First Quarter 2021 Results Conference Call

May 2021

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Industry Information

Information regarding market and industry statistics contained in this presentation is based on information available to us that we believe is accurate. It is generally based on publications that are not produced for investment or economic analysis.

Use of Non-GAAP Financial Information

This presentation discusses “EBITDA”, “Adjusted EBITDA” and free cash flow. EBITDA represents net income before interest, taxes, depreciation and amortization. Adjusted EBITDA is defined as EBITDA before stock-based compensation expense and gain (loss) on change in value of derivative warrant liability and unrealized gains and losses on derivative instruments for hedging activities. Free cash flow represents net cash provided by (used in) operating activities, less capital expenditures. These measurements have not been audited, are not recognized in accordance with generally accepted accounting principles (GAAP) and should not be viewed as an alternative to GAAP measures of performance. EBITDA, Adjusted EBITDA and free cash flow are presented because we believe they provide additional useful information to investors due to the various noncash items during the period. EBITDA, Adjusted EBITDA and free cash flows have limitations as analytical tools, and you should not consider them in isolation, or as a substitute for analysis of our operating results as reported under GAAP. The Company’s presentation of these measures should not be construed as an inference that future results will be unaffected by unusual or nonrecurring items. See also “Non-GAAP Reconciliation—Reconciliation of Net Loss attributable to Vertex Energy, Inc., to EBITDA, Adjusted EBITDA and Free Cash Flow”, in the Appendix, below.

Business Update

Executive Summary

1Q21 performance and 2Q21 outlook

1Q21 Performance
Key Performance Indicators

Strong financial performance
Generated y/y growth in net income and adjusted EBITDA supported by improved refined product margins, higher base oil prices, increased used motor oil (UMO) collections, reduced collections expense and strong operational reliability

Exceptional operational reliability
Total throughputs at the Marrero refinery increased on both a sequential and year-over-year basis in the first quarter; Heartland refinery operated at peak capacity during the first quarter, given higher selling prices on Group II+ base oil.

Solid collections growth. Total UMO collections increased 17% on a year-over-year basis to 10.4 million gallons, exceeding pre-pandemic levels

Strategic Initiatives
Progress Update

Low-carbon energy transition focus
Actively evaluating organic and inorganic growth opportunities that position us to support the global transition toward low-carbon solutions

Myrtle Grove oil reclamation project
Myrtle Grove has begun to receive distressed hydrocarbon streams that will be pretreated and reclaimed as feedstock for sale into third-party industrial markets and at the Marrero refinery

Myrtle Grove renewable diesel project
This project is under evaluation, as we continue to consider the construction of a pre-treatment facility capable of sourcing and stabilizing non-conforming organic oils used in the production of renewable diesel fuel

Management Outlook
2Q21 Guidance

Base oil prices at elevated levels
Group II posted prices have increased more than 15% on a y/y through the end of April; expect prices to remain elevated, benefiting the Heartland refinery

Planned turnarounds in 2Q21
Anticipate 10 and 3 days of planned maintenance, respectively, at Marrero and Heartland during the second quarter 2021

2Q21 financial outlook
Anticipate total Adjusted EBITDA in the range of $2.5 million to $3.0 million, including impact of planned maintenance

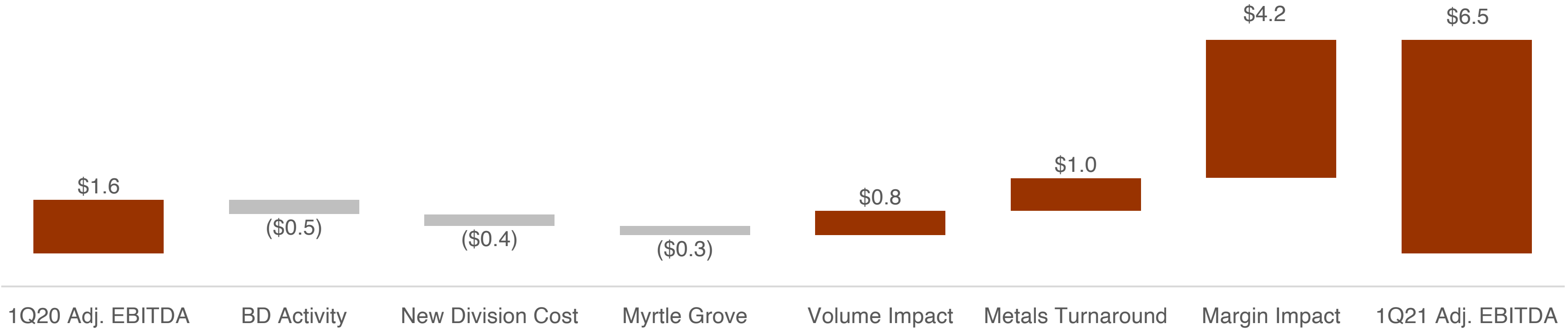
Full-year 2021 financial outlook
Anticipate positive free cash flow, net income and Adjusted EBITDA

Adjusted EBITDA Performance Bridge

1Q21 benefited from improved refining margins, higher sales volumes and continued cost discipline

1Q20 vs. 1Q21 Adjusted EBITDA Bridge

($MM)



- Adjusted EBITDA improved more than 4x on a y/y basis in 1Q21
- Improved refining margins; 11% y/y improvement in WTI-HSFO spread in 1Q21; significant base oil price escalation
- Improved demand for refined products, as commercial activity accelerates
- Continued progress within Metals business; +$1.0 million y/y improvement
- Business development, new division costs and Myrtle Grove start-up offset areas of improvement

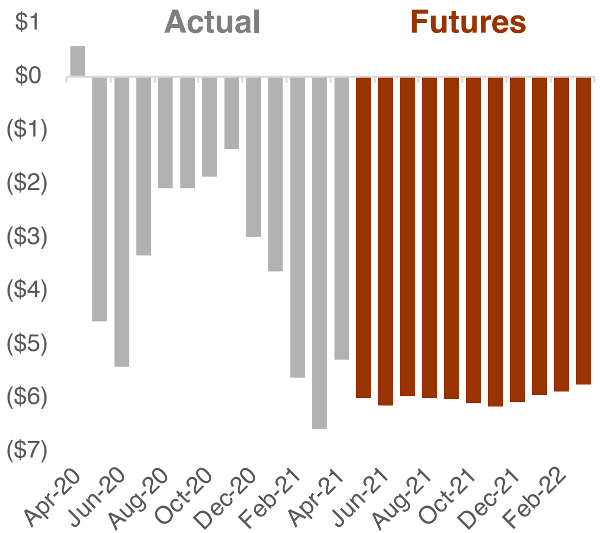
Higher Commodity Prices, Improved Refined Product Margins

Base oil prices continue to climb higher on tight supply and increase commercial demand

- Higher crude oil prices have contributed to commodity price escalation
- Marrero refinery benefiting from y/y improvement in spread between WTI and high sulfur fuel oil
- Heartland benefiting from material increase in Group II base oil prices
- Group II base oil prices +150% y/y in April-21

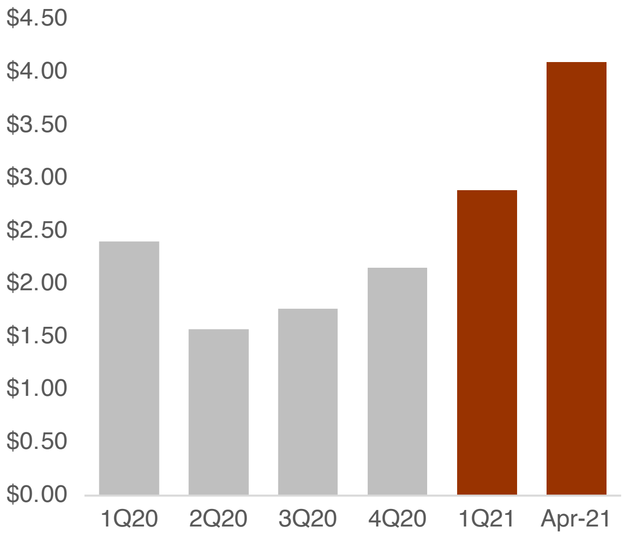
Improved Distillate Margins Benefit Marrero

USGC 3% HSFO Less West Texas Intermediate (WTI) vs. Crude Oil ($/Barrel); High Sulfur Fuel Oil is a Proxy for Used Motor Oil (UMO) Price; WTI is a Proxy For Product Prices *(1)*



Higher Base Oil Prices Benefit Heartland

Group II+ Base Oil has increased more than 150% on a y/y basis through April 2021(2)

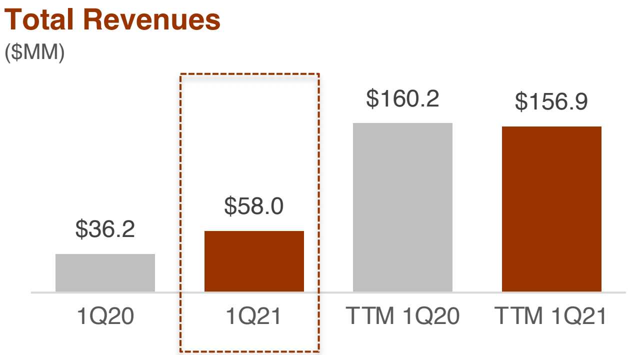


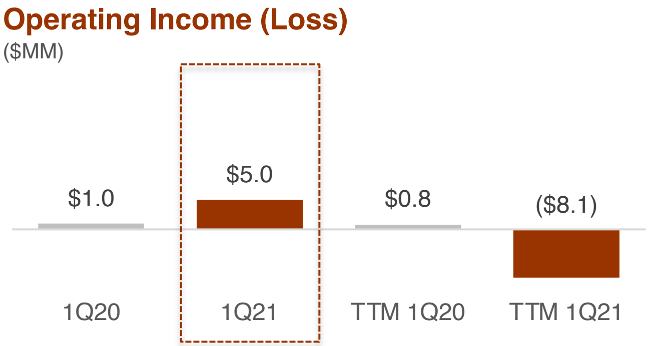
(1)CME Group (April 2021)
(2) Market base oil prices (April 2021)

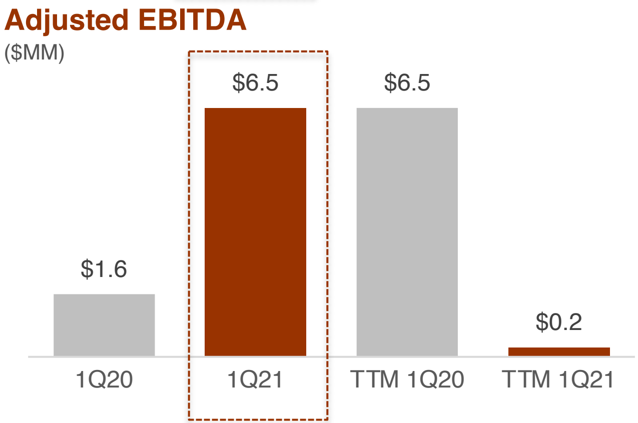
Key Financial Metrics

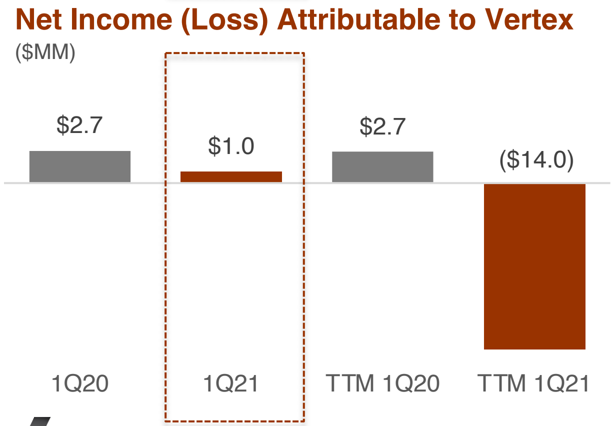
Record Adjusted EBITDA reflects strong operational execution, improved refining economics

- Return to profitability reflects continued cost controls and improved commercial execution
- Significant y/y improvement in refined product margin per barrel
- Marrero and Heartland both operated at full capacity in 1Q21 – no operational disruptions









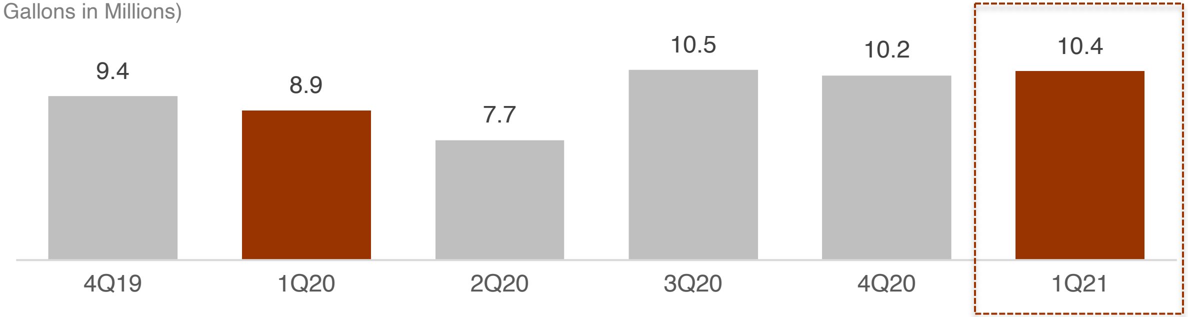
Strong UMO Collections Performance

Achieved UMO collections growth in 1Q21, collection costs declining

- Collections have recovered to above pre-pandemic levels, reaching a single quarter record in 1Q21
- Total collections increased 17% on a y/y basis in 1Q21
- Total UMO collections cost per gallon declined 9% in 1Q21 vs. 1Q20
- Collection costs have continued to decline given improved economies of scale, including route optimization

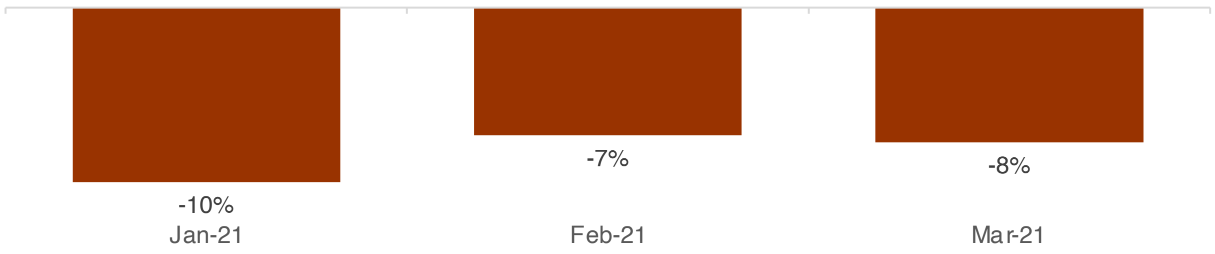
Vertex Direct Collections

(UMO Gallons in Millions)



UMO Collections Cost Per Gallon Y/Y % Change

(Indexed Per Gallon Cost vs. Prior-Year Periods)

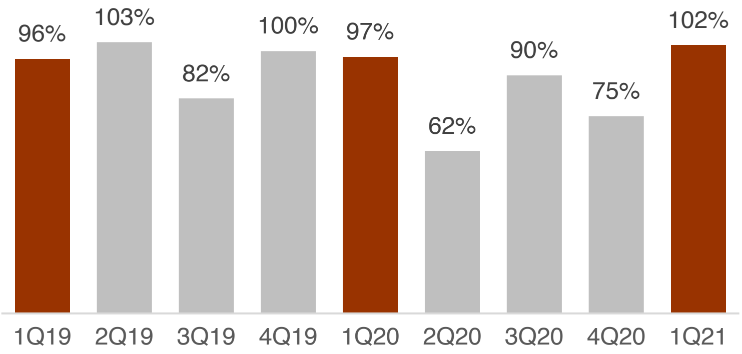


Refinery Utilization Update

Both Marrero and Heartland operated at peak capacity

Marrero Refinery

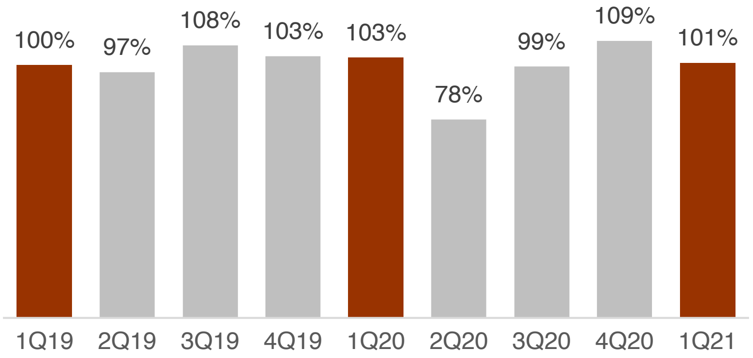
Capacity Utilization Rate*(1)*



- Strongest utilization since 2Q19, driven by strong operational execution; incentivized by improved refined product margins
- 10-day turnaround scheduled at Marrero in 2Q21

Heartland Refinery

Capacity Utilization Rate*(1)*



- Elevated base oil prices incentivized high production rates
- 3-day turnaround scheduled at Heartland in 2Q21

(1) Utilization defined as total refinery throughputs divided by nameplate capacity of the refinery

VERTEX ENERGY

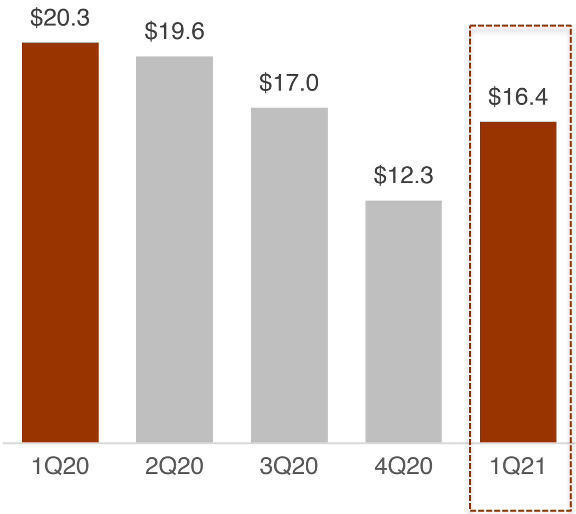
Balance Sheet Update

We expect to be free cash flow positive in the Full-Year 2021

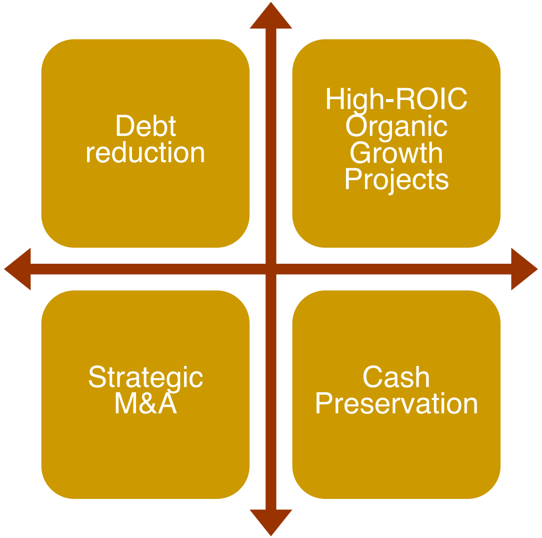
- Generated $1.2 of free cash flow in 1Q21
- Focused on maintaining balance sheet discipline and optionality to support planned, long-term, profitable growth
- Anticipate generating positive FCF, Adjusted EBITDA and Net Income in the full-year 2021

Cash & Available Liquidity

$MM(1)



Capital Allocation Priorities



(1) Included in total cash amounts are $10.2 million in cash held in the Company's special purpose vehicles (SPVs) relating to its co-owned Myrtle Grove and Heartland assets, which are limited to use by each SPV, respectively.

APPENDIX

Non-GAAP Reconciliation

Reconciliation of net loss attributable to Vertex Energy to EBITDA, Adjusted EBITDA and Free Cash Flow

	For the Three Months Ended		For the Trailing Twelve Months	
	March 31, 2021	March 31, 2020	March 31, 2021	March 31, 2020
Net income (loss)	$ 2,965,338	$ 2,390,251	$ (10,821,088)	$ 1,920,572
Add (deduct):				
Interest Income	-	(80)	(21)	(2,777)
Interest Expense	236,333	340,086	939,087	2,652,354
Depreciation and amortization	1,830,689	1,634,547	7,182,082	7,130,744
EBITDA	**5,032,360**	**4,364,804**	**(2,699,940)**	**11,700,893**
Add (deduct):				
Other income (Insurance proceeds)	$ -	$-	$ -	$ (917,500)
Loss (gain) on change in value of derivative warrant liability	1,780,203	(1,698,747)	1,840,146	(2,916,317)
Unrealized (gain) loss on derivative instruments	(436,245)	(1,181,647)	463,765	(2,007,301)
Stock-based compensation	150,514	163,269	643,357	663,047
Adjusted EBITDA *	**$ 6,526,832**	**$ 1,647,679**	**$ 247,328**	**$ 6,522,822**
Net cash provided by (used in) operating activities	$ 2,189,096	$ 3,115,008	$ (1,002,309)	$ 7,565,055
Deduct: capital expenditures	(1,018,979)	(491,409)	(7,213,254)	(3,574,972)
Free cash flow	**$ 1,170,117**	**$ 2,623,599**	**$ (8,215,563)**	**$ 3,990,083**

* EBITDA, Adjusted EBITDA, and free cash flows are non-GAAP financial measures. These measurements are not recognized in accordance with GAAP and should not be viewed as an alternative to GAAP measures of performance. EBITDA represents net income before interest, taxes, depreciation and amortization. Adjusted EBITDA is defined as EBITDA before stock-based compensation expense and gain (loss) on change in value of derivative warrant liability and unrealized gains and losses on derivative instruments for hedging activities. Free cash flow represents net cash provided by (used in) operating activities, less capital expenditures. Free cash flow, EBITDA and Adjusted EBITDA are presented because we believe they provide additional useful information to investors due to the various noncash items during the period. Free cash flow, EBITDA and Adjusted EBITDA have limitations as analytical tools, and you should not consider them in isolation, or as a substitute for analysis of our operating results as reported under GAAP. Some of these limitations are:

- EBITDA and Adjusted EBITDA do not reflect cash expenditures, or future requirements for capital expenditures, or contractual commitments;
- EBITDA and Adjusted EBITDA do not reflect changes in, or cash requirements for, working capital needs;
- EBITDA and Adjusted EBITDA do not reflect the significant interest expense, or the cash requirements necessary to service interest or principal payments, on debt or cash income tax payments;
- Although depreciation and amortization are noncash charges, the assets being depreciated and amortized will often have to be replaced in the future, and EBITDA and Adjusted EBITDA do not reflect any cash requirements for such replacements; and
- Other companies in this industry may calculate EBITDA and Adjusted EBITDA differently than Vertex Energy does, limiting its usefulness as a comparative measure.