

INVESTOR PRESENTATION

Exhibit 99.1

Quest Resource Holding Corporation (NASDAQ: QRHC)



August 2022

NATIONAL PROVIDER OF WASTE & RECYCLING SOLUTIONS

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SEC SAFE HARBOR



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Reconciliation of U.S. GAAP to Non-GAAP Financial Measures

In this Investor Presentation, non-GAAP financial measures, "Adjusted EBITDA," and "Adjusted Net Income," are presented. From time-to-time, Quest considers and uses these supplemental measures of operating performance in order to provide an improved understanding of underlying performance trends. Quest believes it is useful to review, as applicable, both (1) GAAP measures that include (i) depreciation and amortization, (ii) interest expense, (iii) stock-based compensation expense, (iv) income tax expense, and (v) certain other adjustments, and (2) non-GAAP measures that exclude such items. Quest presents these non-GAAP measures because it considers it an important supplemental measure of Quest's performance. Quest's definition of this adjusted financial measure may differ from similarly named measures used by others. Quest believes these measures facilitate operating performance comparisons from period to period by eliminating potential differences caused by the existence and timing of certain expense items that would not otherwise be apparent on a GAAP basis. These non-GAAP measures have limitations as an analytical tool and should not be considered in isolation or as a substitute for the Company's GAAP measures. (See attached tables "Reconciliation of Net Income (Loss) to Adjusted EBITDA" and "Reconciliation of Adjusted Net Income Per Share").

*Adjusted EBITDA and Adjusted Net Income are Non-GAAP terms.

ABOUT QUEST



National Provider of Waste & Recycling Solutions to Large Businesses

- Headquarters Dallas, Texas | NASDAQ: QRHC | Market Cap \$80 MM* | TTM Revenue \$232 MM**
- Solutions offering helps customers meet business efficiency, sustainability and ESG Goals
- Serving \$200B+ North American waste and recycling industry
- Expertise with 100+ waste streams
- Nationwide footprint: delivers services in every zip code in the U.S.

General Recyclable	Automotive Waste	Food Waste	Hazardous Waste	Construction Waste & Services
<ul style="list-style-type: none">• Cardboard• Plastics• Metals• Pallets• Wood• Single Stream	<ul style="list-style-type: none">• Used Motor Oil• Used Oily Water• Used Antifreeze• Oil Water Separators• Used Oil Filters• Used Air Filters• Used Absorbents• Used Aerosol Cans• Used Tires• Airbags• Used Brake Fluid• Used Gas & Diesel• Paint Waste• Used Paint Filters	<ul style="list-style-type: none">• Fruits & Vegetables• Meat & Seafood• Full Goods Destructions• Recalls, Expired Products• Used Cooking Oil• Grease Traps	<ul style="list-style-type: none">• All Combustible• All Corrosive• All Flammable Liquids & Solids• All Toxic• Compressed Gases• Electronic Waste• Light Bulbs• Batteries• Ballasts	<ul style="list-style-type: none">• Concrete• Dry Wall• Portable Toilets• Temporary Office• Temporary Storage• Open Top Containers• Wash Basins• Trash

* As of August 1, 2022

** Trailing Twelve Months ended June 30, 2022

FOCUS ON LARGE CLIENTS WITH COMPLEX WASTE STREAMS



Quest helps businesses excel by delivering tailored waste solutions that increase efficiencies, maximize landfill diversion, improve their bottom line and help meet their business and sustainability goals.

- Strategic customer relationships with low churn
- Clients span multiple industries including grocery, retail, automotive, restaurant, industrial, and construction
- Trusted by Fortune® 1000 Businesses with national footprints and complex waste streams
- 7-figure average deal size



BUSINESS TRANSFORMATION



SHIFT TO COMPLEX, DIFFERENTIATED SERVICES TO SELECT, HIGH-VALUE CLIENTS IN STRATEGIC MARKETS

15% CAGR in GP \$s from 2016 to 2021

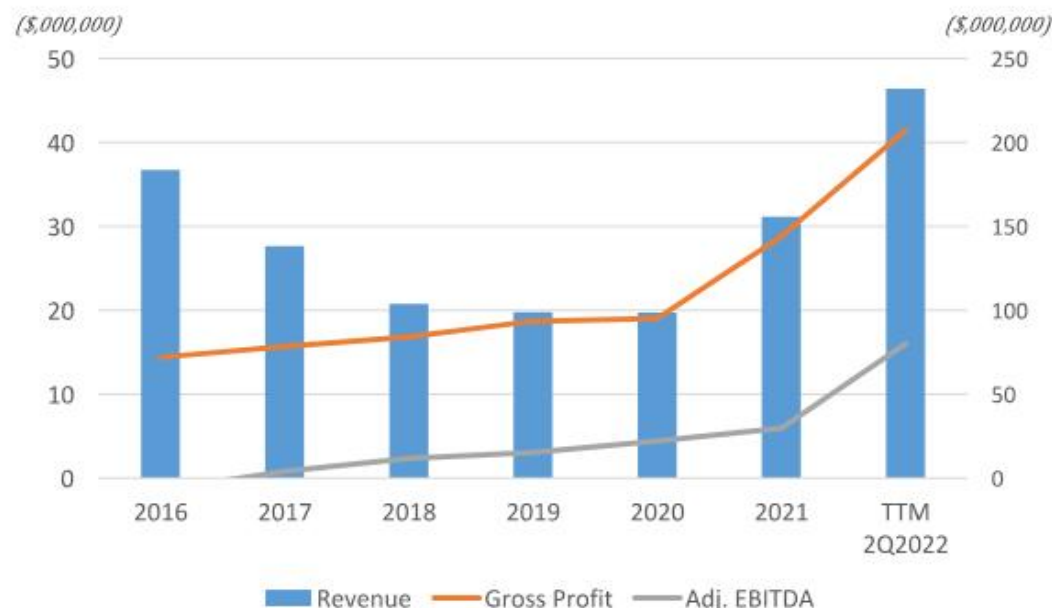
- Exited accounts with low “value add” services
- Compete on value add and less on price

30%+ 3-year CAGR in Rev*

- Organic growth with new and existing customers
- Disciplined M&A expanded scale and scope

Improved Business Profile

- Entered new end markets and diversified revenue mix
- Focus on value added services creates longer term customer relationships
- Sustainable improvement in profitability with Adj. EBITDA margin >6%



	2016	2017	2018	2019	2020	2021	TTM 2Q2022
Revenue	183,811	138,346	103,805	98,979	98,660	155,715	232,182
Gross Profit	14,409	15,713	16,863	18,726	19,055	28,822	41,488
Gross Margin	7.8%	11.4%	16.2%	18.9%	19.3%	18.5%	17.9%
Adj. EBITDA	-1,482	823	2,340	3,046	4,450	5,986	16,030
Adj. EBITDA Margin	-0.8%	0.6%	2.3%	3.1%	4.5%	3.8%	6.9%

* Through TTM 2Q2022

STRONG FINANCIAL PERFORMANCE ACROSS DIVERSE ECONOMIC CONDITIONS



- Operating leverage with greater scale drove improvement in Adj. EBITDA Margin
- Shift to high value-added services in strategic markets drives sustainable improvement in profitability

KEY PROBLEMS IN WASTE AND RECYCLING QUEST SOLVES



Improving sustainability is more important than ever

- Growing requirements to be a good environmental, social and economic steward for the benefit all stakeholders (customers, employees, community, and shareholders)

Increasing costs

- Landfill cost increases
- Gaining efficiencies by adding recycled waste streams

Increasing City, State and Local regulation

- Tracking and reporting compliance is burdensome
- Non-compliance can lead to large fines

Decentralized, inconsistent waste and recycling services and data reporting

- Extremely fragmented across numerous geographies, service providers and other variables

Measuring the “E” for ESG Reporting is complicated

- Data must be auditable across multiple waste streams and 100s of vendors

WHAT DOES QUEST DO?



NATIONAL SOLUTIONS THAT ADDRESS THE FULL WASTE AND RECYCLING NEEDS FOR LARGE BUSINESSES

Client's Business, Sustainability & ESG Goals

CLIENTS

(WASTE STREAM GENERATORS)



- Manufacturing & Industrial
- Retail/Grocery
- Automotive/Transport
- Restaurant/Hospitality
- Property Management



QUEST RESOURCE HOLDING CORPORATION

NATIONAL WASTE AND RECYCLING SERVICE PLATFORM



Clients Receive

- **Enhanced sustainability**, reduced waste footprint
- **Regulatory compliance**, penalty avoidance and reduced risk
- **Improved efficiencies & cost control**
- **Data and insights** to drive business, sustainability & ESG decisions
- **Services** – Centralized and consistent, single invoice, quality support

Quest's Platform Delivers

- **Nationwide waste and recycling services**
- Ongoing **waste stream optimization** to ensure maximum savings, landfill diversion and waste commodity valuation
- **Regulatory compliance**
- **Comprehensive data, reporting and analytics**
- **Superior customer support**



QUEST HAS INVESTED IN BUILDING A NATIONAL ASSET-LIGHT MODEL



ROBUST VENDOR NETWORK

National Coverage

- Every zip code in the U.S.
- Presence in Canada
- Network of 3,500 vendors

Managed over 1.2 million services last year

- Significant volume through vendor assets
- Leverage vendor excess capacity – lower pricing for Quest and higher asset utilization for vendors

BENEFITS

- Lower fixed and variable costs that are driven down by competitive vendor bidding
- Ability to grow with limited need for capital
- Flexible and nimble capacity to meet changing and on-demand client needs
- Multiple solutions for any service scenario
- Supports Quest's asset- and process-agnostic approach that allows us to fully align with our client's business and sustainability goals



1,000

RECYCLING FACILITIES



30,000

PROFESSIONALS



25,000

TRUCKS

DIFFERENTIATED FROM THE TWO MAJOR COMPETITIVE SEGMENTS



ASSET-BASED INTEGRATED MAJORS	Quest RESOURCE MANAGEMENT GROUP	FRAGMENTED PLAYERS
VERTICAL INTEGRATION MODEL <ul style="list-style-type: none"> Economics driven by landfill utilization 	ASSET-LIGHT MODEL <ul style="list-style-type: none"> Service not tied to company-owned assets Alignment with sustainability Agnostic to disposal method Flexible resources and nimble operations 	INDEPENDENT PARTICIPANTS <ul style="list-style-type: none"> Single office operations Limited investment in IT Underutilized equipment Unable to scale effectively
SERVICE RESIDENTIAL AND COMMERCIAL ACCOUNTS <ul style="list-style-type: none"> >50% EBITDA contribution from landfills versus other services Only 30% estimated competitive overlay to Quest's business 	SERVICE HIGH VALUE COMMERCIAL ACCOUNTS <ul style="list-style-type: none"> National accounts Waste stream complexity Across all zip codes 	SERVICE COMMERCIAL ACCOUNTS <ul style="list-style-type: none"> Service smaller local or regional accounts Relationship-driven and not capability-driven sales
NATIONAL SCALE BUT LIMITED SCOPE <ul style="list-style-type: none"> Tied to limited disposal methods defined by asset base Cannot service all waste streams Slow to adapt to new technology 	NATIONAL SCALE AND SCOPE <ul style="list-style-type: none"> Ability to scale on demand with limited incremental investment Broad scope of managed waste streams Technology supports delivery of consistent standards of service 	LIMITED SCALE AND SCOPE <ul style="list-style-type: none"> Limited capabilities or services Specialize in only a few waste streams

COMPREHENSIVE CLOUD-BASED DATA PORTAL - SUPPORTS ESG/SUSTAINABILITY & OPERATIONAL PERFORMANCE



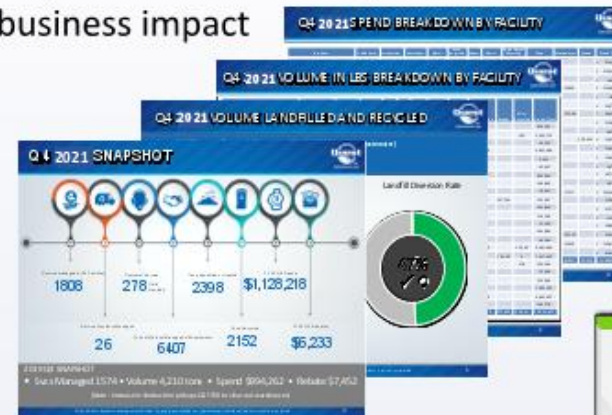
SCALABLE TECHNOLOGY PLATFORM

- Comprehensive data reporting and process automation
- Transition to cloud completed in 2019
- Central ERP system facilitates end-to-end information flow
- Client and vendor online portals



CLIENT PERFORMANCE

- Operational insights that drive efficiencies and improve cost controls
 - Quarterly / Annual Business reviews that deliver detailed operational performance data
 - Corporate level visibility into total business impact



- Verified volume/reduction numbers for use in ESG and Sustainability reporting
Meets U.S. EPA Standards



ESTABLISHED GROWTH PLATFORM



Land and Expand Strategy Drives Organic Growth

- **Land** - Growing pipeline of new client opportunities
 - Increased scale adds to value proposition
 - Favorable sustainability trends and increased landfill costs create secular tailwind
 - Growing base of highly referenceable Fortune 1000 clients
- **Expand** - Large opportunity to expand by adding services and geographies to existing customers

Opportunistically pursue M&A

FOCUSED M&A STRATEGY: ACQUIRE COMPANIES WITH STRONG CLIENTS & FOCUS ON SERVICE



“ADD CLIENTS TO THE QUEST PLATFORM THAT WE CAN SERVE AS WELL OR BETTER”

Opportunity	Ideal Acquisition Candidate	Execution
<ul style="list-style-type: none"> 18,000+ companies with 85% market share of \$200+ billion market Many regional / local players have longstanding client relationships but are reluctant or unable to grow due to lack of infrastructure Clients are sticky and tend to stay with the acquirer as long as service levels are maintained 	<ul style="list-style-type: none"> Successful business built by entrepreneur who wants to reduce capital at risk and add capabilities Longstanding client relationships and track record of excellent service Favorable/long-term client contracts Support expansion to adjacent regions leveraging Quest’s vendor network 	<ul style="list-style-type: none"> Reduce risk through simple integration process; same as onboarding new clients Cost synergies from functional overlaps Support expansion to adjacent regions leveraging Quest’s vendor network Repeatable across acquisitions

QUEST’S NATIONAL PLATFORM Comprehensive Services & Capabilities

Acquisition Candidate

Enables Growth at National Scale
Reduces Capital Risk
Adds Capabilities

Quest

Gain Greater Efficiencies of Scale and Scope
Operating Leverage & Improved Returns

Client

Maintain or Improve Service
Access to National Footprint
Reporting Capabilities

SUMMARY - STABLE, SCALABLE WITH ATTRACTIVE INDUSTRY DYNAMICS AND FINANCIAL CHARACTERISTICS



1 Well-Positioned to Benefit from Structural, Long-Term Industry Tailwinds

- Waste services is a \$200B+ industry: 15% asset intensive integrated haulers / landfill operators, 85% highly fragmented ~18,000 companies focused on specific regions, waste stream and industry verticals
- Recycling and other value-added waste disposal methods are growing at the expense of traditional landfills
- Landfill prices are increasing while other methods of waste disposal are increasingly more cost effective
- Industry is becoming more fragmented as more waste disposal technologies and processes come to market
- Increasing consumer awareness of and regulatory focus on ESG / sustainability issues

2 Stable Client Relationships, Broad Service Offering and Recurring, Contractual Revenue Base

- Diverse client base in multiple industries including grocery, retail, automotive, restaurant, industrial, and construction
- Differentiated by a broad, national service offering targeted to clients with multiple waste streams, regulated and non-commoditized
- Diversified across 100+ waste streams
- Reputation for client service has earned high client retention and ongoing penetration
- Loyal clients with high switching costs due to equipment changes and service risks

3 Scalable Platform Supports Current and Future Growth

- Capabilities in Procurement, 24/7/365 Client Service, and data reporting for Client ESG / Sustainability Reporting
- Management team >50 years of industry experience
- Increased scale increases operating and financial leverage across the platform
- Support for our three growth strategies...1) Grow existing clients 2) Organic growth adding new strategic clients 3) Pursue M&A

4 Attractive Financial Profile

- Gross margins more than doubled to >17% over last 5 years
- Variable cost of goods and SG&A gives operating flexibility and leverage
- \$12.4M improvement in Adjusted EBITDA from 2016 to 2021

APPENDIX



CLIENT RESULTS

NATIONAL FLEET OPERATOR

One of the largest commercial fleets in the US needed to improve overall sustainability of their fleet of **71,000 service vehicles**

SOLUTION

- Quest implemented a comprehensive landfill diversion program
- Created closed loop recycling solutions
- Created an online ordering system to streamline their process

IMPACT

- Secured **\$2M+ in annual savings**
- Recycled 885,000+ gallons of used motor oil, 937,000 pounds of oil filters, 342,000 scrap tires, and more than 100,000 gallons of hazardous waste per year
- Received company's Vendor Of The Year Award



MANUFACTURING

National manufacturer with **50+ plants** in the US needed to reduce cost and reduce waste footprint

SOLUTION

Managed recycling of plastics, cardboard, metal, wastewater and full good destruction programs

IMPACT

- Created detailed custom environmental reports that save the plants' EH&S managers 2 days of work per month
- Doubled landfill diversion rate
- Secured 10%+ savings



GROCERY STORE CHAIN

Retailer with **2,000+ stores** needed to reduce operating cost and increase landfill diversion

SOLUTION

Implemented a food waste recycling and a meat donation program, enhanced cooking oil and grease trap recycling program

IMPACT

- Increased landfill diversion by 40%
- Reduce CO2 emission by more than 277,000 metric tons
- Secured 20%+ savings
- Client recognized by EPA for sustainability achievement



EXPERIENCED MANAGEMENT TEAM



Has served as Chief Executive Officer of Quest since February 2016.

A senior executive with in-depth experience building profitable business and orchestrating transformational growth, Mr. Hatch brings over 25 years of experience in both the waste management and food services industries. He has managed businesses and/or business units with as many as 600+ employees, and more than one billion dollars in revenue. Previously, Mr. Hatch served as President of Merchants Market Group, an international food service distribution company. Mr. Hatch also served in various executive roles with Oakleaf Waste Management, a provider of waste outsourcing that was acquired by Waste Management.

S. Ray Hatch, Chief Executive Officer, President, and Director



Has served as Chief Financial Officer of Quest since January 2013.

Was named 2014 CFO of the year by the Dallas Business Journal. Her operational and financial experience spans public and private entities including more than 20 years within technology driven businesses. In addition, Ms. Latham has been in public practice with national and regional accounting firms, including KPMG Peat Marwick. Her career experience also included roles within the oil and gas, real estate, and agricultural industries. Ms. Latham is a Certified Public Accountant.

Laurie L. Latham, Chief Financial Officer, Senior Vice President, Treasurer, and Secretary



Has served as Chief Operating Officer of Quest since October 2016.

More than 20 years of experience in the waste, recycling, property management, and business services industries. Prior to Quest, he served as Chief Sales Officer, Executive Vice President, and Senior Vice President of Sales at SMS Assist. Prior to SMS Assist, Mr. Sweitzer was Director of Business Development at Waste Management, as well as Client Solutions Vice President at Oakleaf Waste Management, prior to its acquisition by Waste Management.

Dave P. Sweitzer, Chief Operating Officer and Executive Vice President

RECONCILIATION OF U.S. GAAP TO NON-GAAP FINANCIAL MEASURES



RECONCILIATION OF NET INCOME (LOSS) TO ADJUSTED EBITDA (in thousands)

	2018	2019	2020	2021
Revenue	\$ 103,806	\$ 98,979	\$ 98,660	\$ 155,715
Net income (loss)	\$ (2,439)	\$ (55)	\$ 1,034	\$ 1,691
Depreciation and amortization	2,885	1,402	1,277	2,764
Interest expense	438	431	702	2,495
Stock-based compensation	794	1,086	1,488	1,382
Acquisition, integration, and related costs	-	-	743	1,844
Other adjustments	662	248	(1,048)	376
Income tax expense	-	219	254	321
Adjusted EBITDA	<u>\$ 2,340</u>	<u>\$ 3,331</u>	<u>\$ 4,450</u>	<u>\$ 10,873</u>
Adjusted EBITDA Margin	<u>2.3%</u>	<u>3.4%</u>	<u>4.5%</u>	<u>7.0%</u>

RECONCILIATION OF U.S. GAAP TO NON-GAAP FINANCIAL MEASURES



RECONCILIATION OF NET INCOME (LOSS) TO ADJUSTED EBITDA (in thousands)

	2Q21	2Q22	TTM 2Q21	TTM 2Q22
Net income (loss)	\$ 699	\$ 1,150	\$1,903	\$ (1,189)
Depreciation and amortization	481	2,550	1,536	6,796
Interest expense	550	1,590	1,642	4,529
Stock-based compensation	506	326	1,527	1,151
Acquisition, integration, and related costs	117	668	697	3,681
Other adjustments	64	113	172	567
Income tax expense	92	160	437	494
Adjusted EBITDA	<u>\$2,509</u>	<u>\$ 6,557</u>	<u>\$ 7,914</u>	<u>\$ 16,029</u>
Adjusted EBITDA Margin	<u>6.8%</u>	<u>8.5%</u>	<u>6.4%</u>	<u>6.9%</u>

RECONCILIATION OF U.S. GAAP TO NON-GAAP FINANCIAL MEASURES



RECONCILIATION OF ADJUSTED NET INCOME PER SHARE (in thousands)

	2Q21	2Q22	TTM 2Q21	TTM 2Q22
Net income (loss)*	\$ 699	\$ 1,150	\$ 1,698	\$ (1,189)
Amortization of intangibles**	289	2,221	809	5,770
Acquisition, integration, and related costs**	117	668	697	3,681
Other adjustments	-	-	(150)	116
Loss on extinguishment of debt	-	-	168	-
Deemed dividend	-	-	205	-
Adjusted net income	<u>\$ 1,105</u>	<u>\$ 4,039</u>	<u>\$ 3,427</u>	<u>\$ 8,378</u>
Diluted earnings per share:				
Net income (loss)	\$ 0.03	\$ 0.05	\$ 0.09	\$ (0.06)
Adjusted net income	\$ 0.05	\$ 0.19	\$ 0.18	\$ 0.39

* Applicable to common stockholders

** Related to acquisitions



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Chief Executive Officer

LAURIE LATHAM
Chief Financial Officer

DAVE SWEITZER
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