

Toyota Battery Manufacturing NC

Supplier Qualification & Opportunity Assessment



Battery Manufacturing North Carolina

SVP Strategic Value Plus

1

BelPak is positioned for **\$31-70M** annual revenue as **Toyota Battery NC's** primary packaging & logistics partner



The Opportunity

- **\$31-70M** annual revenue potential
- **5 service categories** aligned with Toyota needs

SVP

Strategic

Embedded operations
model proven with Subaru



Strategic Advantages

- **25+ facilities** with national coverage
- **99.6% OTIF** delivery performance
- **45-day facility standup** capability

BelPak Toyota Battery NC Supplier Qualification

**BelPak brings \$400M revenue, 1,000 employees, and
30+ years of OEM experience**

\$400M

ANNUAL REVENUE

25+

FACILITIES

1,000

EMPLOYEES

99.6%

OTIF RATE



Corporate Profile

SVP Strategic Value Plus Red Arts Capital
Company (Chicago)

Key Customers

Subaru BelPak - Toyota Motor Sales, Inc., Inc. Embedded Operations 3

BelPak's Subaru embedded operations provides the exact blueprint for Toyota Battery



Current Subaru Operations

- ✓ Portland, OR & Indianapolis, IN locations

- ✓ On-site presence within Subaru facilities

- ✓ Parts packaging - Strategic Value Plus POSITION

SVP



Toyota Battery Application

- Battery pack packaging (replaces windshields)

- Module kitting (replaces parts kitting)

- Hazmat logistics (new BelPak - Toyota Battery NC Supplier Qualification capability)

4

\$31-70M annual opportunity across 5 service categories

Battery Pack Packaging

\$10-25M

Annual Revenue

Custom containers,
protective packaging,
temperature control

Embedded Logistics

\$8-15M

Annual Revenue

On-site facility
management, inventory,
shipping

Kitting Services

\$5-10M

Annual Revenue

Assembly kits, JIT delivery,
parts consolidation

SVP Strategic Value Plus Distribution

Hazmat Services

BelPak - Toyota Battery NC Supplier Qualification

 **Total Opportunity**

4 certification gaps require 6-12 month remediation for Toyota qualification

Certification	Description	Status	Priority	Timeline	Estimated Cost
ISO 9001:2015	Quality Management System	Systems Exist	High	3-6 months	\$400K
IATF 16949	Automotive Quality Management	Gap	Critical	6-12 months	\$1M
Hazmat Compliance SVP Strategic Value Plus	DOT Battery Handling	Gap	Critical	2-3 months	\$500K

4-phase approach delivers Toyota qualification in 12 months



Discovery

Gap analysis, facility selection, scoping

Weeks 1-2

Foundation

ISO 9001, Hazmat, ESG documentation

Months 1-6

Automotive

IATF 16949, PPAP, systems integration

Months 4-12

Toyota Qualification

Registration, audit, approval, onboarding

Months 6-12



1,900-4,000% ROI with 3-6 month payback period



BelPak's 8 competitive advantages position them as Toyota's ideal partner

Advantage	BelPak	Typical Competitor	Toyota Value
Embedded Operations	✓ Proven (Subaru)	X Rare	Exact model needed
Facility Standup	45 days	6-12 months	Rapid response
MBE Certification	✓ Yes	X Usually no	Diversity goals
SVP Strategic Value Plus PE Backing	\$400M fund	Limited	BelPak - Toyota Battery NCF Supplier Qualification Investment capacity

5 immediate actions to accelerate Toyota qualification



This Week

- ✓ **Schedule** discovery workshop with leadership
- ✓ **Compile** existing certification documentation
- ✓ **Identify** Phase 1 facility candidates

SVP

Strategic Value Plus

WHEN TO BEGIN?



Key Decisions for BelPak

- **Scope:** Which facilities to certify first?
- **Timeline:** Aggressive (6 mo) or standard (12 mo)?
- **Investment:** Full scope or phased approach?
BelPak - Toyota Battery NC Supplier Qualification

10

Thank You

Ready to Become Toyota's Packaging Partner?

Strategic Value+ Solutions

Nelinia Varenas, CEO | Roy Dickan, NC Lead | Brian Stitz, CTO

SVP Strategic Value Plus

11