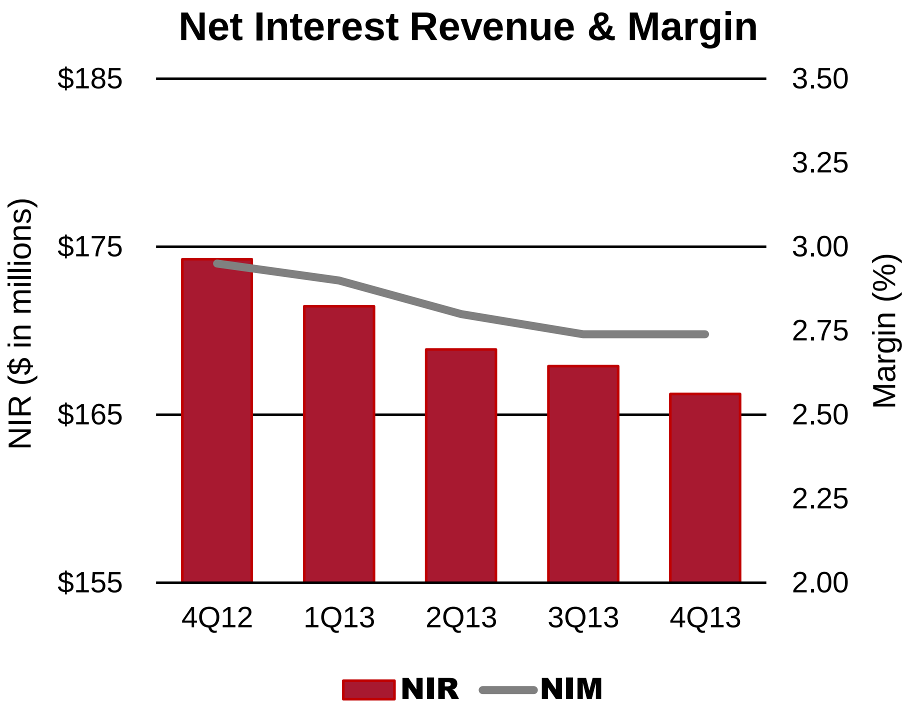


Net Interest Revenue

Low Interest Rates Pressure NIR



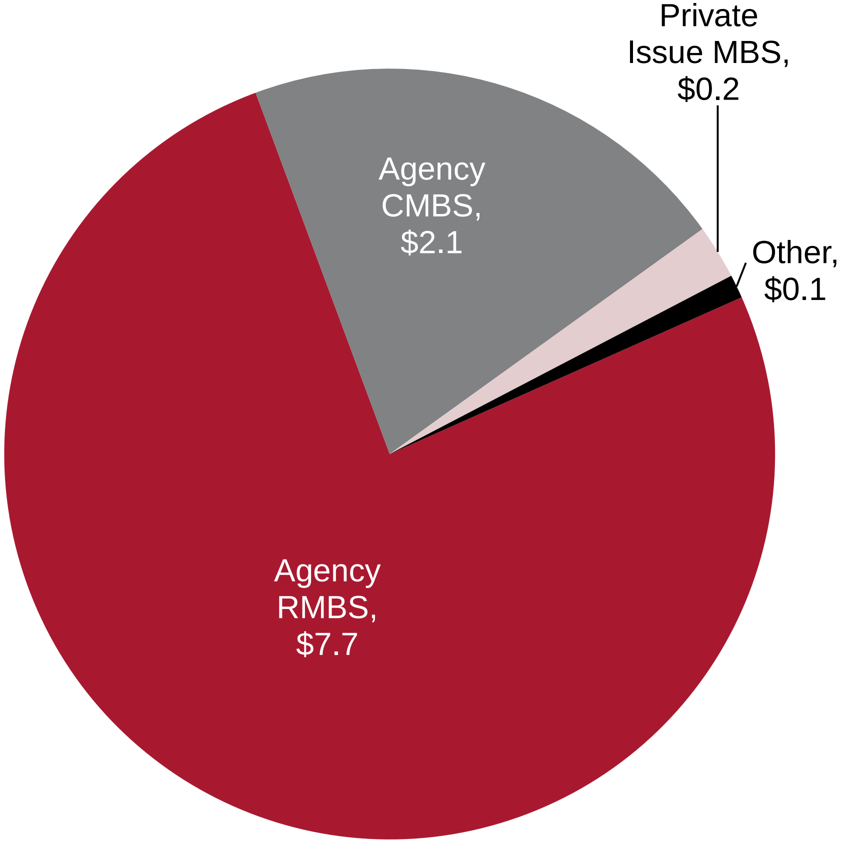




- Steepening of the yield curve will alleviate some pressure on net interest margin

$10.1B AFS Portfolio

High Quality, Actively Managed

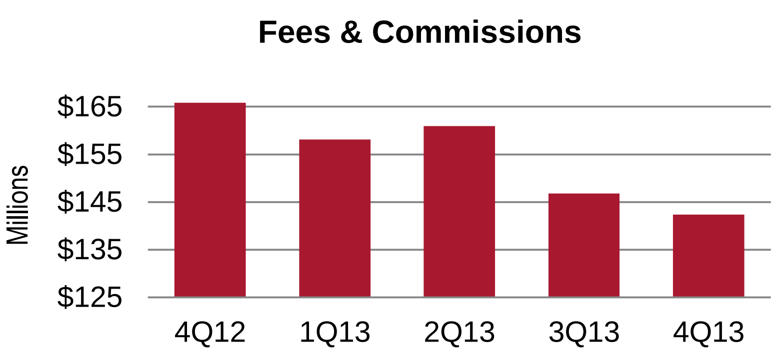


- **Securities portfolio used primarily to manage interest rate risk and generate incremental net interest revenue**
- **Consistent strategy; actively managed for total return**
- **Total AFS portfolio estimated duration of 3.2 years**
- **Yield pressure continues as cash flows are reinvested in short duration munis, agency RMBS and CMBS with yields near 1.75%**
- **Over time the asset mix will shift from securities toward loans**

Operating Revenue

Diverse Revenue Provides Stability & Growth Opportunity

	Year Ended 31-Dec		
Fees and commissions	**2013**	**2012**	**% Change**
Brokerage and trading revenue	125,478	126,930	-1.1%
Transaction card revenue	116,823	107,985	8.2%
Trust fees and commissions	96,082	80,053	20.0%
Deposit service charges and fees	95,110	98,917	-3.8%
Mortgage banking revenue	121,934	169,302	-28.0%
Other revenue	48,417	45,692	6.0%



- Mortgage revenue down $47 million in 2013 as refinancing boom ends in 2H
- Brokerage and trading impacted in 2H by slowdown in investment banking, higher rate environment
- Transaction card business continues market leadership
- Trust fees and commissions driven by recent acquisitions
- Deposit service charges remain under pressure due to new regulations

Solid Credit Quality at Year End 2013

Continued Positive Trends

- ALL to period end loans:

1.45%

- Net annualized charge-offs to average loans:

(.02)%

- Allowance for loan losses to nonaccruing loans:

183.29%

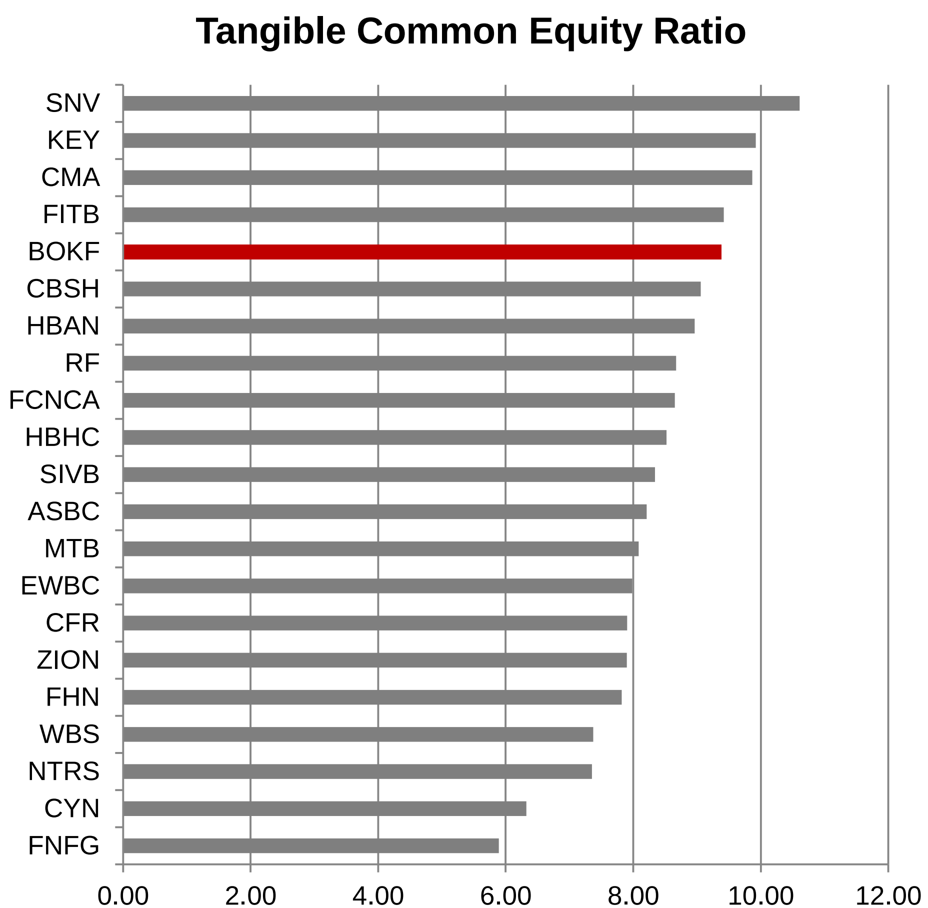
- Non-performing assets* to period end loans and repossessed assets:

1.23%

All metrics as of 12/31/13

*Excluding government guaranteed nonperforming assets.

Capital



Source: SNL based on 9/30/13 data

- BOK Financial's Tier 1 common equity ratio based on the existing Basel I standards was 13.73% as of December 31, 2013.
- Based on our interpretation of the new capital rule, our estimated Tier 1 common equity ratio is approximately 12.60%, nearly 560 basis points above the 7% regulatory threshold.

<u>Capital deployment</u>

- Announced acquisition of GTRUST Financial Services in October 2013
- The Milestone Group in August 2012,
- $1 special dividend paid in November 2012
- Repurchased 384,796 shares during 2012
- Increased quarterly dividend to 40 cents per share in October 2013

Superior Balanced Strategy

- Management alignment with shareholders
- Industry-leading performance across all market cycles
- Strong recurring revenue model
- Sound capital base
- Pristine credit quality
- Returning cash to shareholders