

Bentley Systems First Quarter 2025 Results



May 7, 2025

Bentley®

Agenda

- 01 Perspectives from the Executive Chair**
- 02 Perspectives from the CEO**
- 03 Perspectives from the CFO**
- 04 Appendix**

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 tariffs and related policies on our business and the businesses of the industries we serve; 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; failure to effectively manage succession; 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; 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 and/or acquisitions 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, 2024 and subsequent Form 10-Qs.

The forward-looking statements made in this presentation are made as of May 7, 2025. If this presentation is reviewed after May 7, 2025, 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.

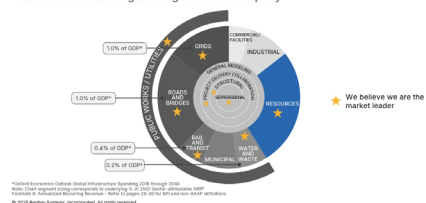
Please refer to the Appendix of this presentation for definitions of KPIs and non-GAAP financial measures, and where applicable, reconciliations to their nearest GAAP equivalents, included in this presentation.

01 Perspectives from the Executive Chair, Greg Bentley

BSY's More *Resilient* Business Mix

- within *infrastructure sectors*
- across the *infrastructure lifecycle*
- of *commercial models*
- of *account scale*
- by *geography*

THE infrastructure engineering software company



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



Founders' Perspectives

Read the full text of the Founders' Perspective, a letter from Bentley's founders to help investors understand our corporate philosophy.



Introduction To Bentley

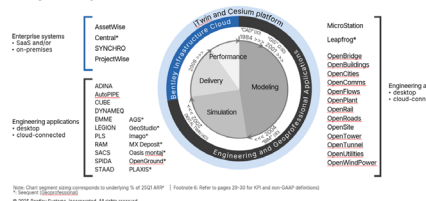
Introduction to Bentley Systems, the infrastructure engineering software company.



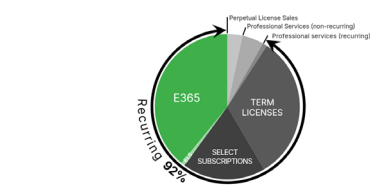
Infrastructure Yearbook

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

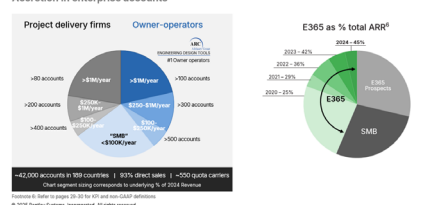
40+ years in operation



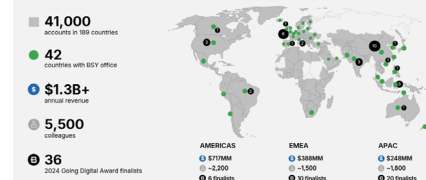
Revenues by commercial media



Accretion in enterprise accounts



Comprehension check: Across the globe



4. BSY investment virtues

5. ARR⁶ by end markets (infrastructure sectors)

6. Total addressable market ("TAM")

- 7. Increasing comprehensiveness across lifecycle

8. Compounding growth

9. Revenues by commercial model

10. Growth initiative #1 - E365 | Enterprise accounts

11. Growth initiative #2 - Virtuosity | SMB

12. Growth initiative #3 – Digital twins

13. Comprehensiveness Across Geographies

14. Competitive landscape

15. Acquisitions

16. Capital allocation "cycle"

17. Our impact: "ES(D)G"

18. Infrastructure engineering at capacity

19. Evolving infrastructure engineering priorities...

20. Resilient ARR growth⁸

21. Compounding: revenues

22.Compounding: ARR^6

23.Compounding: profits

24.Compounding: free cash flow¹³

25. Full year 2025 financial outlook

26. Financial drivers

27. Capital allocation priorities

28. Compounding predictability

29. KPI and non-GAAP definitions

31. Liquidity and capital structure

32. Reconciliation of GAAP to non-GAAP financial measures

33. Learning about BSY

ARR⁶ by end markets (infrastructure sectors)

THE infrastructure engineering software company

As presented
in the
Introduction to Bentley



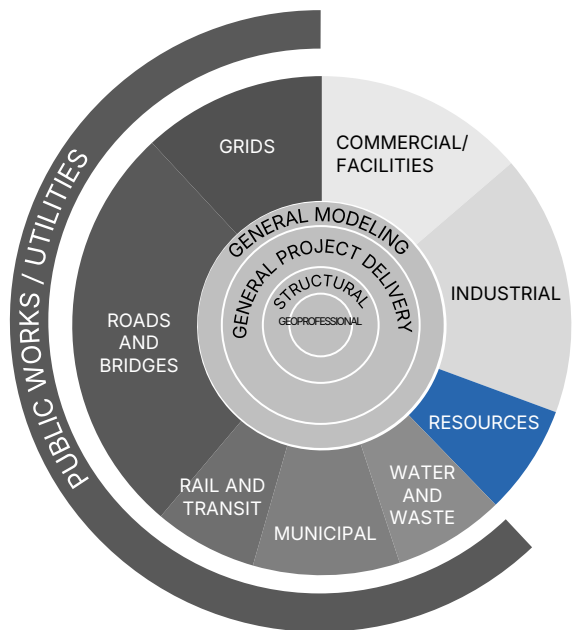
★ We believe we are the market leader

Notes: Chart segment sizing corresponds to underlying % of 25Q1 Sector-attributable ARR⁶

Footnote 6: See appendix for KPI and non-GAAP definitions

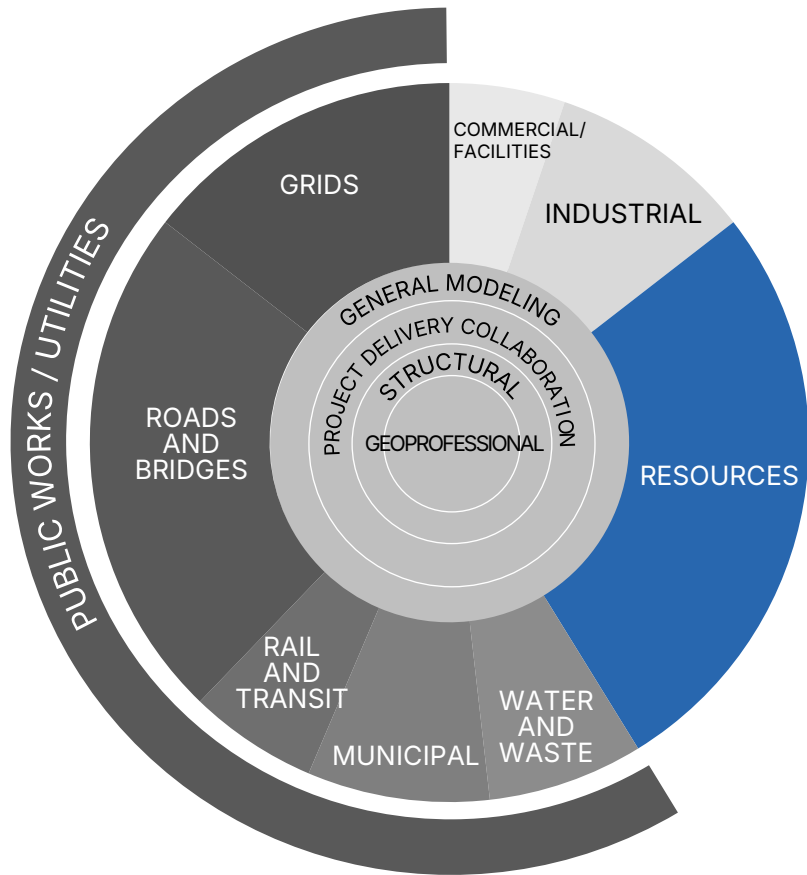
ARR⁶ by infrastructure sectors

2019 Y/E



Note: Chart segment sizing corresponds to underlying % of end 2019 Sector-attributable ARR⁶

2025 Q1

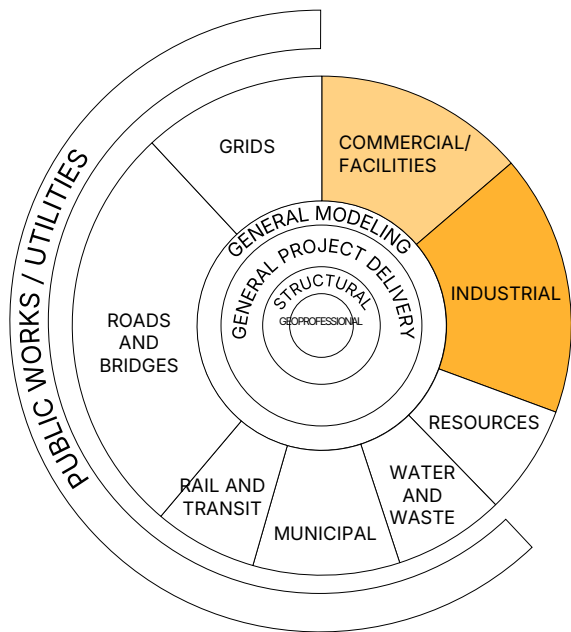


Note: Chart segment sizing corresponds to underlying % of 25Q1 Sector-attributable ARR⁶

Footnote 6: See appendix for KPI and non-GAAP definitions

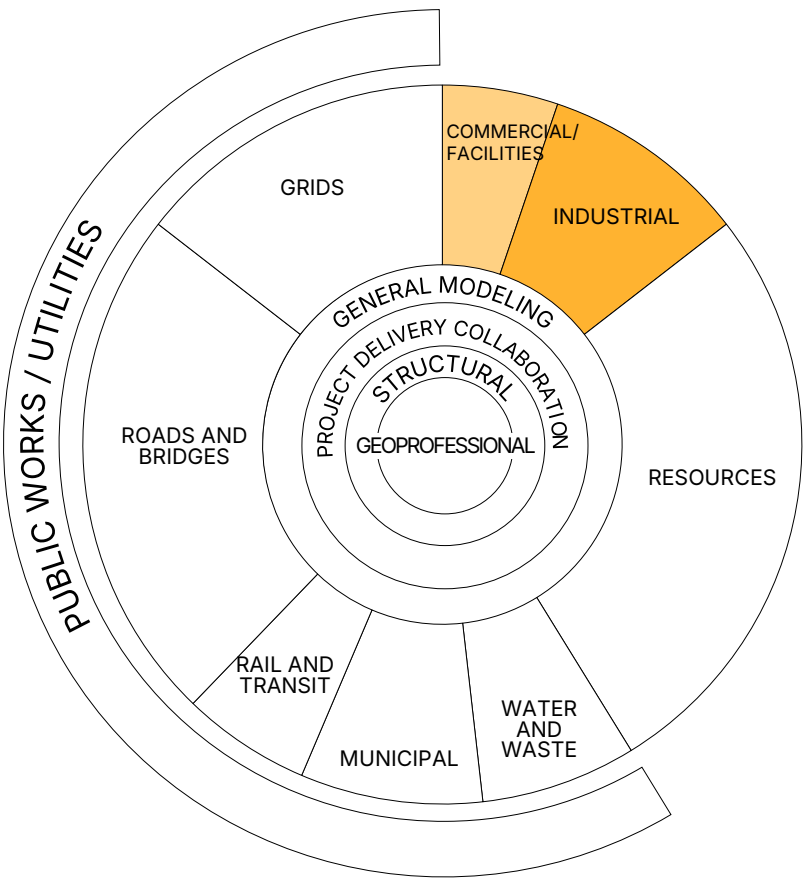
ARR⁶ by infrastructure sectors

2019 Y/E



Note: Chart segment sizing corresponds to underlying % of end 2019 Sector-attributable ARR⁶

2025 Q1

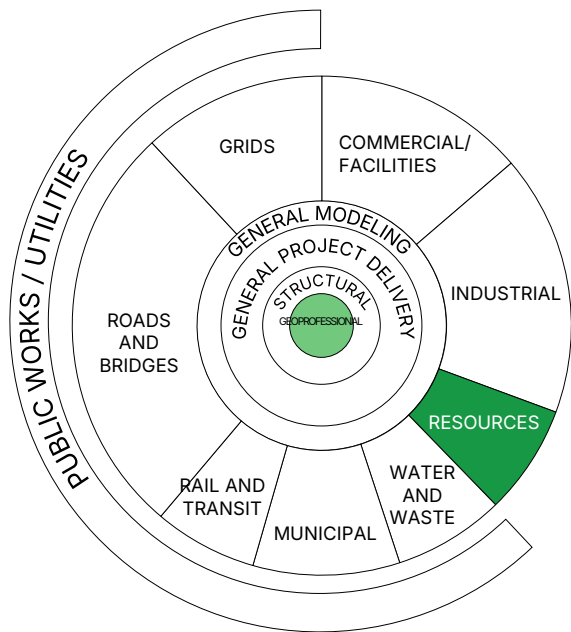


Note: Chart segment sizing corresponds to underlying % of 25Q1 Sector-attributable ARR⁶

Footnote 6: See appendix for KPI and non-GAAP definitions

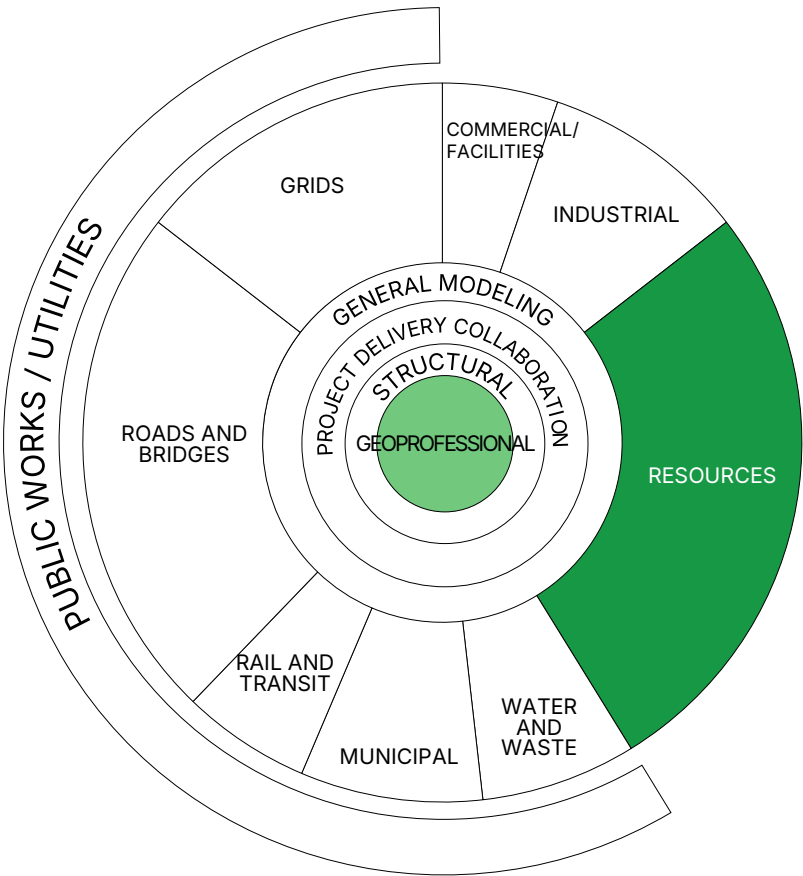
ARR⁶ by infrastructure sectors

2019 Y/E



Note: Chart segment sizing corresponds to underlying % of end 2019 Sector-attributable ARR⁶

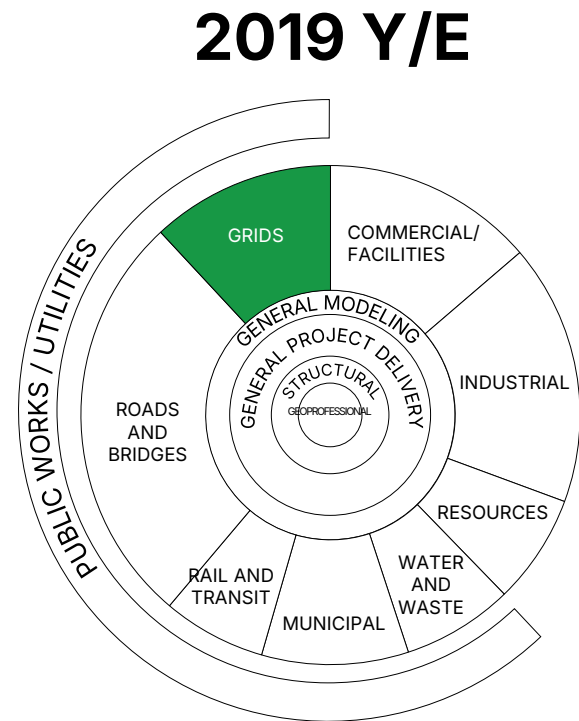
2025 Q1



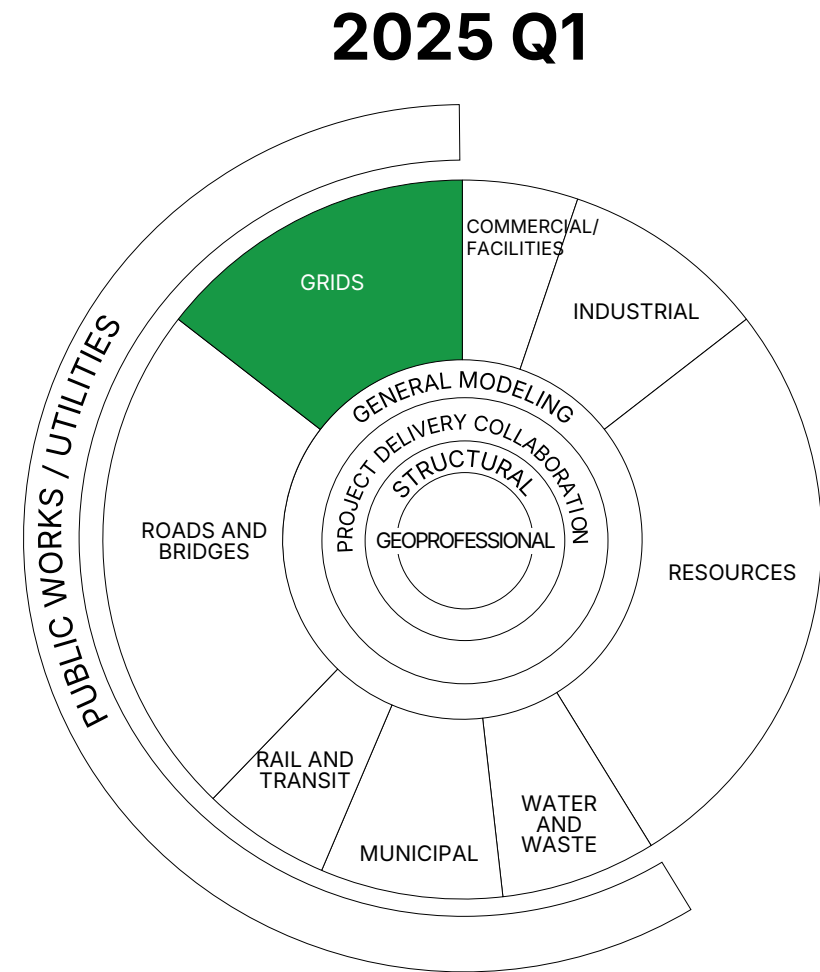
Note: Chart segment sizing corresponds to underlying % of 25Q1 Sector-attributable ARR⁶

Footnote 6: See appendix for KPI and non-GAAP definitions

ARR⁶ by infrastructure sectors



Note: Chart segment sizing corresponds to underlying % of end 2019 Sector-attributable ARR⁶



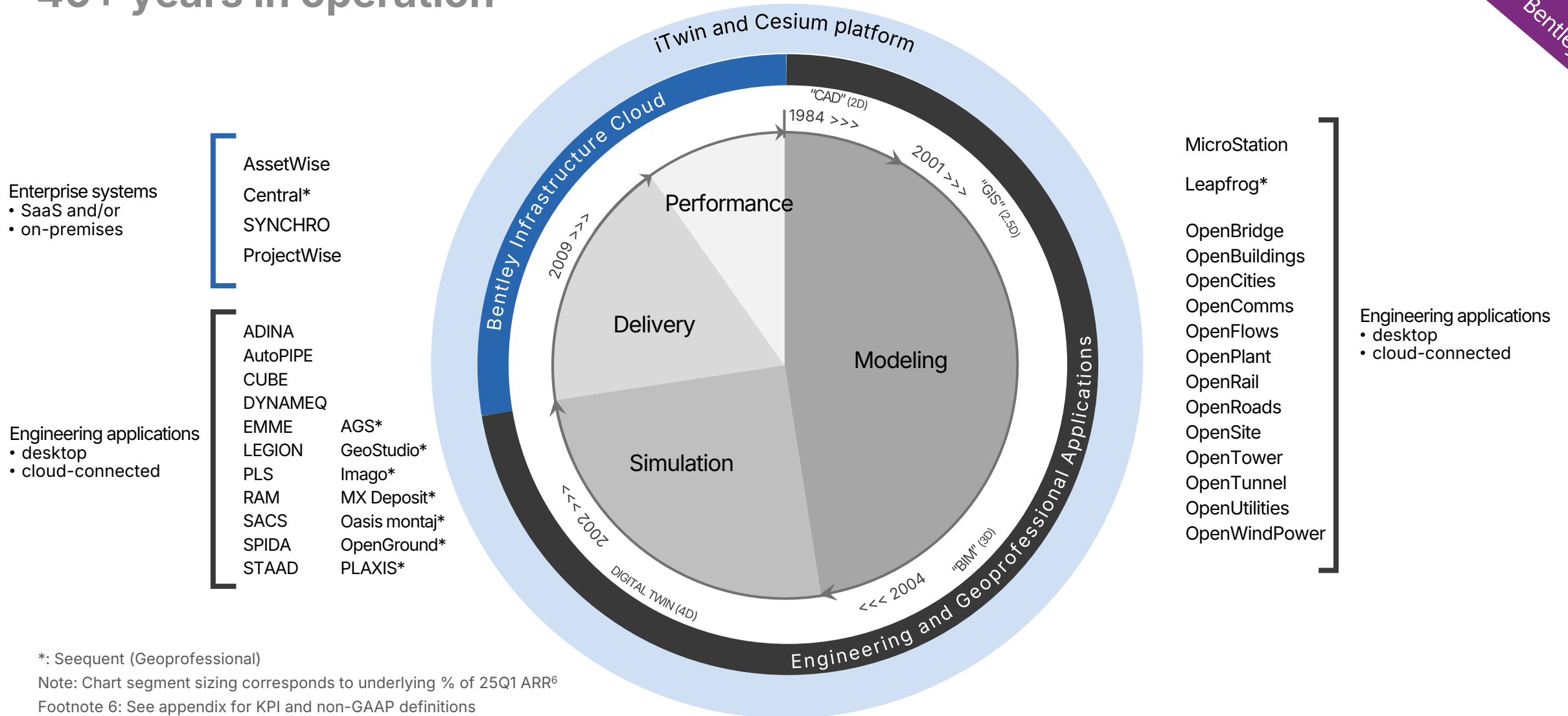
Note: Chart segment sizing corresponds to underlying % of 25Q1 Sector-attributable ARR⁶

Footnote 6: See appendix for KPI and non-GAAP definitions

Increasing comprehensiveness across lifecycle...

40+ years in operation

As presented
in the
Introduction to Bentley



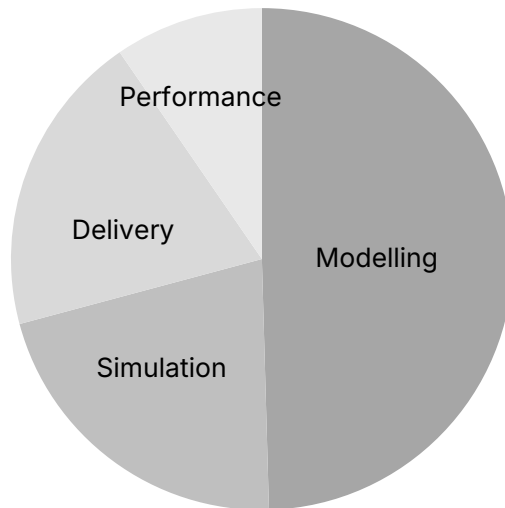
*: Seequent (Geoprofessional)

Note: Chart segment sizing corresponds to underlying % of 25Q1 ARR⁶

Footnote 6: See appendix for KPI and non-GAAP definitions

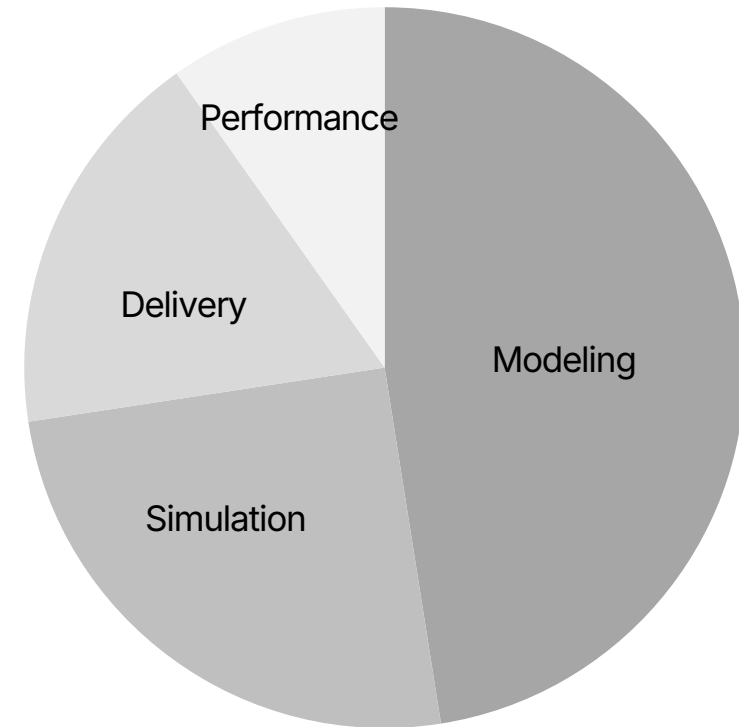
ARR⁶ by *infrastructure lifecycle*

2019 Y/E



Note: Chart segment sizing corresponds to underlying % of end 2019 Sector-attributable ARR⁶

2025 Q1

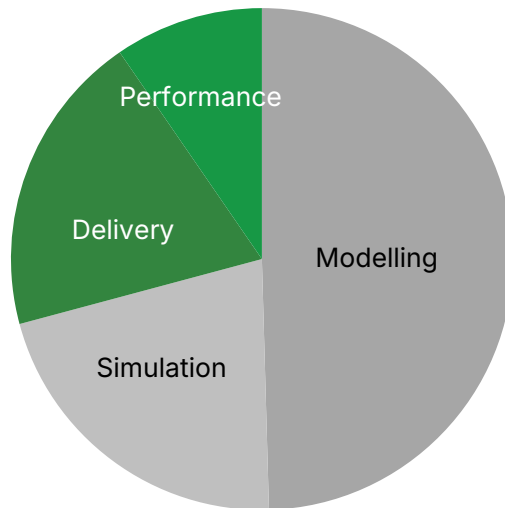


Note: Chart segment sizing corresponds to underlying % of 25Q1 ARR⁶

Footnote 6: See appendix for KPI and non-GAAP definitions

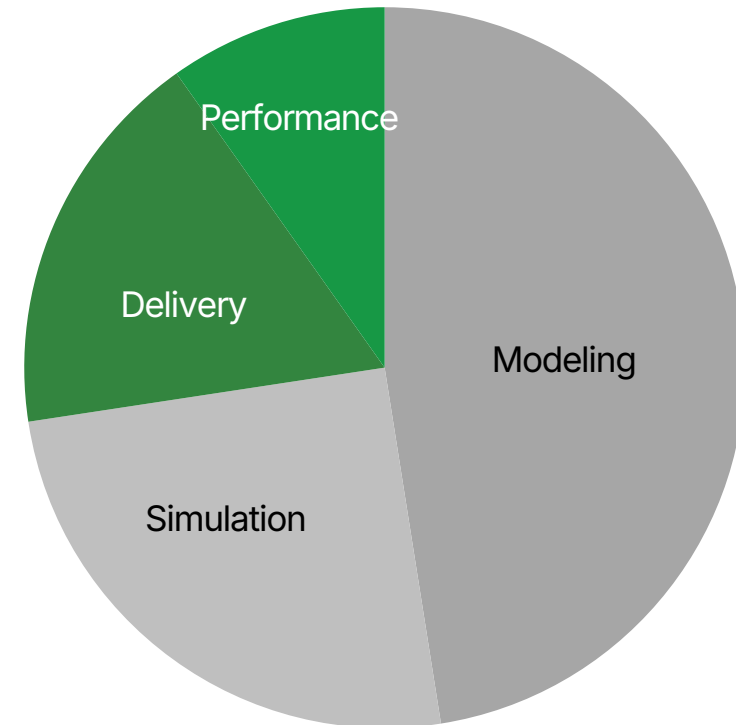
ARR⁶ by *infrastructure lifecycle*

2019 Y/E



Note: Chart segment sizing corresponds to underlying % of end 2019 Sector-attributable ARR⁶

2025 Q1

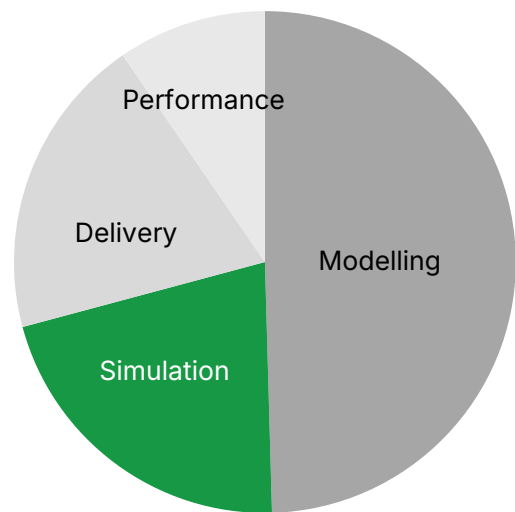


Note: Chart segment sizing corresponds to underlying % of 25Q1 Sector-attributable ARR⁶

Footnote 6: See appendix for KPI and non-GAAP definitions

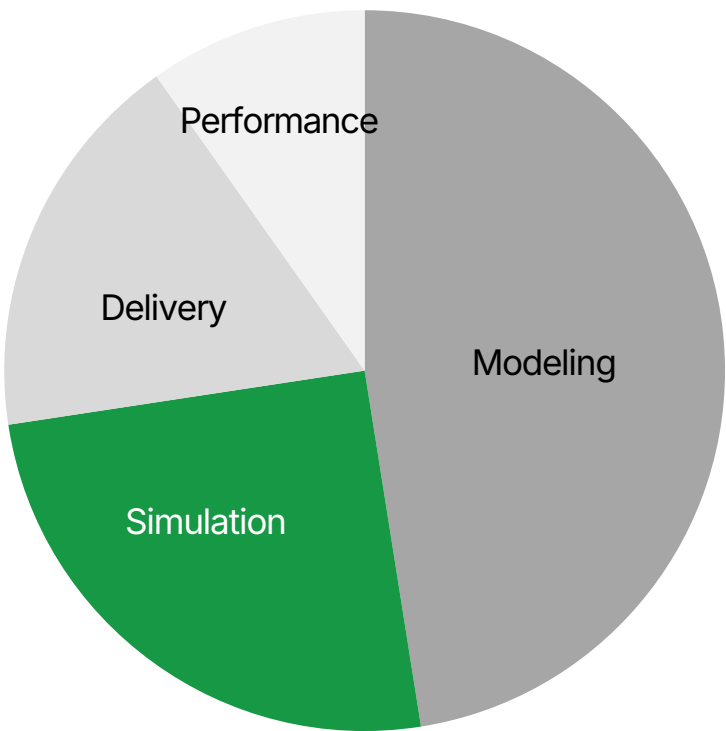
ARR⁶ by *infrastructure lifecycle*

2019 Y/E



Note: Chart segment sizing corresponds to underlying % of end 2019 Sector-attributable ARR⁶

2025 Q1



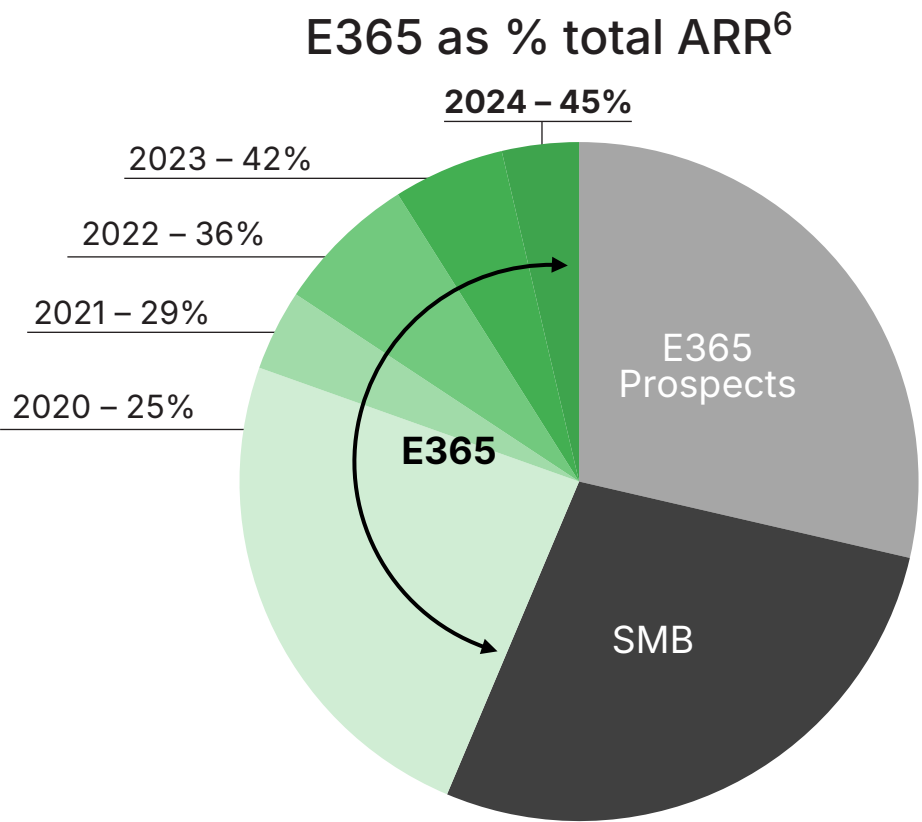
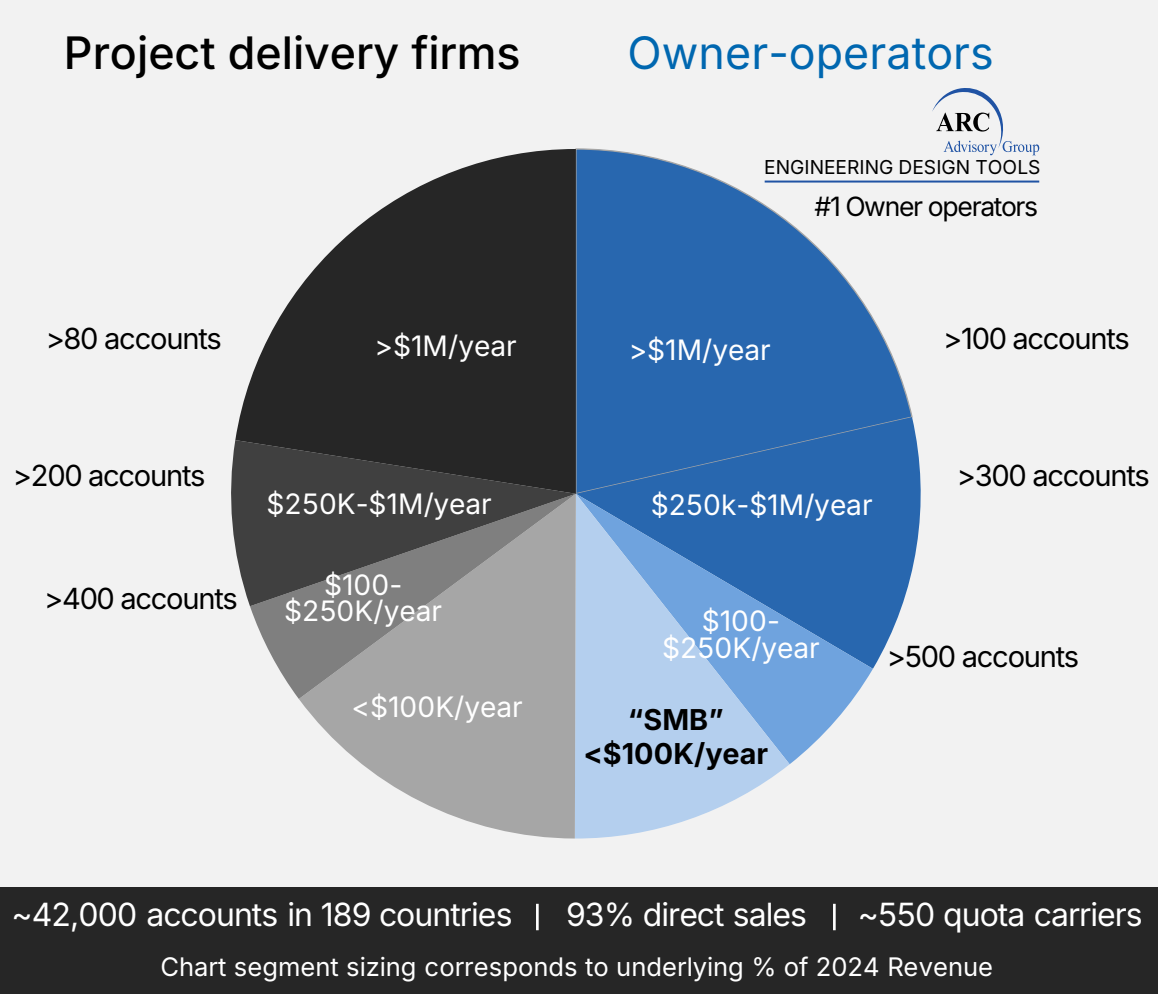
Note: Chart segment sizing corresponds to underlying % of 25Q1 Sector-attributable ARR⁶

Footnote 6: See appendix for KPI and non-GAAP definitions

Growth initiative #1 - E365 | Enterprise accounts

Accretion in enterprise accounts

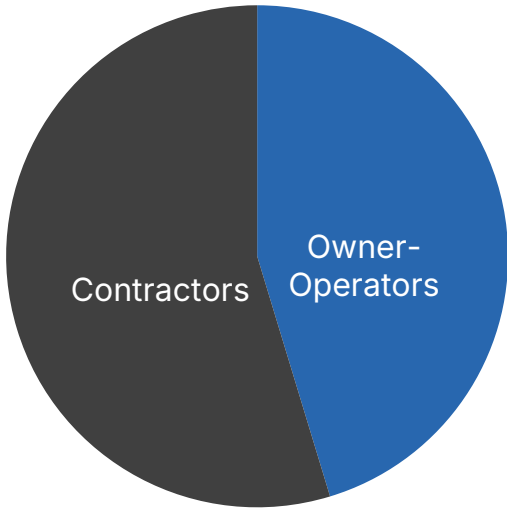
As presented
in the
Introduction to Bentley



Footnote 6: See appendix for KPI and non-GAAP definitions

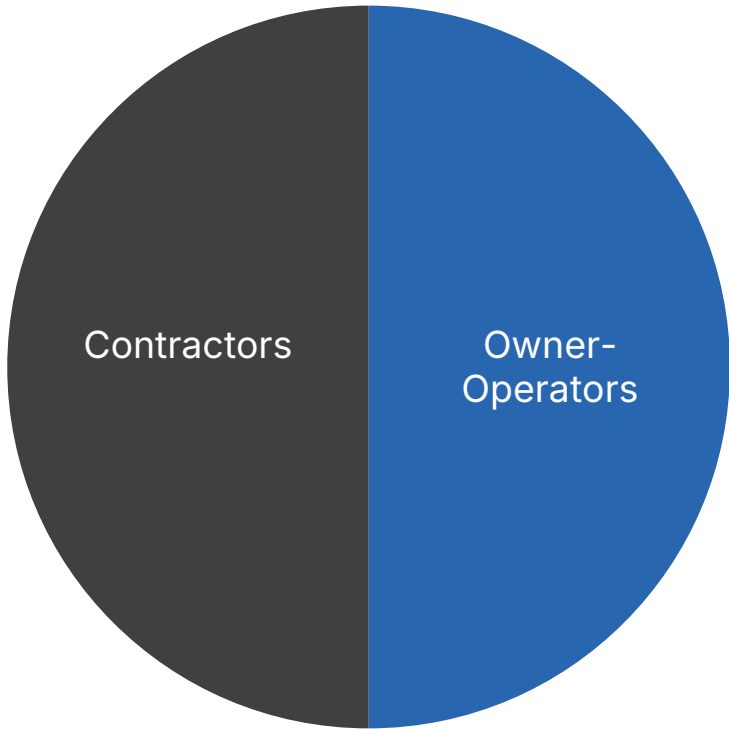
Revenues by *account type*

2019 Y/E



Note: Chart segment sizing corresponds to underlying % of 2019 Year-End.
Calculated using ASC 606.

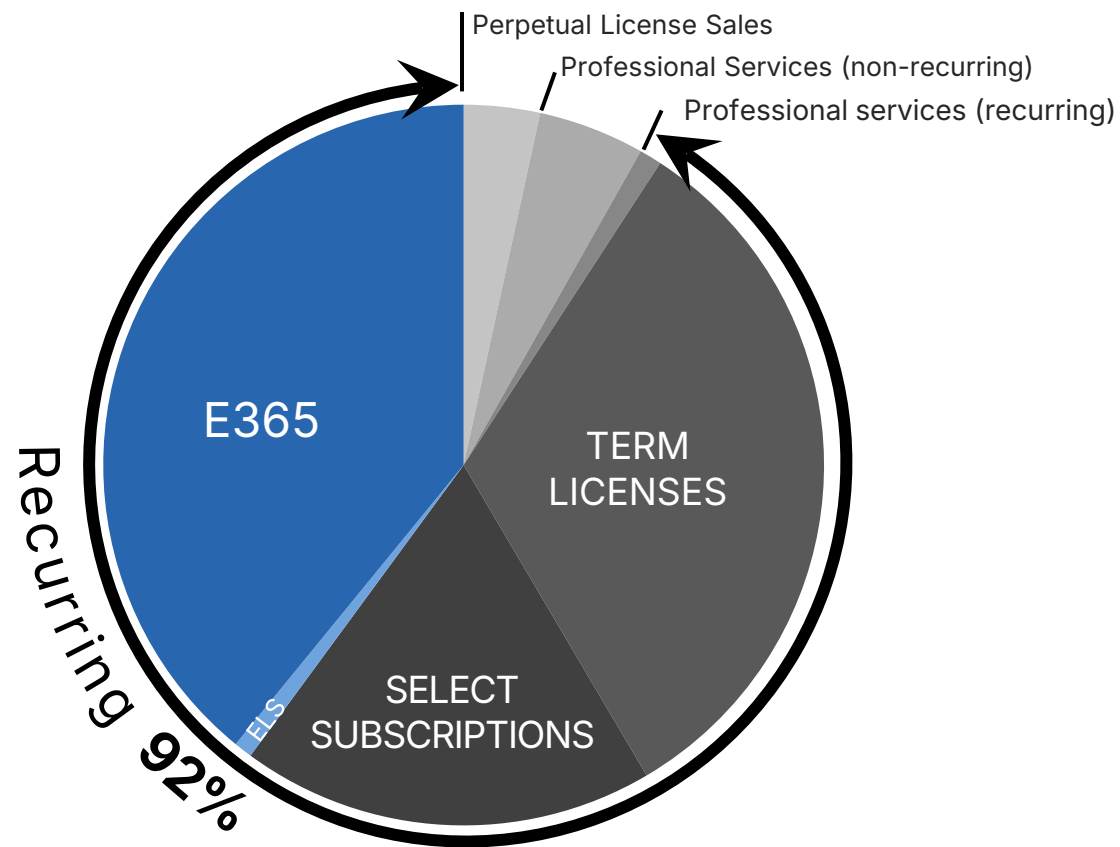
2024 Y/E



Note: Chart segment sizing corresponds to underlying % of 2024 Revenue

Revenues by commercial model

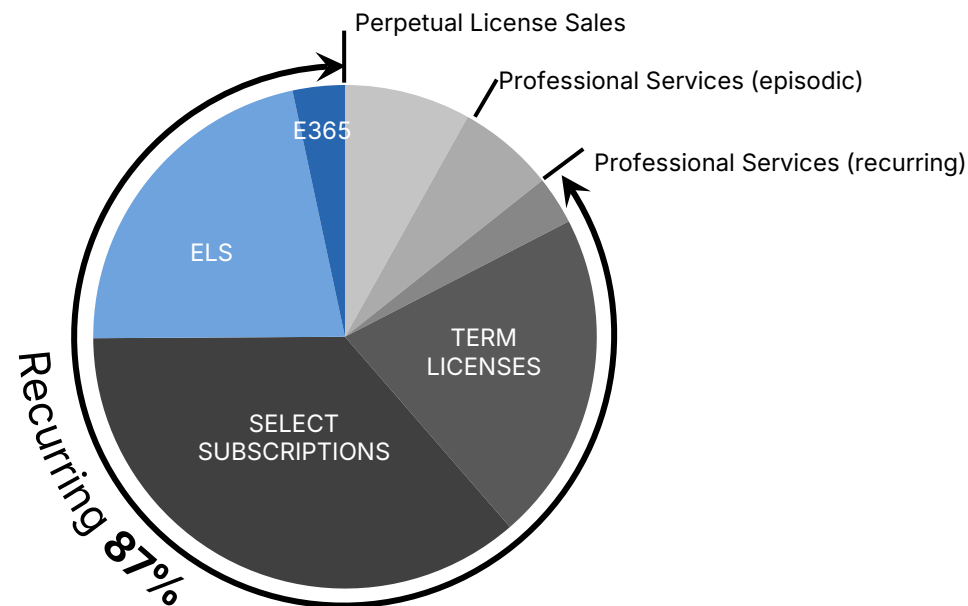
As presented
in the
Introduction to Bentley



Note: Chart segment sizing corresponds to underlying % of last twelve months ending March 31, 2025

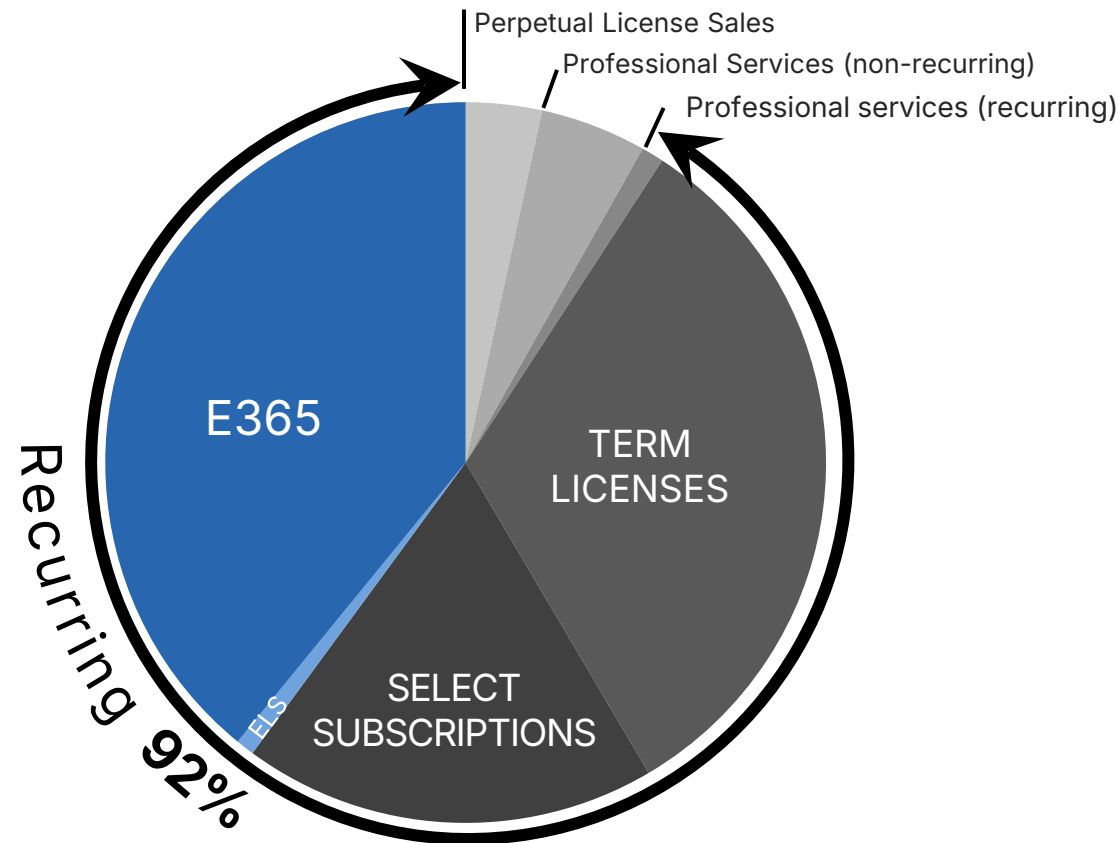
Revenues by commercial model

2019 Y/E



Note: Chart segment sizing corresponds to underlying % of 2019 Year-End.
Calculated using ASC 606.

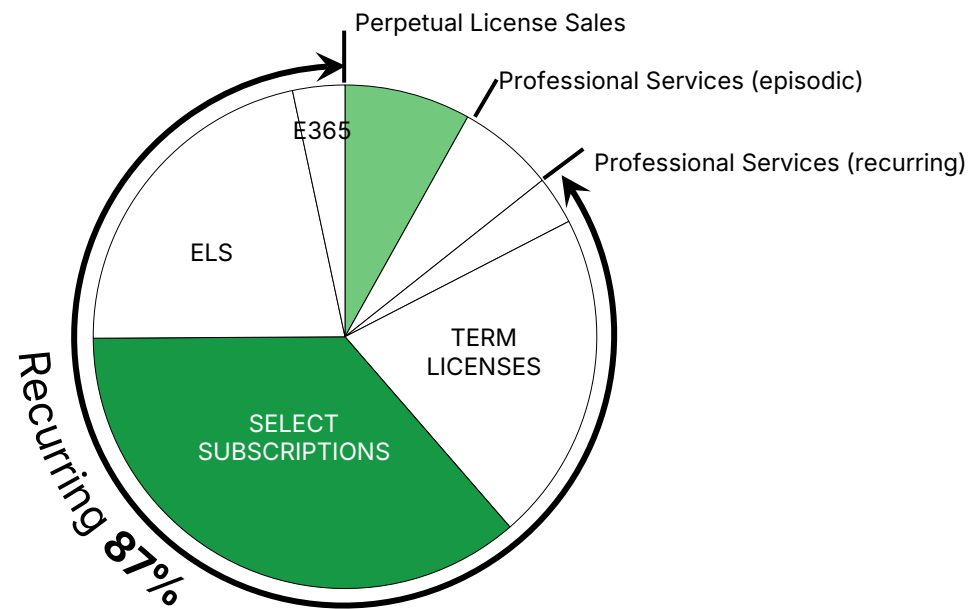
2025 LTM



Note: Chart segment sizing corresponds to underlying % of last twelve months ending March 31, 2025

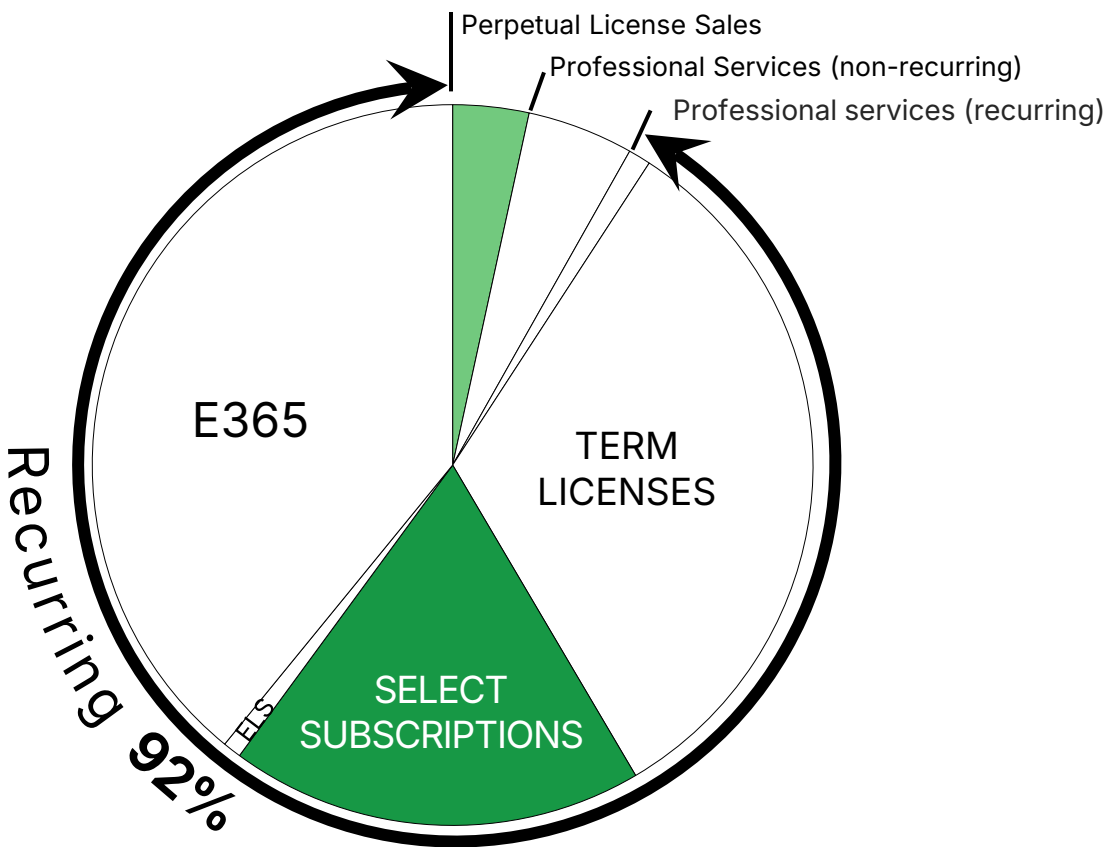
Revenues by commercial model

2019 Y/E



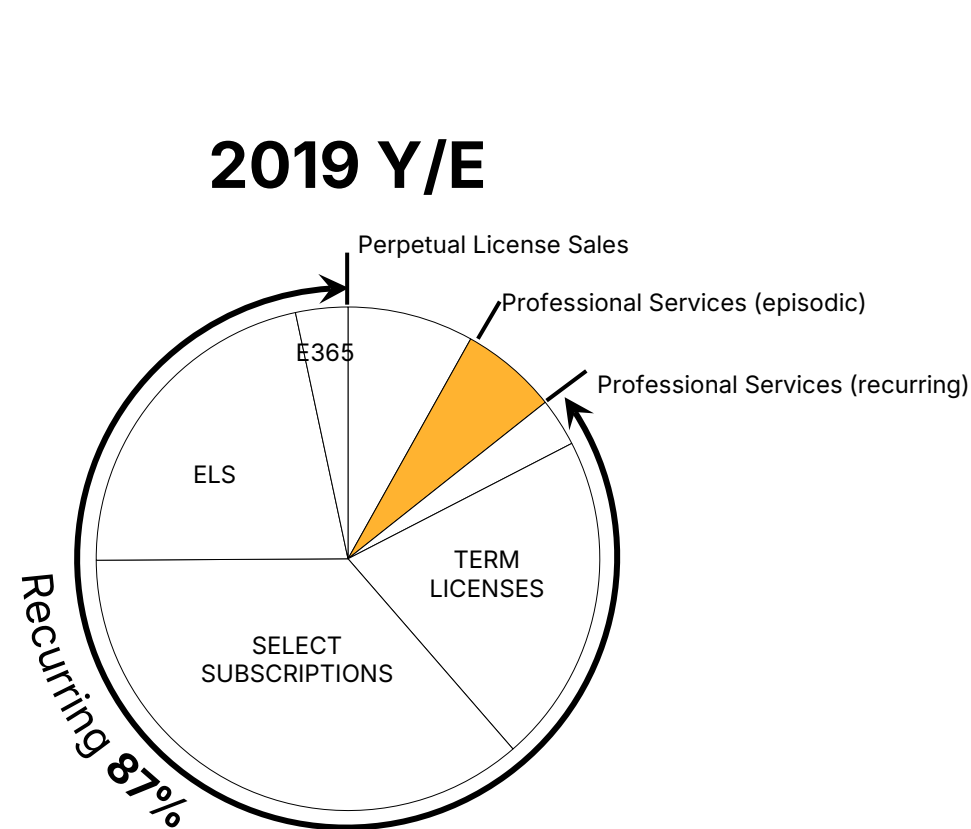
Note: Chart segment sizing corresponds to underlying % of 2019 Year-End.
Calculated using ASC 606.

2025 LTM

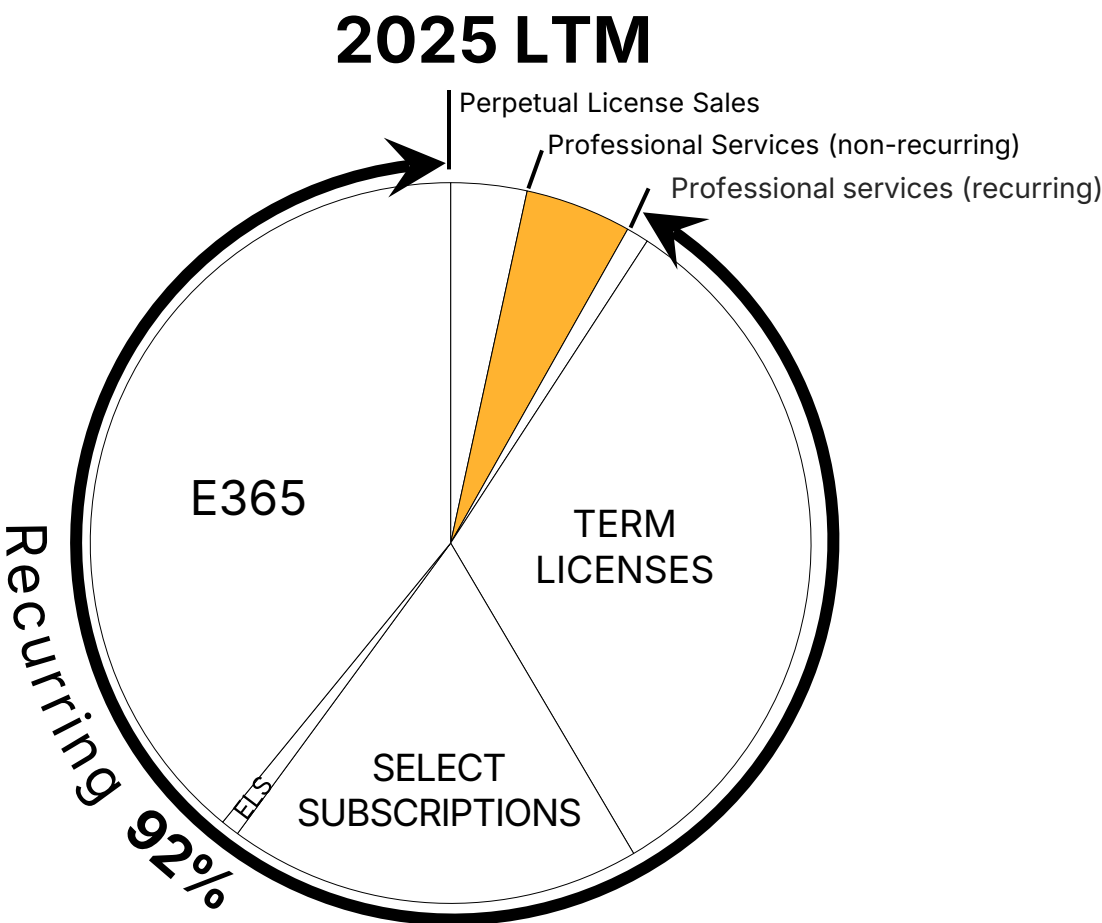


Note: Chart segment sizing corresponds to underlying % of last twelve months ending March 31, 2025

Revenues by commercial model

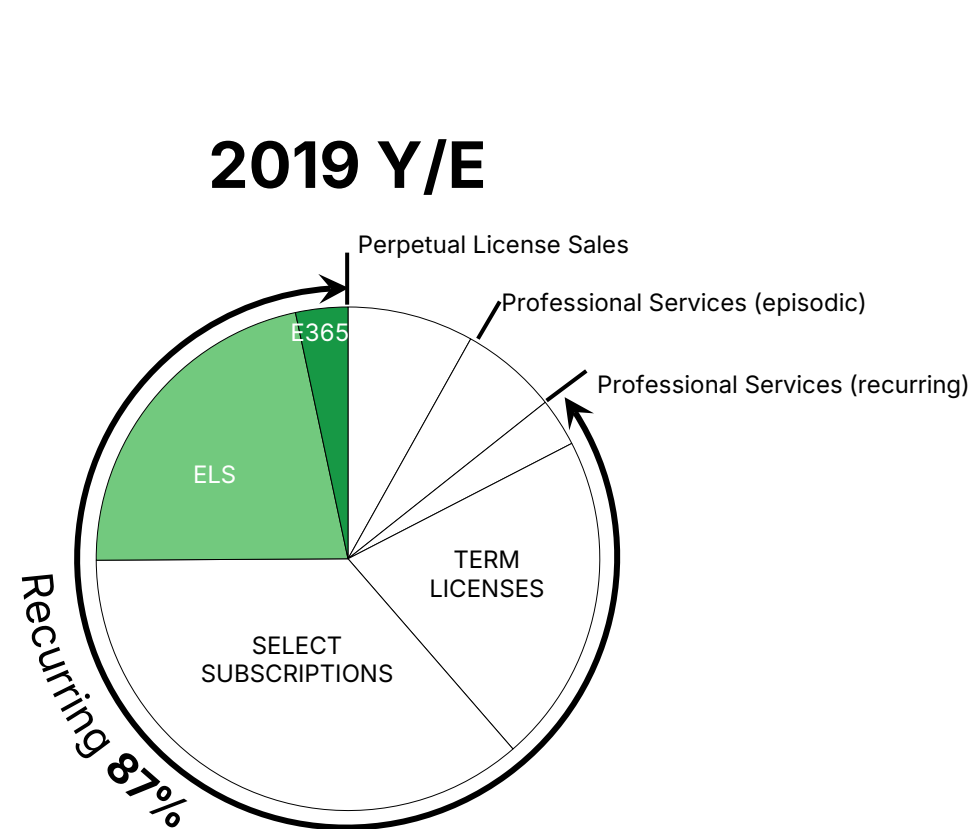


Note: Chart segment sizing corresponds to underlying % of 2019 Year-End.
Calculated using ASC 606.

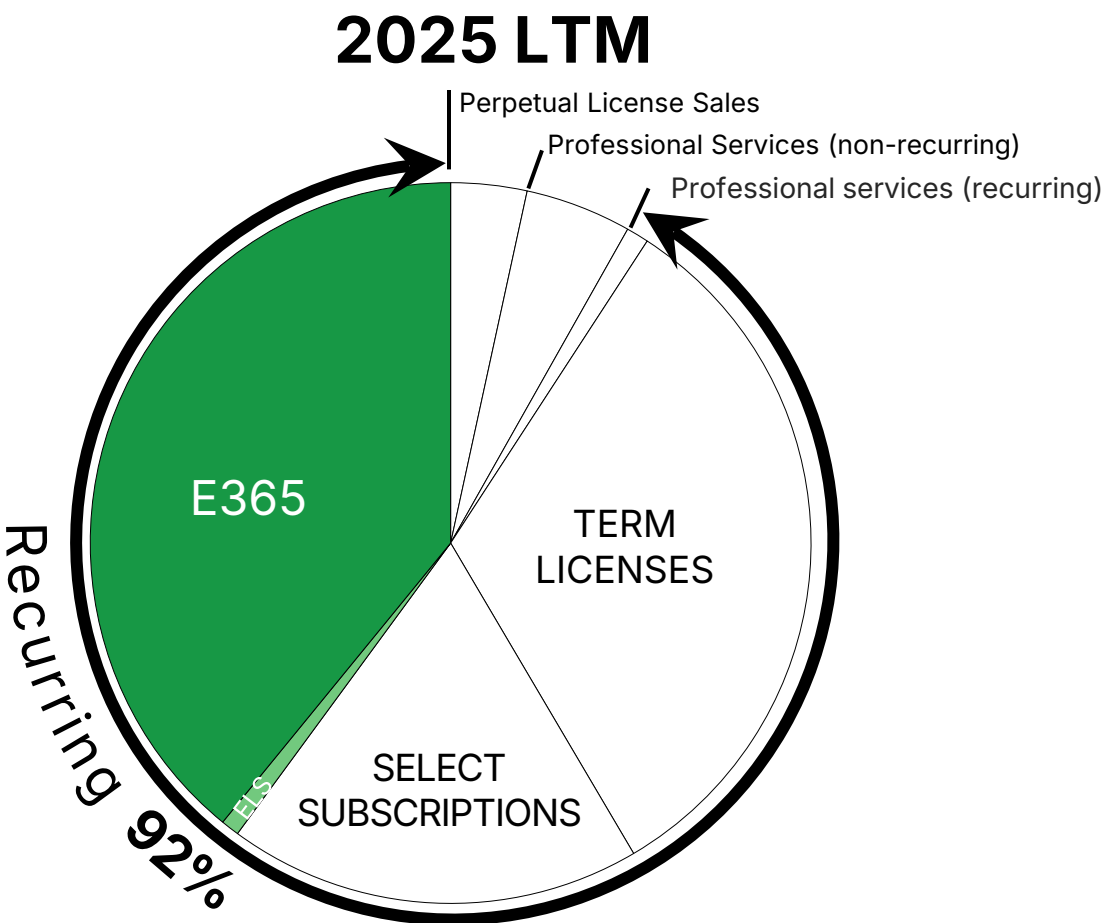


Note: Chart segment sizing corresponds to underlying % of last twelve months ending March 31, 2025

Revenues by commercial model

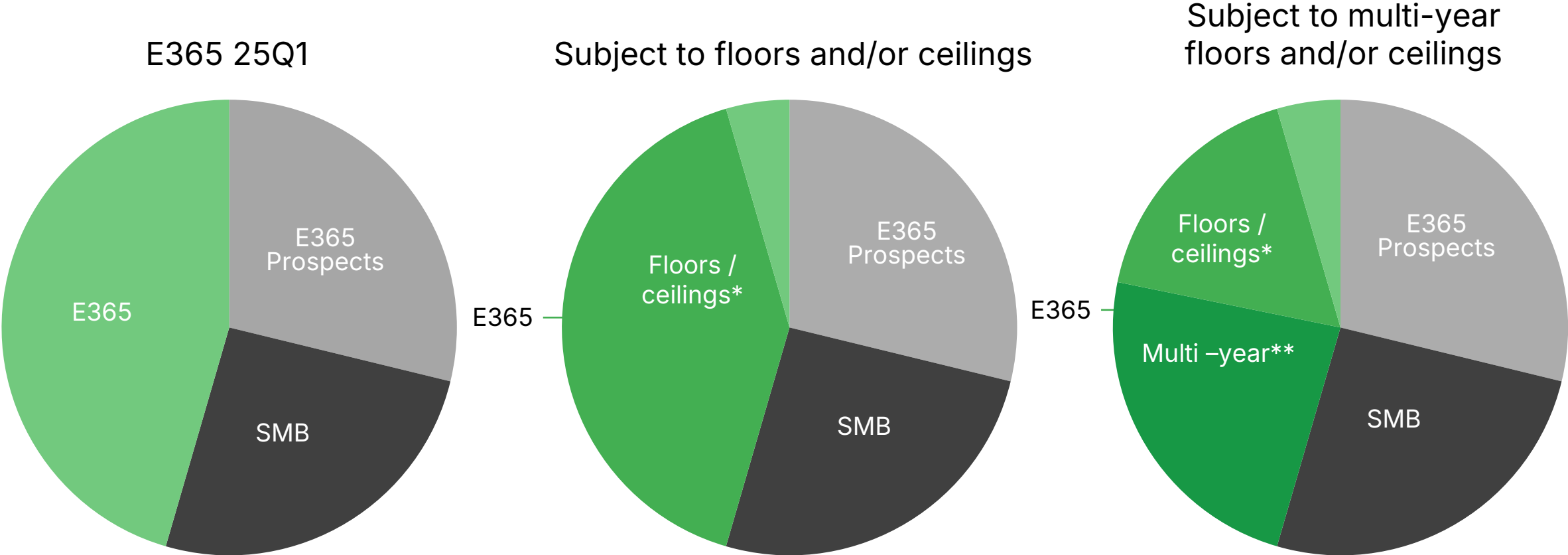


Note: Chart segment sizing corresponds to underlying % of 2019 Year-End.
Calculated using ASC 606.



Note: Chart segment sizing corresponds to underlying % of last twelve months ending March 31, 2025

ARR⁶ by account size

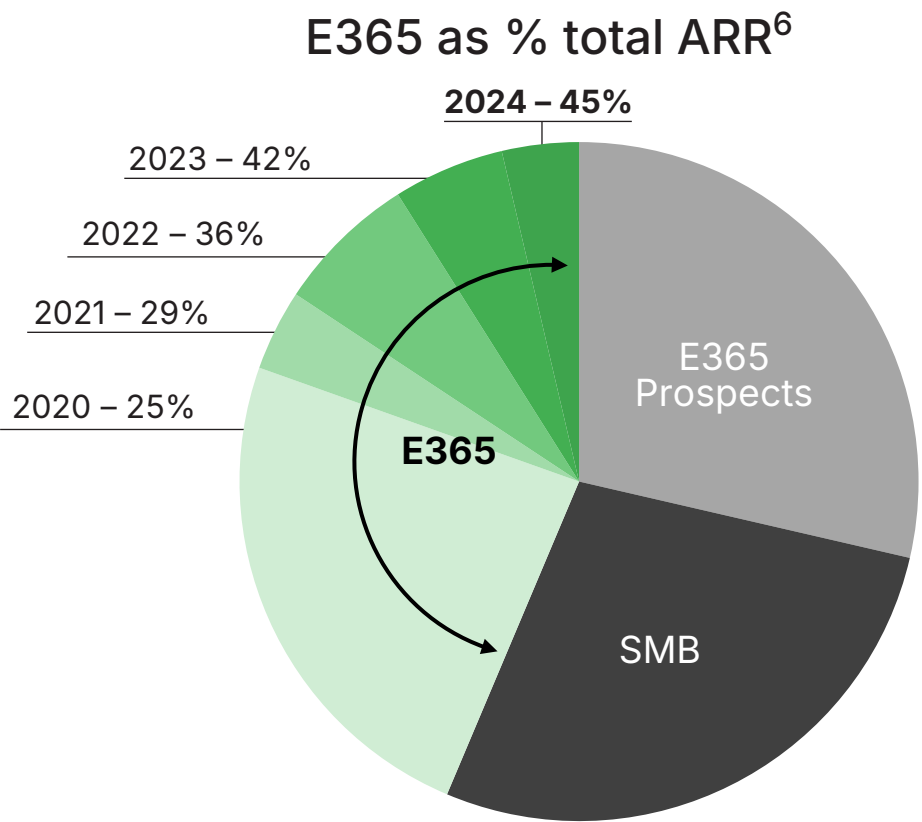
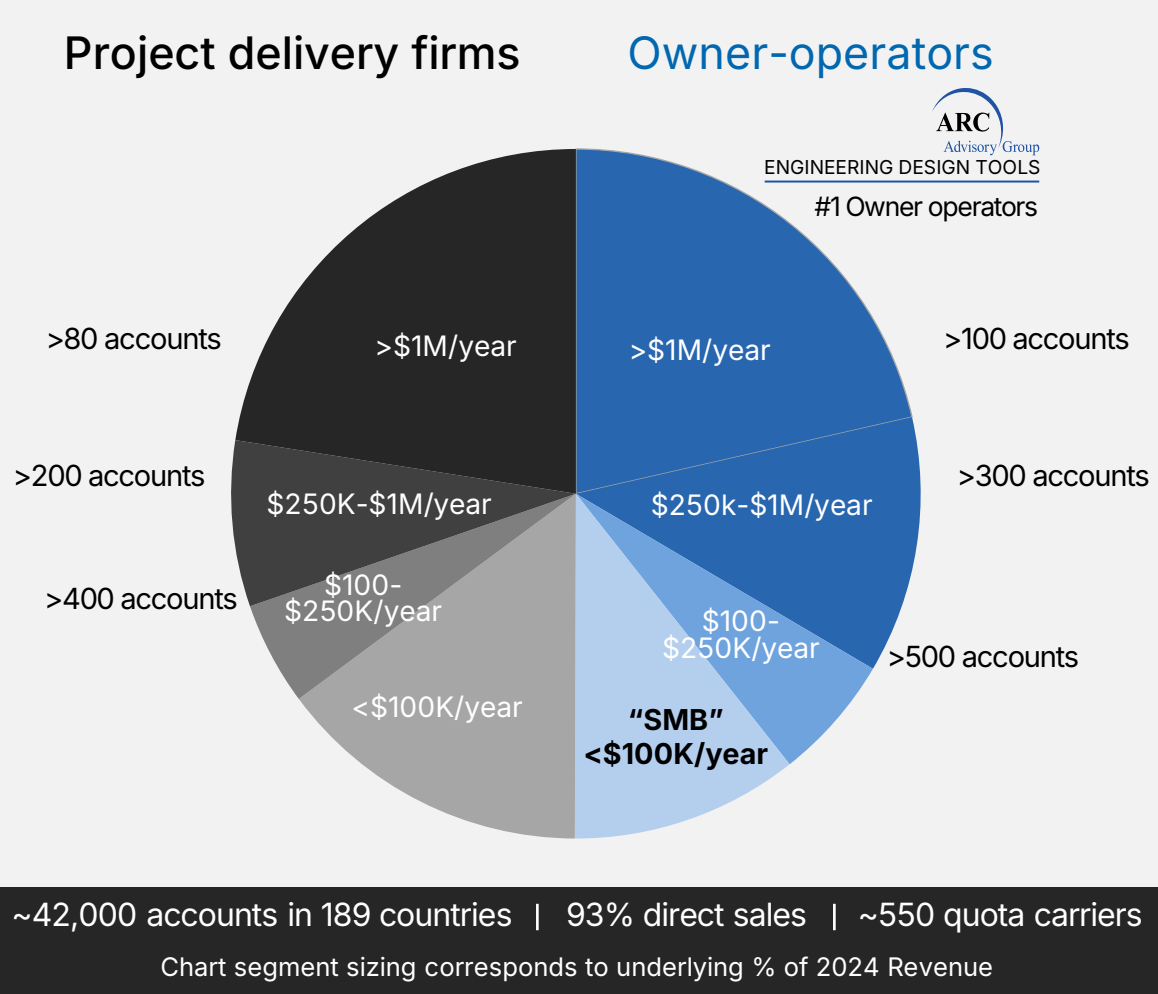


Note** : Chart segment sizing corresponds of % of Multi-year within Subject to floors and/or ceilings of E365
Note* : Chart segment sizing corresponds of % Subject to floors and/or ceilings of E365
Note: Chart segment sizing corresponds to underlying % of 25Q1
Footnote 6: See appendix for KPI and non-GAAP definitions

Growth initiative #1 - E365 | Enterprise accounts

Accretion in enterprise accounts

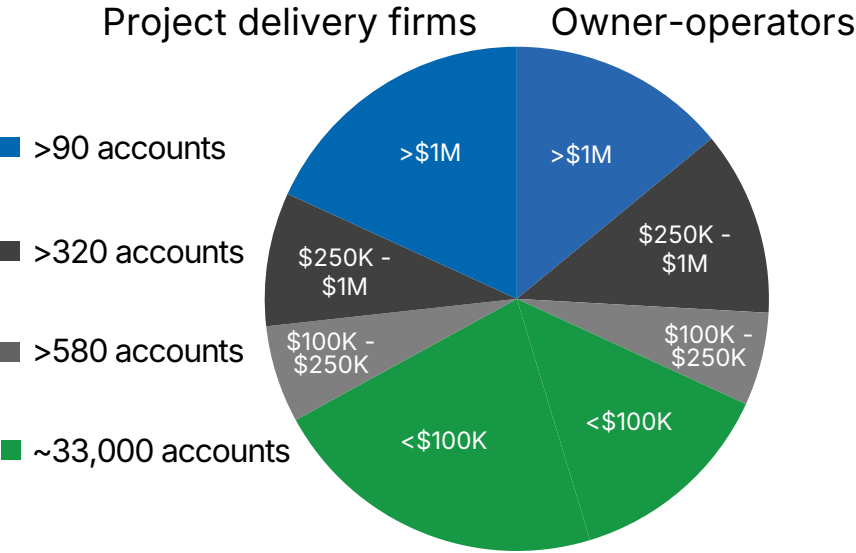
As presented
in the
Introduction to Bentley



Footnote 6: See appendix for KPI and non-GAAP definitions

Revenues by *account scale*

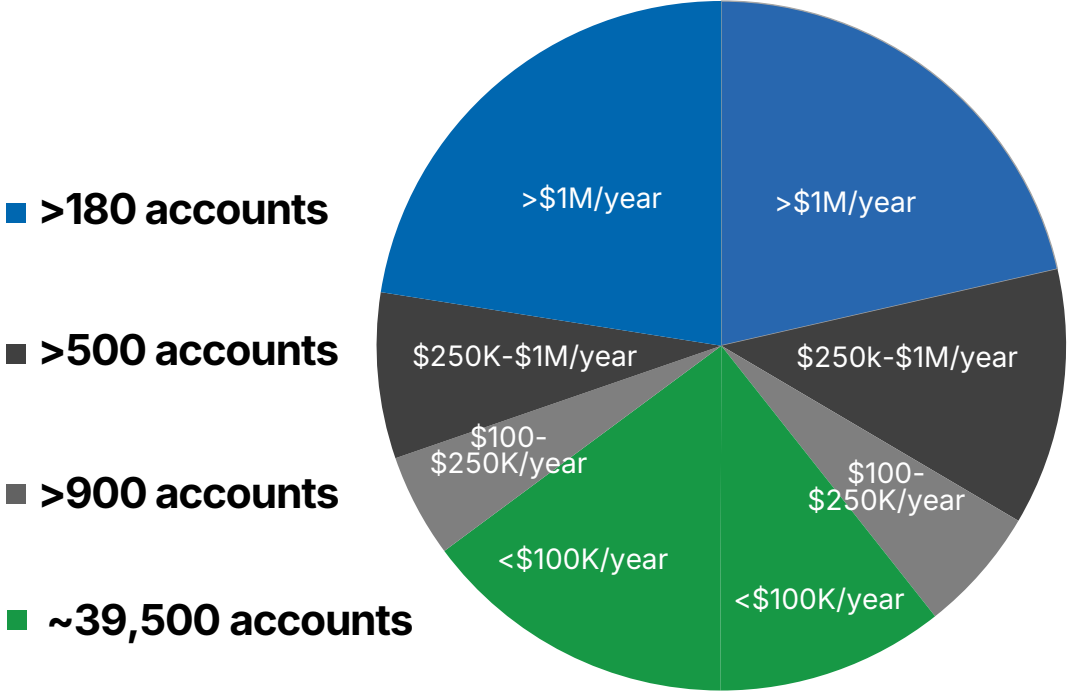
2019 Y/E



Note: Chart segment sizing corresponds to underlying % of 2019 Year-End.
Calculated using ASC 606.

2024 Y/E

Project delivery firms Owner-operators



Note: Chart segment sizing corresponds to underlying % of 2024 Revenue

Comprehensiveness Across Geographies

As presented
in the
Introduction to Bentley

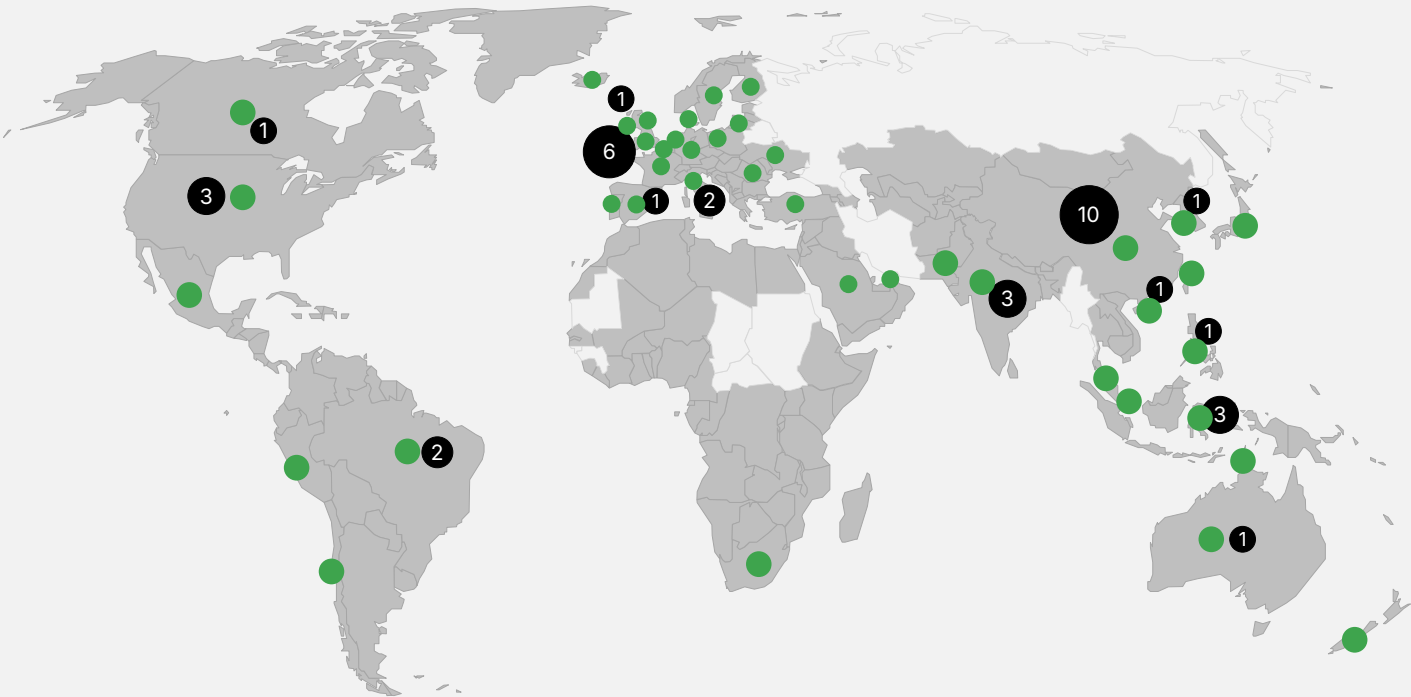
■ **41,000**
accounts in 189 countries

● **42**
countries with BSY office

💰 **\$1.3B+**
annual revenue

👤 **5,500**
colleagues

🏆 **36**
2024 Going Digital Award finalists



AMERICAS

💰 \$717MM

👤 ~2,200

🏆 6 finalists

EMEA

💰 \$388MM

👤 ~1,500

🏆 10 finalists

APAC

💰 \$248MM

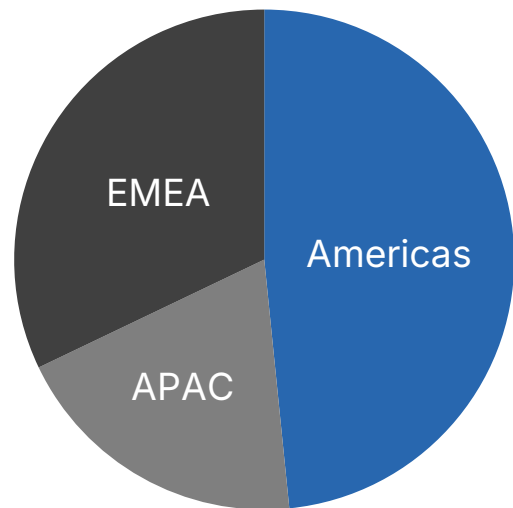
👤 ~1,800

🏆 20 finalists

Notes: \$ Amounts are revenues in millions, based on 2024 Revenue using ASC 606 and colleagues count number as of December 31, 2024

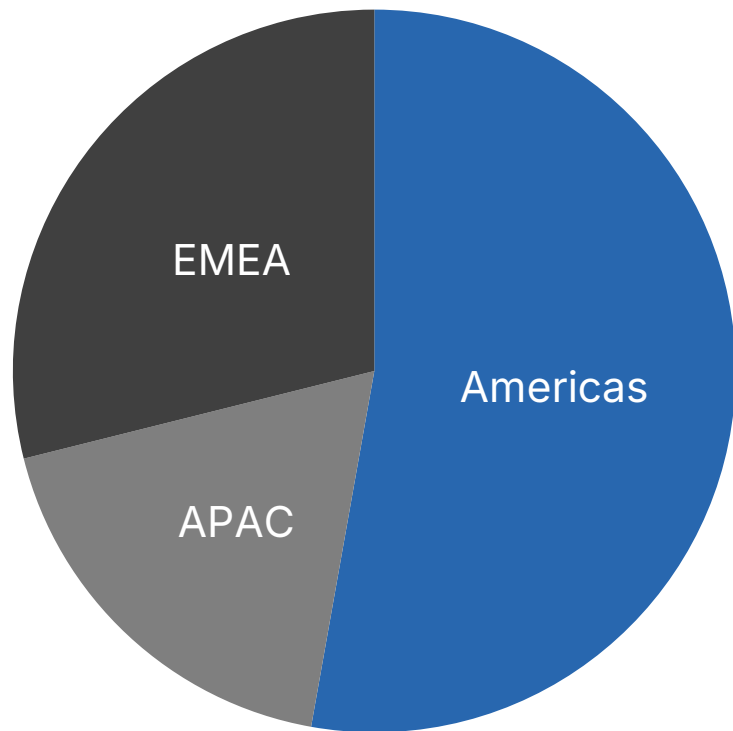
Revenues by *Geography*

2019 Y/E



Note: Chart segment sizing corresponds to underlying % of 2019 Year-End.
Calculated using ASC 606.

2025 LTM

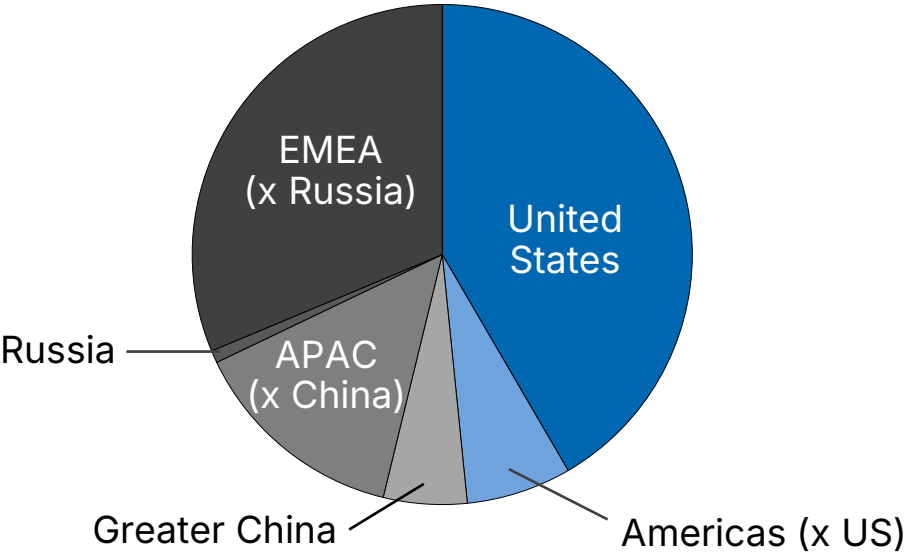


Note: Chart segment sizing corresponds to underlying % of last twelve months ending March 31, 2025

Revenues by Geography

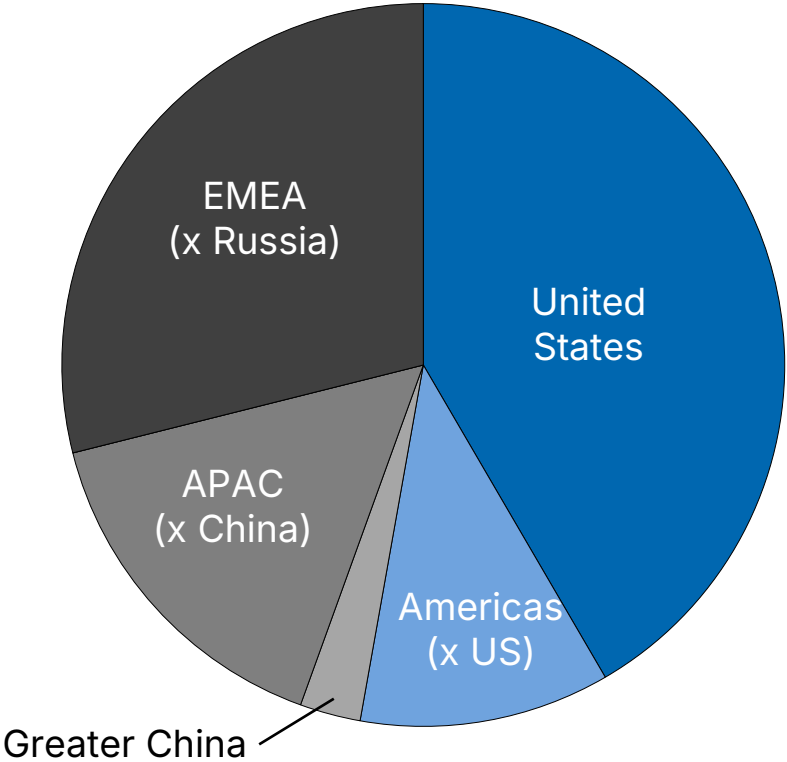
Proportion of revenues

2019 Y/E



Note: Chart segment sizing corresponds to underlying % of 2019 Year-End.
Calculated using ASC 606.

2025 LTM



Note: Chart segment sizing corresponds to underlying % of last twelve months ending March 31, 2025

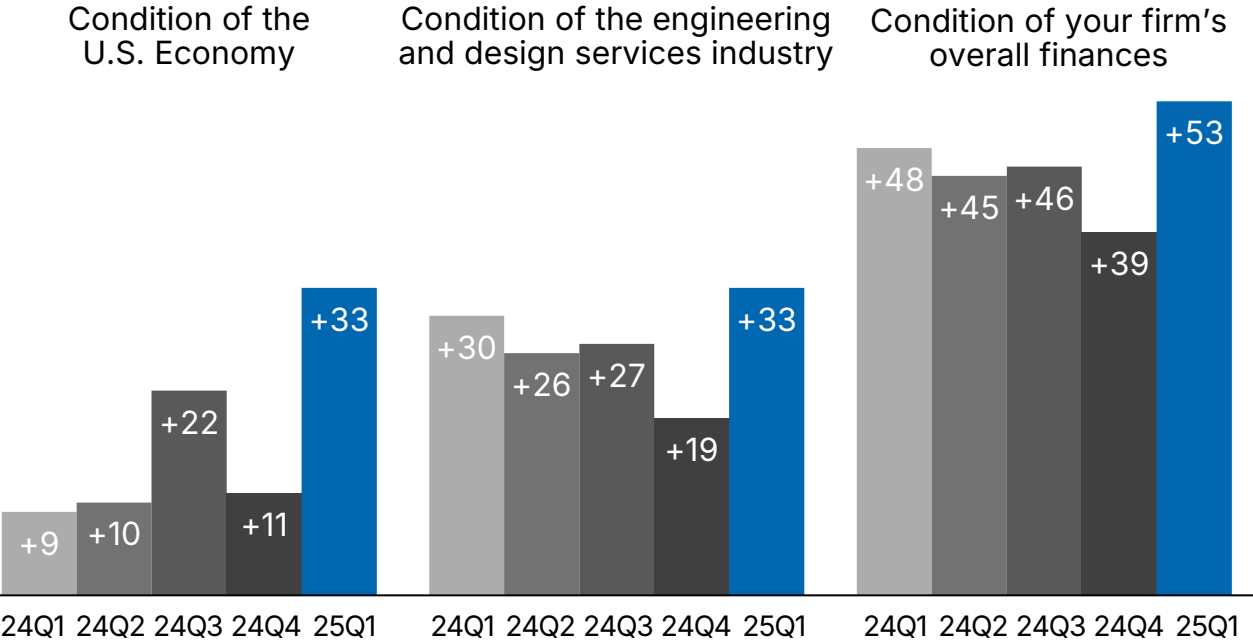
02 Perspectives from the CEO, Nicholas Cumins

Infrastructure engineering at capacity

Prioritizing going digital

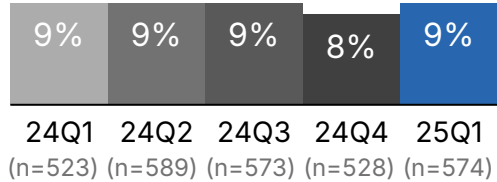
Economic sentiment 12 months from now

Net ratings



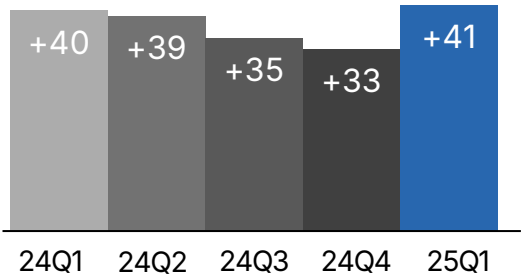
Open positions

As percentage of overall FTEs



Backlog 12 months from now

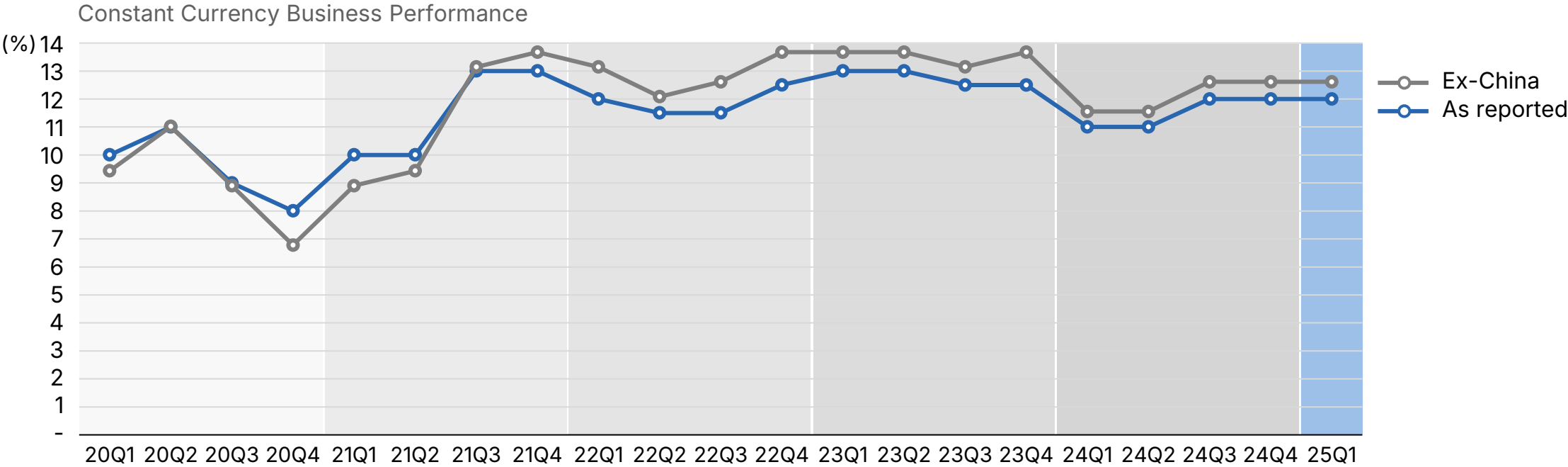
Net ratings



Source: ACEC Research Institute Engineering Business Sentiment -> <https://www.acec.org/resource/engineering-business-sentiment-q1-2025/>

YoY ARR growth⁸

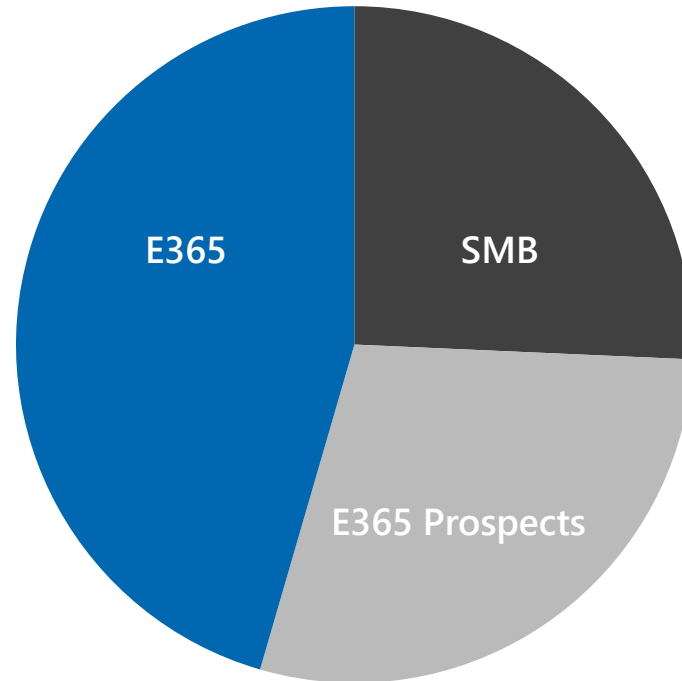
Strong and consistent



Notes: Annualized Recurring Revenue ("ARR")⁶ . 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
Footnotes 6, 8: See appendix for KPI and non-GAAP definitions

ARR⁶ by account size

E365 and SMB continue to drive growth

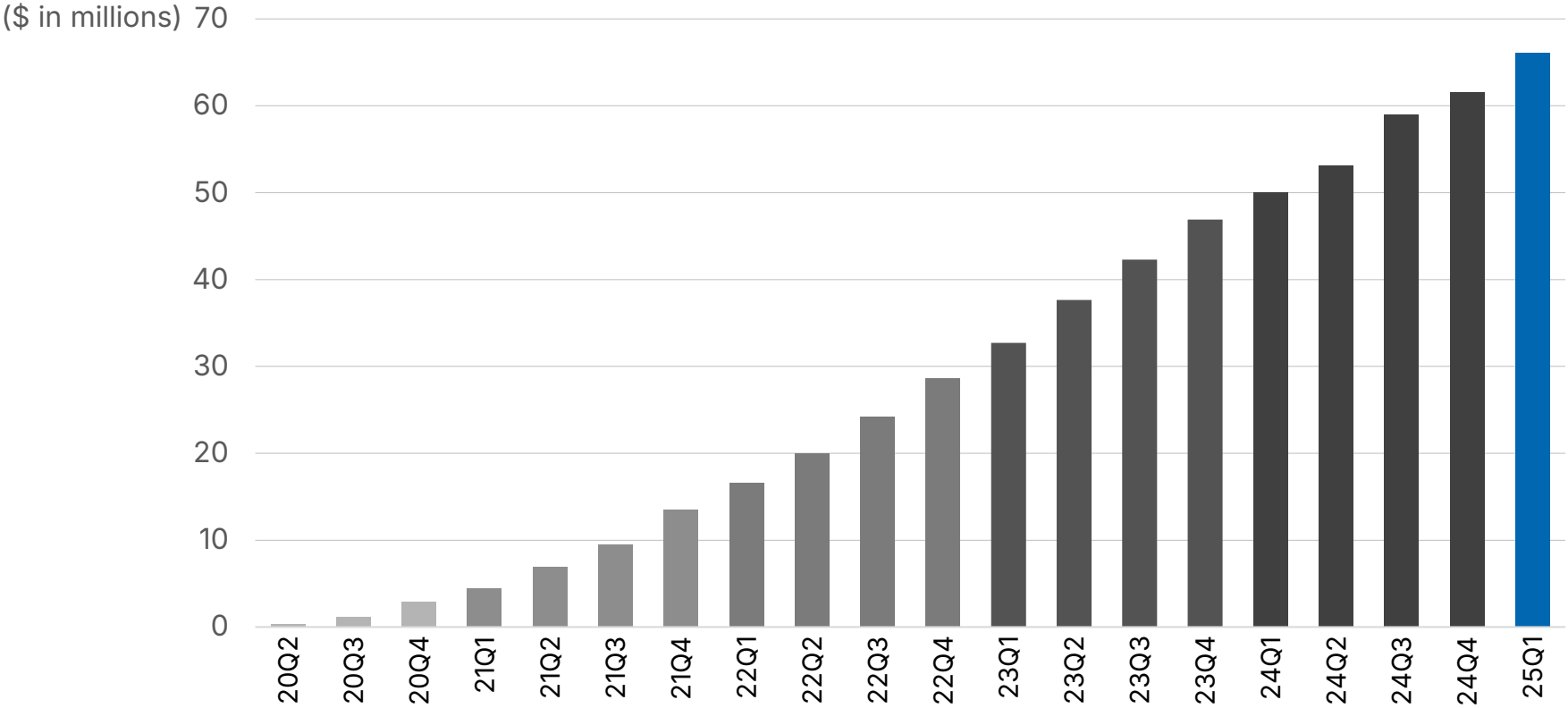


Note: Chart segment sizing corresponds to underlying % of 25Q1 ARR⁶

Footnote 6: See appendix for KPI and non-GAAP definitions

Virtuosity ARR⁶

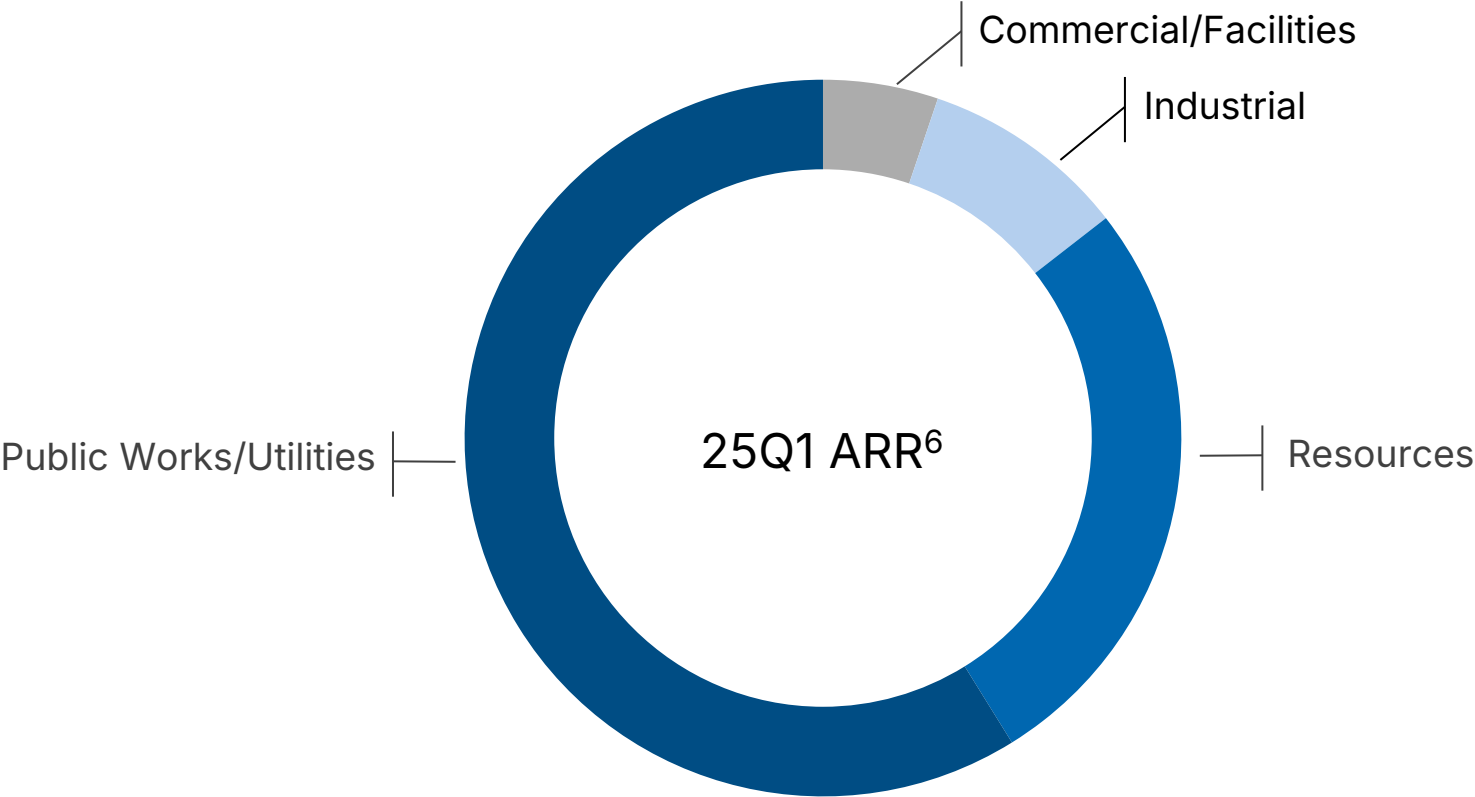
Thirteenth consecutive quarter of at least 600 new logos



Note: All periods use exchange rates as of March 31, 2025. Data at spot FX rate
Footnote 6: See appendix for KPI and non-GAAP definitions

Tone of business by infrastructure sector

Consistent trends with previous quarters



Note: Chart segment sizing corresponds to underlying % of 25Q1 Sector-attributable ARR⁶
Footnote 6: See appendix for KPI and non-GAAP definitions

Notable product development

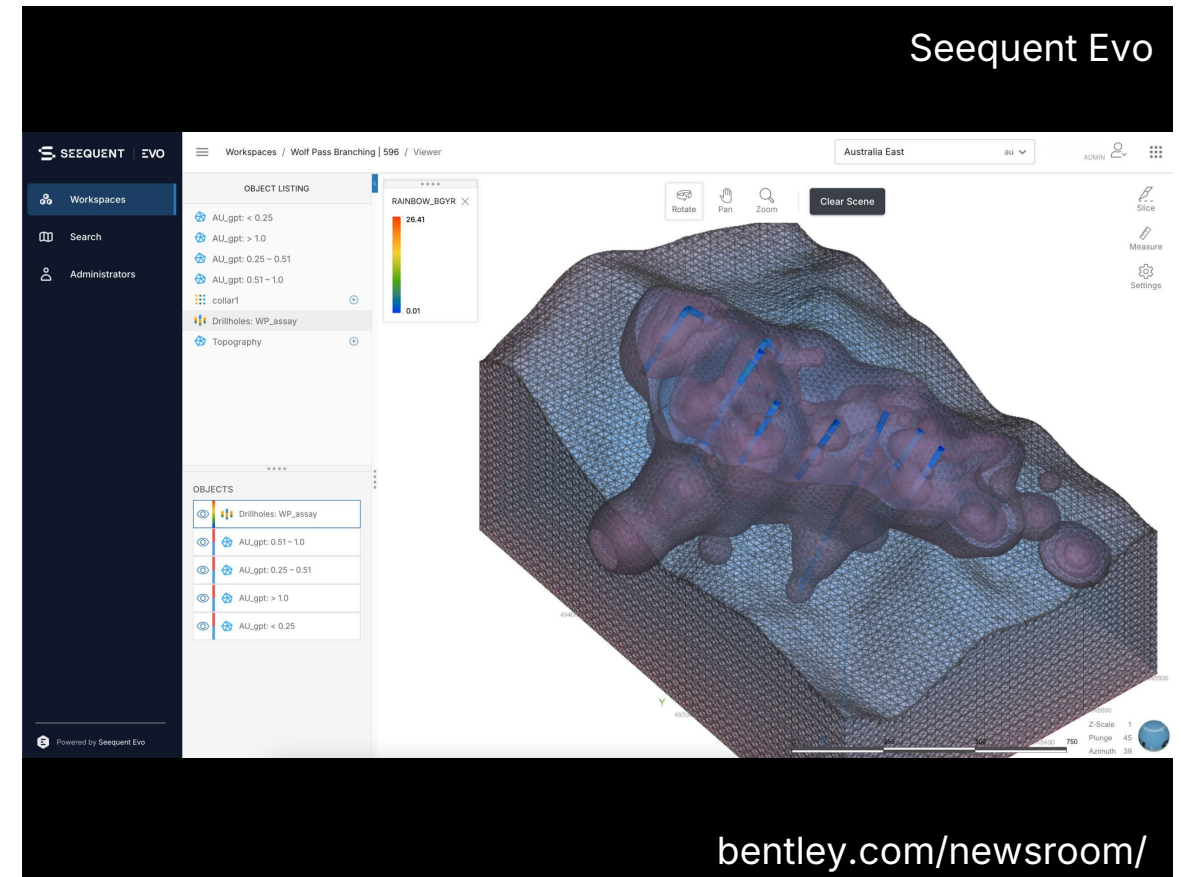
Introducing Seequent Evo: Redefining Geoscience Collaboration and Data Management for Faster and Smarter Decision-Making

[Press release, March 3, 2025](#)

Toronto, Canada, Monday, 3 March 2025 – Seequent, The Bentley Subsurface Company, today introduced Seequent Evo, a powerful cloud-based platform designed to help Seequent users, and the broader geoscience community, collaborate and manage data centrally for faster, smarter decision-making.

Seequent Evo provides a strong foundation for integrated workflows, bringing together geoscience data from both Seequent and third-party applications into a single, accessible source. By centralising data—regardless of its origin or application—Evo ensures users can effortlessly share data with colleagues, draw valuable insights from past projects, and work with the most up-to-date information. With cross-platform connectivity, Evo will unlock the full potential of geoscience data—empowering companies to draw unparalleled insights, improving efficiency, and saving time and resources. Evo's geospatial search incorporates the capabilities of Cesium, also part of Seequent's parent company, Bentley Systems. Alongside Evo, Seequent also announced two new Evo applications, Driver and BlockSync.

The launch of Evo comes at a critical time for industries reliant on geoscience data, particularly mining. To service pressing global demand for critical minerals, the industry needs to find new ways to work faster and more efficiently...



Tone of business by geographic region

Solid performance across the board



Americas

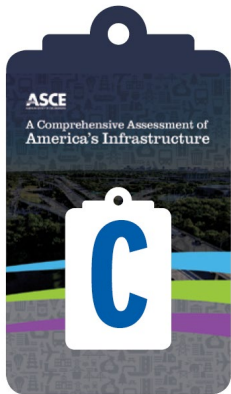
U.S. outlook remains bright given to IIJA and admin priorities favorable to continued infrastructure investment

Latin America very strong quarter

2025 Report Card

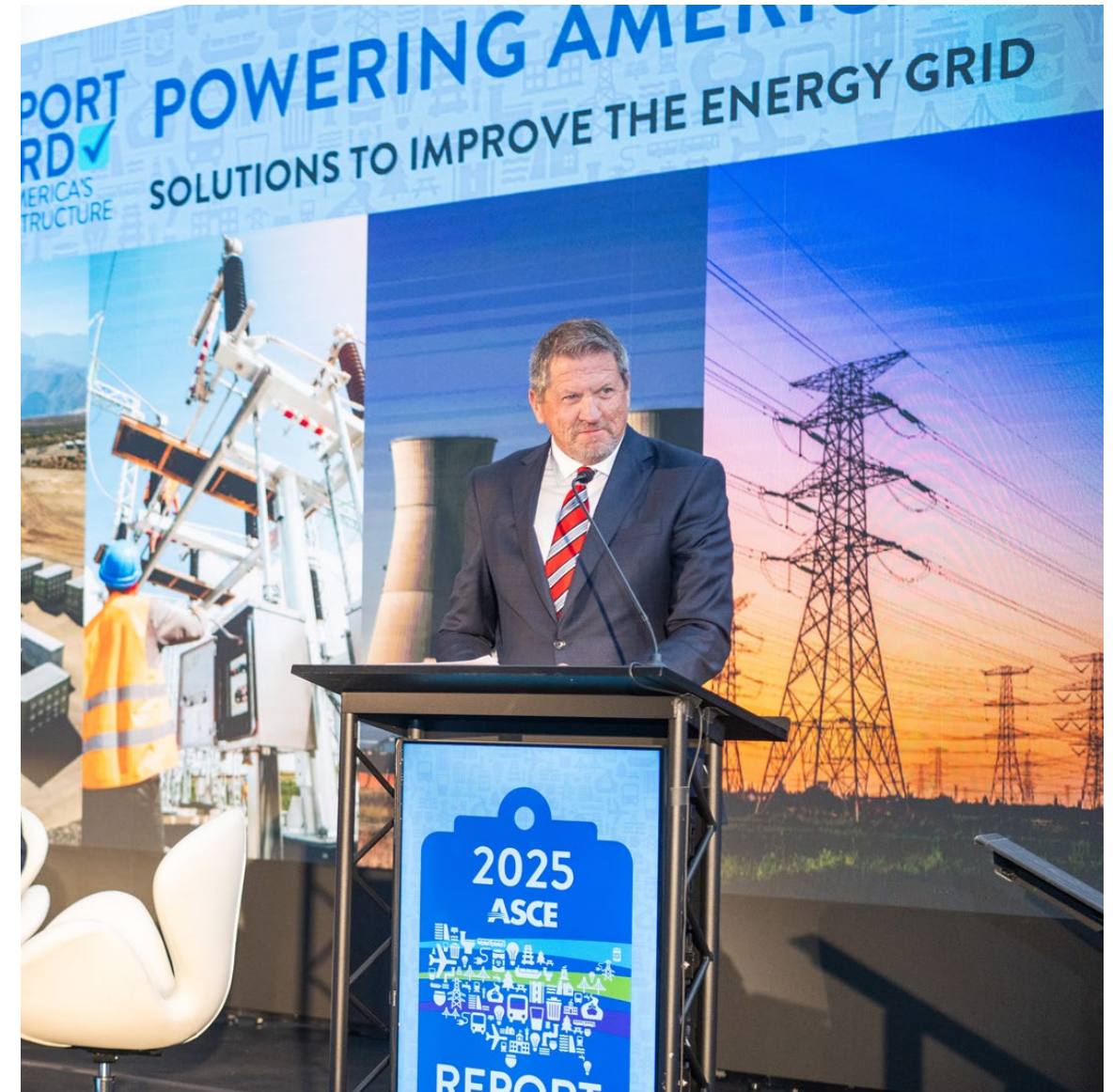
For America's infrastructure

On March 25, industry experts and elected officials discussed the 2025 Report Card for America's Infrastructure at ASCE's Solutions Summit in Washington, D.C.



**OVERALL
GPA**

infrastructurereportcard.org



Bentley's Otto Lynch discusses the ASCE report card

Tone of business by geographic region

Solid performance across the board



Americas

U.S. outlook remains bright given to IIJA and admin priorities favorable to continued infrastructure investment
Latin America very strong quarter



EMEA

Middle East continues to stand out
Major new infrastructure funding announced by EU and Germany



ASIA PACIFIC

India continued its strong growth
China performed as expected given on-going economic and geopolitical headwinds

Partnership update

Bentley Systems Partners with Google to Improve Infrastructure Through Asset Analytics

[Press release, April 9, 2025](#)

LAS VEGAS, April 9, 2025 – (Google Cloud Next 2025) – Bentley Systems, Incorporated (Nasdaq: BSY), the infrastructure engineering software company, today announced new asset analytics capabilities that leverage Imagery Insights from Google Maps Platform to rapidly detect and analyze roadway conditions. Unveiled at Google Cloud Next 2025, the new capabilities in Bentley's Blynscsy product offering, which applies AI to crowdsourced imagery for automated roadway asset detection and inspection, will help infrastructure professionals improve roadway maintenance and support disaster recovery.

Bentley and Google announced a strategic partnership in October 2024 to integrate Google's high-quality geospatial content with Bentley's infrastructure engineering software to improve the way infrastructure is designed, built, and operated. The unique Imagery Insights combination of Google Street View, Vertex AI, and Blynscsy will enhance the ability of departments of transportation, and the engineering firms and consultants supporting them, to identify areas of concern and analyze changes in the condition of roadway and transportation assets over time.

...
[bentley.com/newsroom/](https://www.bentley.com/newsroom/)



Google Street View



Blynscsy

Impact Report 2024

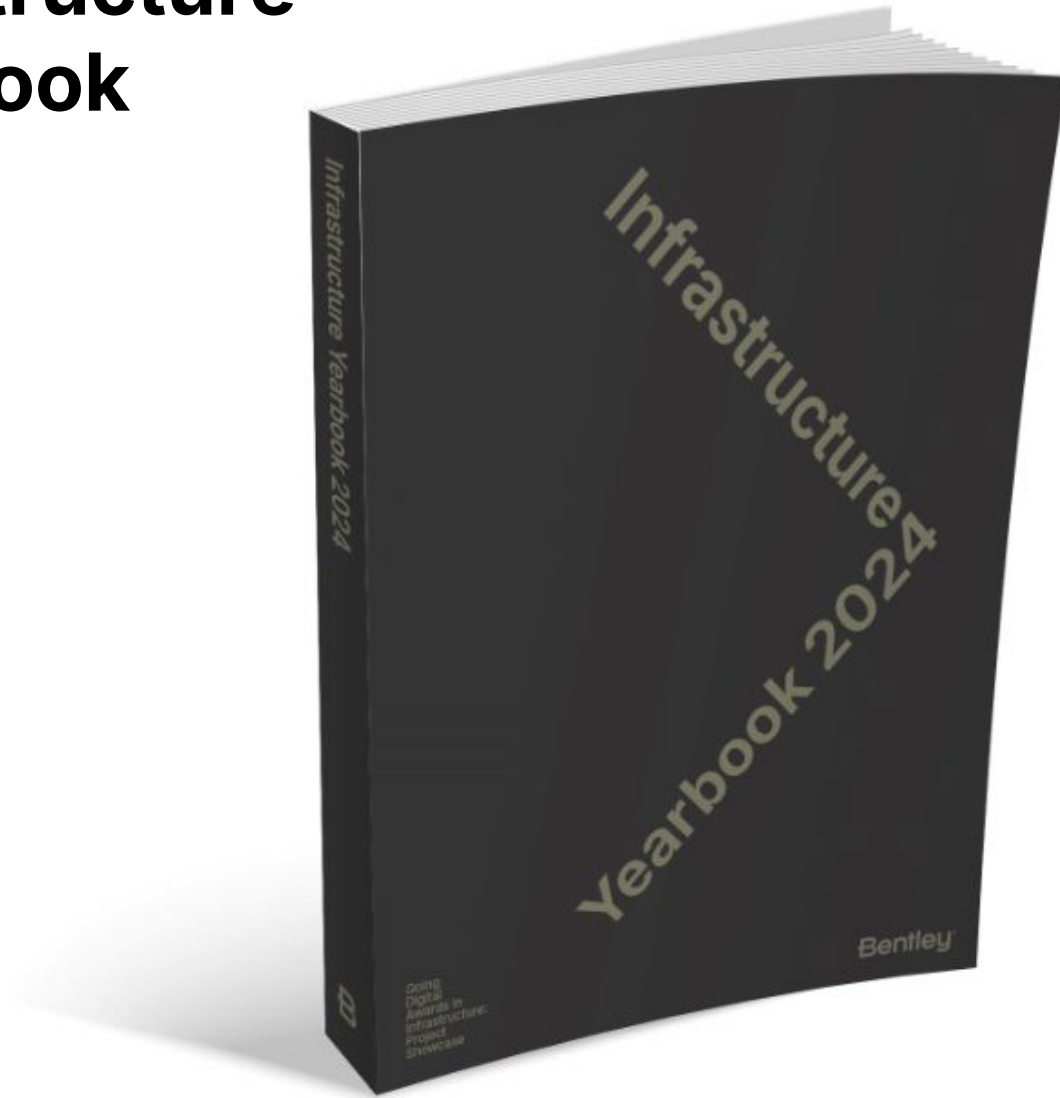


Bentley's Impact Report details how we are leading in more sustainable, ethical ways to influence our environmental, social, and governance impacts.

View 2024 
Impact Report

bentley.com/company/impact/

Infrastructure Yearbook 2024



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

Download
2024 Yearbook



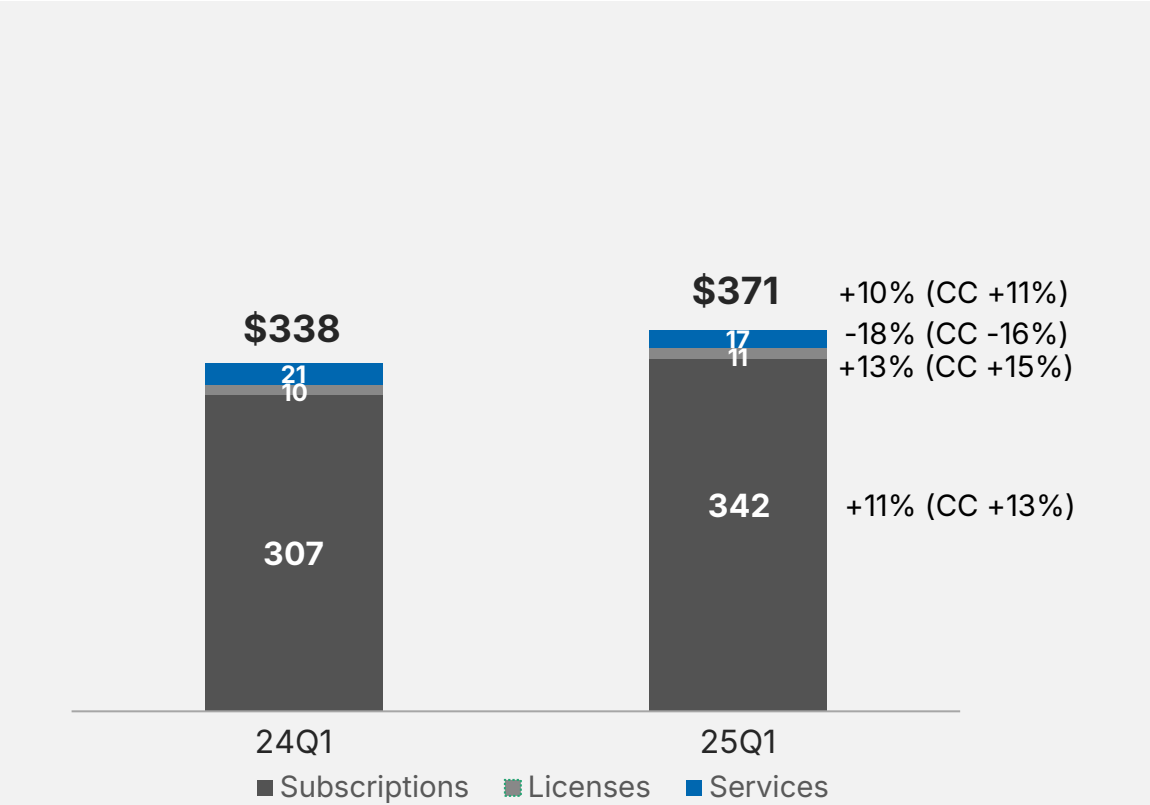
bentley.com/yearbook

03 Perspectives from the CFO, Werner Andre

Revenue performance

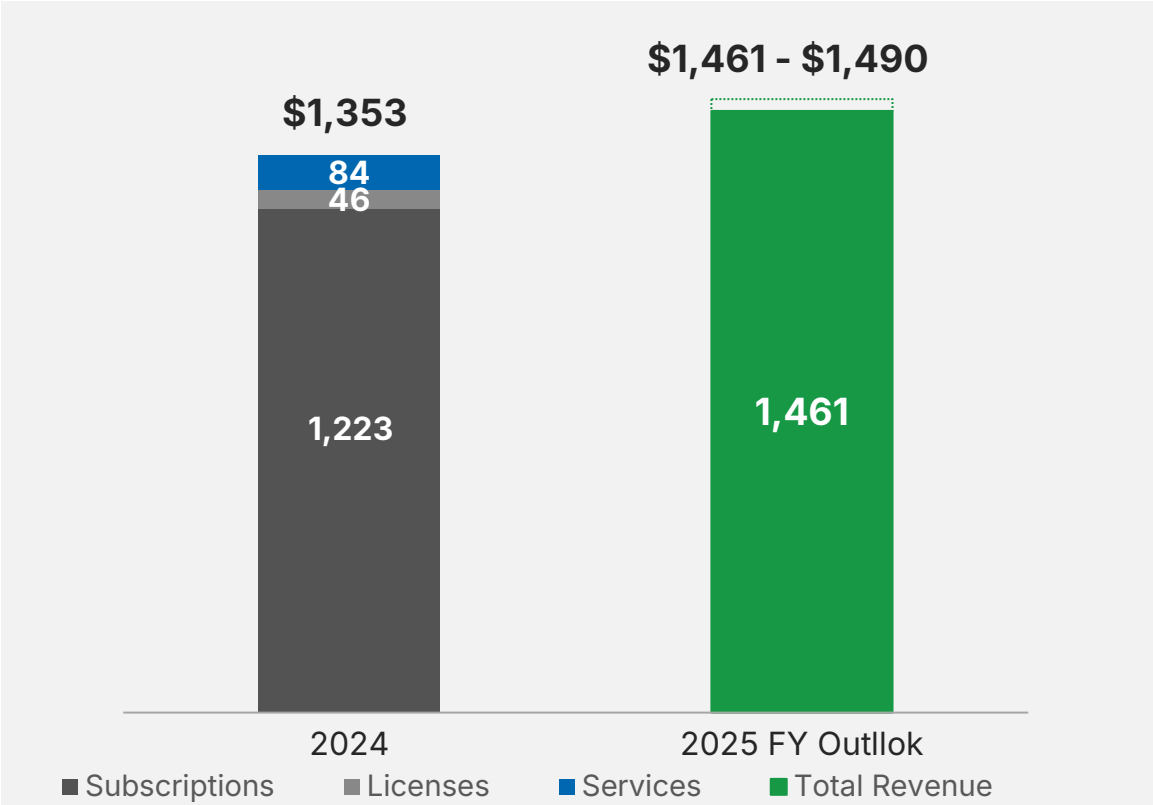
First quarter

\$ in millions - CC constant currency¹



Full year (As Presented at our 24Q4 Results Call)

\$ in millions

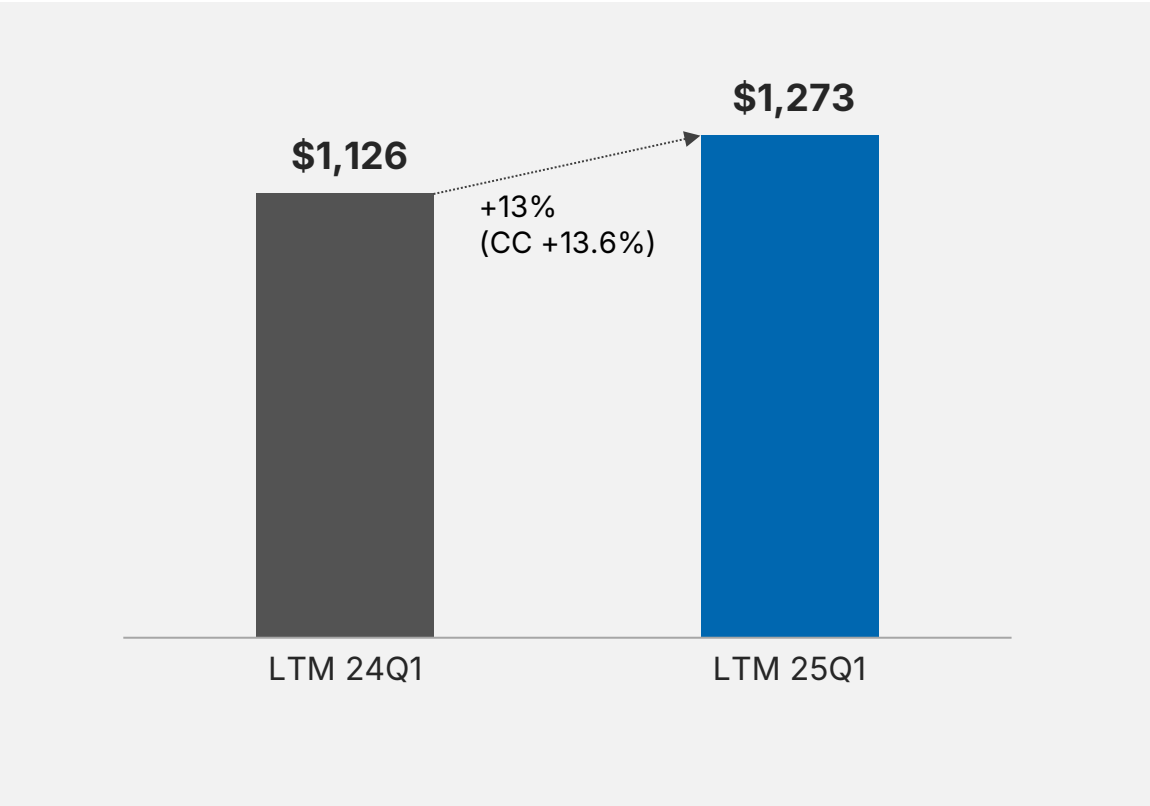


Footnote 1: See appendix for KPI and non-GAAP definitions

Recurring revenue performance

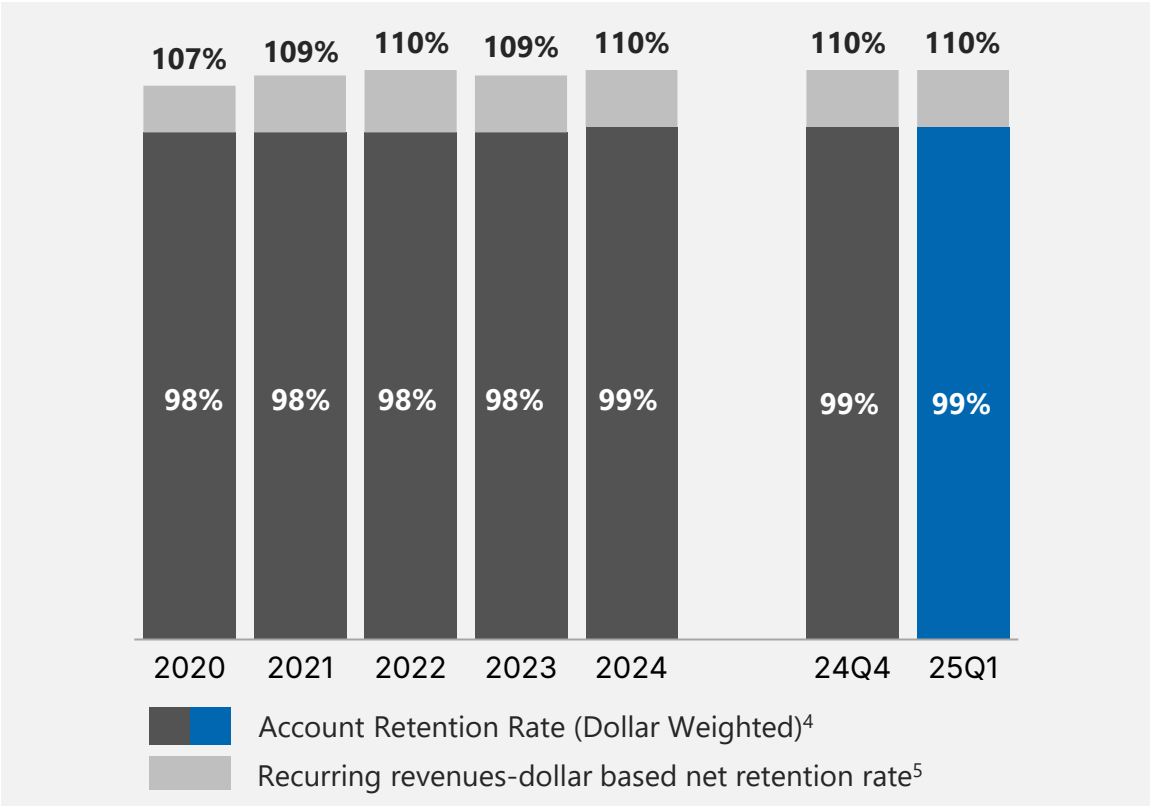
LTM recurring revenues³

\$ in millions - CC constant currency¹



LTM recurring revenue retention

\$ in millions - CC constant currency¹, YoY



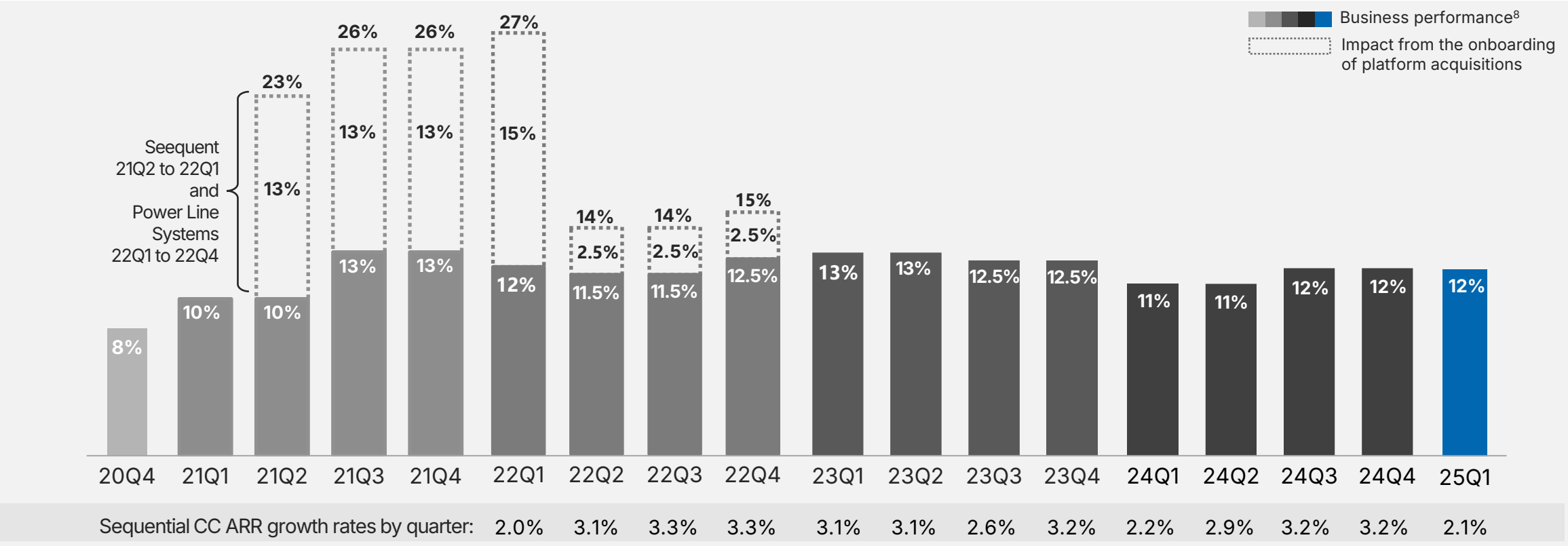
Footnotes 1, 3, 4, 5: See appendix for KPI and non-GAAP definitions

Recurring revenue performance

ARR growth^{7,8}

\$ in millions - CC constant currency¹, YoY

ARR⁶: \$1,319 million at 03/31/2025 spot rates

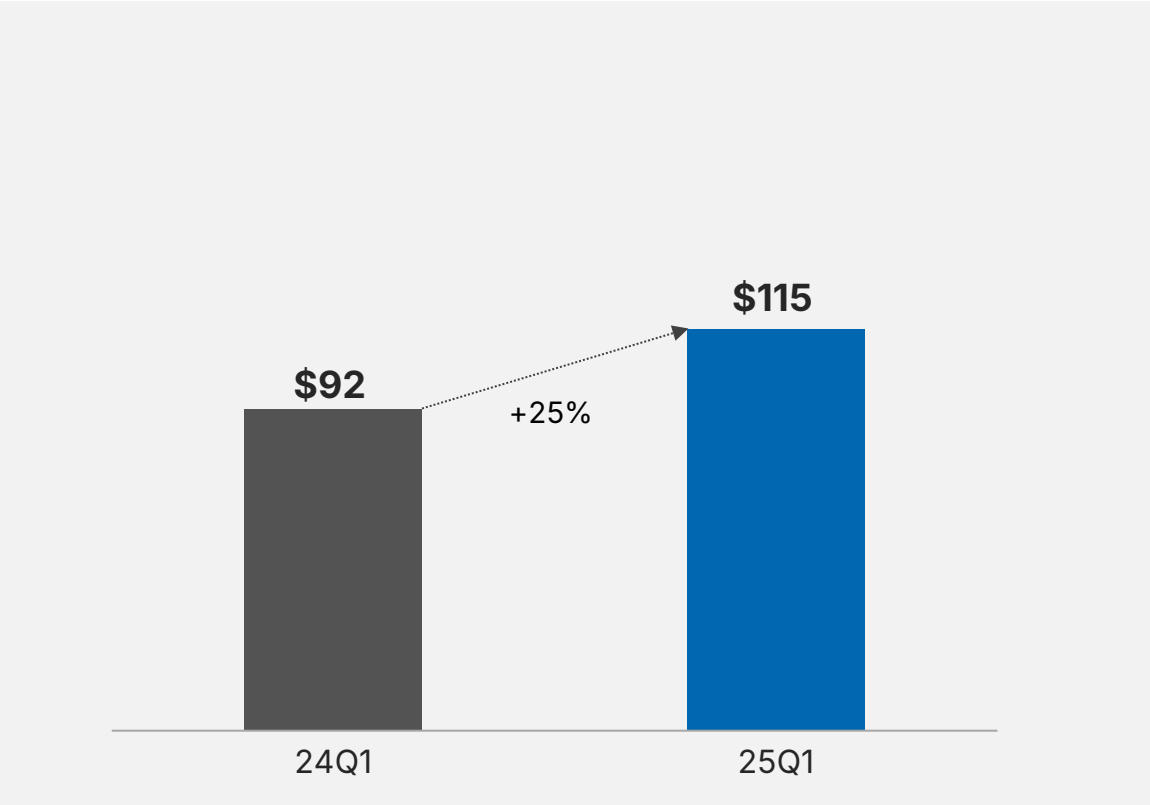


Footnotes 1, 6, 7, 8: See appendix for KPI and non-GAAP definitions

Profitability performance

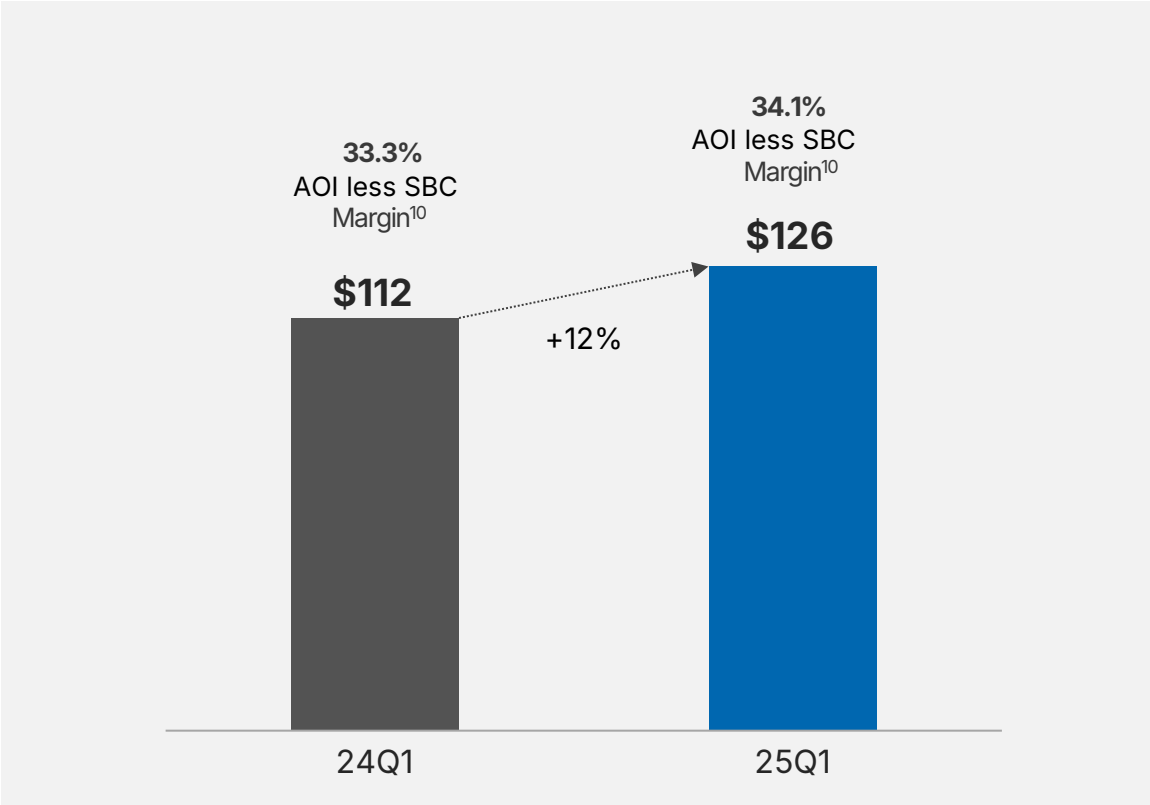
GAAP operating income

\$ in millions



AOI less SBC⁹

\$ in millions

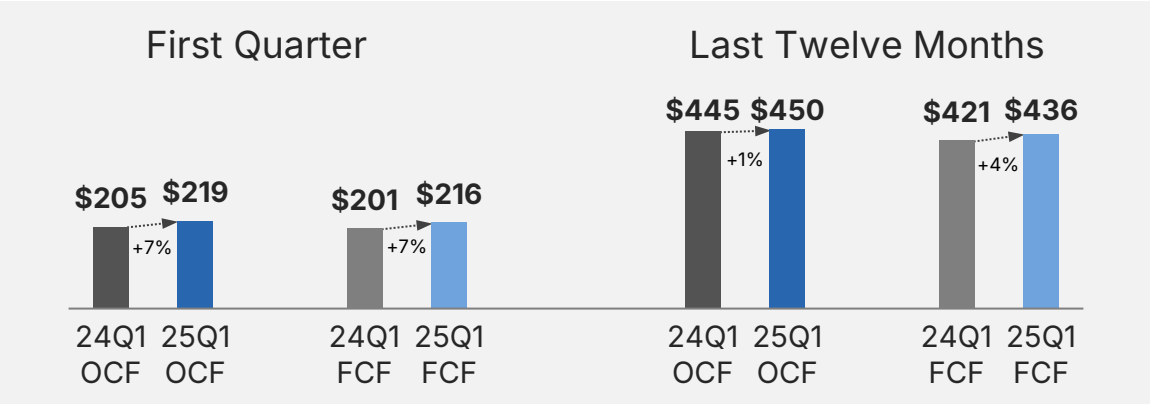


Footnotes 9, 10: See appendix for KPI and non-GAAP definitions

Liquidity and Capital Structure

Operating and Free cash flows

\$ in millions



25Q1 capital allocation

- \$135 million in net bank debt reduction
- \$10 million in convertible senior notes repurchase
- \$39 million in share repurchases, including \$9 million of de-facto share repurchases
- \$21 million in dividends

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 adjusted EBITDA¹¹

25Q1 credit metrics

\$ in millions

Cash	\$	84
Senior debt ^a	\$	—
Net senior debt ^b	\$	(84)
Net senior debt leverage ^c		0.0x
Available revolver credit capacity	\$	1,300

- Senior debt excludes \$1,253 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 2.4x
- At \$100 million / year (exceeding recent average) for programmatic acquisitions, we can expect to de-lever at the rate of about .7x (turns of adjusted EBITDA¹¹) annually
- Convertible debt leverage^e is 2.6x

Footnote d: Net debt leverage is net senior debt plus \$1,253M of convertible notes divided by LTM adjusted EBITDA¹¹

Footnote e: Convertible debt leverage is convertible debt divided by LTM adjusted EBITDA¹¹

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

Full year 2025 financial outlook

As presented
at our 24Q4 and
Full Year 2024 Results Call

Financial metrics	Outlook
Total Revenues	\$1,461 million to \$1,490 million ^a or \$1,481 million to \$1,510 million in constant currency
Subscriptions Revenues	+10.5% to 12.5% in constant currency
Perpetual Licenses Revenues	Approximately flat in constant currency
Services Revenues	Approximately flat in constant currency
ARR growth ⁸ (constant currency ¹)	10.5% to 12.5% ^b
AOI less SBC margin ¹⁰	Approximately 28.5% (representing annual improvement of 100bps)
Effective tax rate	Approximately 21%
Free Cash Flows ¹³	\$415 million to \$455 million
Capital expenditures	Approximately \$20 million

Additional expectations to support financial modeling

- Full year interest expense of approximately \$10 million. Approximately zero cash interest (net of the receipts from our interest rate swap);
- Full year cash taxes of approximately \$75 million;
- Stock-based compensation of approximately 5% of revenues;
- Operating depreciation and amortization of approximately 1.5% of revenues;
- Fully diluted weighted average shares outstanding between 333.3 and 334.9 million;
- Dividends of \$0.28 per share

Footnote a: Reflecting an approximate 1.5% headwind to revenue growth in constant currency. 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, 8, 10, 13: See appendix for KPI and non-GAAP definitions

04 Appendix

KPI and non-GAAP definitions

This presentation includes certain KPIs and non-GAAP financial measures, which are defined herein. Reconciliations of non-GAAP financial measures to their most directly comparable GAAP financial measures are included in our Form 8-K (Quarterly Earnings Release) announcing our quarterly financial 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, except for ARR as discussed further below, we calculate the effects of foreign currency fluctuations and constant currency information by translating current and prior period results on a transactional basis to our reporting currency using prior period average foreign currency exchange rates in which the transactions occurred.
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. 2019 calculated using ASC 605, and 2020, 2021, 2022, 2023, 2024, and 2025 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. 2019 calculated using ASC 605, and 2020, 2021, 2022, 2023, 2024, and 2025 calculated using ASC 606.

KPI and non-GAAP definitions

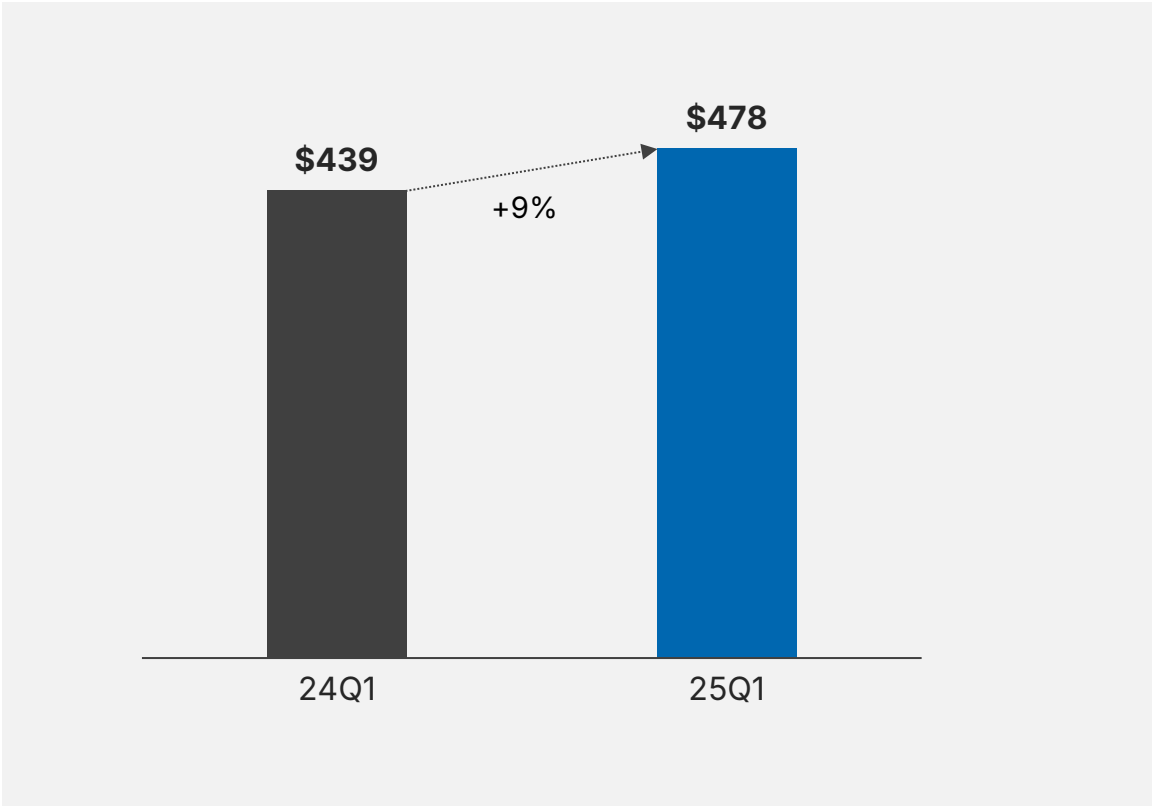
6. **Annualized Recurring Revenues ("ARR").** Our ARR is defined as the sum of the annualized value of our portfolio of contracts that produce recurring revenues as of the last day of the reporting period, and the annualized value of the last three months of recognized revenues for our contractually 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. In reporting period-over-period ARR growth rates in constant currency, we calculate constant currency growth rates by translating current and prior period ARR on a transactional basis to our reporting currency using current year budget exchange rates.
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. **AOI less SBC.** Our Adjusted operating income less stock-based compensation expense ("AOI less 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. **AOI less SBC margin.** Our AOI less SBC margin is calculated by dividing AOI less 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, cash realignment costs, changes in operating assets and liabilities, and other cash items (such as those related to our interest rate swap). From time to time, we may exclude from Adjusted EBITDA the impact of certain cash receipts or payments that affect period-to-period comparability.
12. **Organic ARR.** Organic ARR is defined as reported ARR less ARR onboarded from programmatic acquisitions.
13. **Free cash flow ("FCF").** FCF is defined as cash flow from operations less purchases of property and equipment and investment in capitalized software.

Adjusted EBITDA¹¹

Reconciliation of cash flows from operations to Adjusted EBITDA¹¹

Last twelve months

\$ in millions



Last twelve months 25Q1

\$ in thousands

Cash flow from operations	\$ 449,738
Cash interest	14,095
Cash taxes	53,946
Cash deferred compensation plan distributions	2,489
Cash acquisition expenses	8,442
Cash realignment costs	5,251
Change in operating assets and liabilities	(47,512)
Other ^a	(8,816)
Adjusted EBITDA	\$ 477,633

Footnote 11: See appendix for KPI and non-GAAP definitions
Footnote a: Includes cash receipts related to interest rate swap.

Constant currency¹

Reconciliation of total revenues and subscriptions revenues to total revenues and subscriptions revenues in constant currency

\$ in thousands	Three months ended March 31, 2025			Three months ended March 31, 2024		
	Actual	Impact of foreign exchange at 2024 rates	Constant currency	Actual	Impact of foreign exchange at 2024 rates	Constant currency
Total revenues	\$ 370,542	\$ 3,777	\$ 374,319	\$ 337,763	\$(342)	\$ 337,421
Subscriptions revenues	\$ 342,318	\$ 3,333	\$ 345,651	\$ 307,089	\$ (332)	\$ 306,757

Free Cash Flow¹³

Reconciliation of cash flows from operations to free cash flow

\$ in thousands	Three months ended March 31	
	2025	2024
Cash flows from operations	\$ 219,415	\$ 204,969
Purchases of property and equipment and investment in capitalized software	(3,044)	(3,599)
Free cash flow	\$ 216,371	\$ 201,370

Bentley®