



Investor Presentation
Q1 2022



Safe Harbor Statement



All references to the “Company,” “we,” “our,” and “us” refer to Heritage-Crystal Clean, Inc., and its subsidiaries. This release contains forward-looking statements that are based upon current management expectations. Generally, the words “aim,” “anticipate,” “believe,” “could,” “estimate,” “expect,” “intend,” “may,” “plan,” “project,” “should,” “will be,” “will continue,” “will likely result,” “would” and similar expressions identify forward-looking statements. These forward-looking statements involve known and unknown risks, uncertainties and other important factors that could cause our actual results, performance or achievements or industry results to differ materially from any future results, performance or achievements expressed or implied by these forward-looking statements. These risks, uncertainties and other important factors include, among others: developments in the COVID-19 pandemic and the resulting impact on our business and operations, general economic conditions and downturns in the business cycles of automotive repair shops, industrial manufacturing businesses and small businesses in general; increased solvent, fuel and energy costs and volatility, including a drop in the price of crude oil, the selling price of lubricating base oil, solvent, fuel, energy, and commodity costs; our ability to enforce our rights under the FCC Environmental purchase agreement; our ability to pay our debt when due and comply with our debt covenants; our ability to successfully operate our used oil re-refinery and to cost-effectively collect or purchase used oil or generate operating results; increased market supply or decreased demand for base oil; further consolidation and/or declines in the United States automotive repair and manufacturing industries; the impact of extensive environmental, health and safety and employment laws and regulations on our business; legislative or regulatory requirements or changes adversely affecting our business; competition in the industrial and hazardous waste services industries and from other used oil re-refineries; claims and involuntary shutdowns relating to our handling of hazardous substances; the value of our used solvents and oil inventory, which may fluctuate significantly; our ability to expand our non-hazardous programs for parts cleaning; our dependency on key employees; our level of indebtedness, which could affect our ability to fulfill our obligations, impede the implementation of our strategy, and expose us to interest rate risk; the impact of legal proceedings and class action litigation on us and our ability to estimate the cash payments we will make under litigation settlements; our ability to effectively manage our network of branch locations; the control of The Heritage Group over the Company; and the risks identified in the Company's Annual Report on Form 10-K filed with the SEC on March 2, 2022. Given these uncertainties, you are cautioned not to place undue reliance on these forward-looking statements. We assume no obligation to update or revise them or provide reasons why actual results may differ. The information in this release should be read in light of such risks and in conjunction with the consolidated financial statements and the notes thereto included elsewhere in this release.



HCCI Introduction



*Protecting the earth's resources by
helping the business world run cleaner.*

Vision



Mission

*To continually drive an employee-
empowered culture dedicated to
providing premier, environmentally-
sustainable solutions for our customers.*



Values

Safety

- We want everyone to go home to their families every night safe and sound. We do this by being responsible for yourself and your team members, using your “Stop Work” authority in unsure or unsafe conditions. Have the courage to speak up.

Honesty

- We perform our services the right way. Transparent and open; we don’t cut corners. We do the right thing, in every situation, every day.

Accountability

- Never walk past a problem. Fix it. We take ownership of our jobs, and each individual is accountable to themselves and the company. It’s how the employee and company grow.

Respect

- Give every employee and customer the respect they deserve; Be a good listener, taking the time to address issues large and small.

Relationships

- Get to know your customers and your fellow employees. Focus on the ‘service’ mentality and what you can do for them, instead of what they can do for you.

Inclusive

- We are a diverse company that embraces all.

Excellence

- We were built on grit and drive, a company where everyone pitches in to achieve excellence. A company where we do whatever it takes to safely get the job done and exceed expectations. It’s tough work. Our people are tougher.

HCCI Strengths & Opportunities

Demonstrated Strengths

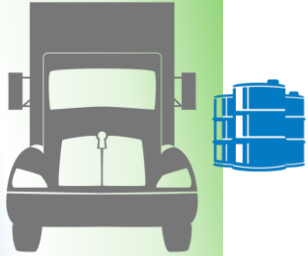
- ◆ Excellent Customer Service
- ◆ Integrated Sales & Service Approach
- ◆ Large Branch Network – 91 Branches
 - Efficient Rollout Model
- ◆ Large and Highly Diverse Customer Base
- ◆ Experienced Management Team

Numerous Growth Avenues

- ◆ Same-Branch Sales Growth
- ◆ Expanded Service Offerings
- ◆ Geographic Expansion
- ◆ Pursuing Acquisition Opportunities

HCCI Business Segments

Environmental Services



- ◆ Primary Services: parts cleaning, containerized waste, wastewater vacuum services
- ◆ Provider of industrial and hazardous waste services to small and mid-sized customers
 - Focus on small-to medium sized industrial businesses (e.g., manufacturers, industrial service providers, etc.) and vehicle maintenance providers (e.g., car dealerships and automotive repair shops)
- ◆ Parts Cleaning Services:
 - 2nd largest full-service provider in the U.S.
 - Reduce the volume of hazardous waste generated and associated regulatory burden for our customers
 - Strong recurring revenue business with substantial majority of revenues under automatically renewing service contracts
- ◆ Customers outsource their parts cleaning service needs and the disposal of containerized waste to HCCI; allows them to focus on their core business

Oil Business



- ◆ Includes used oil collection, oil filter disposal, RFO sales, re-refining and the sale of base oil and related by-products
- ◆ Complementary to Environmental Services segment; leverages branch infrastructure
- ◆ 2nd largest used oil collector and re-refiner in North America
- ◆ Integrated business from used oil collection to marketing and sale of re-refined base oil
- ◆ Annual base oil capacity of 50 million gallons (effective Q1 2022)

Sustainability at Heritage-Crystal Clean

Crystal Clean is in the process of growing our Environmental, Social, & Corporate Governance (ESG) initiative. A new framework specific to our operations will include an action plan that will allow Crystal Clean to continue to build, implement, measure, and communicate ESG success with its stakeholders.

Environmental

- To be an environmentally responsible member of the communities we operate in.
- To provide our customers with options to preserve and reuse natural resources.

Social

- To provide a safe, rewarding, and developmental workplace.
- To positively impact the communities we operate in through various forms of outreach and philanthropic activities.

Governance

- To operate our business with a high ethical standard and the utmost integrity.
- To embrace diversity at our highest levels of corporate governance.

Sustainability at Heritage-Crystal Clean

Crystal Clean developed its sustainability program using the United Nation's 17 Sustainable Development Goals (SDGs). The 17 goals are a holistic approach to achieving sustainable development on a global scale.

Crystal Clean has focused on five areas that shape the SDGs: **Planet, People, Partnerships, Prosperity, and Peace**. These five P's will allow us to measure our progress as we move towards achieving a better and more sustainable future.



PLANET:



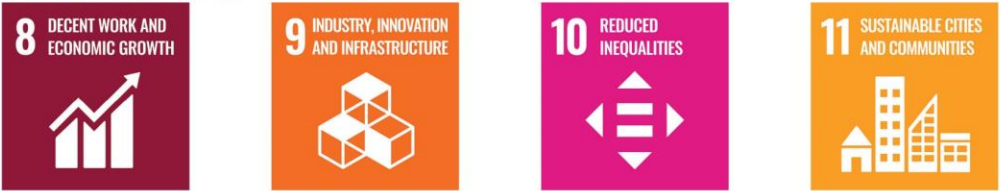
PEOPLE:



PARTNERSHIPS:



PROSPERITY:



PEACE:



2021 Sustainable Operations Include:

71
MILLION
GALLONS

of used oil processed
for re-refining

53
MILLION
GALLONS

of wastewater treated
at our facilities

42
MILLION
POUNDS

of waste reclaimed
for energy

3.9
MILLION
GALLONS

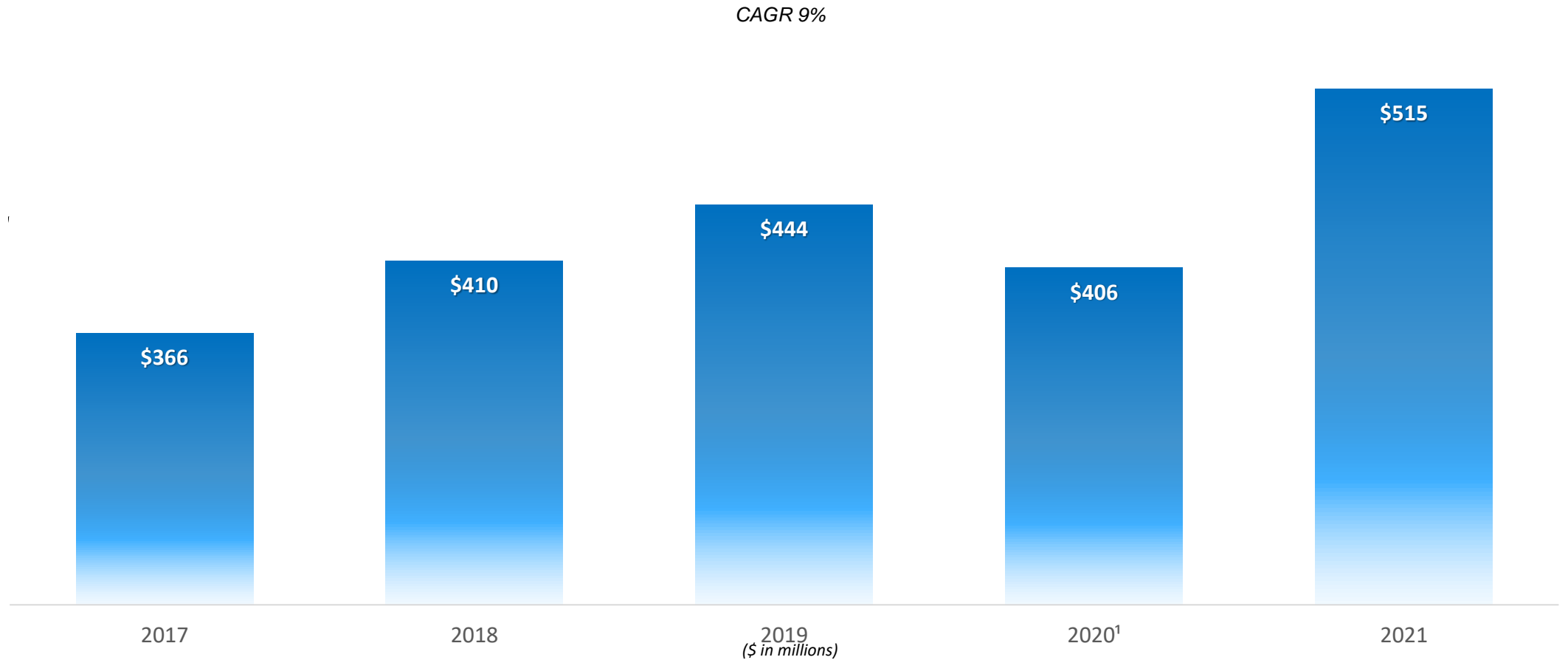
of spent antifreeze
collected for recovery

2.2
MILLION
GALLONS

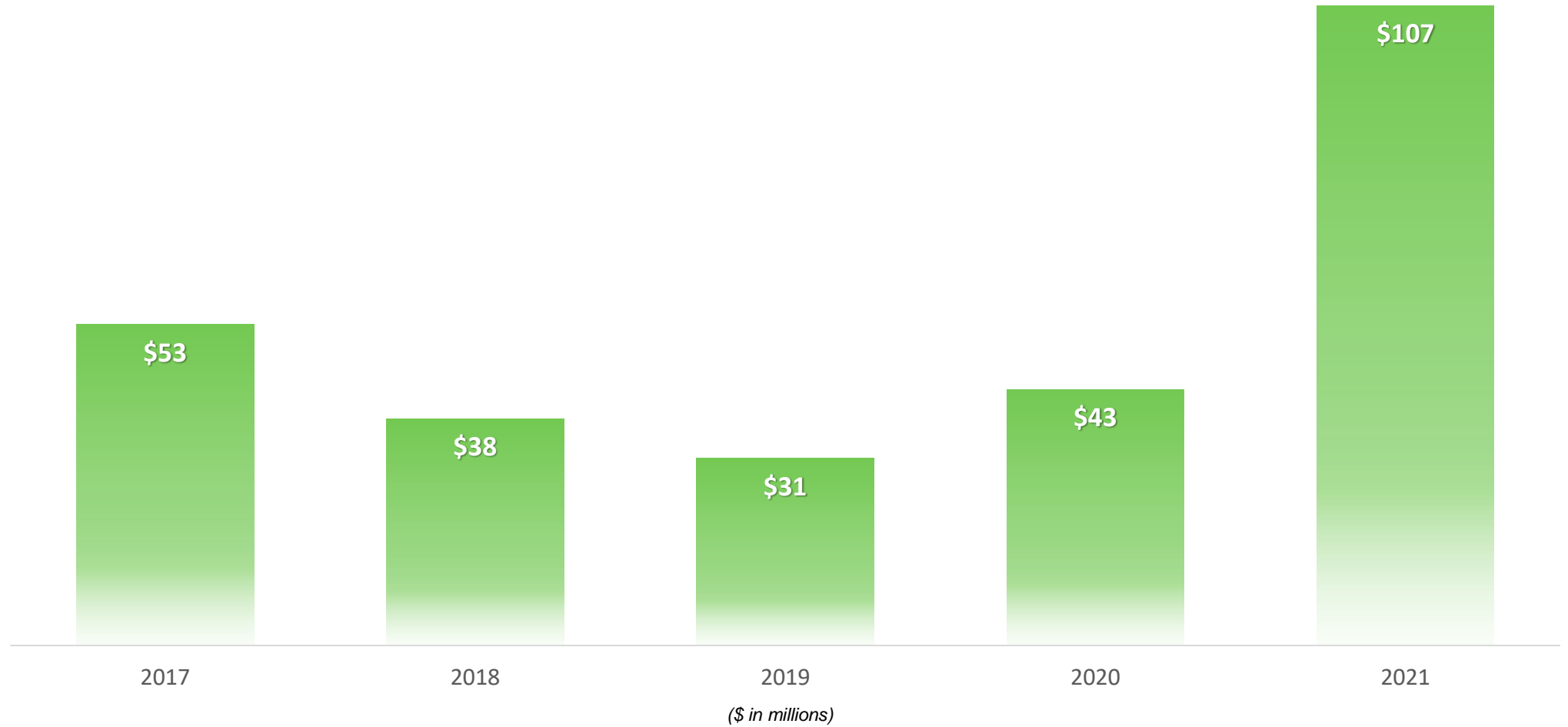
of used solvent
processed in our vacuum
distillation tower



Historical Sales Growth

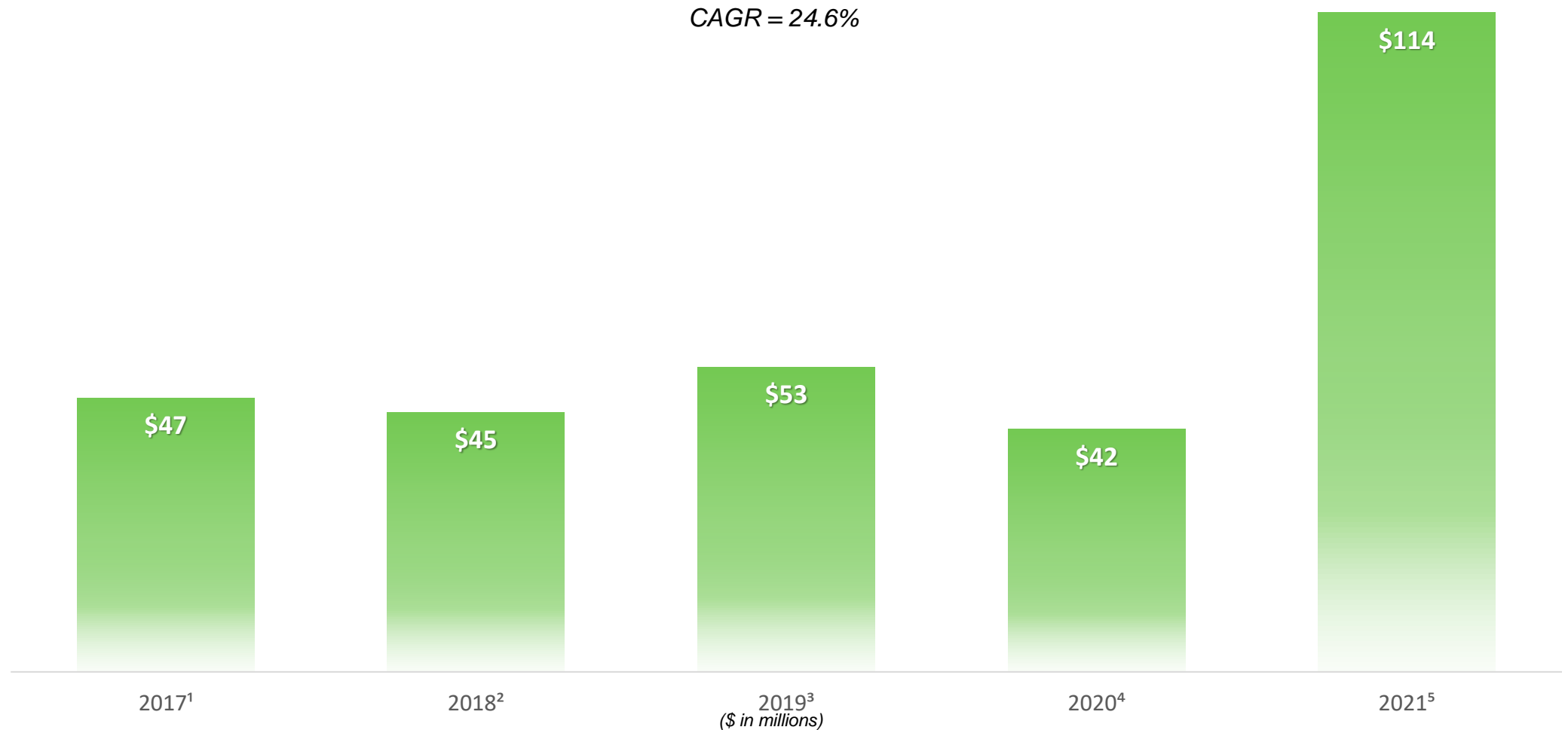


EBITDA Trend



There is a reconciliation between Net Income and EBITDA and the end of this presentation

Adjusted EBITDA Trend



(1)- Includes add-backs for Legal Fees (\$0.7MM), severance (\$1.2MM) and site closure costs (\$0.6MM)

(2)- Includes add-backs for severance (\$0.7MM), and site closure costs (\$1.0MM)

(3)- Includes add-backs for a lawsuit settlement (\$11.0MM), severance (\$0.8MM), site closure costs (\$2.7MM), lease accounting standard (\$2.2MM) and 842 implementation costs (\$0.4MM)

(4)- Includes reversal of lawsuit settlement gain (\$6.5MM), add-backs for impairment charges (\$1.4MM) severance (\$0.9MM), site closure costs (\$0.2MM)

(5)- Includes add-backs for acquisition costs (\$1.2MM)

Note – All years exclude non-cash compensation

There is a reconciliation between Net Income and AEBITDA and the end of this presentation

HCCI Investor Presentation Q1 2022

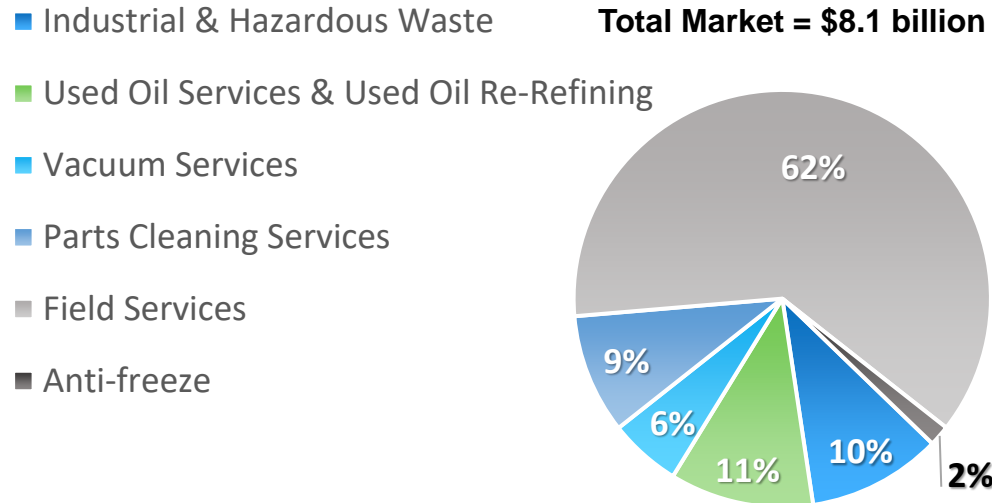


Industry



Large, Attractive Market

Market Addressed by HCCI⁽¹⁾

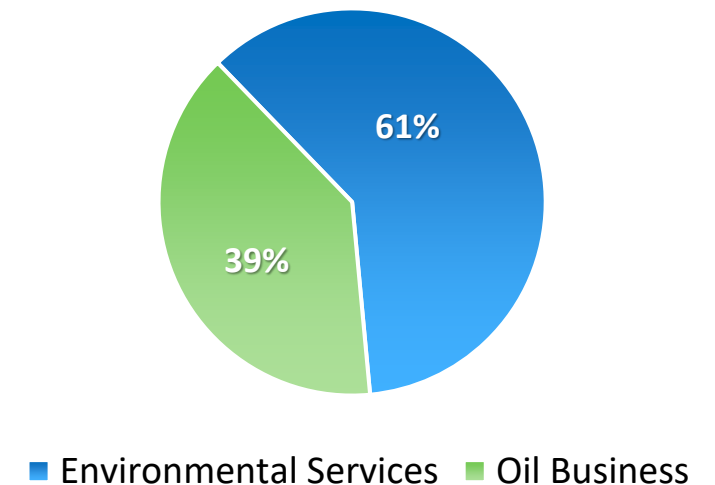


Key Characteristics

- ◆ Approximately 810,000 establishments in the U.S. engaged in manufacturing or vehicle maintenance ⁽²⁾
- ◆ Establishments need to remove grease and dirt from parts with industrial cleaning solutions
- ◆ Establishments generate used oil, waste paint, etc. which cannot be poured down the drain
- ◆ For small- and medium-sized generators, it is far more cost-effective to outsource to HCCI than manage themselves

HCCI Revenue by Segment

Q1 2022 Total Revenue = **\$139.4 Million**



(1) Source: Management estimates. (2) Source: U.S. Census Bureau 2017.

Competitive Landscape

Highly fragmented

- ◆ Competitors typically include smaller regional firms or companies operating in a single city

Significant barriers to entry

- ◆ Route density is needed before profitability can be achieved
- ◆ Significant capital is required to provide parts cleaning equipment for customer use
- ◆ A used oil re-refining plant of significant scale can cost \$100 million or more to build
- ◆ Obtaining permits for transportation and operating sites is time consuming and expensive
- ◆ Extensive branch service and supporting transportation network is costly and may take a long time to develop

Clean Harbors/ Safety-Kleen is a competitor in parts cleaning, containerized waste management, used oil collection & re-refining, wastewater vacuum truck services, antifreeze recycling and field services businesses

- ◆ HCCI believes that it competes favorably based on customer service and a broad service offering, and HCCI can depend on the depth of experience of its management team



Environmental Services



Environmental Services Offer

- ◆ Majority of Revenue from Three Businesses

- Parts Cleaning
- Containerized Waste
- Vacuum Services

- ◆ Expanding Businesses

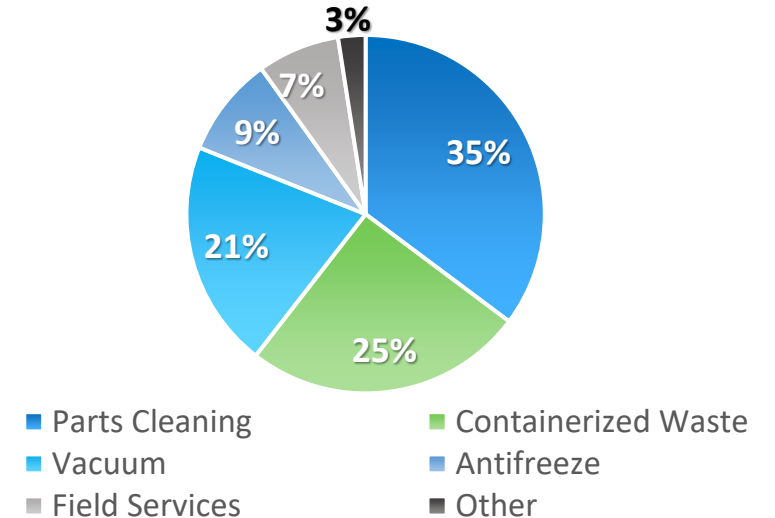
- Antifreeze
- Field Services

- ◆ ES Businesses Leverage

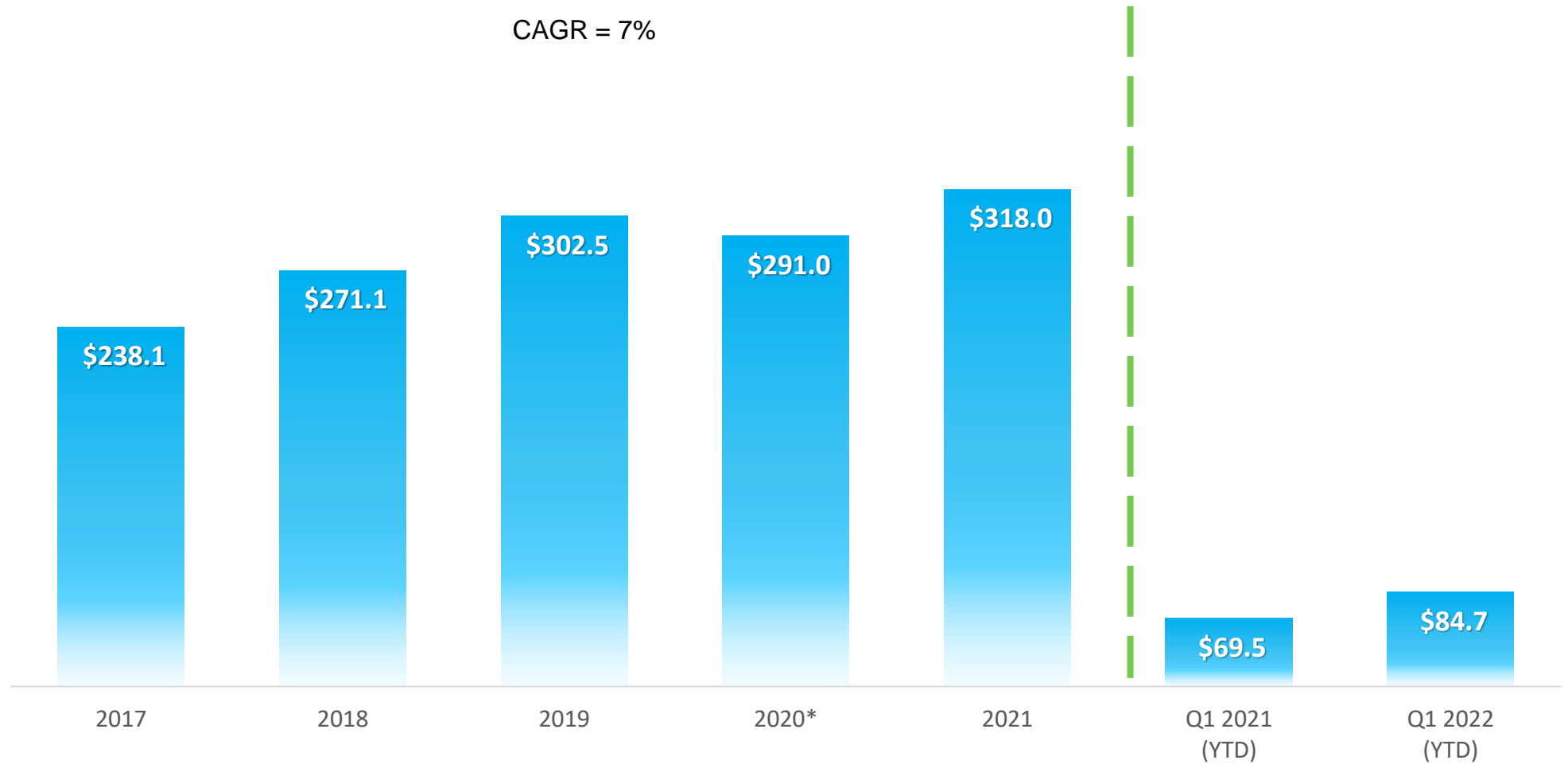
- Common customer set
- Facilities (i.e., branches)
- Branch management

HCCI Environmental Services Revenue

Q1 2022
\$84.7 million

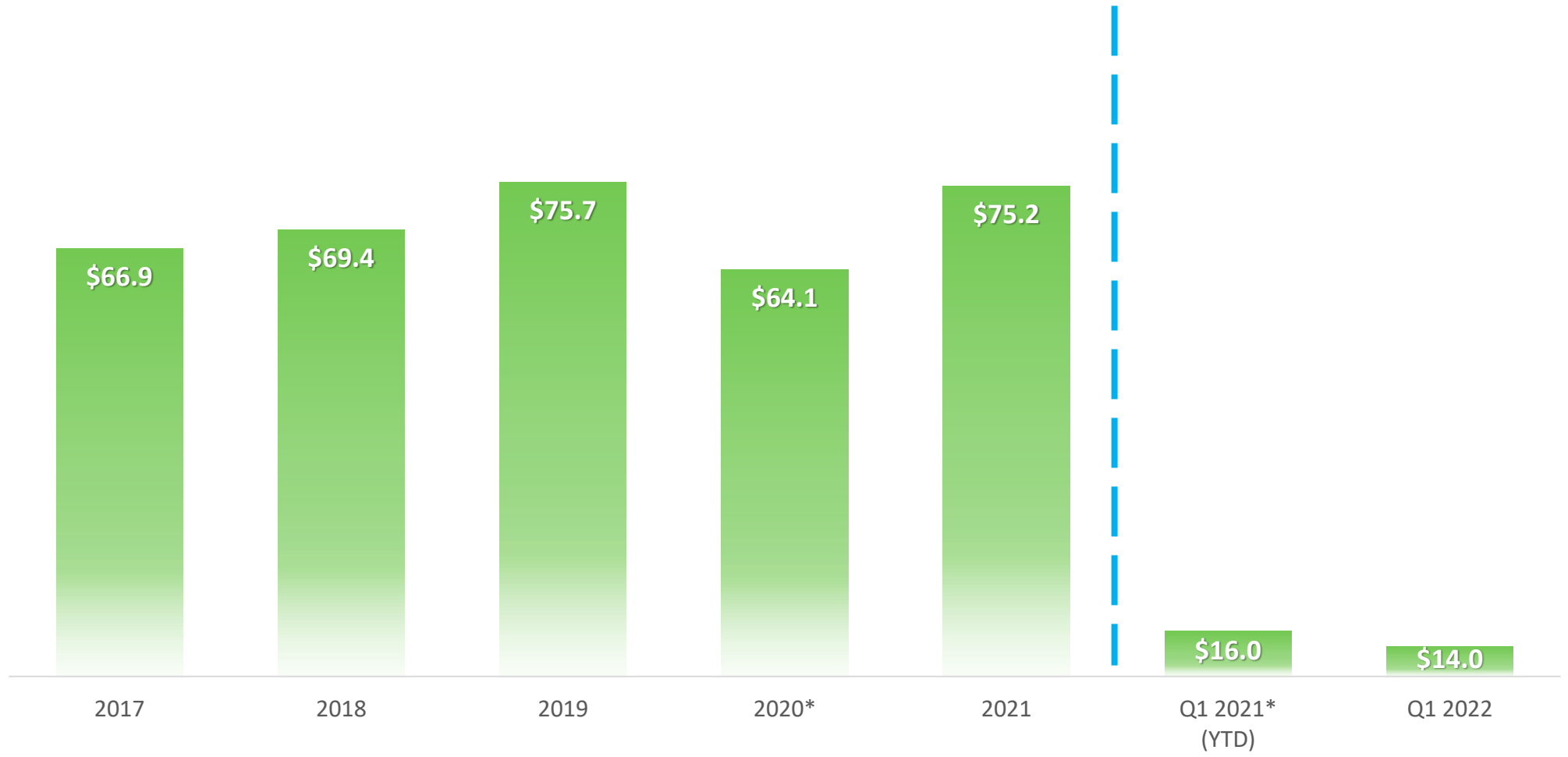


Environmental Services Sales Growth



* Results negatively impacted by COVID-19

Environmental Services Operating Margin



* Results negatively impacted by COVID-19

Parts Cleaning Service Offer

- ◆ Provide customers the ability to remove oil, dirt, grease and other contaminants from parts
- ◆ Differentiators
 - Aqueous parts cleaning
 - Patented equipment technology
 - Proprietary chemistry formulations
 - Reuse & non-Hazardous program
- ◆ Automatically renewing service agreements
- ◆ Strong revenue growth for almost two decades



Containerized Waste & Wastewater Vacuum Service Offer

◆ Containerized Waste Service

- Manage hazardous and industrial waste
- Full Service
 - Waste profiling, analysis and regulatory support
 - Loading & labeling of containers
 - Provide proper shipping documentation
- Peace of mind



◆ Wastewater Vacuum Service

- Remove and dispose of non-hazardous waste liquid and solid-liquid mixtures
- Capabilities to service small & large volume customers
- Wastewater treatment capabilities in some markets
- Peace of mind

Expanding Businesses

- ◆ Antifreeze
 - Complete closed-loop antifreeze service
 - Remove waste antifreeze
 - Recycle waste via distillation process
 - Create re-manufactured product using high quality inhibitors/additives
 - Light Duty
 - Conventional Plus HD Green
 - Global Extended Life LD (OAT)
 - Dex Cool Extended Life (OAT)
 - Heavy Duty
 - Conventional Plus HD Green
 - Global MAX Extended Life HD (OAT)
 - Global POWER Extended Life (NOAT)
 - Heat Transfer Fluids
 - Windshield Wiper Fluid
 - Market approach
 - Dedicated route sales & service reps in some markets
 - Add-on service for existing parts cleaning/waste drum service reps in other markets



Expanding Businesses (cont.)

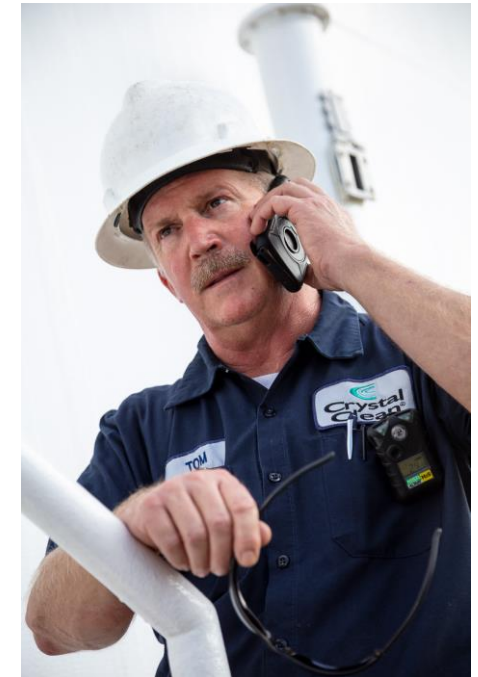
◆ ESP



- Offered to potential customers on the large-end of our target market
- Provide sole-source environmental program covering all environmental activities at target companies
- Leverage several services lines simultaneous which drives:
 - Greater average revenue per customer – AND-
 - Improved margins
- Currently offered in ~18% of HCC branches

◆ Field Services

- Types of services offered
 - Tank cleaning
 - Lab Packs
 - Remediation
- Asset light
 - Primarily use subcontractors to perform service work
 - Beginning to internalize lab packs and other projects
- Focused on existing HCC customers



Customers and Operations

Customers & Value Proposition

- ◆ Large and highly diversified base
 - Conducted over 276,000 machine service calls in 2021
 - During 2021, top ten Environmental Services customers represented 3.4% of total revenue
- ◆ Focus on small to medium-sized waste generators
 - Model structured for successful cross-selling of additional services
 - Of the size and scale where internal capabilities not effective or cost efficient
 - Generally, less price sensitive than larger customers
 - Services reduce regulatory burden
 - Allow customers to focus on their business

Operations

- ◆ Route-based economic model
 - Route density is a significant profit driver
- ◆ The same HCCI representative provides both sales and service functions for each customer
 - Entrenched relationships with customers
 - Highly incentivized to provide excellent customer service and cross-sell additional products/services
- ◆ Cost efficient branch model
 - Operate a network of 91 branches; 5 hubs located in Indianapolis, Shreveport, Philadelphia, Atlanta, Bakersfield
 - Consolidation of administrative and other functions that are not critical to sales/service

Growth Strategies – Environmental Services



Same-Branch Sales Growth

- ◆ Adding Branch Sales Managers
- ◆ Obtain new customers in existing markets
- ◆ Cross-sell multiple services to existing customers
- ◆ Increase route density to further expand operating margins
- ◆ Continue growth through integrated sales and service approach and cross-selling; utilize incentives, such as commission and awards to drive sales

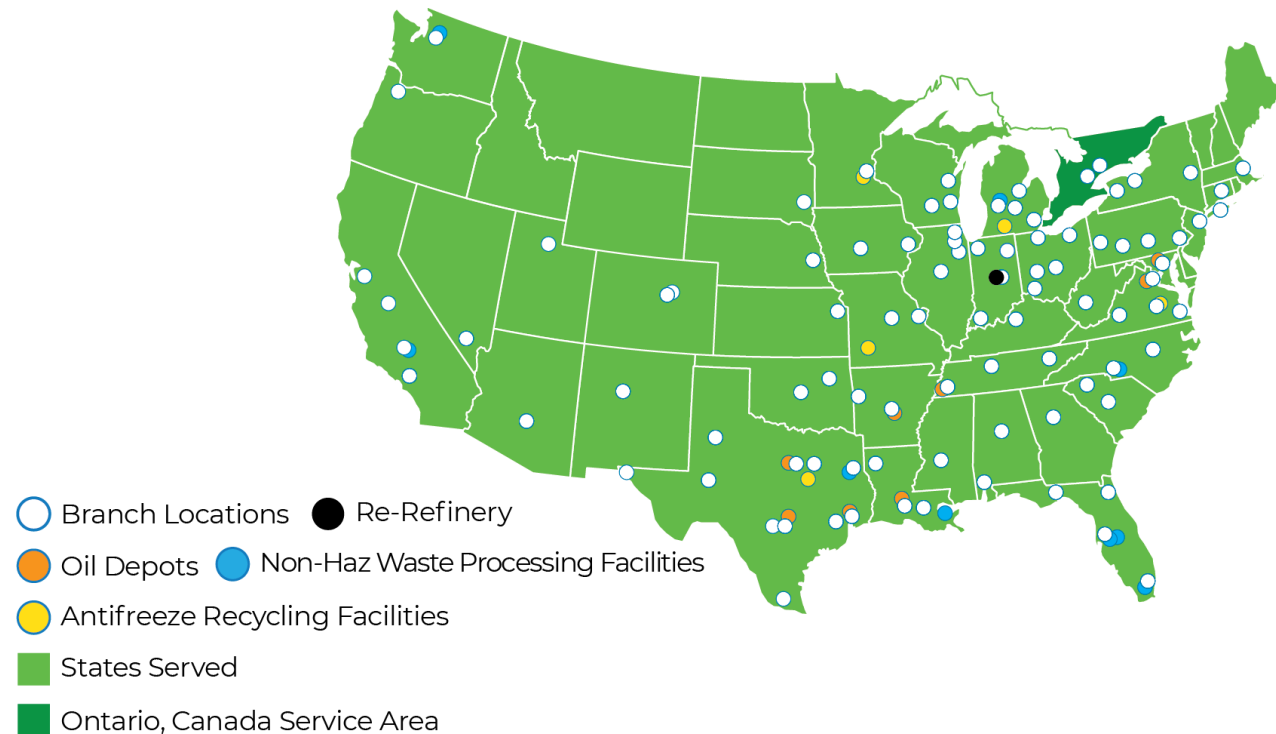


Expanded Service Offerings

- ◆ All branches offer parts cleaning and containerized waste services
- ◆ Only about two-thirds of branches offer wastewater vacuum service, presenting significant opportunity for further market penetration
 - Adding Vacuum Sales and Service Representatives
- ◆ Expanding businesses to be offered in additional branches.
 - Antifreeze Sales & Service Representatives
 - ESP Specialist
 - Field Services Representatives

Growth Strategies – Environmental Services (cont'd)

- ◆ Operate from 91 branches servicing 48 states and parts of Canada
- ◆ Some opportunities for expansion within the Northeastern and Southeastern U.S.
- ◆ Larger opportunities exist in Western U.S. and Eastern Canada.
- ◆ Additional acquisition opportunities exist
 - Tuck-in and Bolt-ons
 - Leverage our network and relationships
- ◆ Growth plans don't depend on acquisitions; a majority of historic revenue growth has been organic



Environmental Services Segment Update & Outlook



Revenue

Increased 21.9% in Q1 2022 from Q1 2021

Organic revenue growth was 15.1% while 6.8% of our growth was from businesses acquired during H2 2021.



Margin

Operating margin percentage was 14.0 % in Q1 2022 compared to 16.00% in Q1 2021

Operating margin decrease was driven by the extremely high inflation which caused increases in disposal, transportation, solvent, parts cleaning machines, containers, insurance and workers' compensation expense.



Outlook

We believe we will continue to low double-digit organic revenue growth for the remainder of the year along with the inorganic revenue growth experienced in Q1 2022 continuing for both the second and third quarters of 2022.unless we experience an economic downturn.

From an operating margin perspective, we expect Q2 2022 operating margin in the 20% range with an increase to 25% for Q3 2022 assuming inflation flattens on a sequential basis from Q1 2022.



Oil Business



Oil Business Components

◆ Used Oil Collection



- Volumes affected by seasonality (lower in winter months)
- Volume loss is expected during periods of reduction of pay-for-oil (PFO)/increase in charge-for-oil program
- If collections volumes decrease beyond normal seasonality, used oil collection fleet size is adjusted to maintain route efficiency
- Growth opportunity – results in increased route efficiency

◆ Re-Refining

- Nameplate capacity of 75 MM gpy; Base oil capacity of 50 MM gpy; Produces primarily Group II base oil
- Production of top-quality lubricant base oil requires hydrotreating, a process practiced at major refineries that adds significant complexity and capital cost
- Focused on reducing operating costs



◆ Product Sales

- Our re-refinery has been sold-out since inception
- Used oil collected far from re-refinery sold as RFO
- Longer term opportunities to go downstream and sell blended and packaged lubricants

Oil Business – Managing The Spreads Are Key

- ◆ The Oil Business is a Spread Business
- ◆ Profitability is dependent on managing the difference between the cost to obtain feedstock and the price at which we sell our oil products
- ◆ As the price of crude oil moves, so does the price of the oil products we sell (typically)
 - Lubricating Base Oil
 - RFO
 - Etc.
- ◆ We are price takers when selling our oil products
- ◆ Managing what we charge or pay for used oil feedstock largely determines our spread
 - We have limited control; markets are very competitive
 - Price for feedstock varies regionally and sometimes even locally
 - Moving from pay-for-oil to charging for oil collection is a slow process

Oil Business Segment Update Q1 2022



Revenue

Increased by 52.3% in Q1 2022 compared to Q1 2021 driven by strong base oil pricing market conditions.



Re-refinery

Base oil production volume was 11.9 MM gallons; compared with 12.1 MM gallons in Q1 2021.
Production was 103% of our new 50 million gallons of annualized base oil capacity during Q1 2022.



Base Oil

Base oil netback increased \$1.50/gal compared to Q1 2021 and decreased \$0.03/gal compared to Q4 2021.
We sold 11.8 million gallons of base oil during Q1 2022 compared to 11.7 million gallons sold during Q1 2021.



Used Oil Collection

We moved from a Charge For-Oil (CFO) in Q1 2021 to Pay-For-Oil (PFO) in Q1 2022. The net change was \$0.39/gallon compared to Q1 2021. Our PFO increased by \$0.04/gallon in Q1 2022 compared to Q4 2021.
Collection efficiency increased by 1.5% compared to Q1 2021 despite a 12.5% increase in headcount.

Oil Business Segment Outlook

- ◆ We look to continue to increase our used oil collection volumes and the density of our individual collection routes
- ◆ There will be continued pressure to increase our pay-for-oil driven by higher crude oil prices.
- ◆ Base oil pricing should remain relatively strong during the remainder of 2022 based on:
 - High raw material costs for virgin refiners
 - High pricing for distillates (e.g., record high diesel prices) pushing virgin refiners to produce more distillate and less base oil
 - Less base oil from Russia (due to the war in Ukraine) will lower supply.
- ◆ We expect operating margin to be in the mid-to-high 20% range for the remainder of 2022.



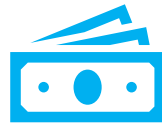
Financial



Financial Highlights & Information



Demonstrated strong revenue growth from 2006 to 2021 sales CAGR of 14%



After new branch developed, target breakeven within 36 months and free cash flow after Year 3



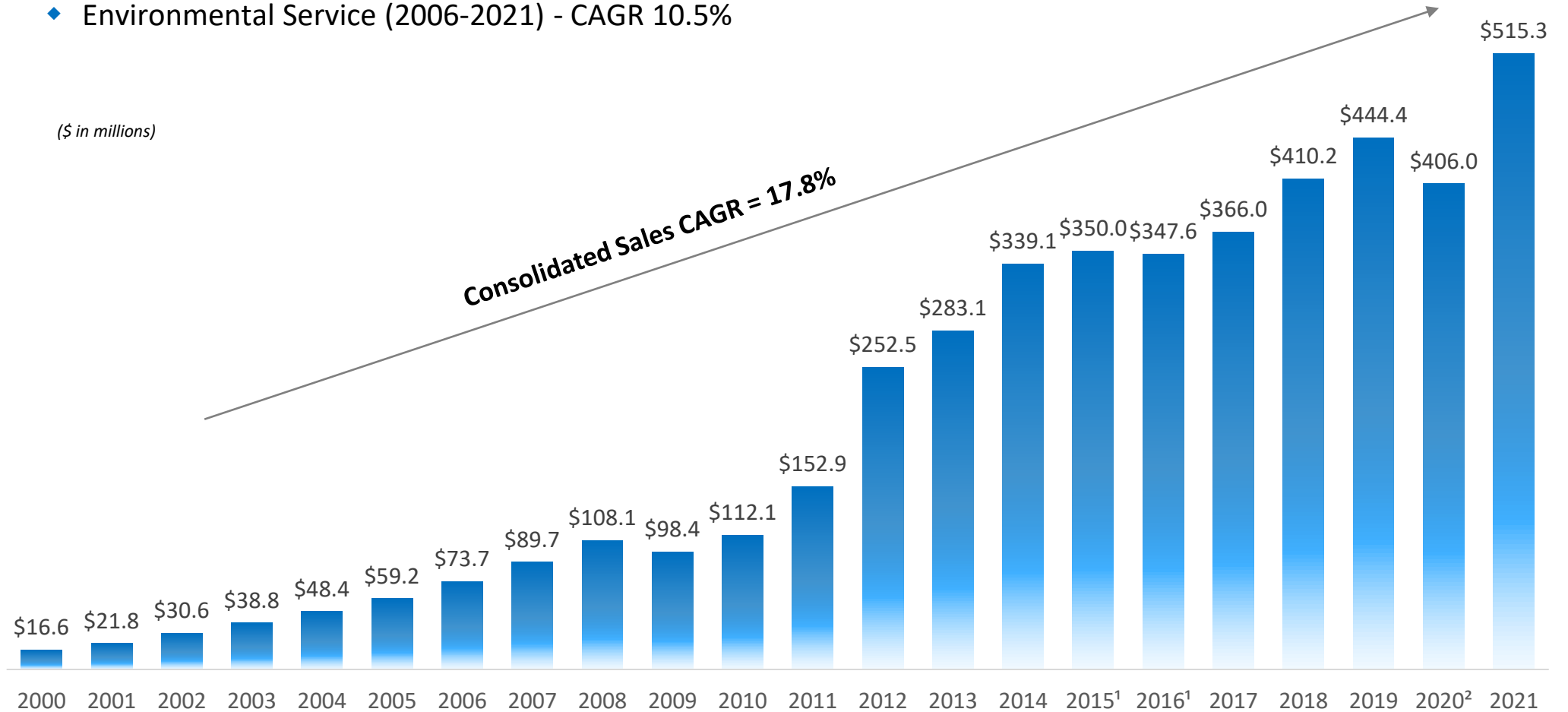
Profitability enhancements over time include leveraging SG&A and other fixed costs and implementing price increases



First 3 quarters consist of 12 weeks; fourth quarter consists of 16 or 17 weeks

Long History of Strong Revenue Growth

- ◆ Oil Business (2006-2021) - CAGR 32.9%
- ◆ Environmental Service (2006-2021) - CAGR 10.5%

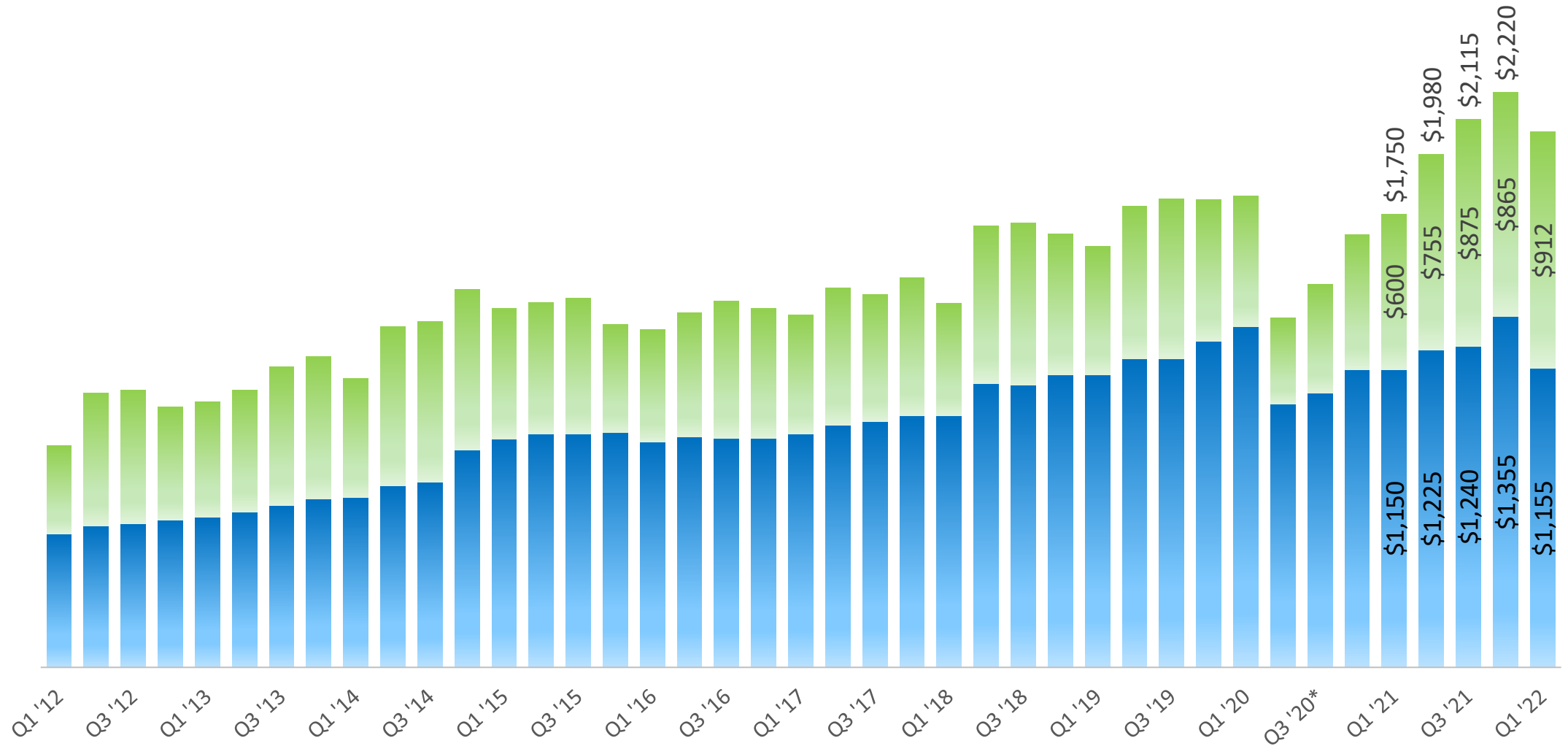


(1) Revenue negatively impacted by dramatic decline in commodity prices

(2) Revenue negatively impacted by COVID-19

Average Sales Per Working Day

(\$ in thousands)



* Results negatively impacted by COVID-19

Environmental Services Oil Business

HCCI Investor Presentation Q1 2022



Appendix



EBITDA & Adjusted EBITDA Reconciliation

(\$ in millions)

	FY 2018	FY 2019	FY 2020	FY 2021
Net Income (loss)	\$ 15.0	\$ 8.7	\$ 11.9	\$ 60.9
Interest Expense - net	\$ 1.1	\$ 0.9	\$ 1.3	\$ 0.9
Provision for (benefit of) Income Taxes	\$ 5.5	\$ 3.2	\$ 4.8	\$ 21.1
Depreciation & Amortization	\$ 16.2	\$ 18.2	\$ 18.2	\$ 23.5
EBITDA	\$ 37.7	\$ 31.1	\$ 42.6	\$ 106.5
Non-Cash Compensation	\$ 4.4	\$ 4.0	\$ 3.2	\$ 5.7
EBITDA + Non-Cash Compensation	\$ 42.1	\$ 35.1	\$ 45.8	\$ 112.2
Accrual for legal settlement of class action lawsuit	\$ -	\$ 11.3	\$ -	\$ -
Reversal of remaining accrual for legal settlement of class action lawsuit	\$ -	\$ -	\$ (6.5)	\$ -
Severance	\$ 0.7	\$ 0.8	\$ 0.9	\$ 0.2
Site Closure Costs	\$ 1.0	\$ 2.7	\$ 0.2	\$ -
Write-down of Assets Held for Sale	\$ -	\$ -	\$ 1.4	\$ -
Adoption of ASC 842 lease accounting stan	\$ -	\$ 2.2	\$ -	\$ -
Implementation cost of 842	\$ -	\$ 0.4	\$ -	\$ -
Cost associated with business acquisition	\$ -	\$ -	\$ -	\$ 1.2
Adjusted EBITDA	43.8	52.5	41.8	113.6

EBITDA & Adjusted EBITDA Reconciliation – Q1 2022

(\$ in millions)

	Q1 2022
Net Income	\$ 12.9
Interest Expense - Net	\$ 0.2
Provision for (benefit from) income taxes	\$ 1.5
Depreciation & Amortization	<u>\$ 6.5</u>
EBITDA	\$ 24.1
Non-cash Compensation	\$ 1.5
Adjusted EBITDA	<u><u>\$ 25.6</u></u>

Contact Us



2175 Point Blvd., Suite 375
Elgin, Illinois 60123



Mark DeVita, CFO



(847) 836-5670



mark.devita@crystal-clean.com



www.crystal-clean.com

