BOK FINANCIAL®

Investor Presentation

NASDAQ: BOKF

Forward-Looking Statements

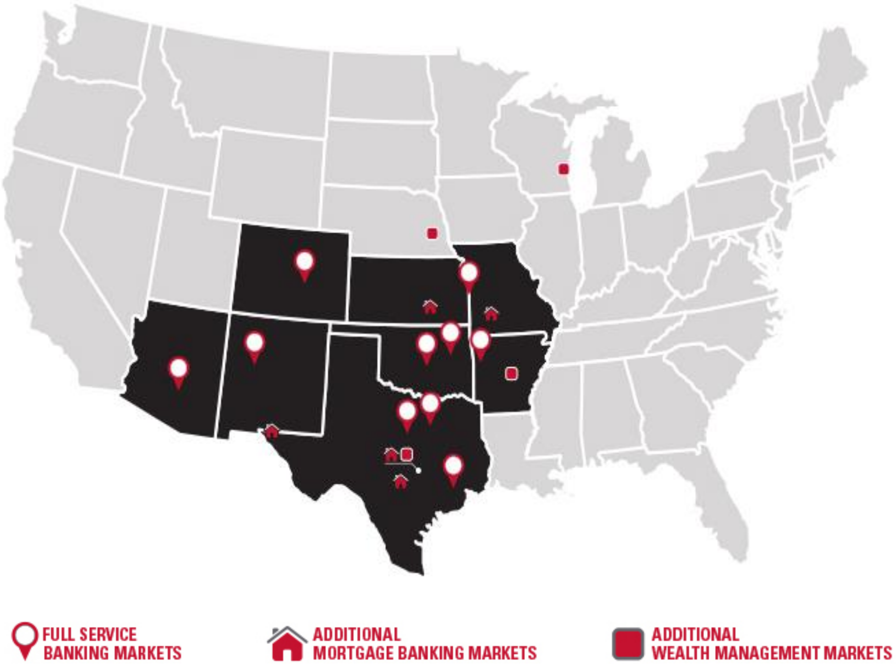
This presentation contains statements that are based on management's beliefs, assumptions, current expectations, estimates, and projections about BOK Financial Corporation, the financial services industry, and the economy generally. These remarks constitute forward-looking statements within the meaning 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 commodity prices, 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.

BOK Financial at a Glance

BOK FINANCIAL

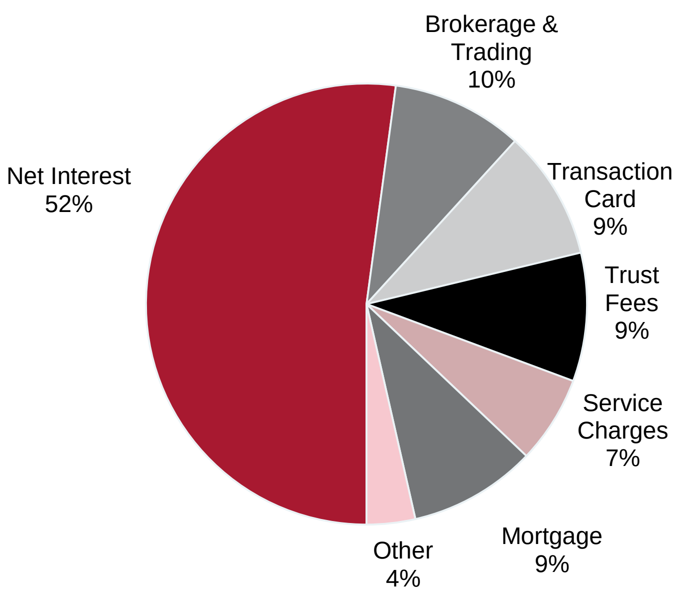
- One of the largest U.S. bank holding companies
- Valuable Midwest / Southwest franchise
- Seasoned management team
- Consistent execution and solid performance across all economic cycles
- Proven ability to deliver organic growth
- Leading energy and healthcare lender nationwide
- Diverse revenue stream
- Disciplined credit approach
- NASDAQ: BOKF



($bn)	Dec 31, 2016
Assets	$33
Loans	17
Deposits	23
Fiduciary Assets	42
AUM & Custody	75

Diverse Revenue Sources

Sources of Revenue: 12 months ended 12/31/16

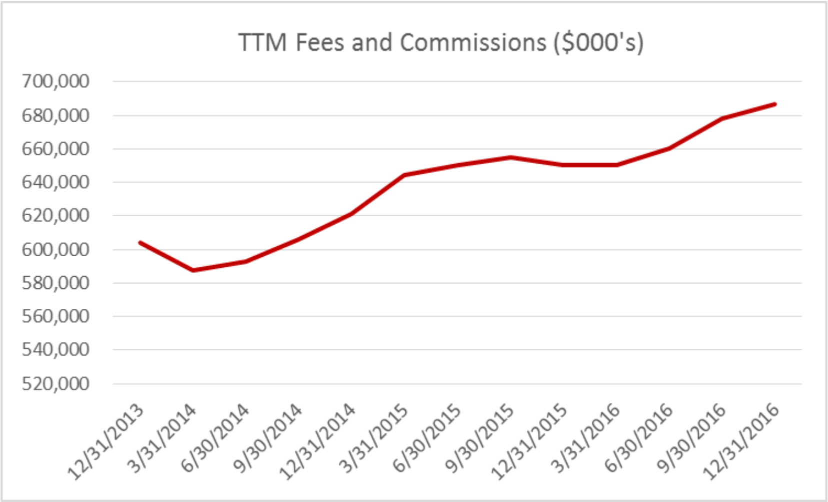


48% Fee Income
Significant differentiator against other midsized regional banks

Revenue CAGR 2011–2016

Brokerage and Trading	6%
Transaction Card	3%
Trust Fees	13%
Service Charges	1%
Mortgage Banking	8%
Overall CAGR	**5%**

TTM fees and commissions ($mm)



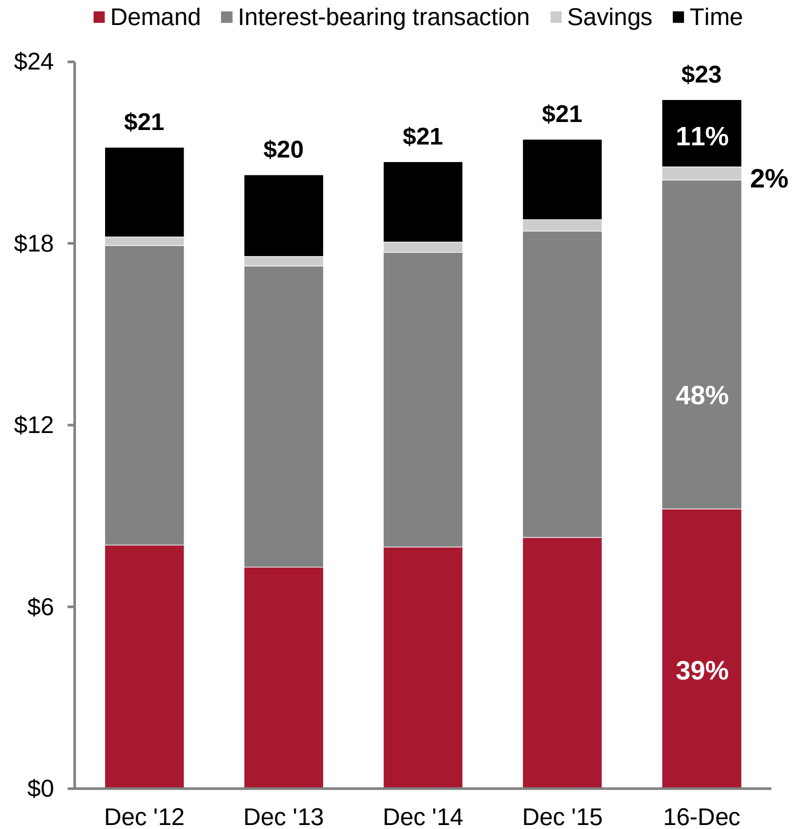
Well Capitalized Balance Sheet

	Dec 31 2016	Sep 30 2016	Dec 31 2015
Period End AFS Securities	$8.7 billion	$8.9 billion	$9.0 billion
Average AFS securities	$8.8 billion	$8.9 billion	$9.0 billion
Period End Deposits	$22.7 billion	$21.1 billion	$21.1 billion
Average Deposits	$21.7 billion	$20.8 billion	$20.7 billion
Common Equity Tier 1	11.27%	11.99%	12.13%
Tier 1	11.27%	11.99%	12.13%
Total Capital Ratio	12.88%	13.65%	13.30%
Leverage Ratio	8.72%	9.06%	9.25%
Tangible Common Equity Ratio	8.61%	9.19%	9.02%
Tangible Book Value per Share	$42.53	$45.12	$42.51

- Strong 7.9 percent deposit growth in 2016 (4.9% excluding Mobank deposits of $624 million.)
- Capital ratios down due to Mobank acquisition and buyback activity
- Tangible book value per share down due to Mobank acquisition
- Capital expected to accumulate throughout 2017 (main uses organic growth and regular quarterly dividend)

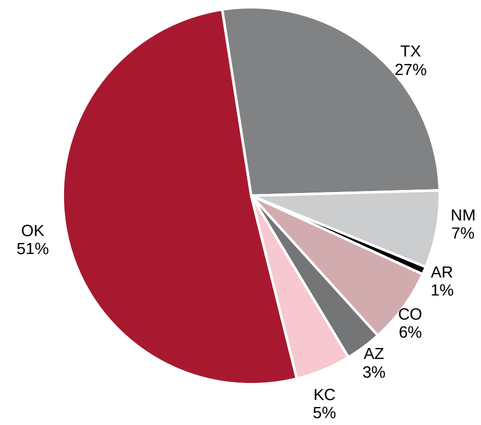
Strong Core Deposit Franchise

Deposit mix and cost ($bn)



Cost	0.85%	0.68%	0.42%	0.32%	0.32%

Geographic deposit mix



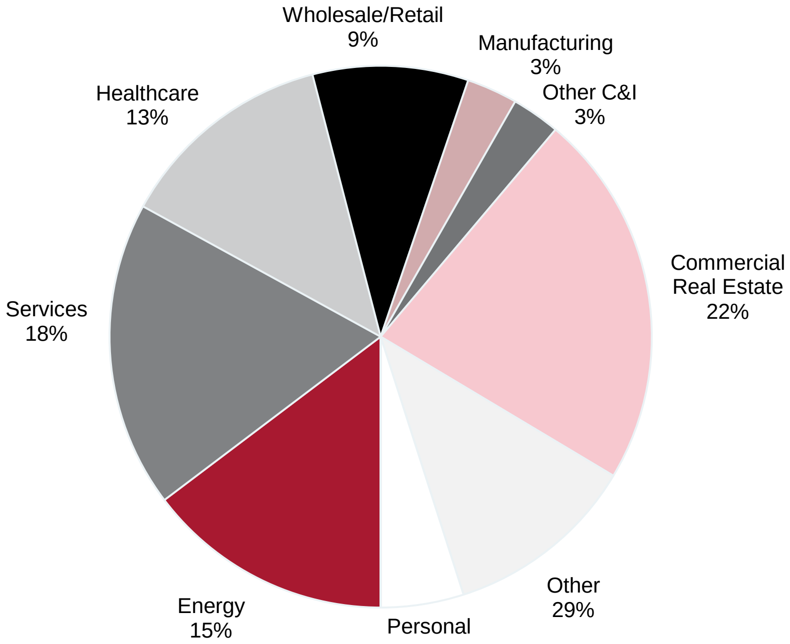
MSA	Branches	Deposit share
Tulsa, OK	24	30.0%
Dallas-Fort Worth-Arlington, TX	22	1.5%
Oklahoma City, OK	18	12.5%
Albuquerque, NM	17	9.5%
Houston-The Woodlands-Sugar Land, TX	13	0.7%
Denver-Aurora-Lakewood, CO	11	1.9%
Kansas City, MO-KS	7	1.7%
Phoenix-Mesa-Scottsdale, AZ	4	0.8%
Fayetteville-Springdale-Rogers, AR-MO	2	3.4%
Other MSAs	10	
Total Branches	**131**	

Source: SNL

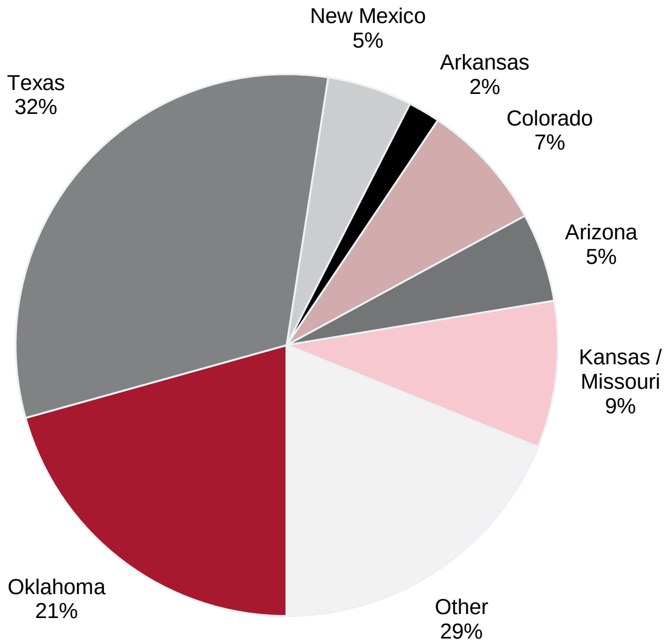
Source: Company filings; SNL Financial

Diversified Loan Portfolio

Loan Portfolio Segmentation

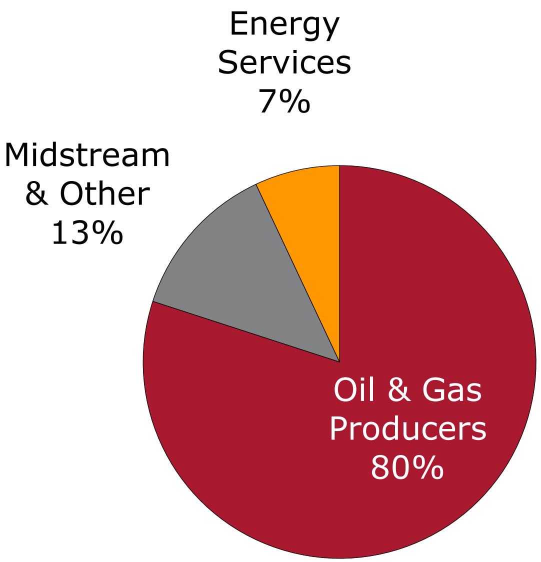


Loan Portfolio by Collateral Location:



Disciplined concentration management
Diversified by sector and geography

Energy

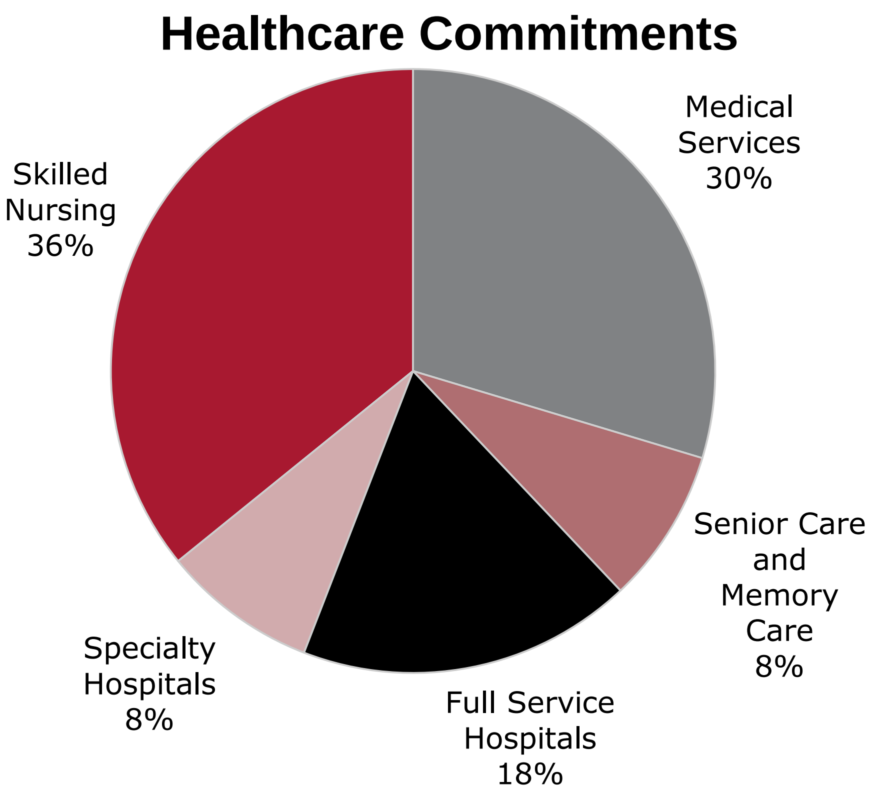


- Core competency of BOK for over 100 years
- Differentiated specialty lending business
- Substantially all first lien, senior secured, reserve-based loans – the sweet spot in energy lending
- Regionally diverse collateral focused on "lower 48" onshore drilling
- In-house engineering staff represents significant competitive advantage
- At 12/31/16:
  - $2.7 billion commitments and $2.5 billion O/S
  - ~60/40 split between oil and gas
  - E&P line utilization 50% (below pre-downturn levels)
  - Q4 energy net recoveries of $644,000
    - Cumulative chargeoffs in the 2014-2016 commodity cycle: $36 million

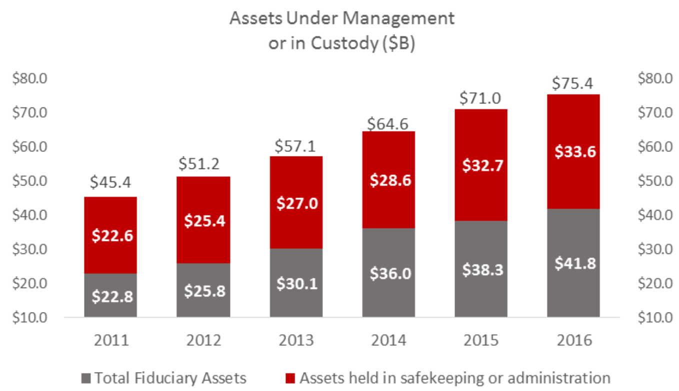
($M)	As of Dec 31, 2016		As of Sep 30, 2016		As of Jun 30, 2016		As of Mar 31, 2016		As of Dec 31, 2015	
Pass Performing Loans	**$1,937.8**	**77.6%**	$1,869.6	74.2%	$2,032.1	72.1%	$2,197.9	72.6%	$2,580.7	83.3%
Criticized and Classified:										
Special Mention	**119.6**	**4.8%**	147.2	5.8%	197.5	7.0%	269.0	8.9%	325.7	10.5%
Potential Problem Loans	**308.0**	**12.3%**	361.1	14.3%	421.0	14.9%	403.0	13.3%	129.8	4.2%
Nonaccrual Loans	**132.5**	**5.3%**	143.0	5.7%	168.1	6.0%	159.5	5.3%	61.2	2.0%
Total Crit/Class	**560.1**	**22.4%**	651.3	25.8%	786.6	27.9%	831.5	27.5%	516.7	16.7%
Total Energy Loans	**$2,497.9**		$2,520.8		$2,818.7		$3,029.4		$3,097.3	

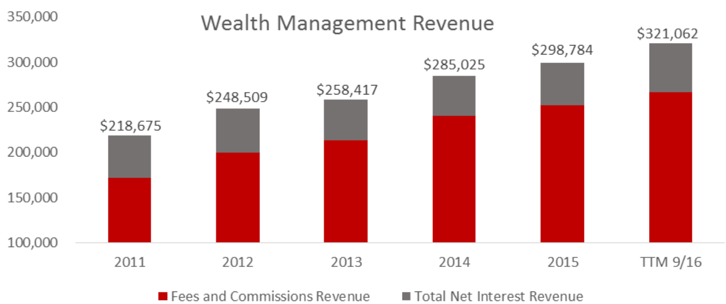
Healthcare Banking

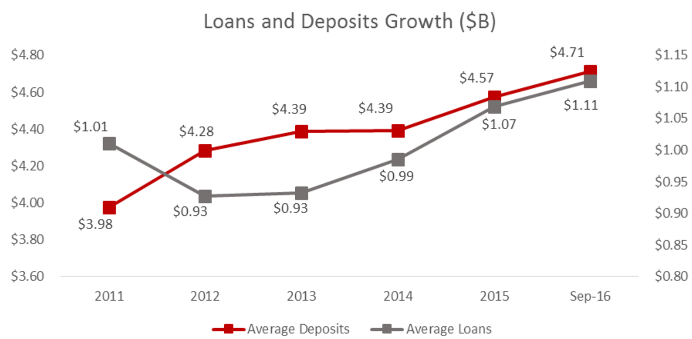
- Growing line of business within commercial
- $2.2 billion portfolio at 12/31/16
- Five year CAGR 17.7% through 12/31/16
- National expertise in skilled nursing facilities and acute care hospitals
- Other areas of expertise include senior housing, specialty hospitals, and medical service facilities.



Wealth Management







- Compounded Annual Revenue Growth 2011-2016: **8.4%**
- Assets under management or custody: **$75 billion**
- Fiduciary assets: **$42 billion**
- More than $1 trillion in traded securities annually
- ~$5 billion deposits, ~$1 billion loans
- 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

Awards, Recognition, and Rankings:

19 "Best in Class" awards for Retirement Plans group

Seventh largest corporate trustee bank ranked by number of issues and dollar amount

Two five-star ratings from Morningstar for Cavanal Hill

Three #1 Lipper awards in 2016 for Cavanal Hill

Five top-ten rankings for investment banking underwriting services

One of the top 25 firms that fulfills the hedging needs of the mortgage banking industry.

BOK FINANCIAL SECURITIES

BOK FINANCIAL THE PRIVATE BANK

CAVANAL HILL

THE MILESTONE GROUP

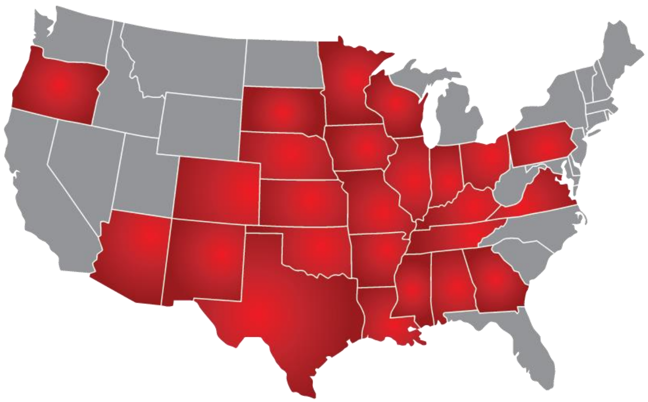
Transaction Processing

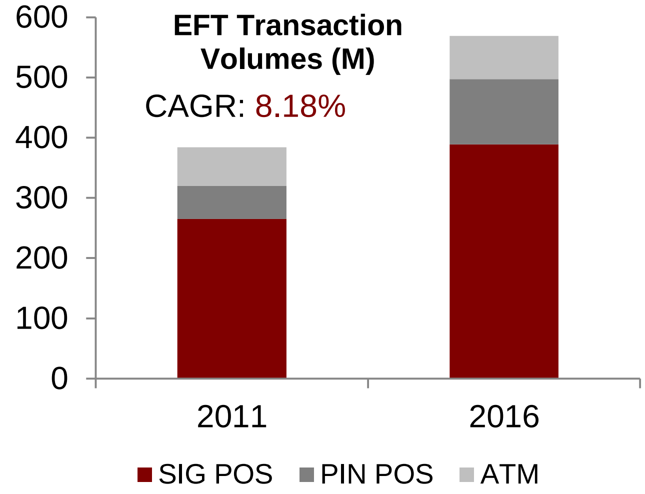
ATM Network

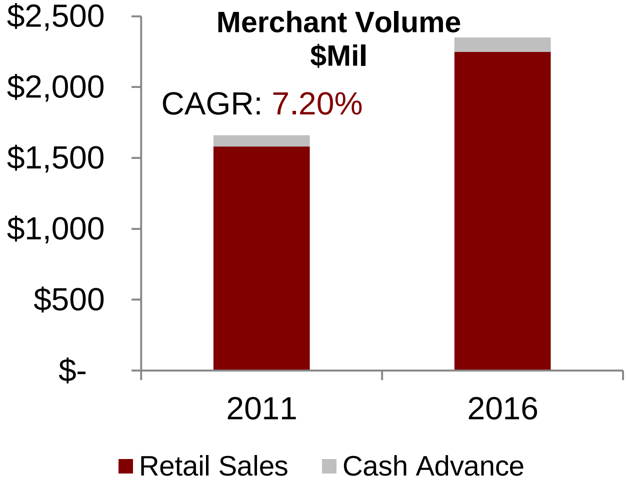
- Among the top 10 networks in the US
- Operates in 25 states; more than 60% of clients outside Oklahoma
- Clients: 221 Banks, 150 Credit Unions, 4 C-Store partners
- In 2016, processed 569 million EFT transactions

Merchant Payment Processing

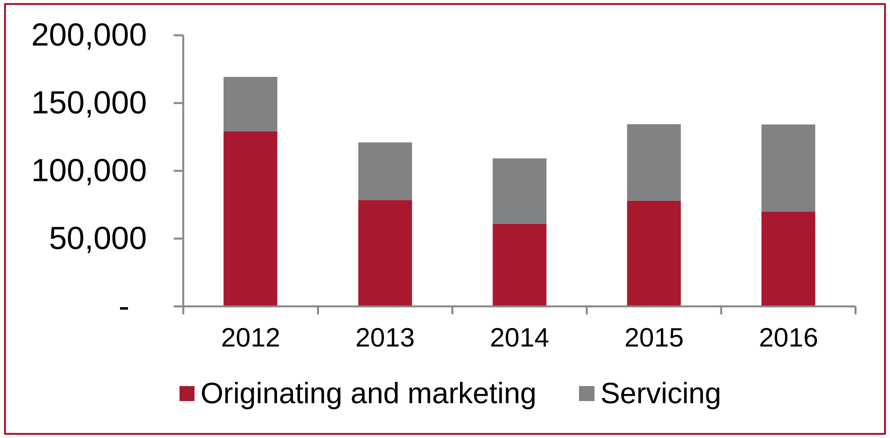
- Process payments for 6,697 merchant and cash advance locations
- In 2016, processed $2.2 billion in merchant sales

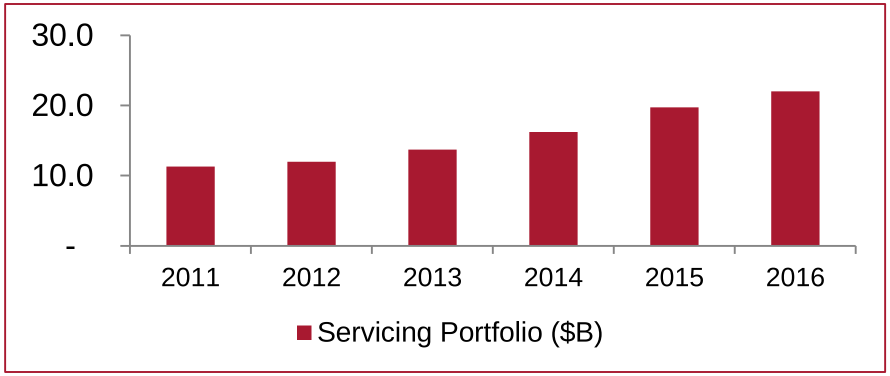






Mortgage Banking





- Top 50 U.S. mortgage originator
- Growing online sales channel – HomeDirect Mortgage
- Annual origination volume ~ $6 billion
- Servicing $22 billion of mortgages at 12/31/16
- Refinancing volume 63% of total funded volume in Q4 ‘16

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Q4 2016 Financial Results

Fourth Quarter Summary:

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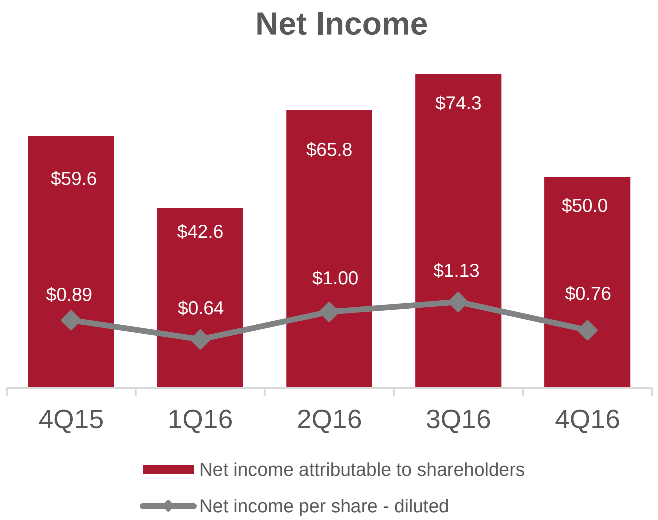

	Q4 2016	Q3 2016	Q4 2015
Diluted EPS	$0.76	$1.13	$0.89
Net income before taxes ($M)	$72.4	$107.1	$87.3
Net income attributable to BOKF shareholders ($M)	$50.0	$74.3	$59.6

- Noteworthy items impacting Q4 profitability:
  - Q4 post-election increase in interest rates: $22 million or 23 cents per share (includes net change in hedged MSR asset and change in fair value of trading portfolio.)
  - Q4 expenses associated with October RIF: $5.0 million or 5 cents per share
  - Q4 Mobank-related transaction expenses: $4.7 million or 5 cents per share

- 700,000 shares repurchased at $70.03 for the quarter

Additional Q4 Details

($B)	Q4 2016	Quarterly Growth	Annualized Quarterly Growth	Year over Year Growth
Period-End Loans	$17.0	3.2%	12.8%	6.6%
Mobank Loans	$0.5			
Period –End Loans, excluding Mobank	$16.5	0.2%	1.0%	3.5%
Fiduciary Assets	$41.8	1.4%	5.4%	9.0%
Assets Under Management or in Custody	$75.4	0.2%	0.7%	6.1%

- 2016 organic loan growth excluding energy net paydowns was 9%
- Lower growth in fiduciary assets in Q4 but strong year over year growth in 2016

Loan Portfolio by Geography

($mil)	Dec 31 2016	Sep 30 2016	Seq. Loan Growth		Dec 31 2015	YOY Loan Growth
OK	$5,765.7	$6,014.3	(4.1)%		$6,187.0	(6.8)%
TX	5,978.2	5,811.4	2.9%		5,535.3	8.0%
NM	803.4	819.8	(2.0)%		821.3	(2.2)%
AR	173.7	169.9	2.2%		170.7	1.8%
CO	1,393.5	1,370.1	1.7%		1,288.2	8.2%
AZ	1,522.5	1,477.4	3.1%		1,189.4	28.0%
KC	1,352.7	801.9	68.7%		749.3	80.5%
Total	**$16,989.7**	**$16,464.8**	**3.2%**		**$15,941.2**	**6.6%**

- Mobank added $485 million of loan outstandings.
- Full year organic loan growth (excl. Mobank) was 3.5%
- Strong year over year loan growth in TX, CO, AZ, and KC
- Strong sequential growth in TX, AR, CO, AZ, and KC

Commercial Loan Portfolio

($mil)	Dec 31 2016	Sep 30 2016	Seq. Loan Growth		Dec 31 2015	YOY Loan Growth
Energy	$2,497.9	$2,520.8	(0.9)%		$3,097.3	(19.4)%
Services	3,109.0	2,936.6	5.9%		2,784.3	11.7%
Healthcare	2,201.9	2,085.1	5.6%		1,883.4	16.9%
Wholesale/retail	1,576.8	1,602.0	(1.6)%		1,422.1	10.9%
Manufacturing	515.0	499.5	3.1%		556.7	(7.5)%
Other	490.2	476.2	3.0%		508.7	(3.6)%
Total Commercial	**$10,390.8**	**$10,120.2**	**2.7%**		**$10,252.5**	**1.3%**

- Mobank contributed $289 million to year end commercial loan balances (largely contained in Services category)
- Healthcare continues to deliver strong organic growth
- Manufacturing rebounded after soft third quarter

Commercial Real Estate

($mil)	Dec 31 2016	Sep 30 2016	Seq. Loan Growth		Dec 31 2015	YOY Loan Growth
Retail	$761.9	$801.4	(4.9)%		$796.5	(4.3)%
Multifamily	903.3	873.8	3.4%		751.1	20.3%
Office	798.9	752.7	6.1%		637.7	25.3%
Industrial	871.7	838.0	4.0%		563.2	54.8%
Residential Construction and Land Development	135.5	159.9	(15.3)%		160.4	(15.5)%
Other CRE	337.7	367.8	(8.2)%		350.1	(3.5)%
Total CRE	**$3,809.0**	**$3,793.6**	**0.4%**		**$3,259.0**	**16.9%**

- Strong year over year loan growth in CRE
- Expect continued growth through 1H2017; flat outstandings thereafter for the foreseeable future

Net Interest Revenue
Net Interest Margin

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($mil)	Q4 2016	Q3 2016	Q2 2016	Q1 2016	Q4 2015
Net Interest Revenue	$194.2	$187.8	$182.6	$182.6	$181.3
Provision For Credit Losses	$ 0	$ 10.0	$ 20.0	$ 35.0	$ 22.5
Net Interest Revenue After Provision	$194.2	$177.8	$162.6	$147.6	$158.8
Net Interest Margin *	2.69%	2.64%	2.63%	2.65%	2.64%

- Yield on AFS securities was 2.00%, down 1 basis point sequentially and 4 basis points year over year
- Loan yields were 3.67%, up 4 basis point compared to the third quarter due to higher interest rates

** Note: 12 basis points of NIM dilution due to FHLB/Fed trade*

Fees and Commissions

	Revenue, $mil	Change:		
	Q4 16	Quarterly, Sequential	Quarterly, Year over Year	Trailing 12 Months
Brokerage and Trading	$28.5	(25.0)%	(5.8)%	6.8%
Transaction Card	34.5	1.7%	6.8%	5.5%
Fiduciary and Asset Management	34.5	1.4%	10.8%	7.4%
Deposit Service Charges and Fees	23.4	(1.3)%	2.4%	1.9%
Mortgage Banking *	28.4	(26.2)%	24.0%	6.3%
Other Revenue	12.7	(3.0)%	10.8%	2.3%
Total Fees and Commissions	**$162.0**	**(10.6)%**	**5.4%**	**5.5%**

Fee and commission revenue drivers:

- Brokerage and trading: Impact of interest rates on trading portfolio reduced revenues by $5 million
- Transaction card: Continued mid single digit year over year growth.
- Fiduciary and asset management: Strong sequential growth in Retirement Services due to fiduciary rule; year over year growth driven by asset accumulation in Cavanal Hill Funds and managed accounts.
- Mortgage banking: Typical fourth quarter seasonality; lower refinance volume due to higher rates

*Note: Historical mortgage revenue restated back to Q1 2015 to comply with ASC 310-20 for the Home Direct Mortgage Business

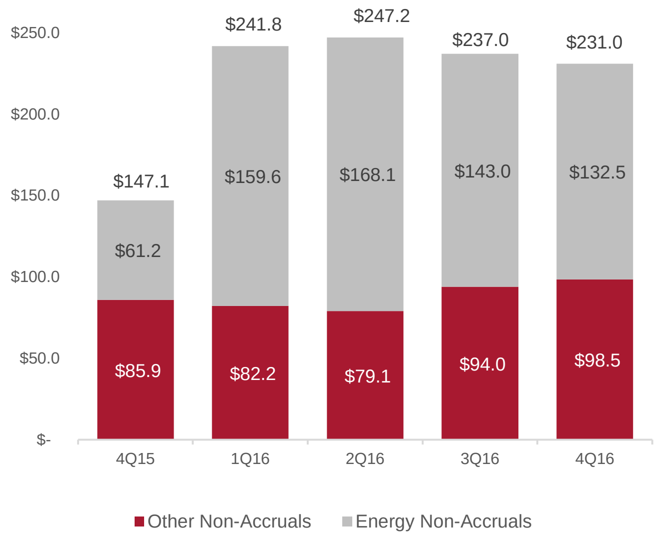
Expenses

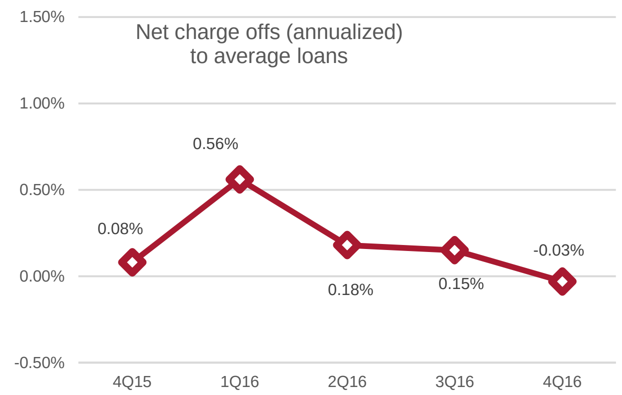
($mil)	Q4 2016	Q3 2016	Q4 2015	%Incr. Seq.	%Incr. YOY
Personnel Expense *	$141.1	$139.2	$131.1	1.4%	7.6%
Other Operating Expense	$124.4	$118.9	$ 99.3	4.7%	25.3%
Total Operating Expense	$265.5	$258.1	$230.4	2.9%	15.2%

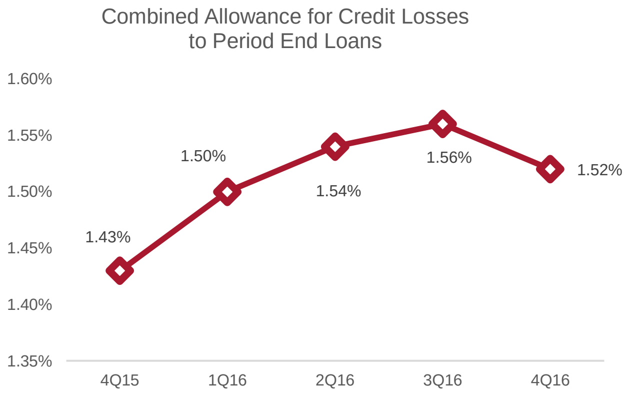
- Unusual items in Q4 include Mobank closing costs ($4.7 million), severance costs associated with Q4 RIF ($5.0 million), and contribution to BOKF Foundation ($2 million).
- Q4 also includes one month of Mobank operating expenses ($1.2 million).
- Excluding these items total operating expense would have been $253 million, down 2% from Q3.

*Note: Personnel expense restated back to Q1 2015 to comply with ASC 310-20 for the Home Direct Mortgage Business

Key Credit Quality Metrics







- ✓ Stable credit environment in Q4
- ✓ No signs of contagion/spillover from 2014-2016 energy downturn

2017 Assumptions

- Mid-single-digit loan growth for the full year
- Stable to increasing net interest margin
- Low single digit net interest income growth
- Loan loss provision of $20 - $30 million for the year
- Low-single-digit revenue growth from fee-generating businesses on a trailing twelve month basis
  - Down from mid-single-digit due to mortgage headwind (exit of correspondent mortgage business and lower expected refi volume in 2017)
- Flat expenses compared to 2016
- Capital deployment through organic growth, acquisitions, dividends, and limited stock buybacks

Thank you!