



Bentley[®]
Advancing Infrastructure

23Q1

Operating Results

Greg Bentley
Chief Executive Officer

Nicholas Cumins
Chief Operating Officer

Werner Andre
Chief Financial Officer

Disclaimer

This presentation includes forward-looking statements regarding the future results of operations and financial position, business strategy, and plans and objectives for future operations of Bentley Systems, Incorporated (the "Company", "we", "us", and words of similar import). All such statements contained in or made during this presentation, other than statements of historical facts, are forward-looking statements. The words "believe," "may," "will," "estimate," "continue," "anticipate," "intend," "expect" and similar expressions are intended to identify forward-looking statements. We have based these forward-looking statements largely on our current expectations, projections and assumptions about future events and financial trends that we believe may affect our financial condition, results of operations, business strategy, short-term and long-term business operations and objectives, and financial needs. These forward-looking statements are subject to a number of risks, uncertainties and assumptions, and there are a significant number of factors that could cause actual results to differ materially from statements made in or during this presentation including: adverse changes in global economic and/or political conditions; the impact of current and future sanctions, embargoes and other similar laws at the state and/or federal level that impose restrictions on our counterparties or upon our ability to operate our business within the subject jurisdictions; political, economic, regulatory and public health and safety risks and uncertainties in the countries and regions in which we operate; failure to retain personnel necessary for the operation of our business or those that we acquire; changes in the industries in which our accounts operate; the competitive environment in which we operate; the quality of our products; our ability to develop and market new products to address our accounts' rapidly changing technological needs; changes in capital markets and our ability to access financing on terms satisfactory to us or at all; our ability to integrate acquired businesses successfully; our ability to identify and consummate future investments on terms satisfactory to us or at all; and other risks and uncertainties described in our reports filed from time to time with the Securities and Exchange Commission, including our Annual Report on Form 10-K for the year ended December 31, 2022 and subsequent Forms 10-Q.

The forward-looking statements made in this presentation are made as of May 9, 2023. If this presentation is reviewed after May 9, 2023, even if made available by us, on our website or otherwise, it may not contain current or accurate information. We disclaim any obligation to update or revise any forward-looking statement based on new information, future events, or otherwise.

Revenue metrics are presented under Accounting Standard Codification ("ASC") 606, unless stated otherwise.

This presentation includes certain Key Performance Indicators ("KPIs") and non-GAAP financial measures, which should be considered in addition to, not a substitute for, or in isolation from, the financial information prepared in accordance with U.S. generally accepted accounting principles ("GAAP"). Please refer to the Appendix of this presentation for definitions of KPIs and non-GAAP financial measures included in this presentation.

Directions and Developments

Greg Bentley, Chief Executive Officer

Agenda



Directions and Developments - Greg

Operational Perspectives - Nicholas

Financial Performance - Werner

23Q1: Resilience and Consistency...

- ◇ Consistent Growth in Revenues, Operating Margin; Inordinately Strong Cash Flow
- ◇ Continued Momentum across Sectors, Regions, E365 and Virtuosity
- ◇ Unpredictable China...
- ◇ Enhanced Confidence in 2023 Outlook
- ◇ ARR Growth⁸ Expansion...

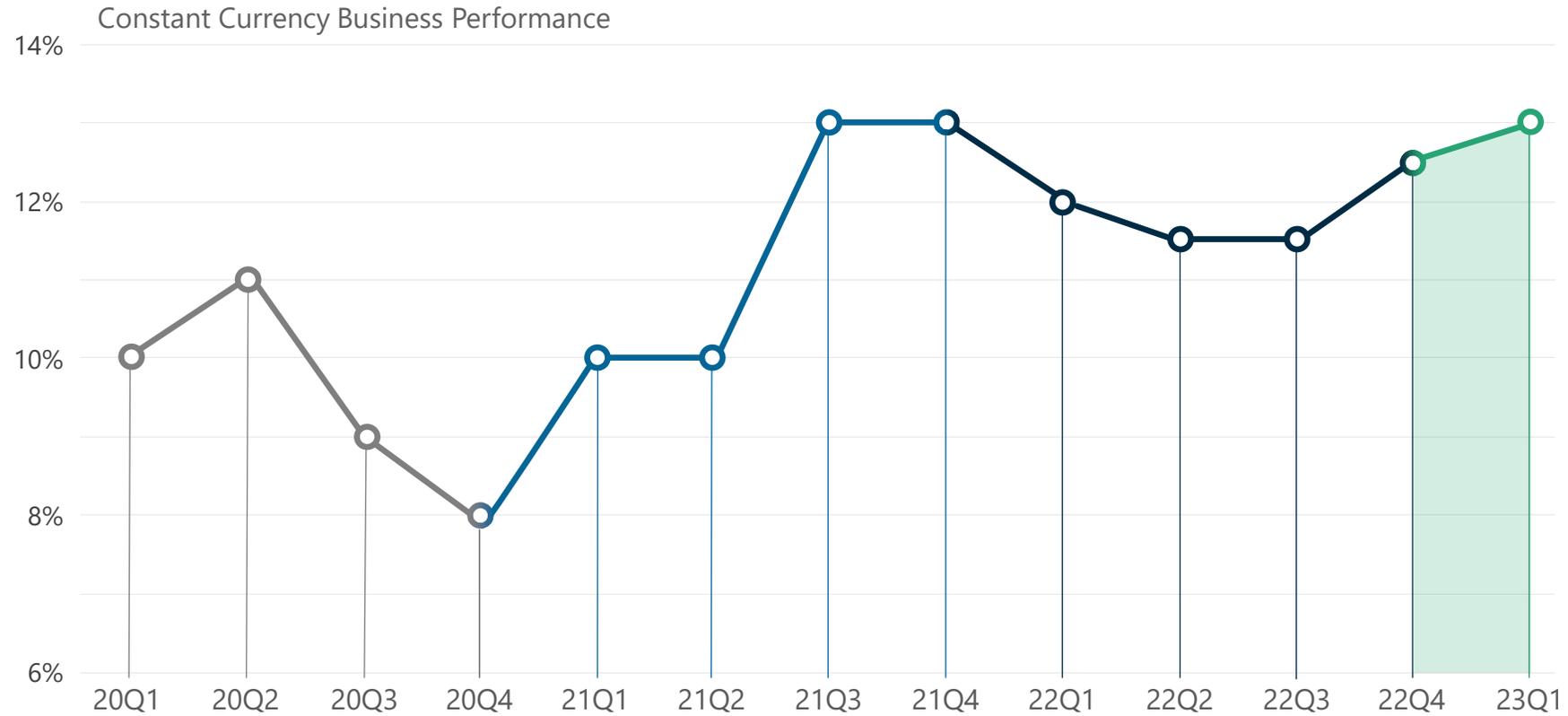


2022 *Going Digital Awards in Infrastructure*
WINNER RAIL & TRANSIT

PT Wijaya Karya (Persero) Tbk
Integrated High Speed Rail And Station Jakarta – Bandung

YoY ARR Growth⁸

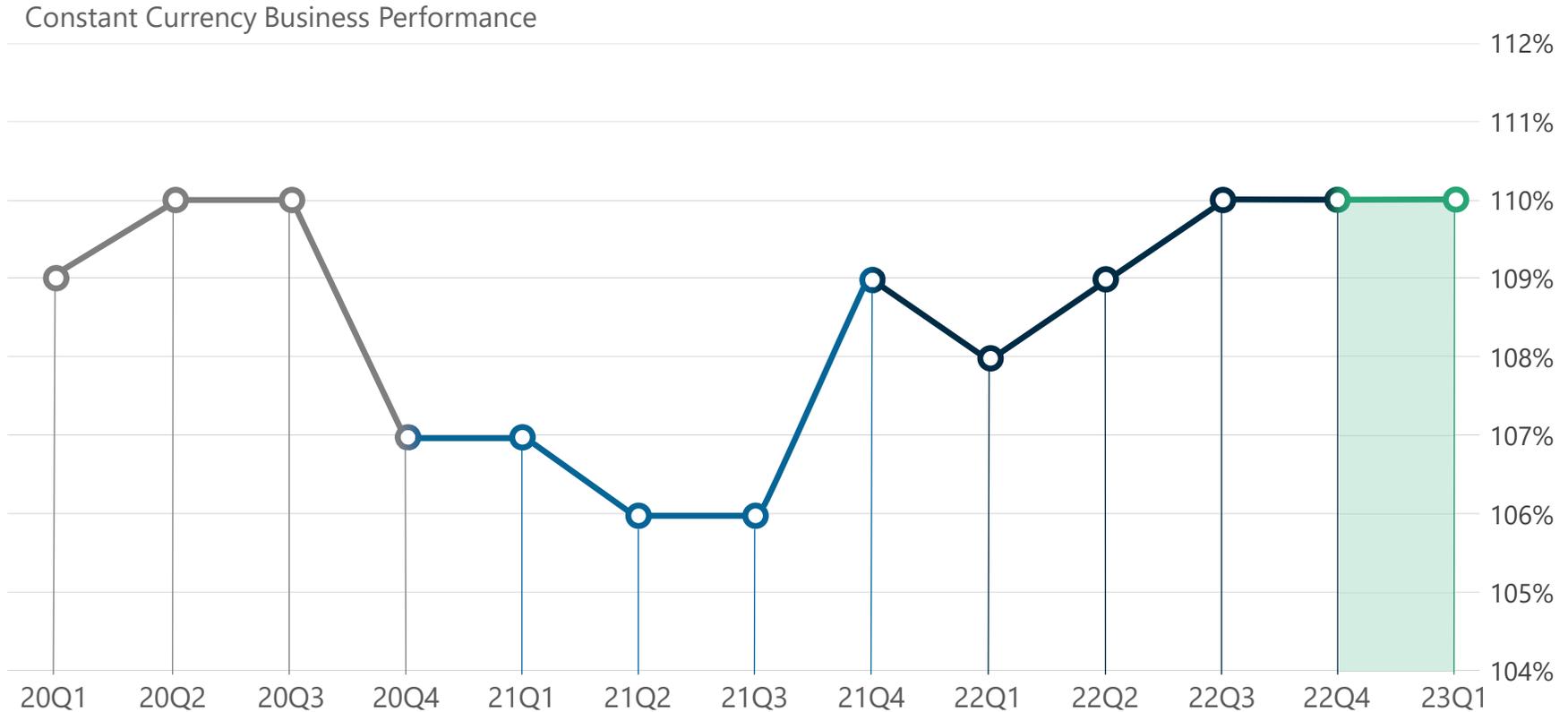
Robust start to the year...



Note: Annualized Recurring Revenue ARR⁶
Footnotes 6,8 : See appendix for KPI and non-GAAP definitions

YoY LTM Recurring Revenues Dollar-Based Net Retention Rate⁵ (NRR)

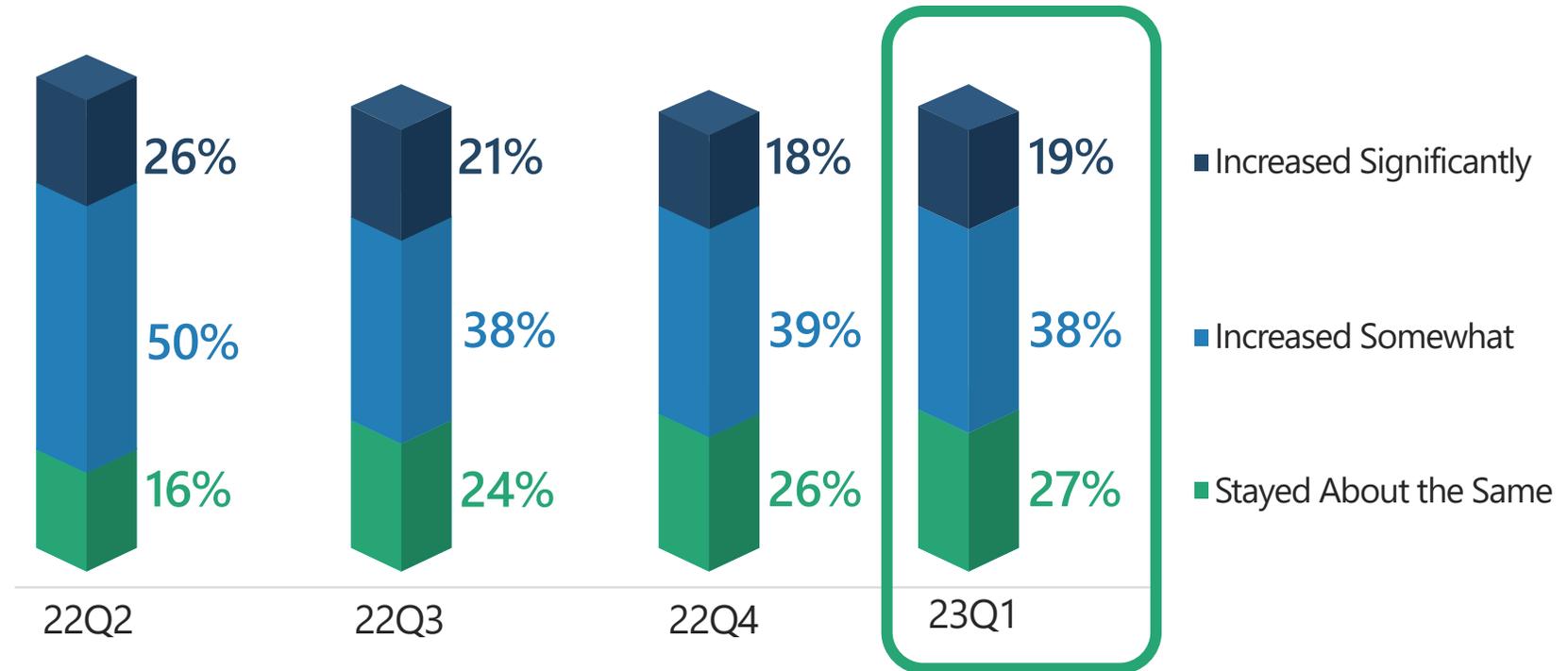
Continued consistency...



Footnote 5: See appendix for KPI and non-GAAP definitions

Change in Civil Engineers' Backlog Over the Last 6 Months

Continued visibility...



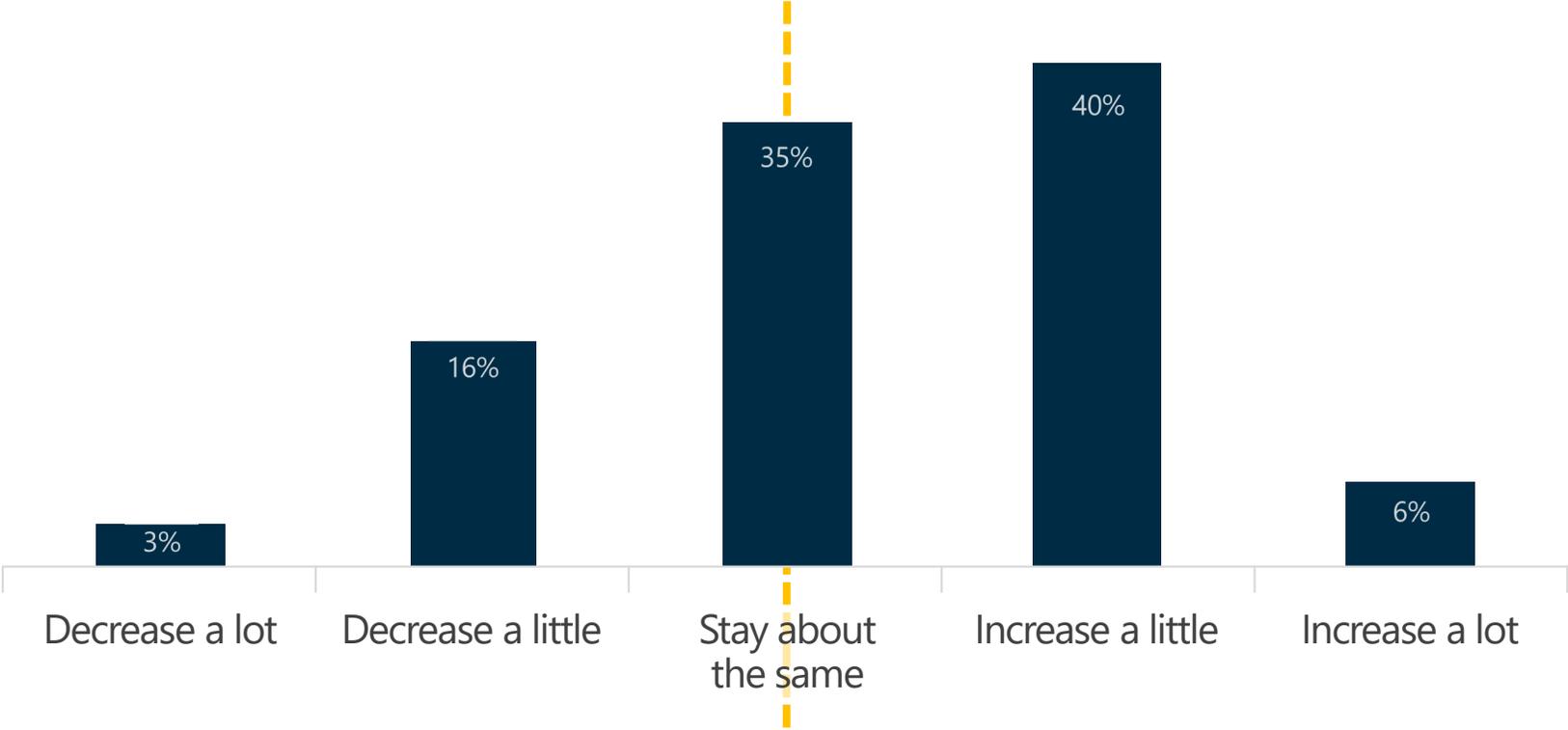
DODGE
DATA & ANALYTICS

Civil
Quarterly

Source: Dodge Construction Network. Q1 2023 Quarterly Report - <https://www.construction.com/toolkit/thecivquarterly22023>

Backlog *12 Months from Now*

Continued confidence...



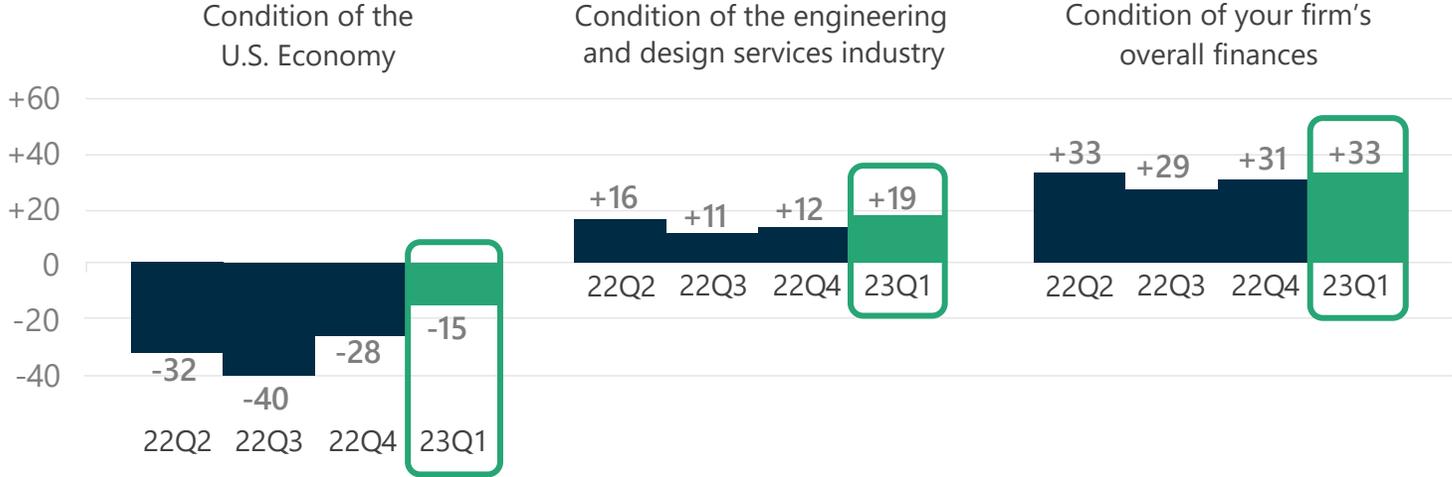
2023 Q1 (n=522)



Source: ACEC Research Institute Engineering Business Sentiment © | 2023 Q1 - <https://programs.acec.org/impact-report-21/>

Economic Sentiment 12 Months from Now vs. Previous Quarters

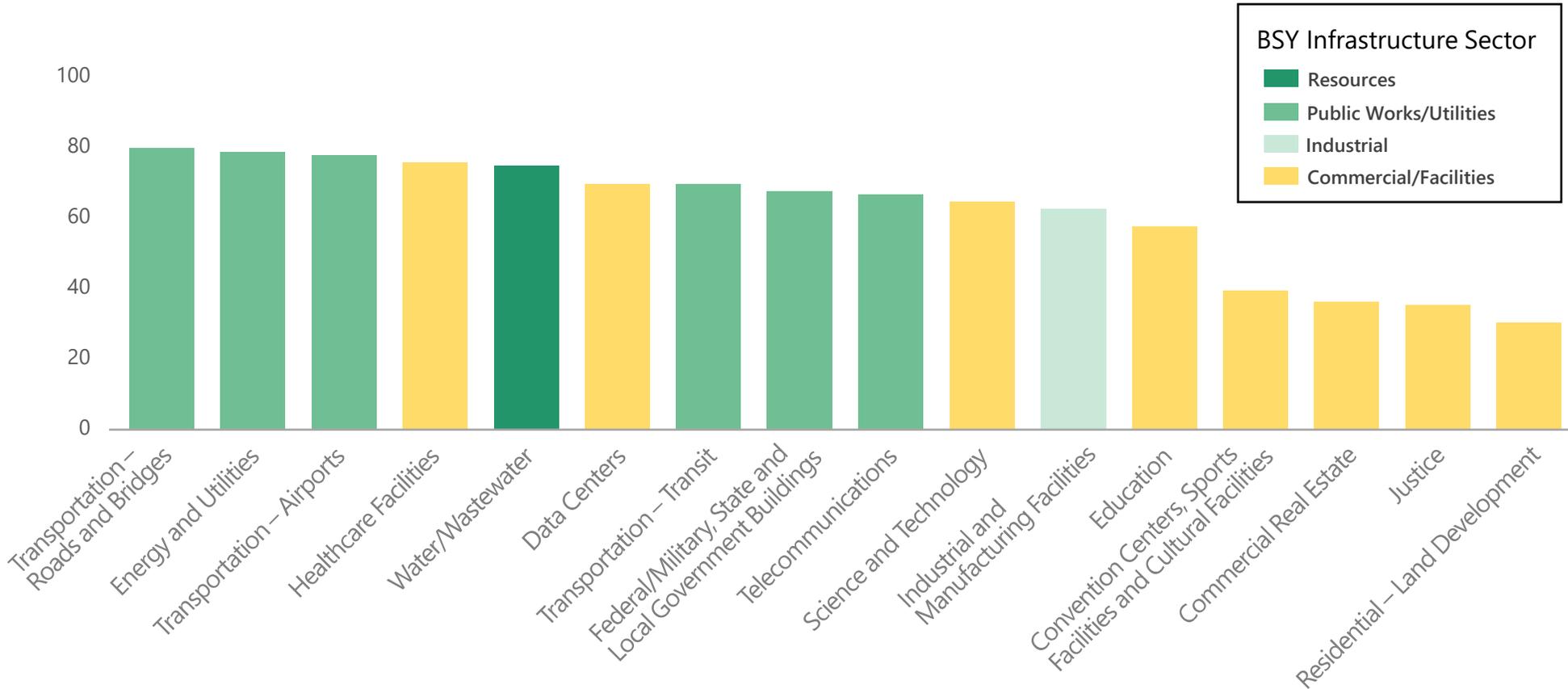
Macro-resilient expectations...



Source: ACEC Research Institute Engineering Business Sentiment © | 2023 Q1 - <https://programs.acec.org/impact-report-21/>

Current (ACEC) Industry Sentiment by (BSY) Sector

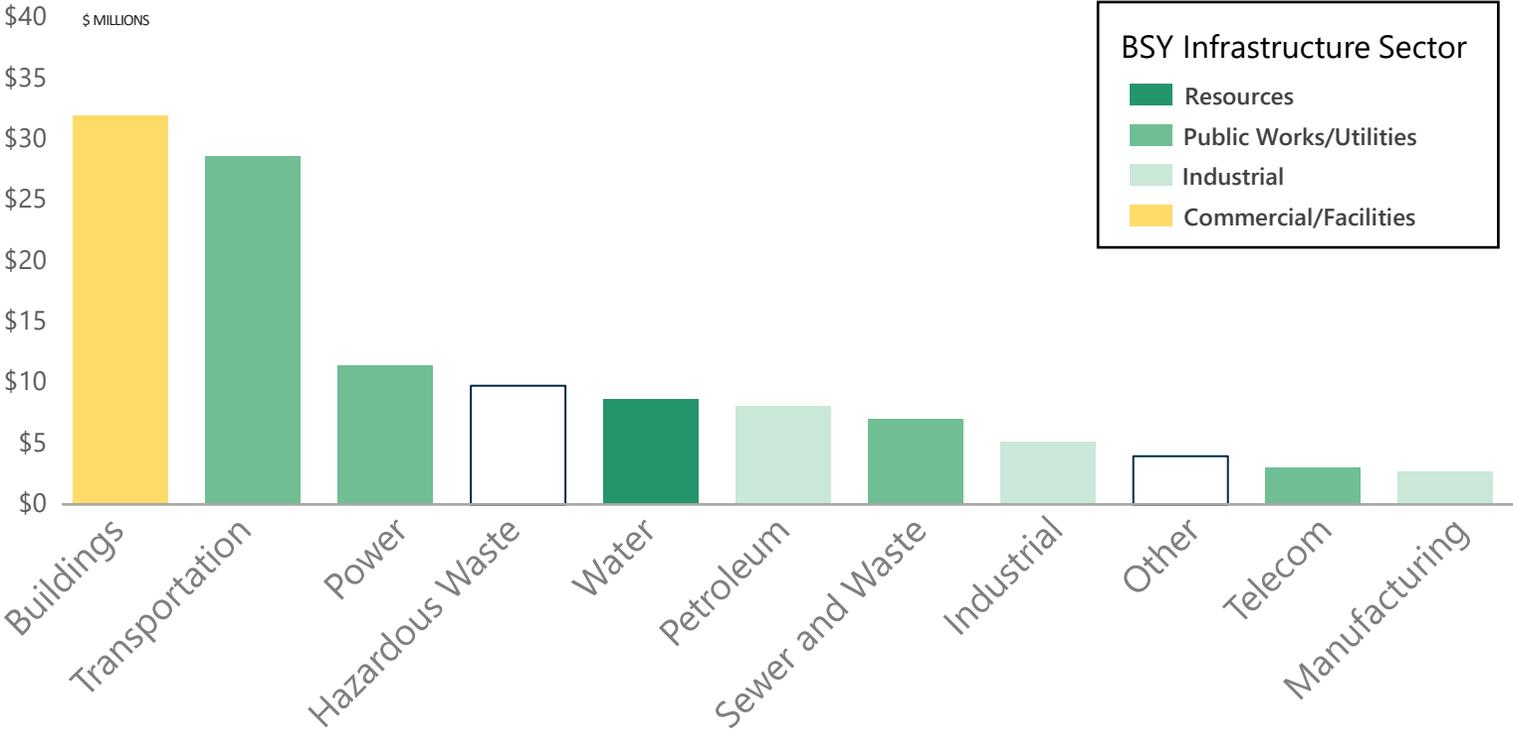
"Horizontal" infrastructure resilience...



Source: ACEC Research Institute Engineering Business Sentiment © | 2023 Q1 - <https://programs.acec.org/impact-report-21/>

ENR (U.S. HQ) Top 500 Design Firms by (BSY) Sector

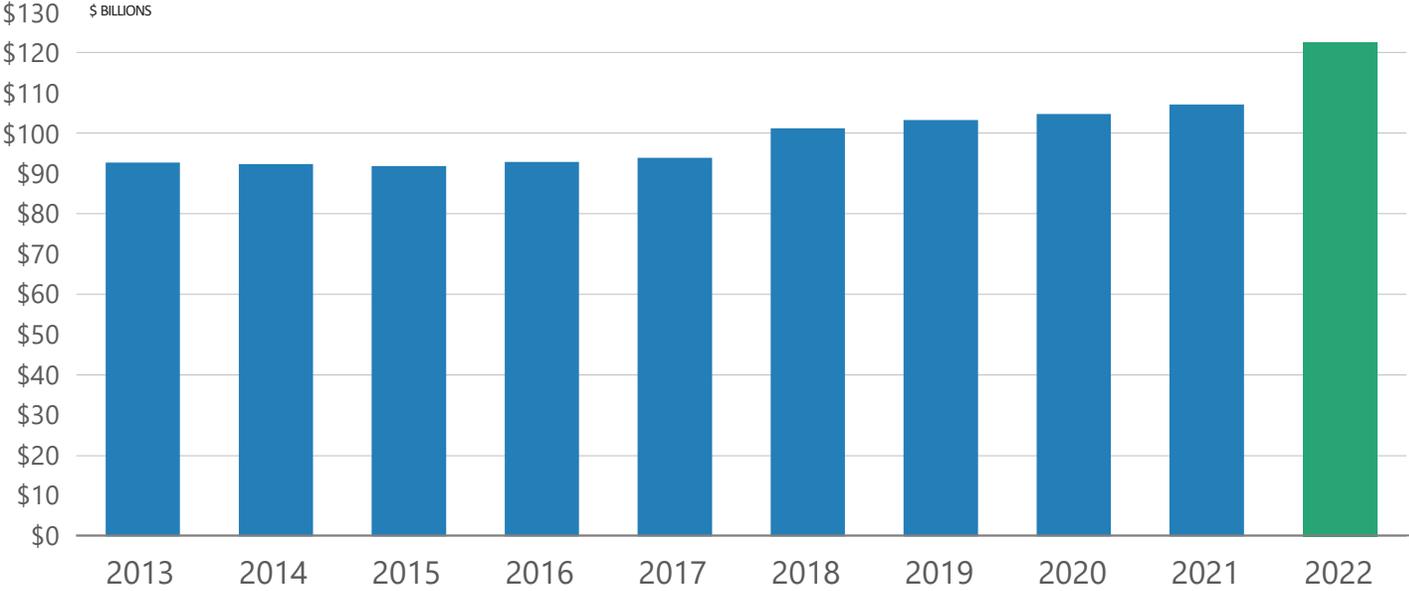
Design billings by sector



Source: Engineering News-Record Top Lists - <https://www.enr.com/toplists> May 2023

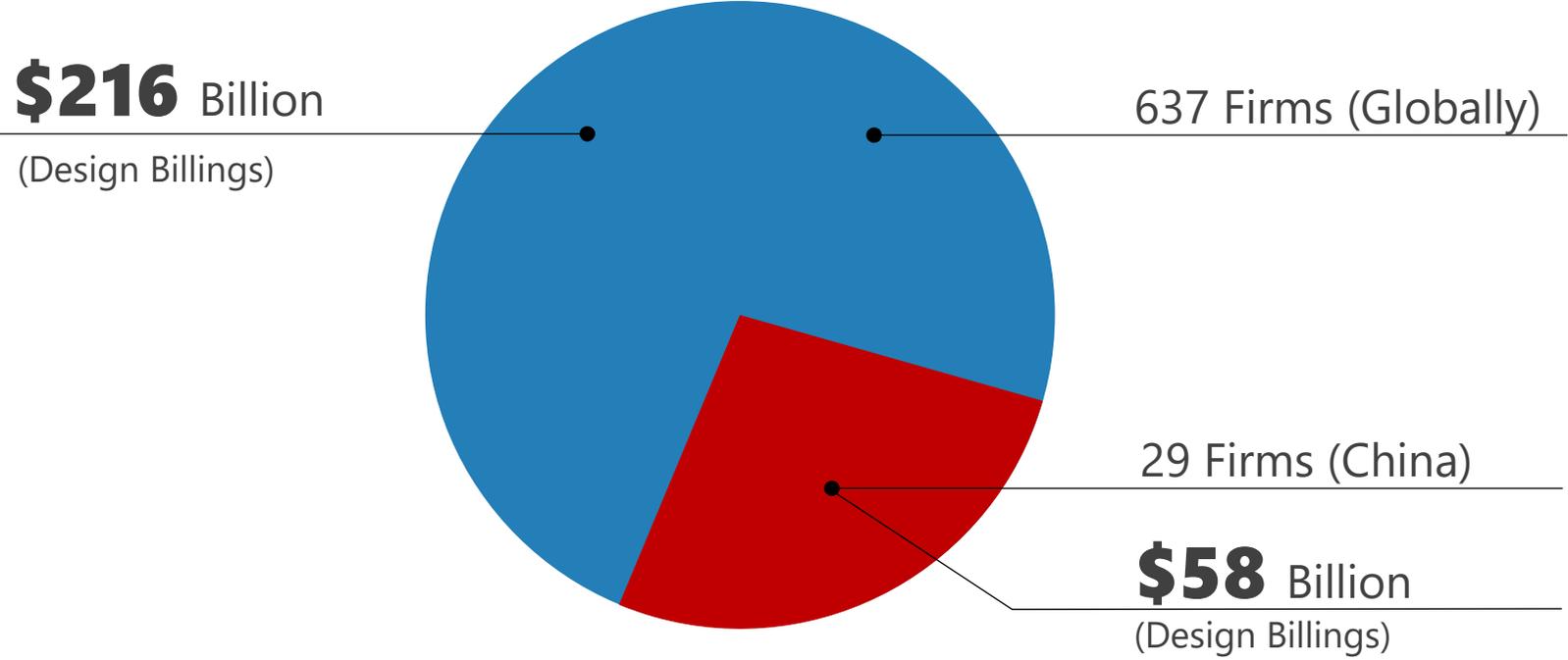
ENR (U.S. HQ) Top 500 Design Firms Design Billings

Total design billings



Source: Engineering News-Record Top Lists - <https://www.enr.com/toplist> May 2023

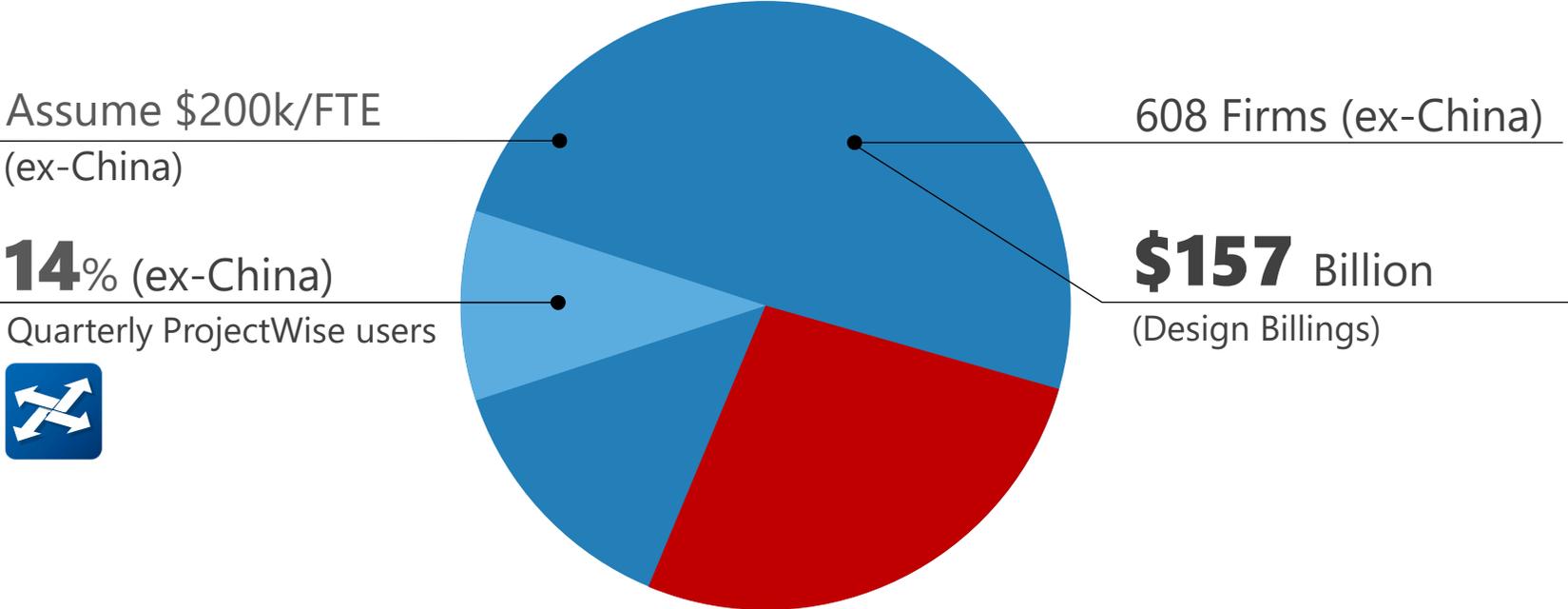
ENR (Global) *Top Design Firms*



Source: ENR Top 500 Design Firms (<https://www.enr.com/toplists>) / Top 225 International Design Firms / Top 150 Global Design Firms 2022

ENR (Global) *Top Design Firms*

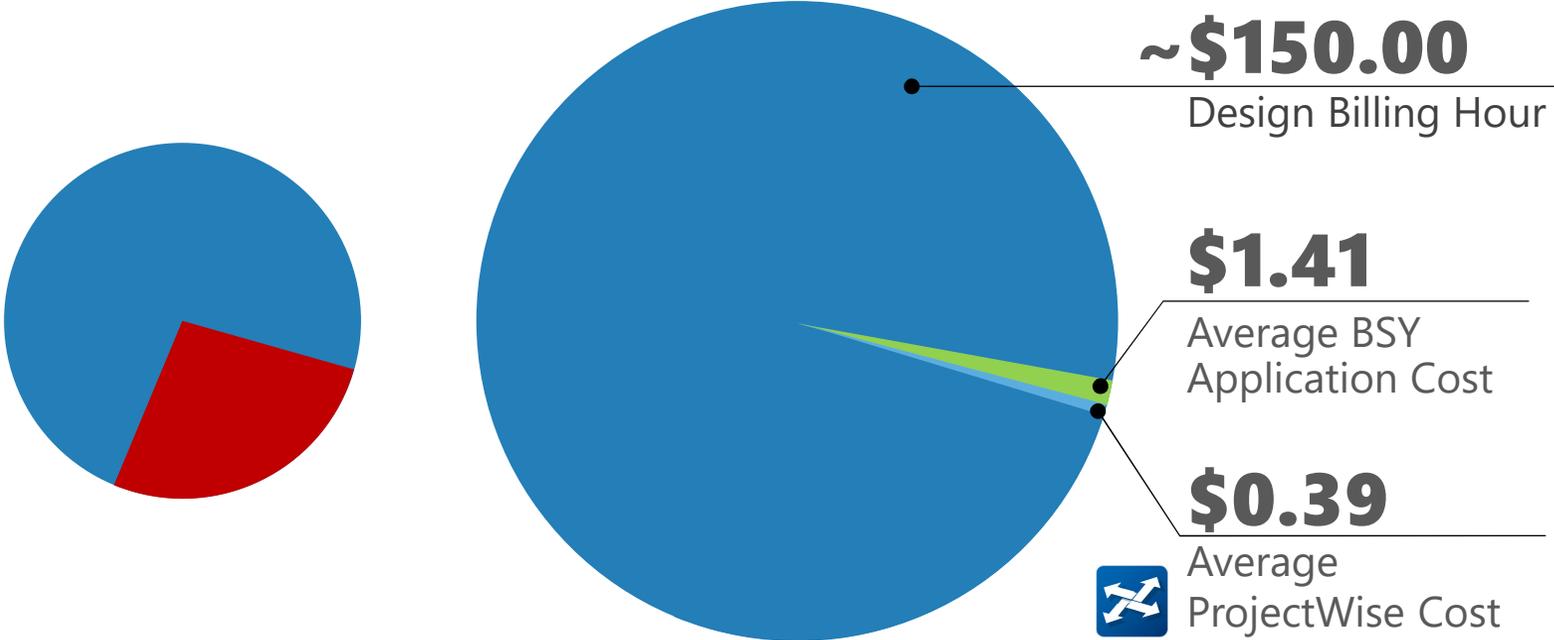
ProjectWise: established leader, with ample opportunity...



Source: ENR Top 500 Design Firms (<https://www.enr.com/toplists>) / Top 225 International Design Firms / Top 150 Global Design Firms 2022

ENR (Global) *Top Design Firms*

LONG runway for more valuable offerings (application mix accretion)...



Source: ENR Top 500 Design Firms (<https://www.enr.com/toplists>) / Top 225 International Design Firms / Top 150 Global Design Firms 2022

Directions and **Developments**

Greg Bentley, Chief Executive Officer

Bentley Systems Announces Strategic Agreement with Worldsensing

Worldsensing Acquires sensemetrics' Thread Connectivity Device Business, While Bentley Becomes Lead Investor in Worldsensing's Series D Capital Raise, and Both Parties Align on a Unique Joint Go-to-Market Offering

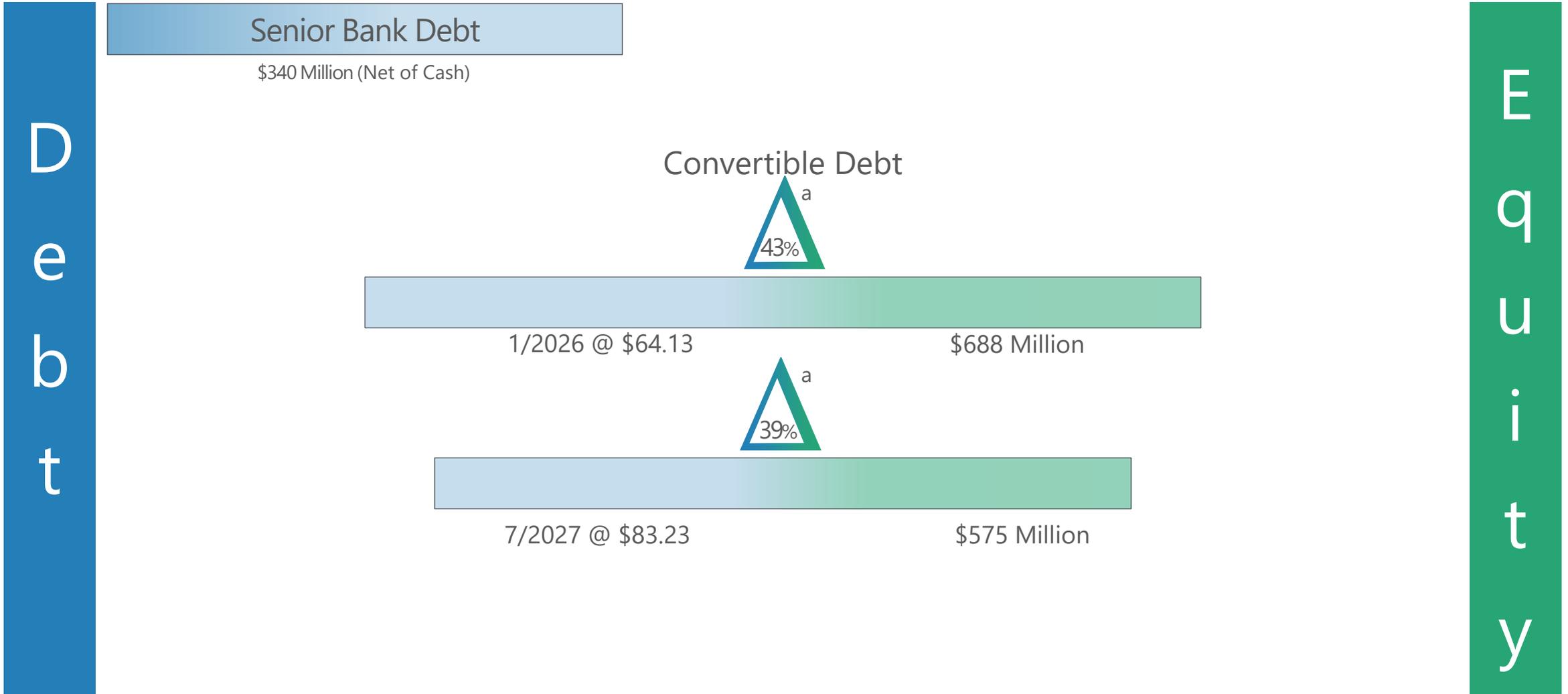
EXTON, Pa., and Barcelona, Spain – March 22, 2023 – Bentley Systems, Incorporated (Nasdaq: BSY), the *infrastructure engineering software company*, today announced it has entered into a non-exclusive commercial agreement to strategically accelerate the adoption of Infrastructure IoT, further unlocking value for infrastructure designers, constructors, and owner-operators in their use of infrastructure digital twins. To this end, Worldsensing is acquiring from Bentley sensemetrics' *Thread* connectivity device business to expand its hardware portfolio offerings. Bentley also becomes the lead investor in Worldsensing's Series D capital raise.

Worldsensing's acquisition of the Thread connectivity device business will offer new options to its customers where adaptive sensor integrations or active sensor management are a key requirement. Thread offers broadband sensor connectivity to uniquely connect dynamic, high-power, or high-speed sensors and stream sensor data to the cloud for analysis. Thread is a fully autonomous sensor connectivity device with optional integrated 4G/LTE cellular modem, wireless mesh networking, and battery pack in a weather resistant enclosure. Each broadband device also serves as a gateway for wireless smart sensors. Combined with Worldsensing's existing market-leading offerings, Thread will be a driver for new growth opportunities. Worldsensing will become a preferred sensor connectivity partner to Bentley and Bentley will become a preferred IoT software partner to Worldsensing offering mutual users a best-in-class fully integrated end-to-end sensor management solution.

"We are excited to partner with Worldsensing and believe that this strategic agreement will bring significant benefits to our respective user bases," said Justin Schmidt, Vice President, corporate development with Bentley Systems. "We are confident that the combination of Worldsensing's expertise in IoT solutions and our leadership in infrastructure digital twin software will create a powerful offering for the market."



BSY Leverage?



Footnote a: Delta (%) as found on Bloomberg for our convertible debt issuances as of April 26, 2023 19

BSY Leverage?

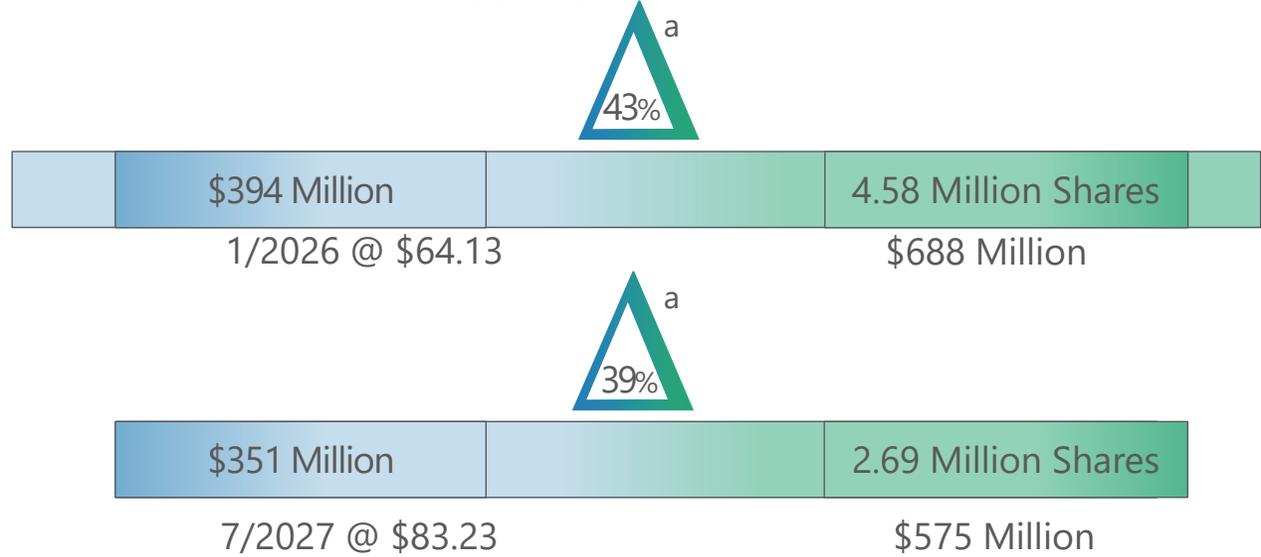
Debt

Equity

Senior Bank Debt

\$340 Million (Net of Cash)

Convertible Debt



Footnote a: Delta (%) as found on Bloomberg for our convertible debt issuances as of April 26, 2023 20

BSY Leverage? (x Adjusted EBIDTA of \$383 Million)



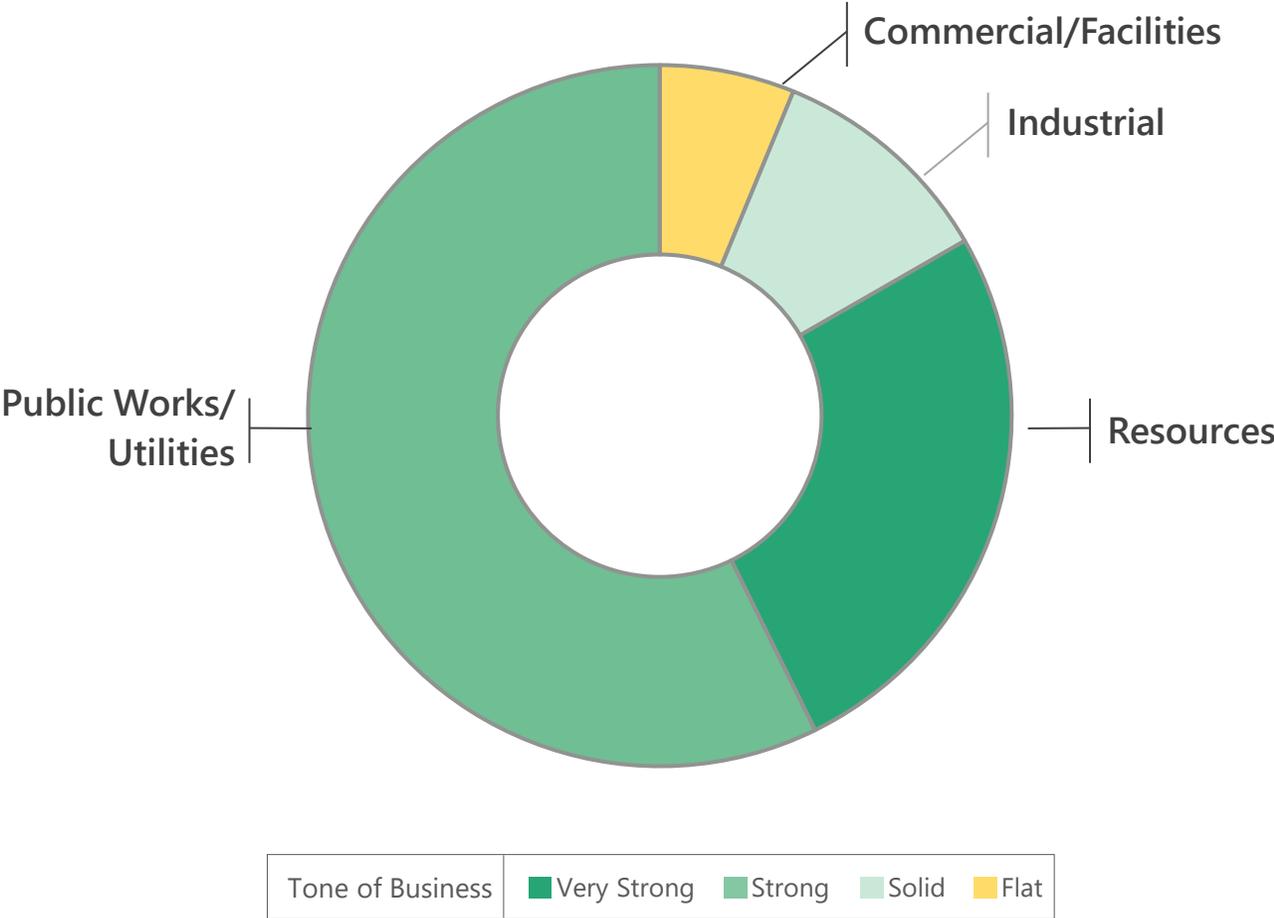
Footnote a: Delta (%) as found on Bloomberg for our convertible debt issuances as of April 26, 2023 21

Operational Perspectives

Nicholas Cumins, Chief Operating Officer

Tone of Business by Infrastructure Sector

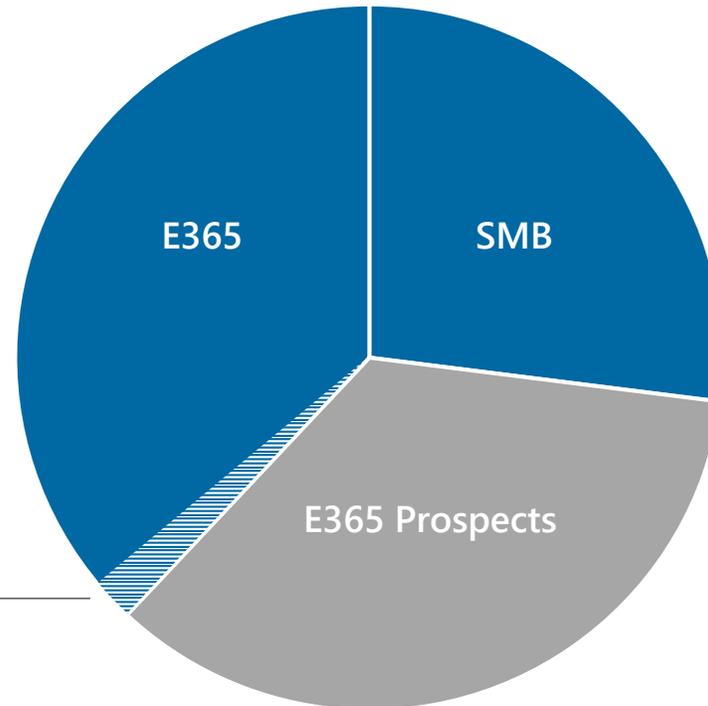
Consistent trends quarter over quarter



Note: Chart segment sizing corresponds to underlying % of 23Q1 ARR⁶
Footnote 6 : See appendix for KPI and non-GAAP definitions

Tone of Business by Commercial Model

E365 and Virtuosity continue upward inflection



E365 growth during 23Q1

- In consumption, by existing E365 accounts
- Accounts new to E365

Note: Chart segment sizing corresponds to underlying % of 23Q1 ARR⁶
Footnote 6 : See appendix for KPI and non-GAAP definitions

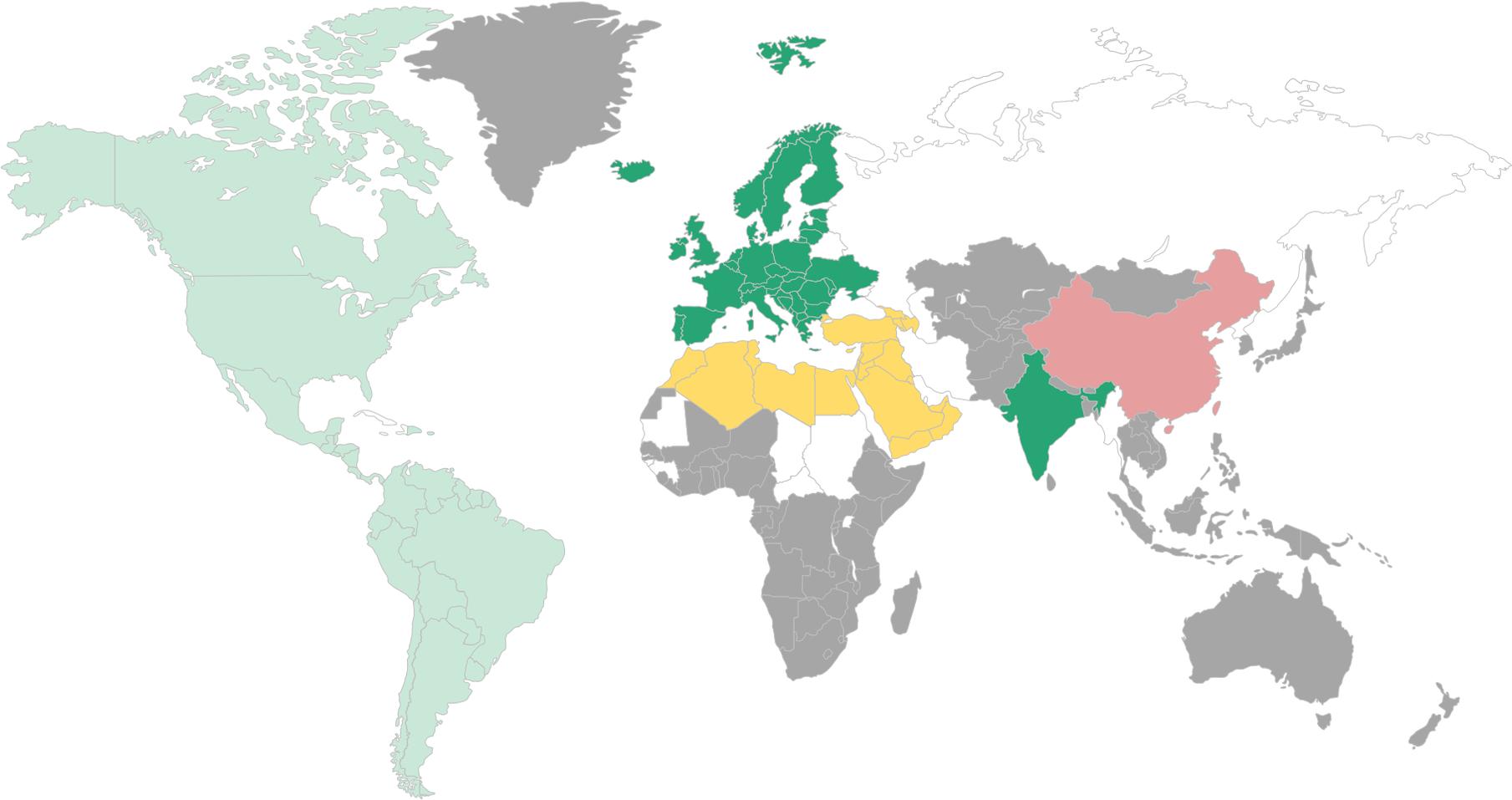
Virtuosity ARR⁶ (Constant Currency¹)

Highest number of new logos in a single quarter



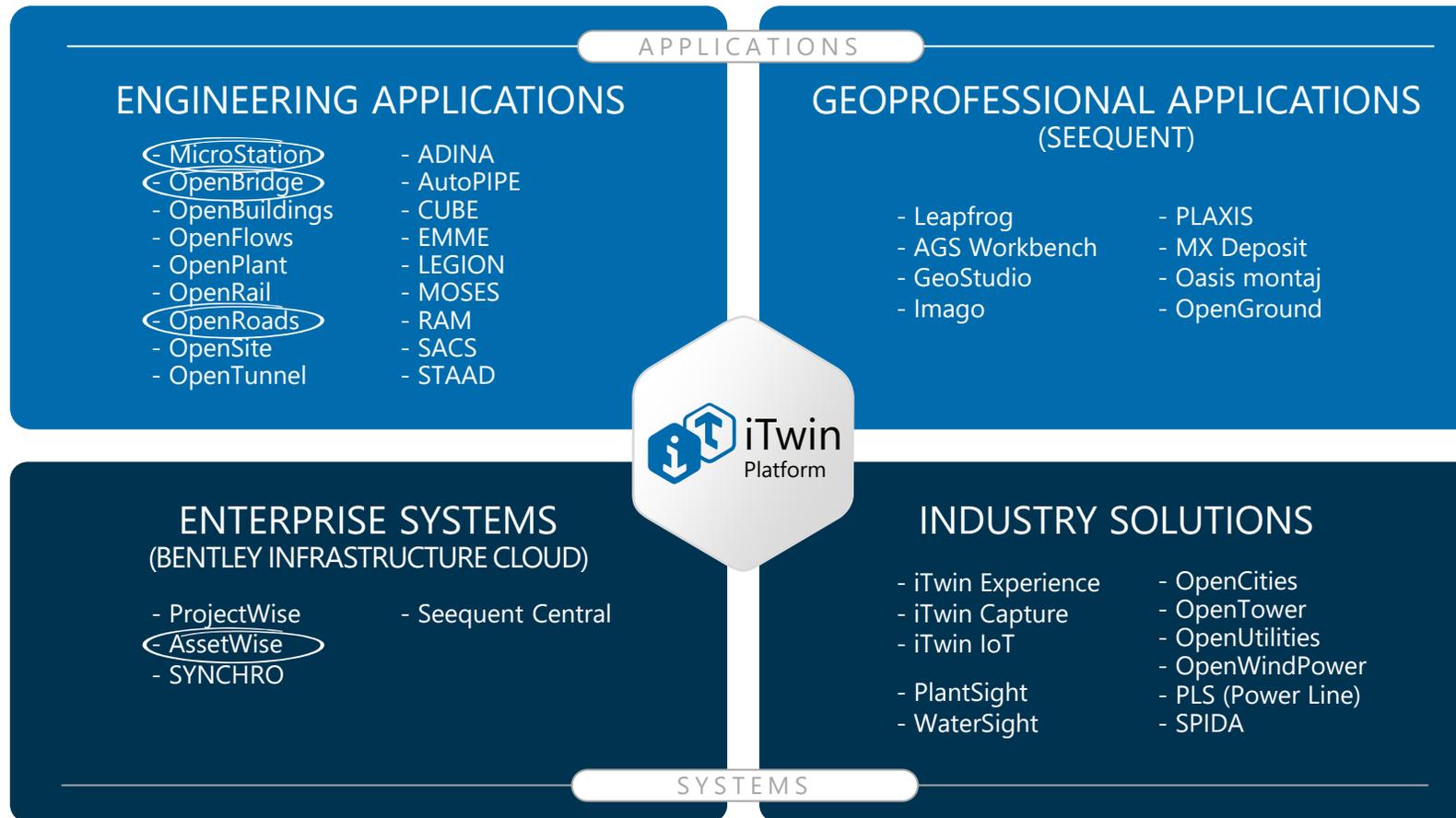
Notable Developments in New Business Across Geographies

India a bright spot; continued solid growth in Europe



Notable Developments in New Business *Across Products*

Strong growth of engineering applications in Transportation in North America



US DOTs Embracing Digital Delivery

User projects from YII Going Digital Awards

Minnesota Department of Transportation (MnDOT)



TH 169 Redefine Elk River Project *Elk River, Minnesota, United States*

Leveraging OpenRoads and iTwin, WSB imported data from MnDOT and other asset management systems into the design models and integrated them with the construction process data.



Texas Department of Transportation (TxDOT)

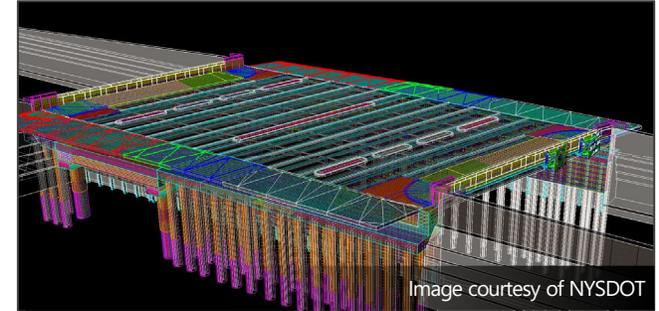


IH35 Nex Central Section *San Antonio, Texas, United States*

Ferrovial chose ProjectWise and the Bentley iTwin platform to improve information exchange and develop a digital twin.



New York State Department of Transportation (NYSDOT)



East 138th Street over the Major Deegan Expressway *New York City, New York, United States*

NYSDOT used Bentley applications to create a digital twin as the primary contract document that helped identify and resolve costly issues prior to construction.



WSB and Bentley Systems Offer New Digital Construction Management Service Based on SYNCHRO

Will Provide Digital Integrator and Advisory Services for Construction Digital Twins Running in Bentley Infrastructure Cloud

EXTON, Pa., and MINNEAPOLIS – March 13, 2023— Bentley Systems, Incorporated (Nasdaq: BSY), the *infrastructure engineering software company*, today announced a collaboration initiative with WSB to lead civil infrastructure owners and contractors to adopt and use infrastructure digital twins. WSB has launched a new digital construction management solution and advisory service, based on Bentley's SYNCHRO, to help the civil infrastructure market overcome challenges of adopting model-based digital workflows and leveraging the power of construction digital twins. WSB is the first firm to join the Bentley Digital Integrator Program for construction to provide programmatic go-to-market support and knowledge transfer to eligible engineering and project delivery firms and system integrators creating and curating digital twins for their clients' infrastructure assets.

Construction work is too often based on 2D drawings, spreadsheets, and document-based workflows resulting in errors, waste, and rework that cause most projects to be over budget and schedule. Bentley and WSB will lead firms in transforming construction by adopting technology and digital delivery.

"Owners and construction firms realize that new digital workflows are needed to meet infrastructure demands. Applying these digital workflows successfully requires a deep understanding of technology, processes, and data," said Carsten Gerke, senior vice president of strategic partnerships with Bentley Systems. "The Bentley Digital Integrator Program is built around combining technology with subject matter expertise for improved infrastructure. WSB joining the program provides a leapfrog opportunity for all our transportation users."

Through a combination of industry-leading software, expertise, and innovation, Bentley and WSB's digital construction management initiative is helping to shape the way infrastructure projects are delivered. Key services include enabling a single source of truth by connecting project, contract, and document management to the future of design—a 3D/4D/5D constructable model—as well as the ability to create constructable models from current 2D plan sets, which allows the transition to a single source of truth for all stakeholders. This initiative is committed to putting the industry-leading model-based construction management tool in the hands of those who build the work. WSB promotes advanced project delivery and knows how to apply the right technology and expertise to support their clients' aspirations for a digital future.

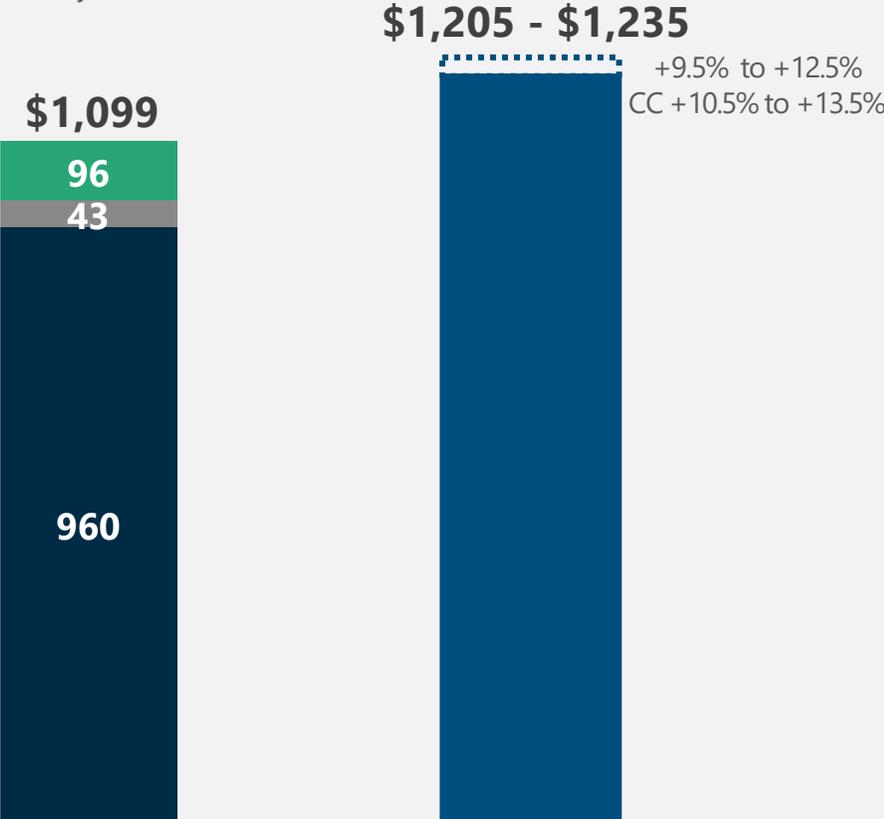
Financial Performance

Werner Andre, Chief Financial Officer

Revenue Performance

Full Year (As Presented at our 22Q4 Operating Results Call)

\$ in millions
CC constant currency¹

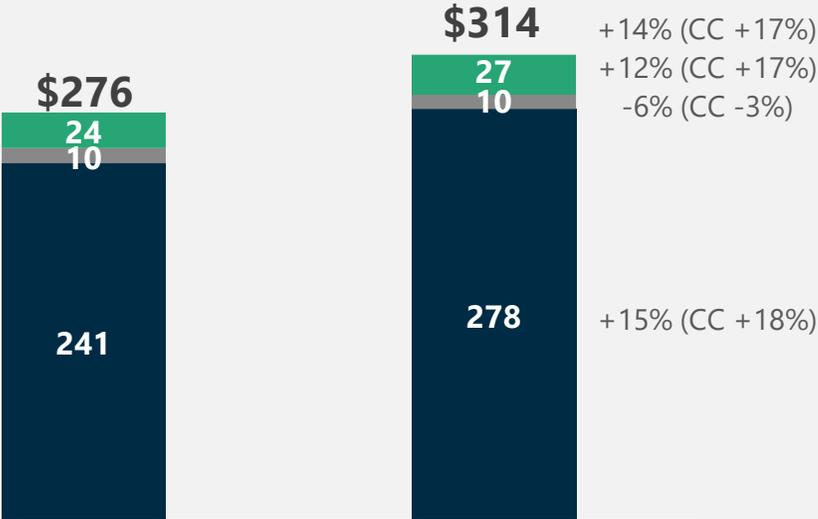


2022 2023 FY Outlook

■ Subscriptions ■ Licenses ■ Services ■ Total Revenue

First Quarter

\$ in millions
CC constant currency¹



22Q1 23Q1

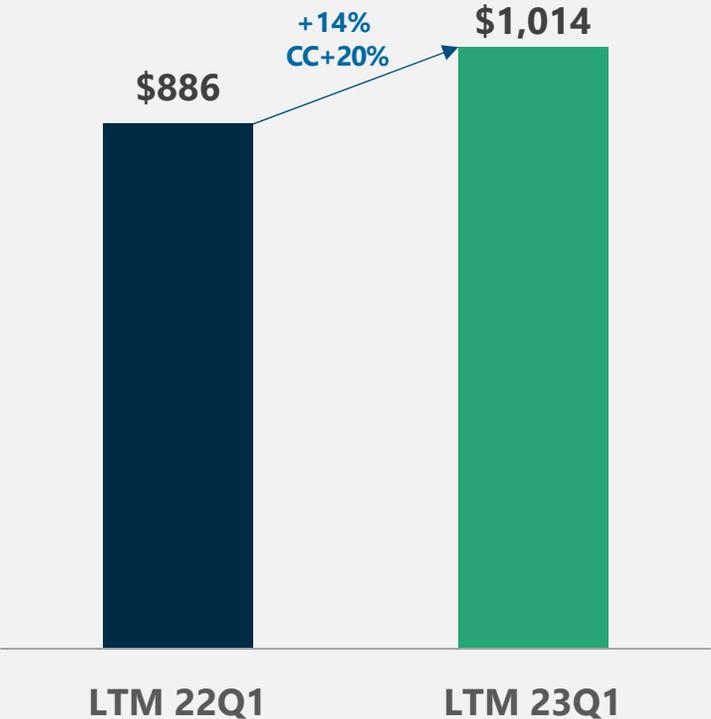
■ Subscriptions ■ Licenses ■ Services

Footnote 1: See appendix for KPI and non-GAAP definitions

Recurring Revenue Performance

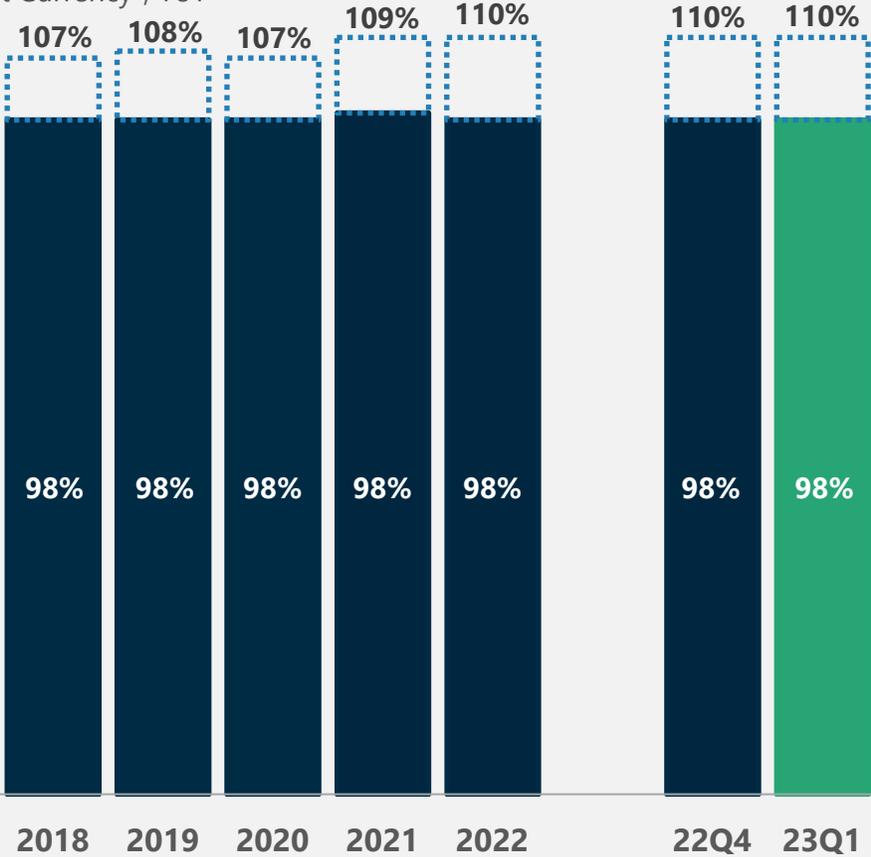
LTM Recurring Revenues³

\$ in millions
CC constant currency¹



LTM Recurring Revenue Retention

Constant Currency¹, YoY



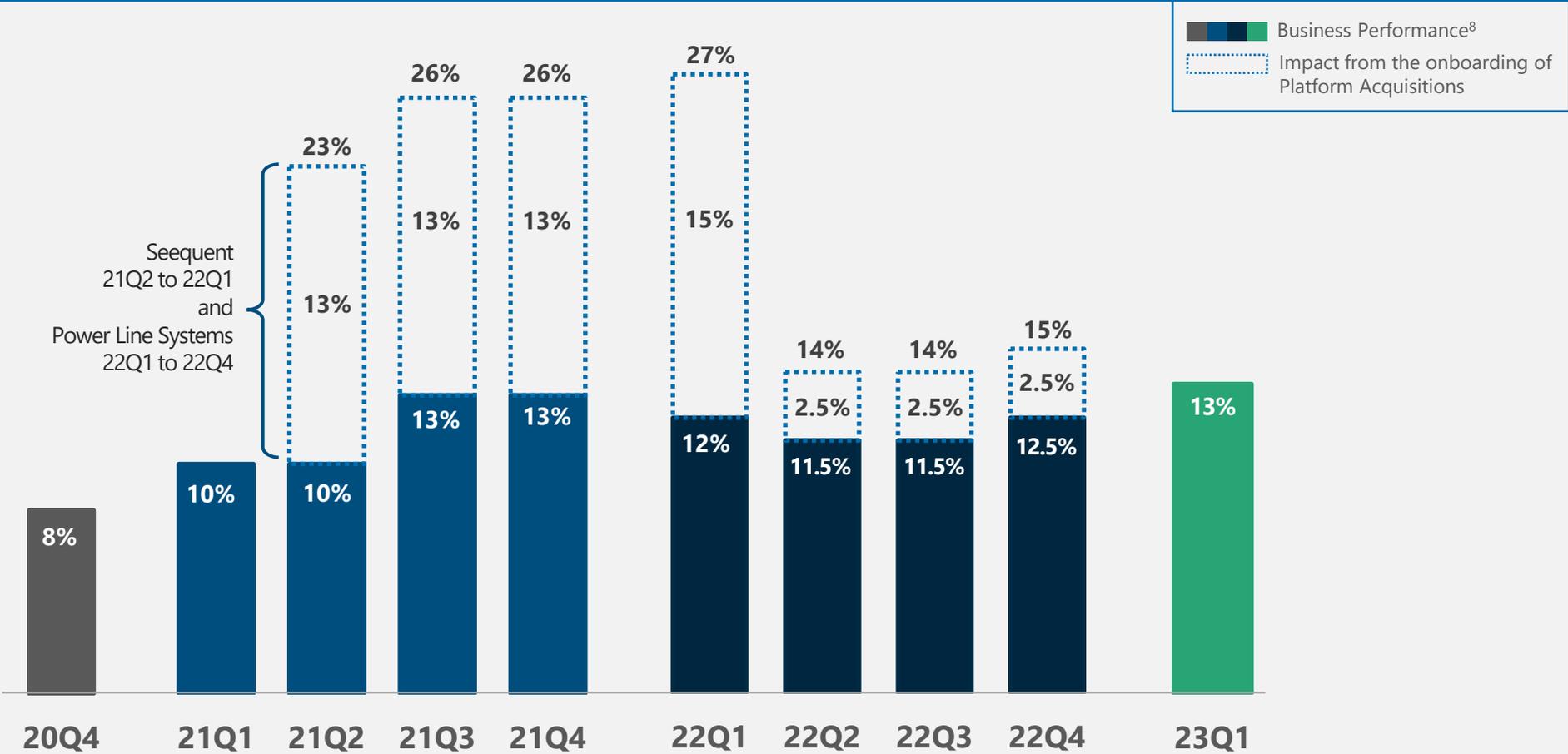
■ Account Retention Rate (Dollar Weighted)⁴
 □ Recurring revenues-dollar based net retention rate⁵

Footnotes 1, 3, 4, 5: See appendix for KPI and non-GAAP definitions

Recurring Revenue Performance

ARR Growth^{7,8}

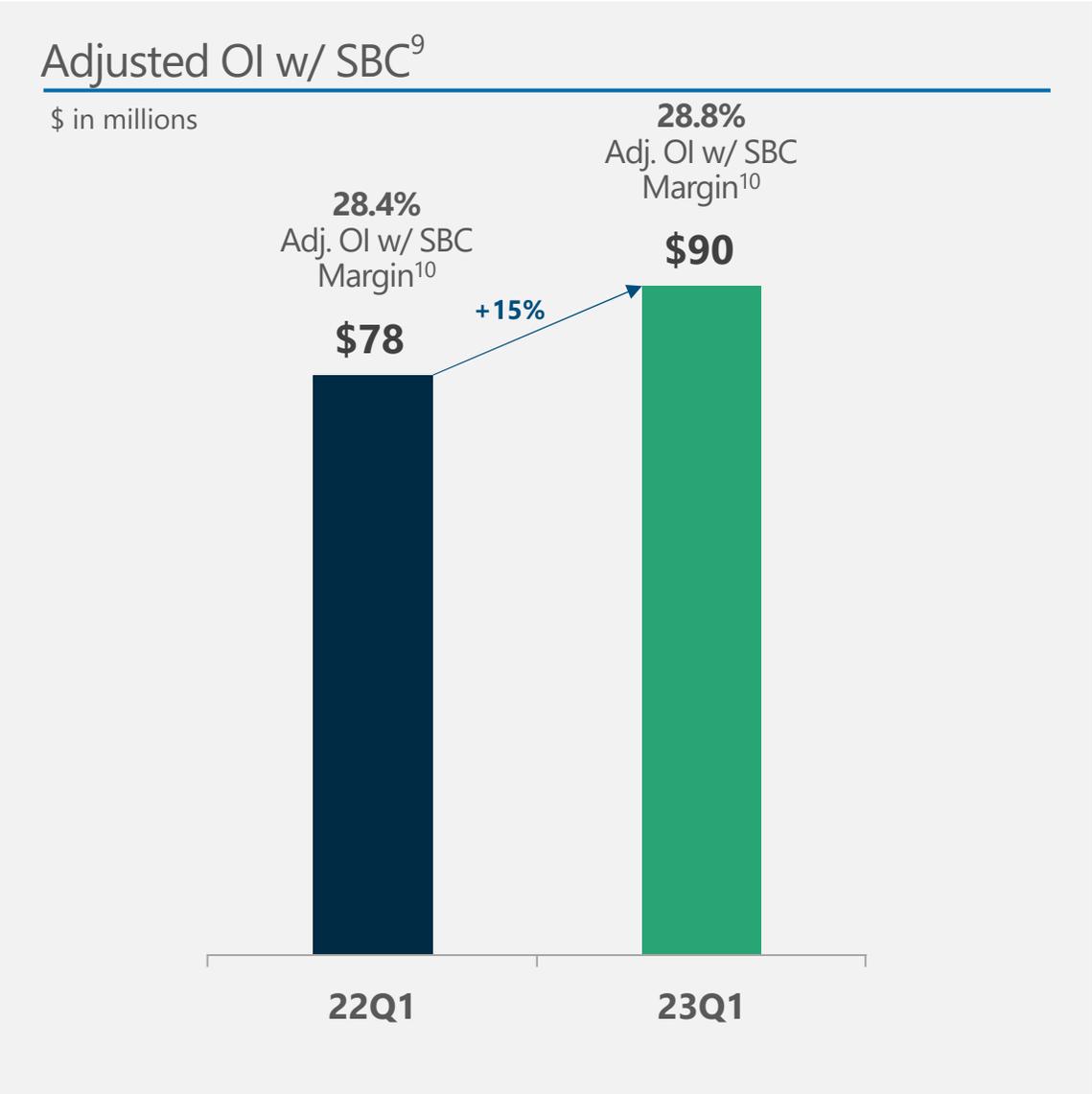
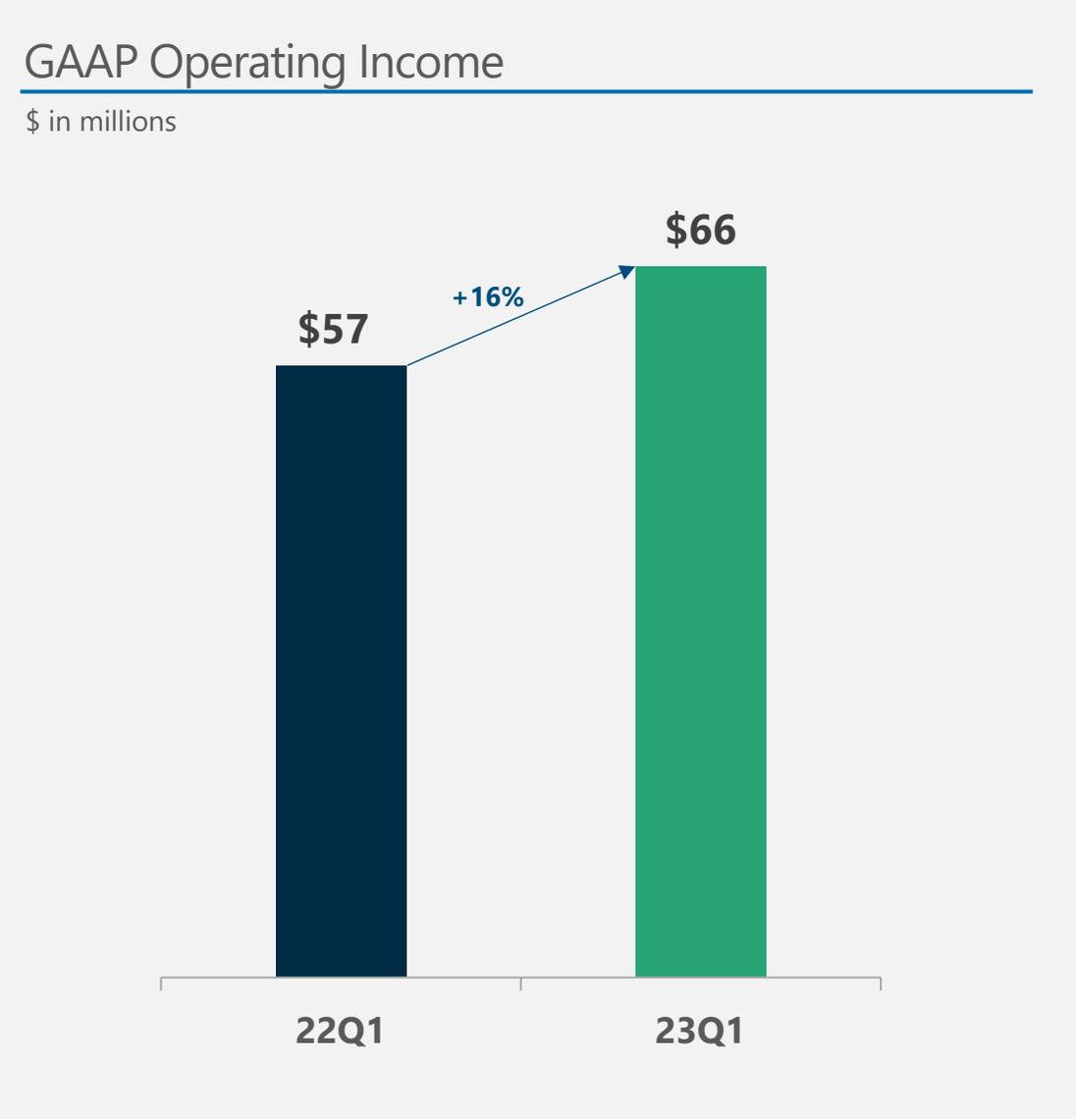
Constant Currency¹, YoY



ARR⁶: \$1,071 million at 03/31/2023 spot

Footnotes 1, 6, 7, 8: See appendix for KPI and non-GAAP definitions

Profitability Performance



Footnote 9,10: See appendix for KPI and non-GAAP definitions

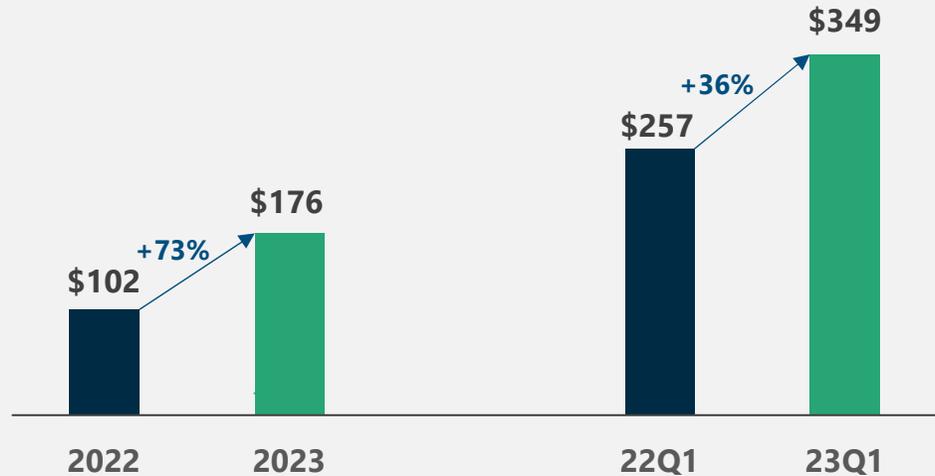
Liquidity and Capital Structure

GAAP Operating Cash Flows

\$ in millions

First Quarter

Last Twelve Months



23Q1 Equity Repurchases

\$21 million of de-facto share repurchases associated mainly with deferred compensation plan distributions.

23Q1 Credit Metrics

\$ in millions

Cash	\$ 94
Senior Debt ^a	\$ 434
Net Senior Debt ^b	\$ 340
Net Senior Debt Leverage ^c	0.9x
Available Revolver Credit Capacity	\$ 610

- Senior debt excludes \$1,263 million^a of convertible notes due 2026/2027 if not converted
 - Annual cash interest on these notes is minimal at ~\$3 million per year
 - Net debt leverage^d including convertible notes as indebtedness is 4.2x
- At \$100 million / year (exceeding recent average) for programmatic acquisitions, we can expect to de-lever at the rate of about .7 (turns of Adjusted EBITDA¹¹) annually

Footnote a: Debt gross of unamortized debt issuance costs

Footnote b: Net Senior Debt is Senior Debt minus Cash

Footnote c: Net Senior Debt Leverage is Net Senior Debt divided by LTM Adj. EBITDA¹¹

Footnote d: Net Debt Leverage is Net Senior Debt plus \$1.263M of convertible notes divided by LTM Adj. EBITDA¹¹

Footnote 11: See appendix for KPI and non-GAAP definitions

Full Year 2023 Financial Outlook (As Presented at our 22Q4 Operating Results Call)

Financial Metrics	Outlook
Total Revenues	\$1,205 million to \$1,235 million ^a (increase of 9.5% to 12.5%)
ARR Growth ⁸ (constant currency ¹)	11.5% to 13.5% ^b
Adjusted OI w/SBC Margin ¹⁰	Approximately 26%
Effective Tax Rate	Approximately 20%
Cash Flow from Operations	Approximately 80% of Adjusted EBITDA ¹¹
Capital expenditures	Approximately \$30 million, which includes certain IT investments

Footnote a: Revenue outlook is net of a ~\$8.5 million decrease due to the strengthening of the US dollar. Constant currency¹ growth of 10.5% to 13.5%

Footnote b: Includes ARR⁶ acquired from programmatic acquisitions, which generally are immaterial, individually, and in the aggregate

Additional expectations to support financial modeling

- Full year interest expense of approximately \$49 million. Around \$33 million cash interest (net of around \$9 million of payments received from our interest rate swap);
- Full year cash taxes of around \$45 million;
- Stock-based compensation in the 6% range of revenues;
- Operating depreciation and amortization of approximately 1.5% of revenues;
- Fully diluted weighted average shares outstanding between 331 and 332.5 million;
- Dividends of \$0.20 per share.

A photograph of a person's hands typing on a silver laptop keyboard. The person is wearing a light blue button-down shirt. The laptop is on a wooden desk. The background is a bright, out-of-focus office space with a window and some plants. The text 'Q&A' is overlaid on the left side of the image.

Q&A

Appendix



KPI and Non-GAAP Definitions

This presentation includes certain KPIs and non-GAAP financial measures, which are defined herein. Reconciliations of Adjusted OI w/SBC and Adjusted EBITDA to their nearest GAAP equivalents are included in our Form 8-K (Quarterly Earnings Release) announcing our quarterly operating results, which can be found on the SEC's website at www.sec.gov and on our website at www.bentley.com.

- 1. Constant currency.** In reporting period-over-period results, we calculate the effects of foreign currency fluctuations and constant currency information by translating current period results using prior period average foreign currency exchange rates.
- 2. Recurring revenues.** We define recurring revenues as subscriptions revenues that recur monthly, quarterly, or annually with specific or automatic renewal clauses and professional services revenues in which the underlying contract is based on a fixed fee and contains automatic annual renewal provisions.
- 3. LTM Recurring revenues.** Our last twelve-months ("LTM") recurring revenues are calculated as recurring revenues recognized over the preceding twelve-month period.
- 4. Account retention rate.** Our account retention rate for any given twelve-month period is calculated using the average currency exchange rates for the prior period, as follows: the prior period recurring revenues from all accounts with recurring revenues in the current and prior period, divided by total recurring revenues from all accounts during the prior period. 2018 and 2019 calculated using ASC 605, and 2020, 2021, 2022, and 2023 calculated using ASC 606.
- 5. LTM Recurring revenues dollar-based net retention rate.** Our LTM recurring revenues dollar-based net retention rate is calculated, using the average exchange rates for the prior period, as follows: the recurring revenues for the current period, including any growth or reductions from existing accounts, but excluding recurring revenues from any new accounts added during the current period, divided by the total recurring revenues from all accounts during the prior period. A period is defined as any trailing twelve months. Related to our platform acquisitions, recurring revenues into new accounts will be captured as existing accounts starting with the second anniversary of the acquisition when such data conforms to the calculation methodology. This may cause variability in the comparison. 2018 and 2019 calculated using ASC 605, and 2020, 2021, 2022, and 2023 calculated using ASC 606.

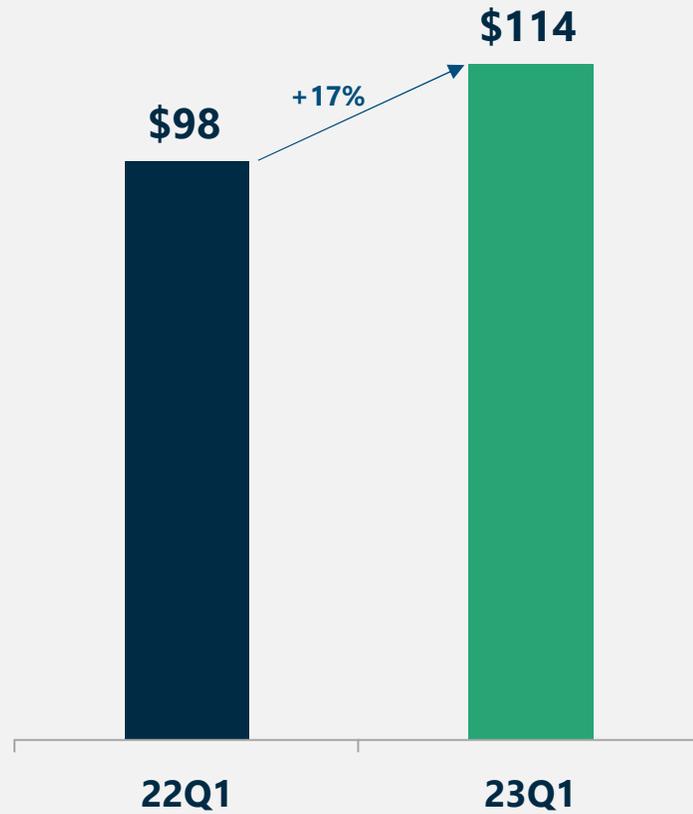
KPI and Non-GAAP Definitions

6. **Annualized Recurring Revenues (“ARR”).** Our ARR is defined as the sum of the annualized value of our portfolio of contracts that produce recurring revenues as of the last day of the reporting period, and the annualized value of the last three months of recognized revenues for our contractually recurring consumption-based software subscriptions with consumption measurement durations of less than one year, calculated using the spot foreign exchange rates.
7. **ARR growth rate.** Our constant currency ARR growth rate is the growth rate of ARR, measured on a constant currency basis.
8. **ARR growth rate from business performance.** Our constant currency ARR growth rate from business performance excludes the ARR onboarding of our platform acquisitions and includes the impact from the ARR onboarding of programmatic acquisitions, which generally are immaterial, individually and in the aggregate.
9. **Adjusted OI w/SBC.** Our Adjusted operating income inclusive of stock-based compensation expense (“Adjusted OI w/SBC”) is defined as operating income adjusted for the following: amortization of purchased intangibles, expense (income) relating to deferred compensation plan liabilities, acquisition expenses, and realignment expenses (income).
10. **Adjusted OI w/SBC margin.** Our Adjusted OI w/SBC margin is calculated by dividing Adjusted OI w/SBC by total revenues.
11. **Adjusted EBITDA.** Our Adjusted EBITDA is defined as cash flow from operations adjusted for the following: cash interest, cash taxes, cash deferred compensation plan distributions, cash acquisition expenses, changes in operating assets and liabilities, and other cash items (such as receipts (payments) related to interest rate swap). Adjusted EBITDA is our liquidity measure in the context of conversion of Adjusted EBITDA to cash flow from operations (i.e., the ratio of GAAP cash flow from operations to Adjusted EBITDA).

Adjusted EBITDA¹¹

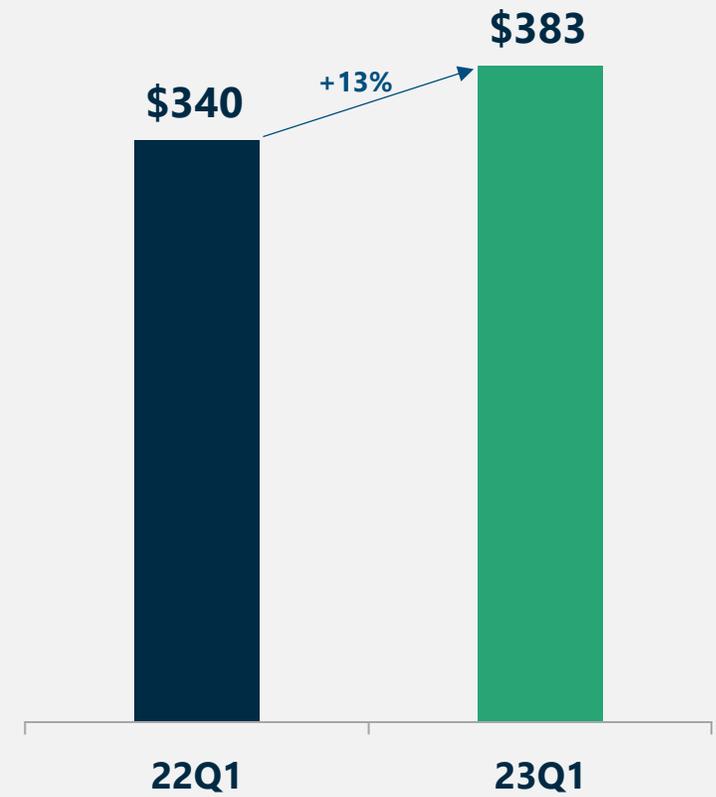
First Quarter

\$ in millions



Last Twelve Months

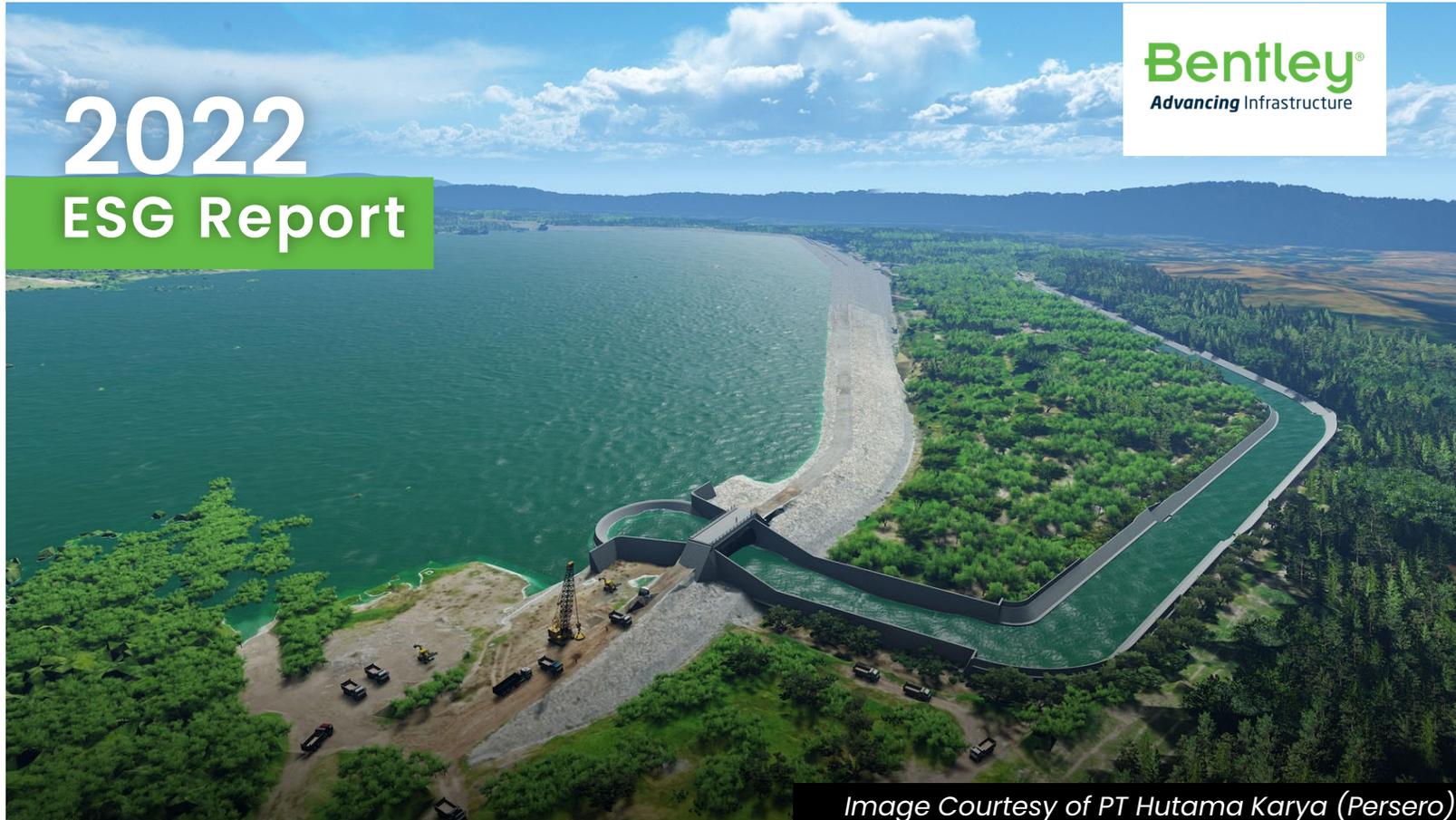
\$ in millions



Footnote 11: See appendix for KPI and non-GAAP definitions

We Recently Published our First ESG Report

Can be found on our IR website



<https://investors.bentley.com/>

