

An aerial photograph of a modern, multi-lane highway bridge that curves through a dense, lush green forest. The bridge is supported by numerous concrete pillars and has several vehicles visible on its surface. The sun is shining from the upper left, creating a warm, golden glow over the scene.

Bentley®

Advancing Infrastructure

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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; the impact of changing or uncertain interest rates on us and on the industries we serve; our ability to integrate acquired businesses successfully; and our ability to identify and consummate future investments on terms satisfactory to us or at all; 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 Form 10-Qs.

The forward-looking statements made in this presentation are made as of August 15, 2023. If this presentation is reviewed after August 15, 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.

Please refer to the Appendix of this presentation for definitions of KPIs and non-GAAP financial measures, and where applicable, reconciliations to their nearest GAAP equivalents, included in this presentation.

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BSY Investment Virtues

A “Classic Compounder”

The entrenched leading provider of *infrastructure engineering* software globally

Founder-led company with a strong management bench and well-choreographed succession

Large direct recurring revenue base, low revenue concentration, and long-term account relationships provide strong visibility and consistency

Large (ecosystem) pipeline and track record of programmatic acquisitions to round out organic growth

Operating leverage affords a long runway for ~100bps of annual (Adjusted operating income inclusive of stock-based compensation expense⁹) margin expansion

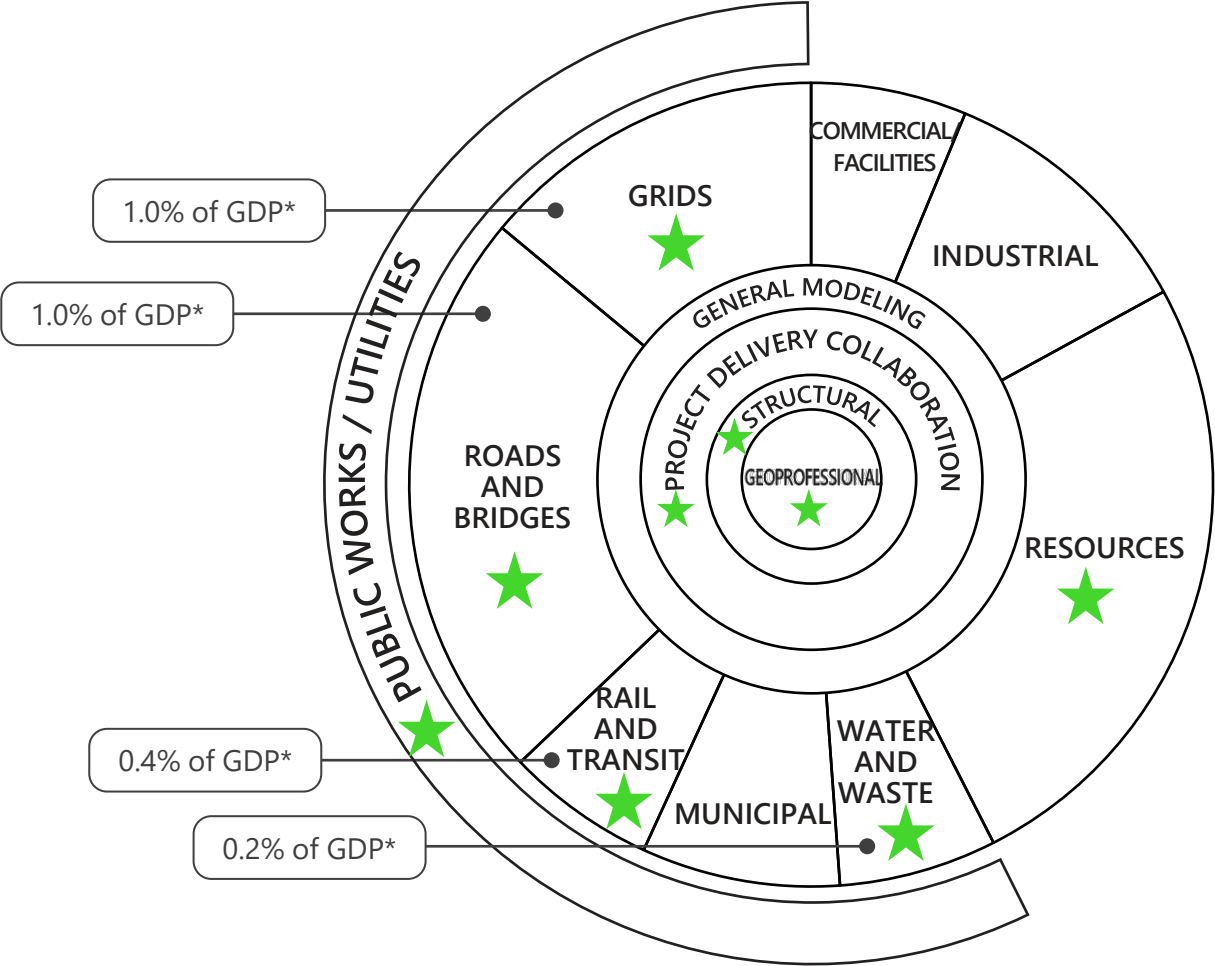
Strong cash flow conversion generates capital for reinvestment, acquisitions, and return of capital (dividends and buybacks to offset SBC dilution)

Sustainable double-digit ARR⁶ growth driven by company-specific growth initiatives AND strongly favorable secular end market conditions



ARR⁶ by End Markets (Infrastructure Sectors)

THE *Infrastructure Engineering Software* Company

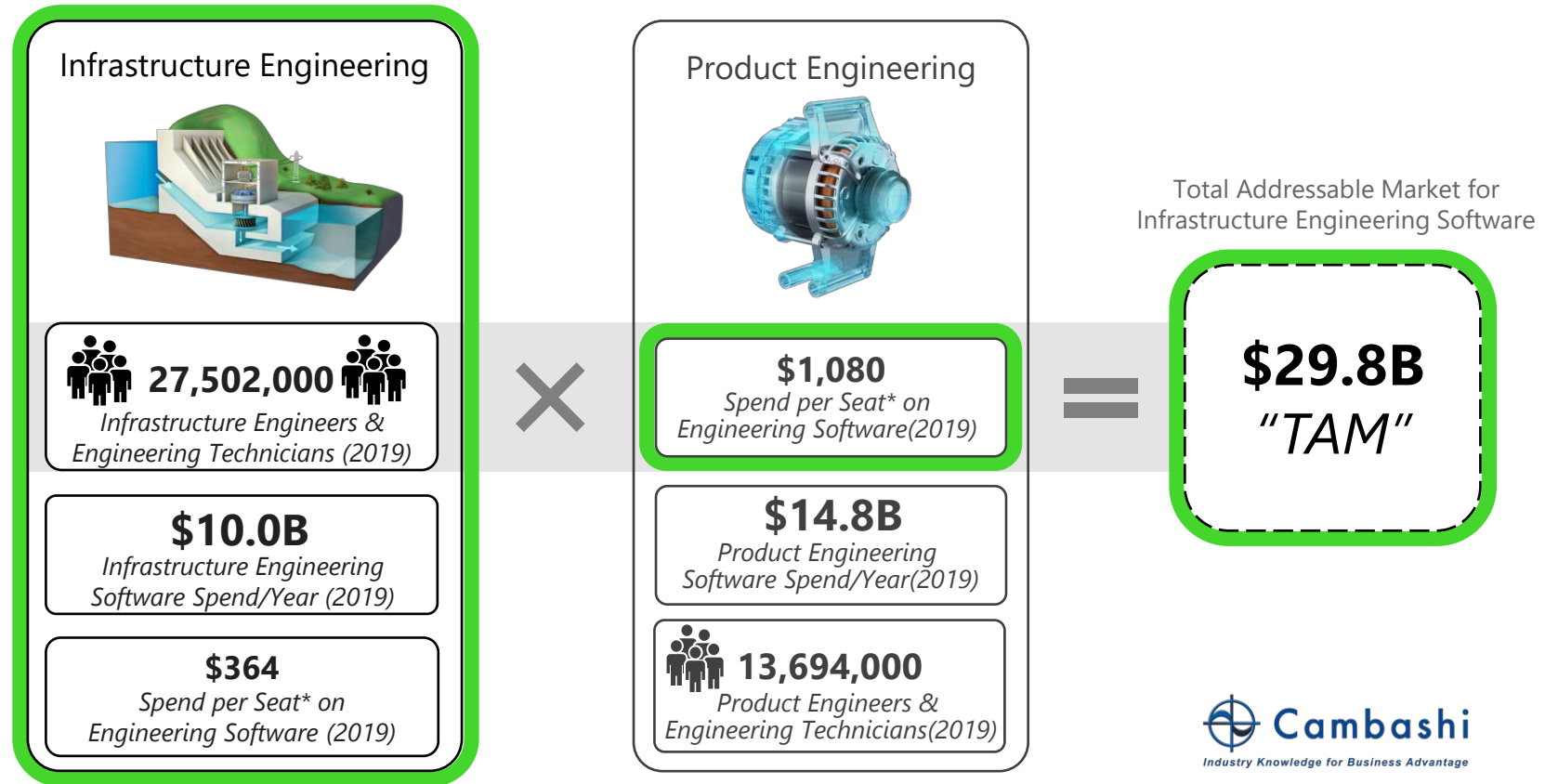


★ We believe we are the market leader

*Oxford Economics Outlook Global Infrastructure Spending 2016 through 2040
Footnote 6: Annualized Recurring Revenue – Refer to pages 28-29; KPI and Non-GAAP Definitions

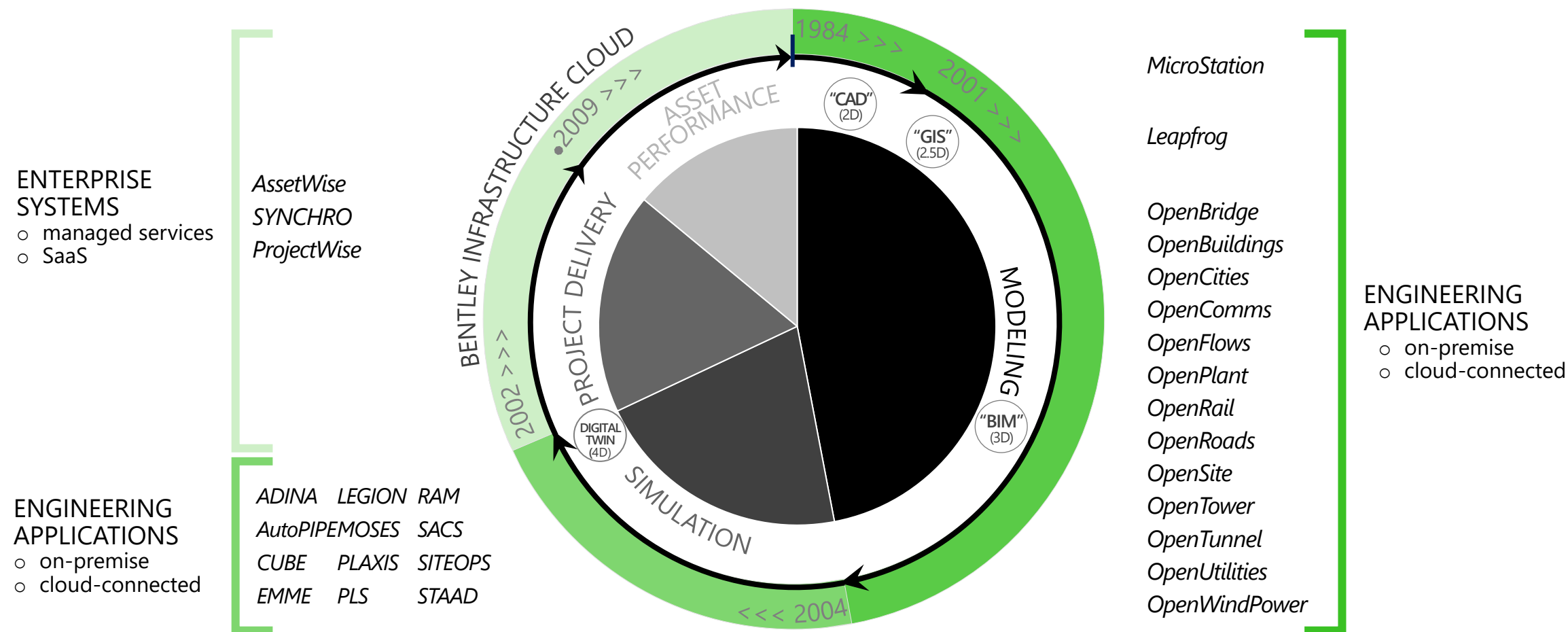
Total Addressable Market ("TAM")

What if infrastructure engineers/technicians would each spend on engineering software the same amount that product engineers/technicians (on average) already spend?



*Computed for "high spend intensity" countries with consistent employment count from 2018 to 2019
Source: Oct. 2021 Cambashi study commissioned by Company

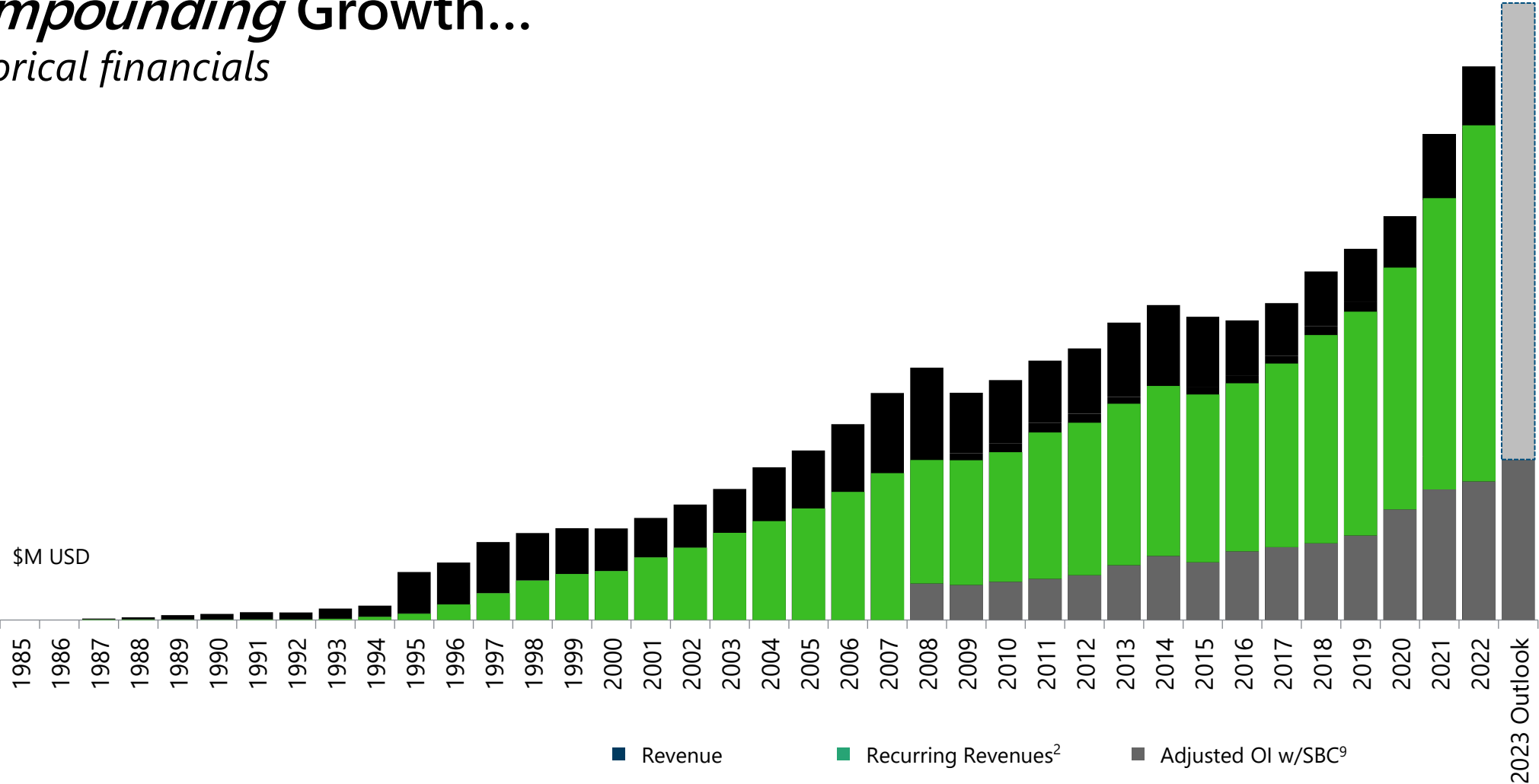
Comprehensiveness Across (Infrastructure and BSY) Lifecycle...



Note: Chart segment sizing corresponds to underlying % of 2022 Revenue using ASC 606.

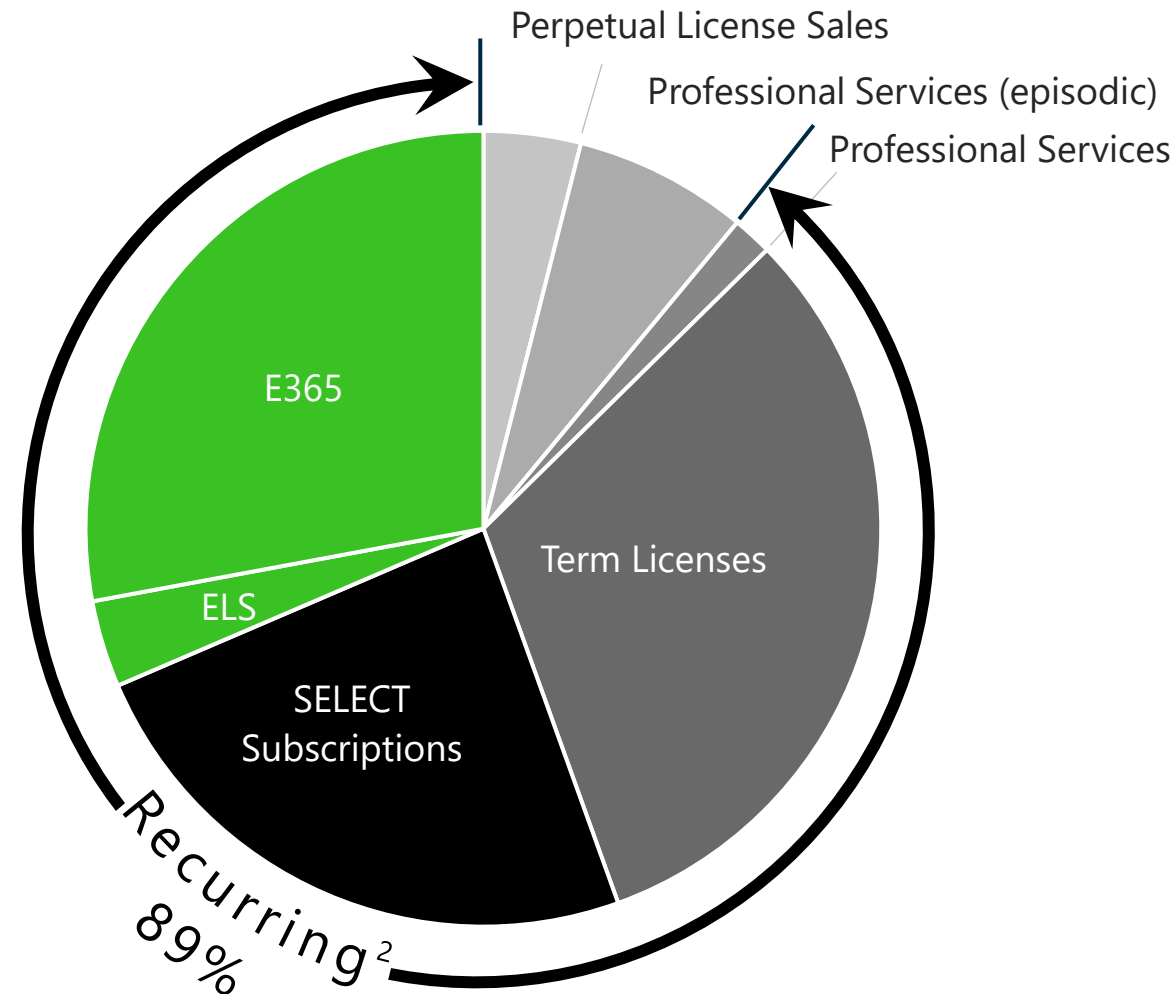
Compounding Growth...

Historical financials



Note: 1985–2018 revenues were calculated using ASC 605.
 2019, 2020, 2021, 2022, and 2023 Outlook revenue calculated using ASC 606
 Footnote 2: Refer to page 28-29 for KPI and non-GAAP definitions
 Footnote 9: Refer to page 30 for non-GAAP teconciliations and historical OI to Adjusted OI w/SBC

Revenues by *Commercial Model*



Note: Chart segment sizing corresponds to underlying % of 2022 Revenue using ASC 606.

Footnote 2: Refer to page 28-29 for KPI and non-GAAP definitions

2022 *Going Digital* Awards In Infrastructure

The Year(s) of Asia Ex-China

>250 nominations from BSY accounts

12 independent-juried categories

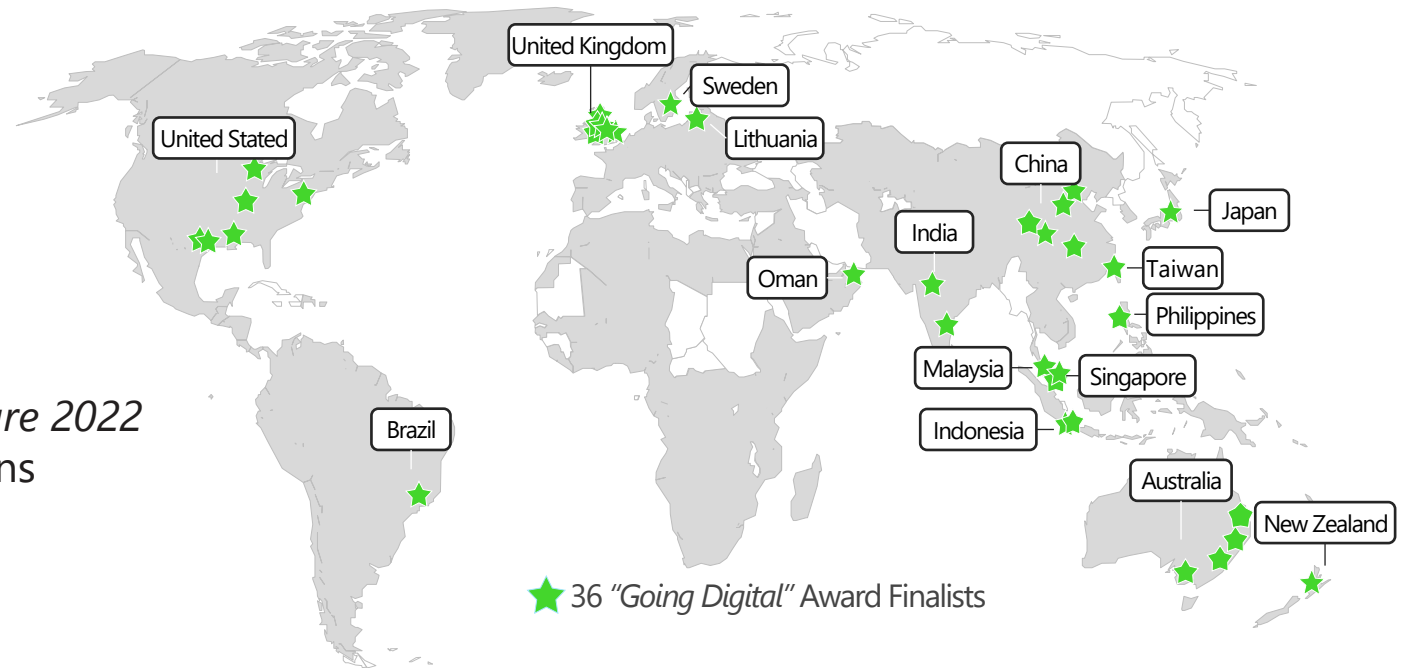
12 Founders' Awards

>100 infrastructure journalists at *Year in Infrastructure 2022* Conference in London, covering Finalist presentations

Online gallery of these case studies at
<https://www.bentley.com/events/going-digital-awards/>

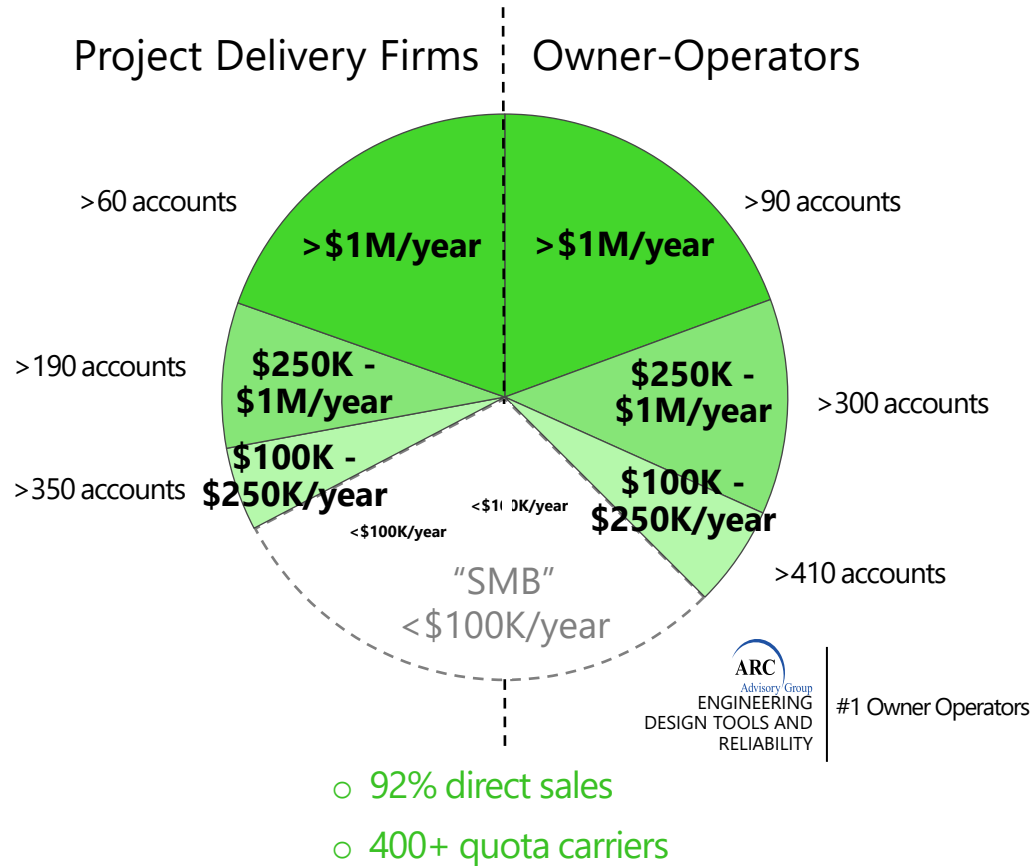
Infrastructure Yearbook

<https://www.bentley.com/company/infrastructure-yearbook/>



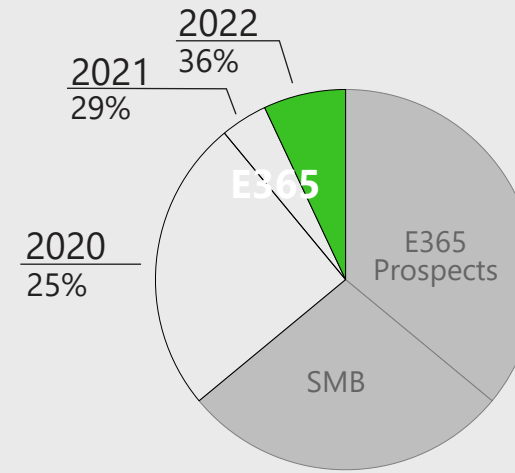
Growth Initiative #1 - *E365 / Enterprise Accounts*

Accretion in Enterprise Accounts



Note: Chart segment sizing corresponds to underlying % of 2022 Revenue using ASC 606.

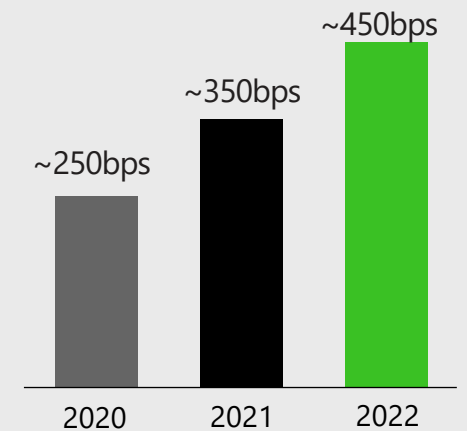
E365 ARR Growth⁷



- E365 success force:
>600 infrastructure engineer experts
- E365 includes quarterly menu of Success Blueprint (for new digital workflows)

Footnote 7: Refer to page 28-29 for KPI and non-GAAP definitions

Application Mix Accretion (Upsell) ARR Growth⁷

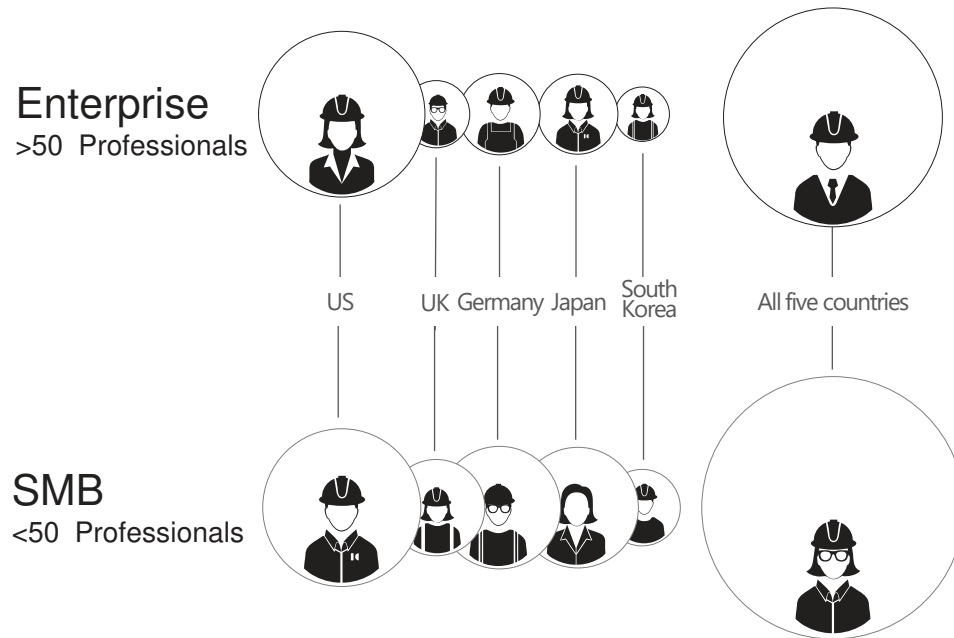


User Success Program driving increased consumption and mix accretion

Growth Initiative #2 - *Virtuosity / SMB*

Increasing Penetration in the Vast Small and Medium-Sized Businesses ("SMBs")

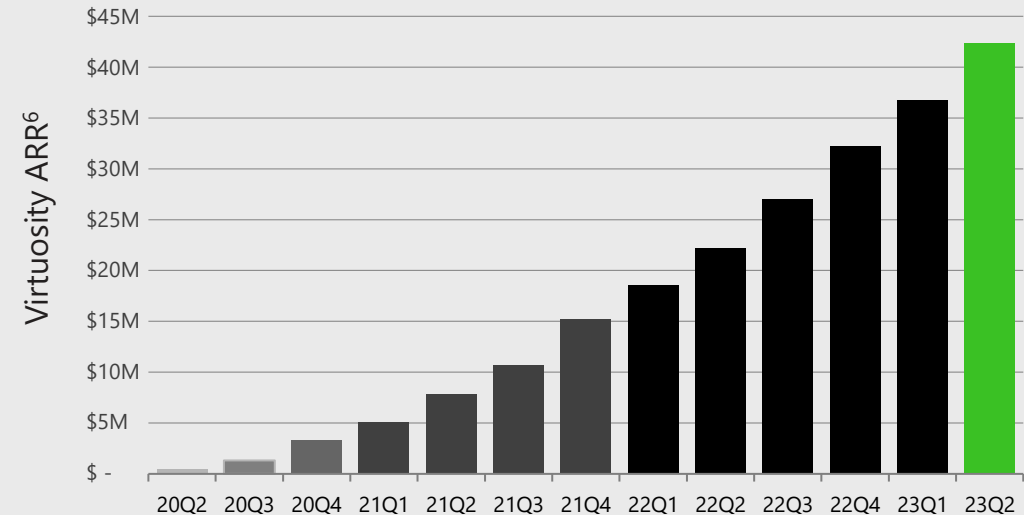
Number of infrastructure engineers, by size of firm



The SMB Potential



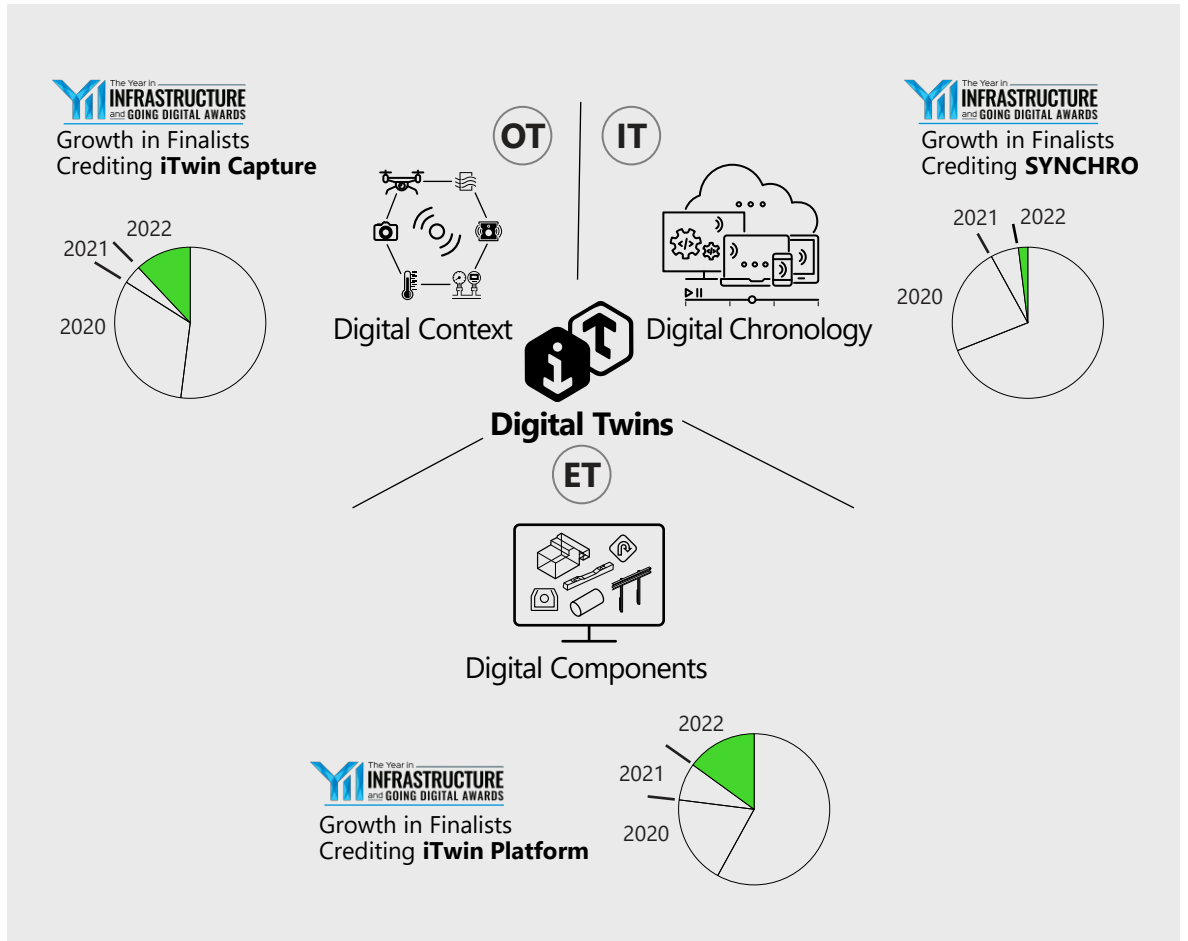
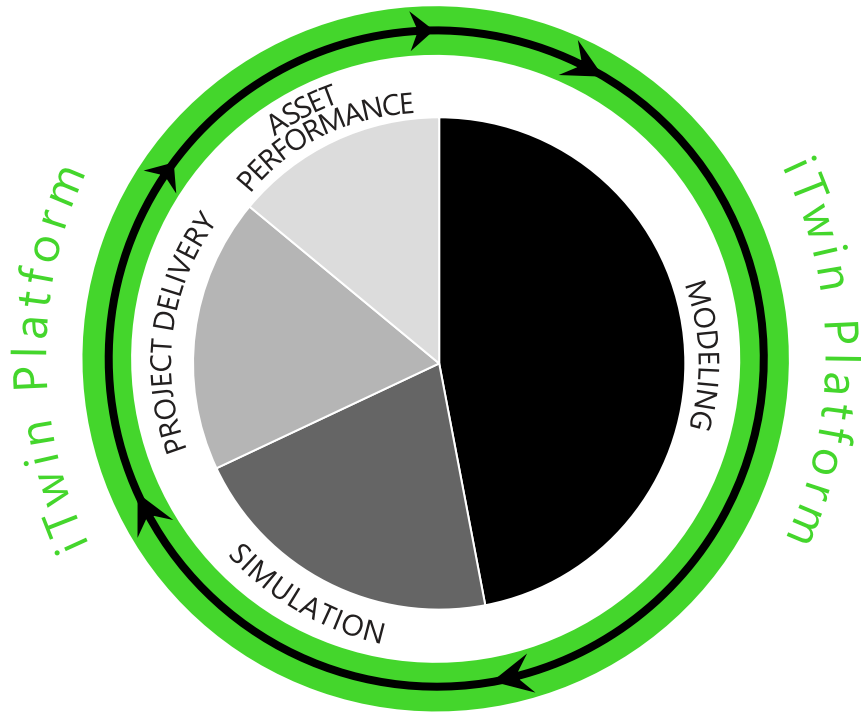
Source: Oct. 2021 Cambashi study commissioned by Company



- Virtuoso Subscriptions combine license with expert assistance
- Targeted at SMB via direct-sales Digital Experience
- >160 inside sales quota carriers
- Adding hundreds of new logos quarterly; new logos adding ~3% in ARR growth⁷ in second quarter of 2023

Growth Initiative #3 - *Digital Twins* (Powered by iTwin Platform)

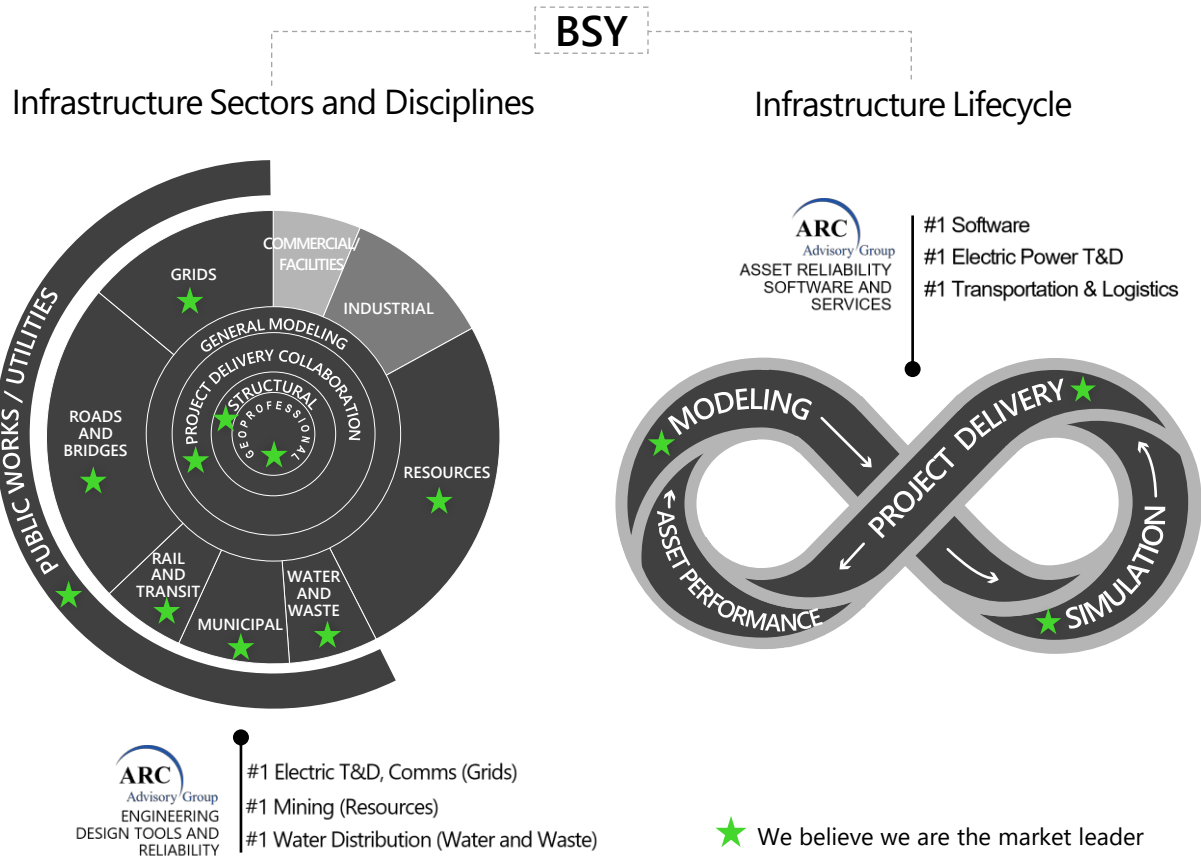
Cloud Services Synchronizing, Aligning, Federating Infrastructure Engineering Data for Metaverse, AI Accessibility



Competitive Landscape

THE Infrastructure Engineering Software Company!

	BSY	ADSK	TRMB	ESRI	HEX	AVV	NEM	DASTY	AZPN
PUBLIC WORKS / UTILITIES	★								
GRIDS	★								
ROADS AND BRIDGES	★								
RAIL AND TRANSIT	★								
MUNICIPAL	★			★					
WATER AND WASTE	★								
RESOURCES	★								
INDUSTRIAL					★	★			
COMMERCIAL / FACILITIES		★							
GEOPROFESSIONAL	★								
STRUCTURAL	★								
PROJECT DELIVERY COLLABORATION	★								
GENERAL MODELING									
MODELING	★								
SIMULATION	★								
PROJECT DELIVERY	★								
ASSET PERFORMANCE				★					
Market Presence	<div><div></div> Strong</div> <div><div></div> Moderate</div> <div><div></div> Low</div> <div><div></div> Minor</div>								
★ Market Leader	ADSK - Autodesk TRMB - Trimble ESRI - Esri HEX - Hexagon AVV - Aveva NEM - Nemetschek DASTY - Dassault Systems AZPN - AspenTech								



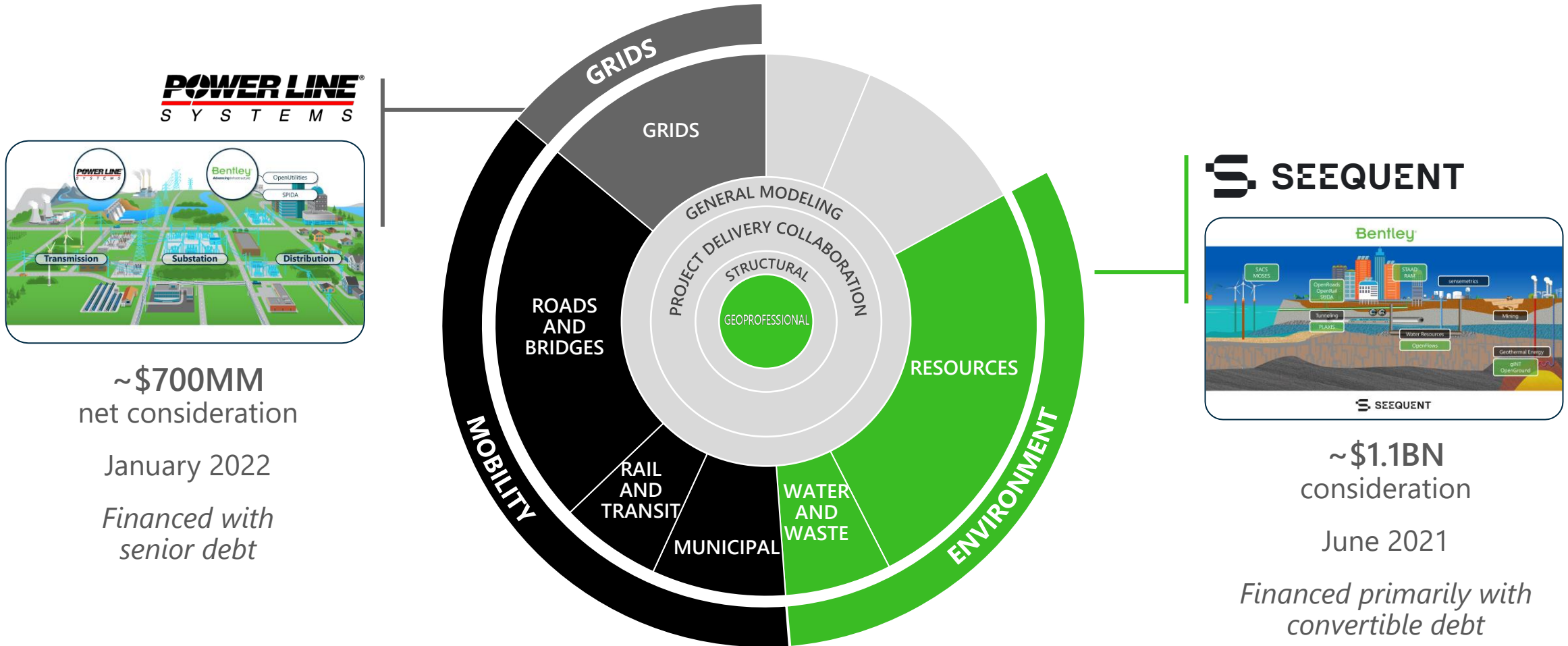
Programmatic Acquisitions...



Platform Acquisitions...

Platform Acquisitions!

Expanding Infrastructure Digital Twin Opportunities Beyond Mobility, to Grids and Environment...



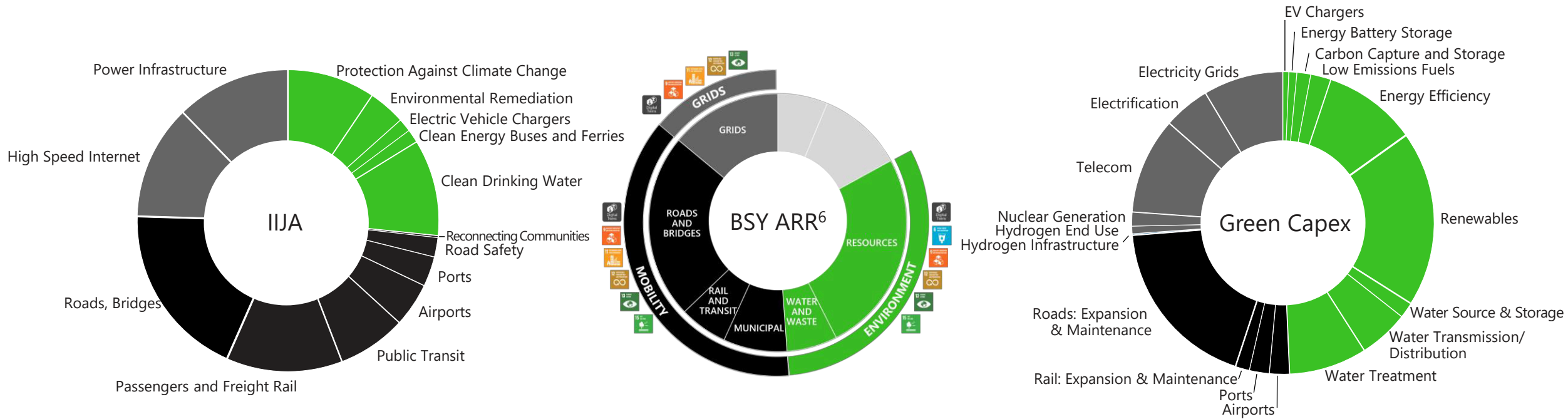
Note: Chart segment sizing corresponds to underlying % of 2022 ASC 606 Revenue

ES(D)G: Empowering Sustainable Development Goals



Global (Infrastructure) Investment Priorities

Well-positioned for ES(D)G-Enabling Energy Transition Spending Spanning Mobility, Grids, Environment



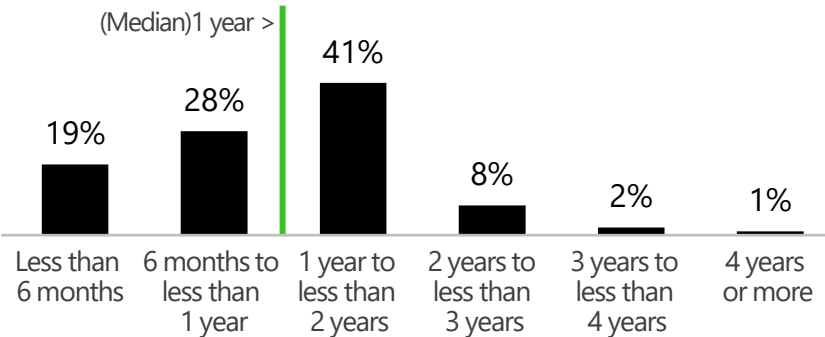
U.S. Infrastructure Investment and Jobs Act (IIJA)
 (IIJA, and "IRA" in U.S. are representative of incremental multi-year infrastructure and energy transition investment programs also exist in EU, UK, India, Australia, China, ...)

Green Capex: Capturing the Opportunities
 2022 Sustainability And Impact Series
 Annual investment required, 2020s (US\$ tn)

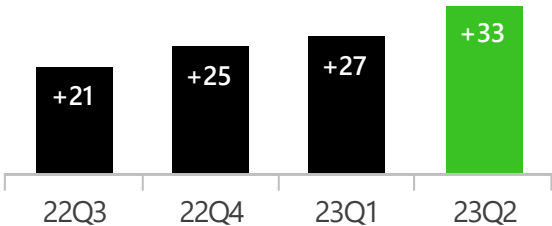
Source: IEA, OECD, McKinsey & Company, Goldman Sachs Global Investment Research – 2021/10/11 <https://www.goldmansachs.com/insights/pages/gs-research/green-capex/green-capex-making-infrastructure-happen.pdf>

Infrastructure Engineering at Capacity (Prioritizing *Going Digital*...)

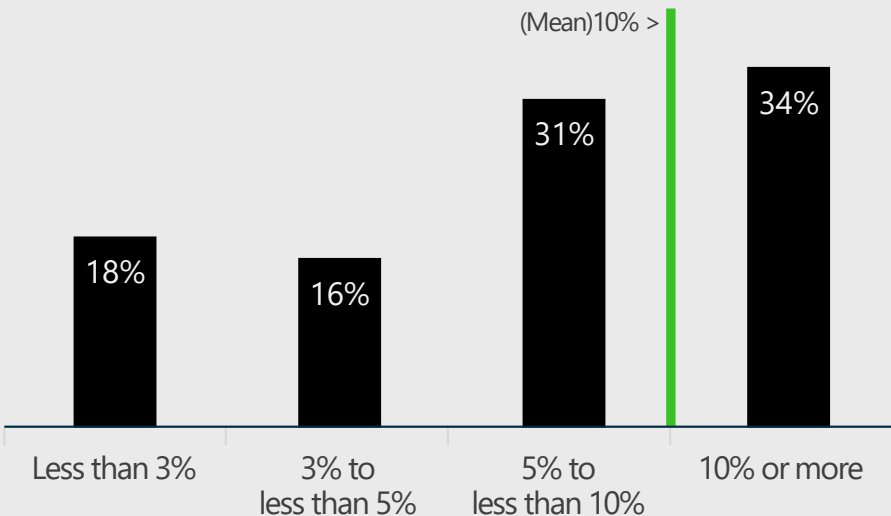
Current Backlog
Infrastructure Engineering Demand



Backlog 12 Months from Now
Inflection in "Net Ratings" Expectations

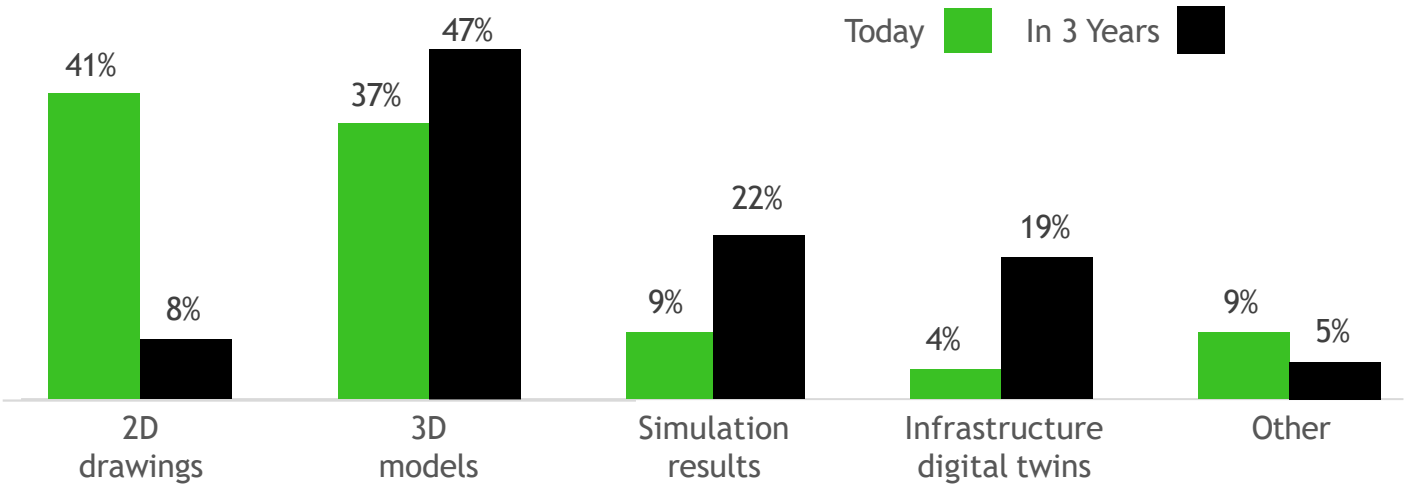


Open Positions as Percentage of Overall FTEs
One Open Position for Every 10 FTE's...



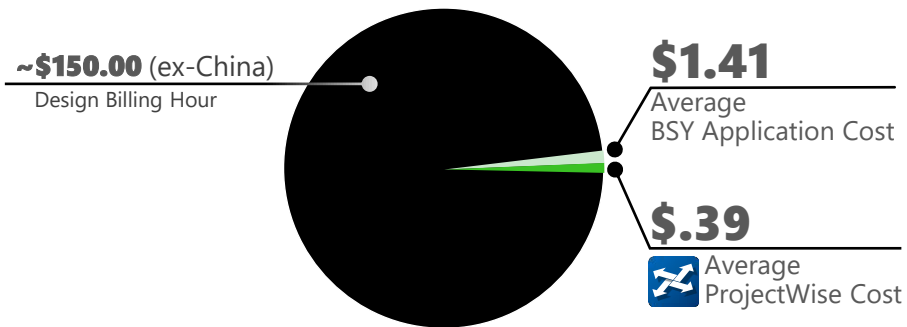
Infrastructure Engineering Priorities (*Going Digital...*)

Client Priorities Today and in Three Years
Deliverables Prioritized by Your Clients (Based on Priority 1 Rank)

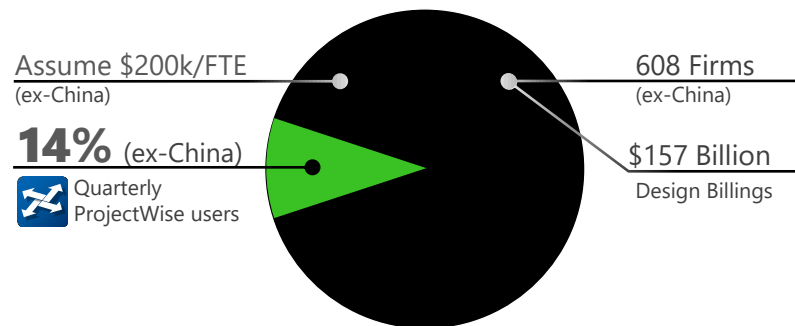


Opportunities in Engineering News-Record (Global) *Top Design Firms*

BSY as Established Leader, with Long Upside Runway for Going Digital!



Ample opportunity for application upsell (mix accretion)

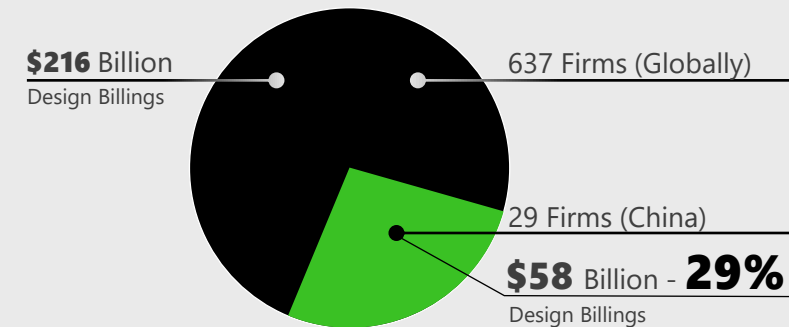


Ample opportunity for further standardization on ProjectWise for data-centric AI



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

The China Opportunity

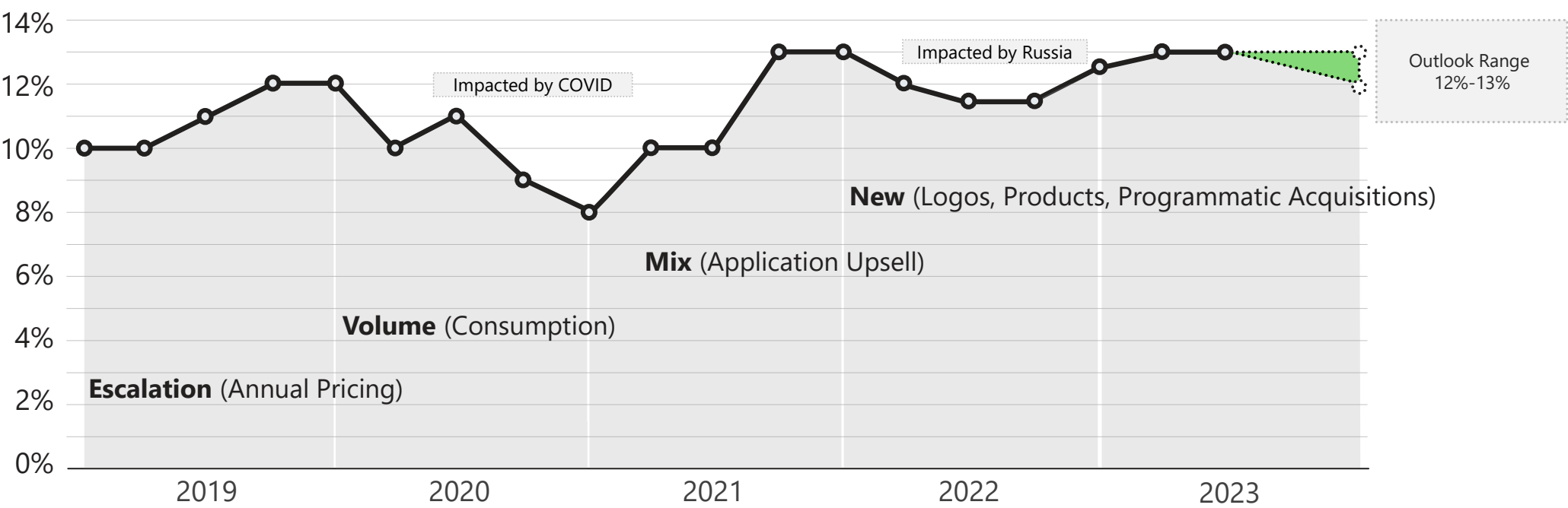


Pivoting to "localization" in China (currently 3-4% of BSY ARR⁶) to surmount geopolitical obstacles and cloud limitations

- Joint venture for development and distribution of on-premises adaptation of ProjectWise platform (*iLink*)...
- Joint venture to assume hydropower accounts and to develop specialized Chinese (MicroStation-based) applications (*East Wise*)...
- Expect regression to local preference for license sales at the expense of ARR⁶

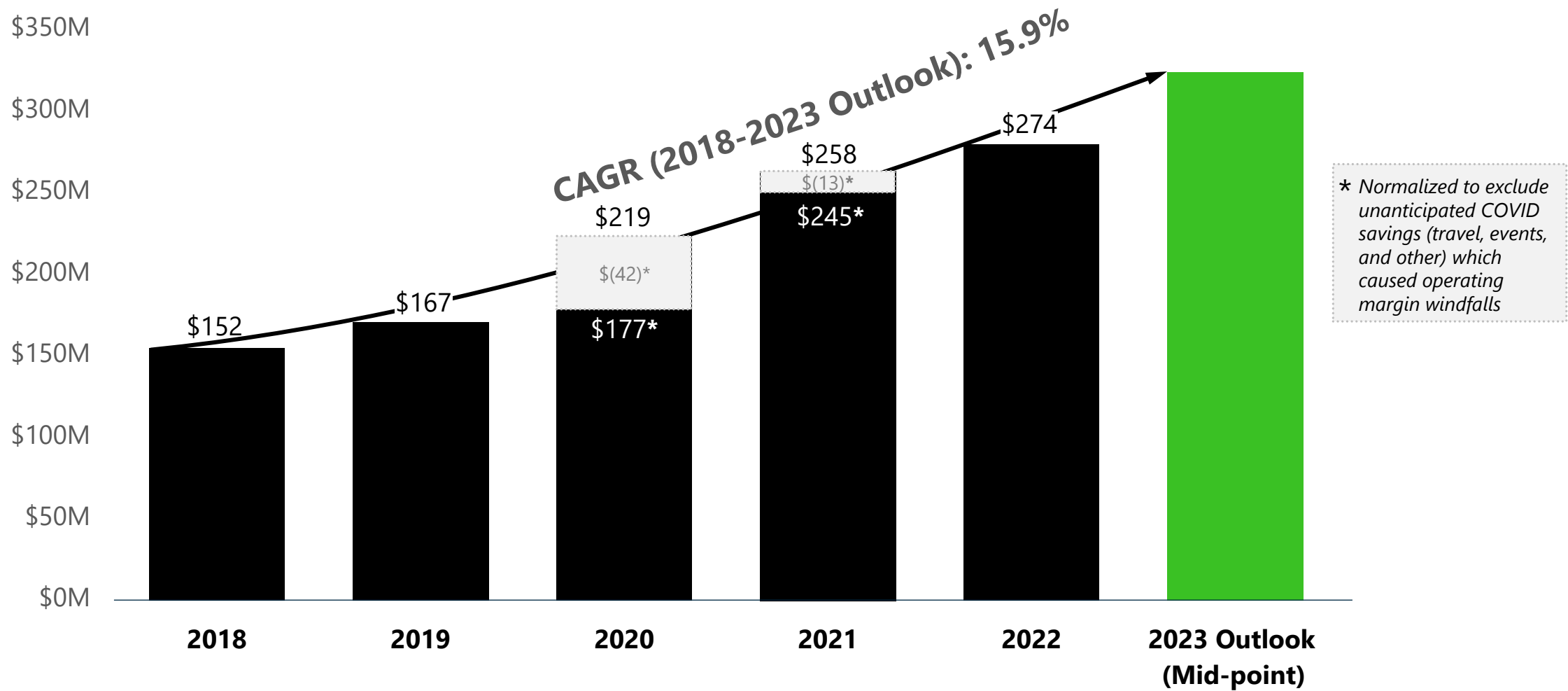
Resilient ARR Growth⁷ Layering Multiple Growth Drivers

YoY Constant Currency Business Performance



Footnote 7: Refer to page 28-29 for KPI and non-GAAP definitions

Compounding Operating Margin⁹ (Adjusted OI *w/SBC*)



Footnote 9: Refer to page 28-29 for KPI and non-GAAP definitions

2023 Financial Outlook

Financial Metrics	Outlook
Total Revenues	\$1,205 million to \$1,235 ^{milliona} (+9.5% to 12.5%; +10.5% to 13.5% in constant currency ¹)
ARR Growth ⁸ (constant currency ¹)	12% to 13% ^b , updated from previous range of 11.5% to 13.5%
Adjusted OI w/SBC Margin ¹⁰	~ 26%
Effective Tax Rate	~ 20%
Cash Flow from Operations	~ 80% of Adjusted EBITDA ¹¹
Capital expenditures	~ \$30 million, which includes certain IT investments

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.

Footnote a: We do not update our revenues outlook for subsequent changes in foreign exchange rates.

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

Footnotes 1, 6, 8, 10, 11: Refer to page 28-29 for KPI and non-GAAP definitions

Financial Drivers

Resilient ARR Growth⁷

~89% Subscription Revenues

Commitment to robust R&D investment

>22% of revenue

Commitment to annual margin improvement

Global, direct sales investments complete

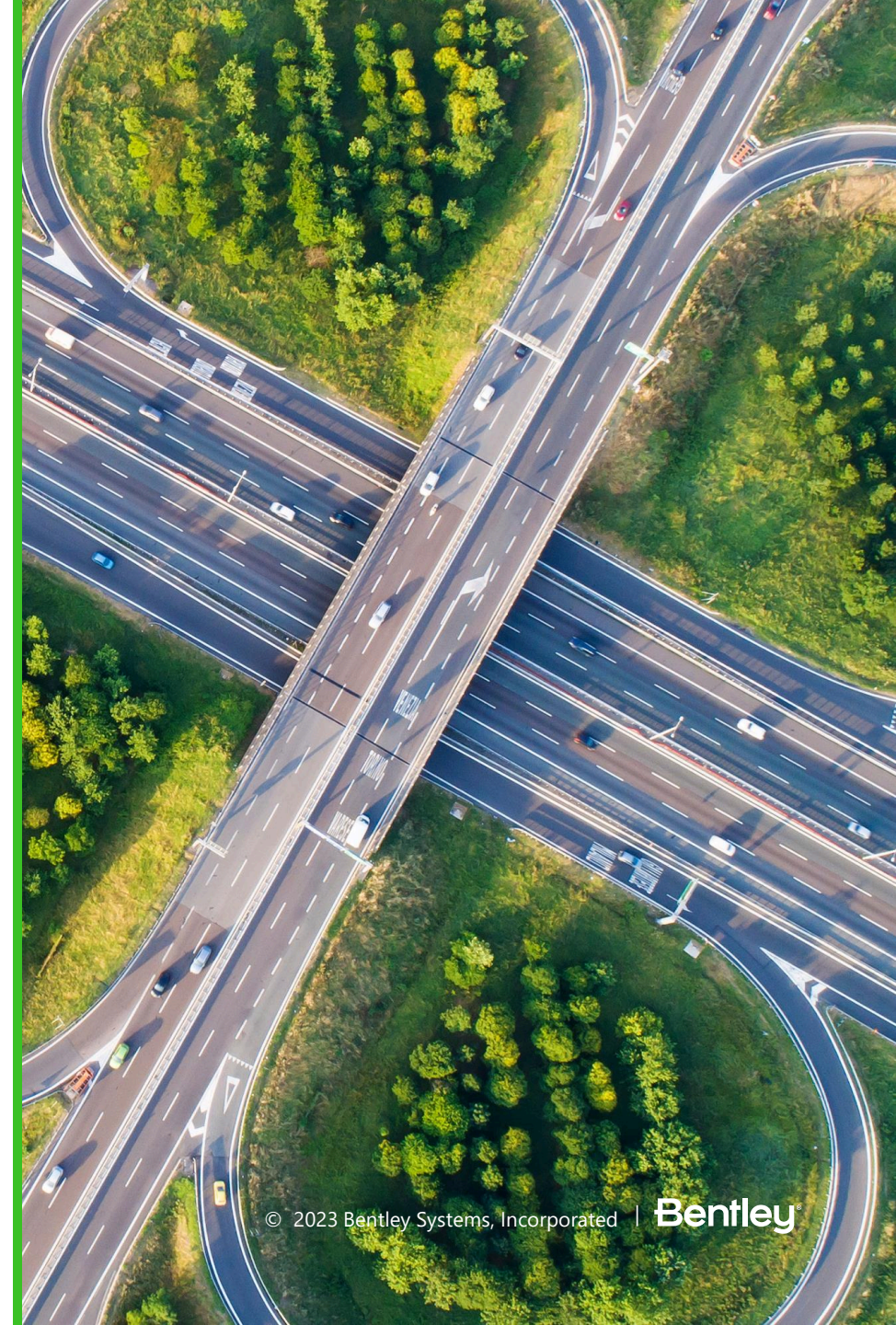
~ 100 bp in *Adjusted OI w/SBC* margin¹⁰

Cashflow efficiency

~70% of revenue paid annually in advance

~20% effective tax rate

~80% Adjusted EBITDA¹¹ conversion



Capital Allocation Priorities

Commitment to (stock and/or convertible debt) repurchases to offset dilution from stock-based compensation

Commitment to (modest) dividend

Commitment to programmatic acquisitions

Senior debt

\$193MM term loan, fixed at ~2.73% via interest rate swap maturing 2030

Revolving debt balance at end of 23Q2: \$201MM

Net Senior Debt Leverage^b ~0.8x at end of 23Q2

Convertible debt funded accretive platform acquisitions

~\$1.3B, debt service fixed at ~0.24% coupon through 2026/2027 maturities

Convertible leverage^a at end of 23Q2: 3.2x (< 2x "delta-adjusted")

Footnote a: Convertible leverage is convertible debt divided by LTM Adj. EBITDA¹¹

Footnote b: Net Senior Debt Leverage is Net Senior Debt (defined as Senior Debt minus Cash) divided by LTM Adj. EBITDA¹¹

Footnote 11: Refer to page 28-29 for KPI and non-GAAP definitions



Compounding *Predictability*

Predictable governance

Farsighted founding family control
(dual-class corresponds to majority economic ownership, sunseting otherwise)

Predictable performance

Operating management incentives based on ARR Growth⁷
(but conditioned on annual operating margin improvement)

Predictable resilience

Mainstay public works / utilities end market is effectively counter-cyclical

Impregnable “comprehensive moat”

THE *infrastructure engineering software* company
(continuously reinforced by platform-enabled programmatic acquisitions)

Sustainable investment thesis:

Intersection of global priorities: *going digital* and *infrastructure*

Environmental resilience and adaptation
(decarbonization, urbanization, resource imperatives)

Energy transition and security (grid integration, renewables, nuclear, ...)

ES(D)G (Empowering Sustainable Development Goals) “handprint”

Footnote 7: Refer to page 28-29 for KPI and non-GAAP definitions



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 also included herein.

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 those related to our 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).

Strong Cash Flow Conversion

Non-GAAP Reconciliations

Reconciliation of cash flow from operations to Adjusted EBITDA

(\$ in thousands)	QTD 23Q2	LTM 23Q2
Cash flow from operations	\$ 80,596	\$ 362,413
Cash interest	8,909	35,435
Cash taxes	11,966	33,359
Cash deferred compensation plan distributions	1,704	2,125
Cash acquisition expenses	4,237	18,709
Change in operating assets and liabilities	(9,699)	(53,897)
Other ¹	(2,164)	(6,308)
Adjusted EBITDA	\$ 95,549	\$ 391,836

Reconciliation of Operating Income to Adjusted OI w/SBC and to Adjusted Operating Income

(\$ in thousands)	QTD 23Q2	YTD 23Q2
Operating income	\$ 53,305	\$ 119,090
Amortization of purchased intangibles	12,625	26,360
Deferred compensation plan	3,777	7,923
Acquisition expenses	3,521	12,298
Realignment expenses (income)	29	(1,950)
Adjusted OI w/SBC	73,257	163,721
Stock-based compensation expense	17,670	36,868
Adjusted operating income	\$ 90,927	\$ 200,589

Compounding Growth

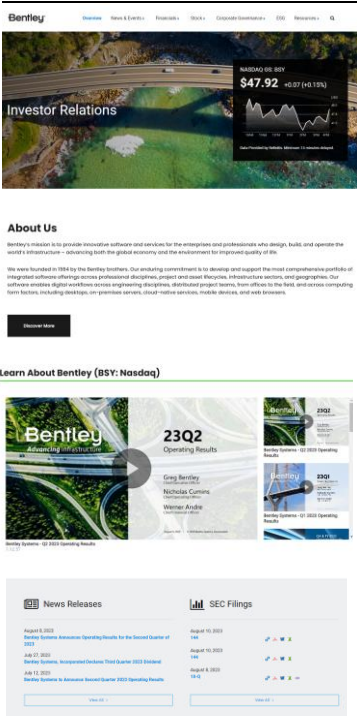
Historical OI to Adjusted OI w/SBC

(\$ in thousands)	YTD 2018	YTD 2019	YTD 2020	YTD 2021	YTD 2022
Operating income	\$ 121,391	\$ 141,865	\$ 150,150	\$ 94,589	\$ 208,612
Amortization of purchased intangibles	17,215	18,731	20,721	34,001	53,592
Deferred compensation plan	(75)	408	177	95,046	(15,782)
Acquisition expenses	6,410	6,597	11,666	34,368	25,398
Realignment expenses (income)	6,778	(584)	10,022	-	2,109
Expenses associated with IPO	-	-	26,130	-	-
Adjusted OI w/SBC	\$ 121,391	\$ 167,017	\$ 218,866	\$ 258,004	\$ 273,929

Footnote 1: Includes receipts related to interest rate swap.

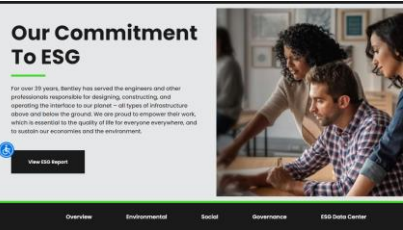
Learning about BSY

Investor Relations



investors.bentley.com

ESG Commitment



bentley.com/esg

Resilient and sustainable infrastructure is key to addressing climate change and other environmental challenges, and is essential to sustaining our economies and improving our quality of life.

2022 ESG Report



<https://www.bentley.com/bentley-systems-esg-report-2022>

Bentley's ESG Report details how we are leading in more sustainable, ethical ways to influence our environmental (E), social (S), and governance (G) impacts.

Going Digital Awards



yii.bentley.com/awards

Bentley's Going Digital Awards in Infrastructure is an exciting and well-regarded global competition that recognizes the digital advancements in infrastructure.

Infrastructure Yearbook(s)



bentley.com/infrastructure-yearbook

The Infrastructure Yearbook showcases the outstanding accomplishments of Bentley software users who design, build, and operate the world's infrastructure.



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