

Toyota Battery Manufacturing NC

Supplier Qualification Discovery



TOYOTA Battery Manufacturing North Carolina



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



The Opportunity

- **Contract packaging** and logistics services
- **Embedded operations** model proven with Subaru
- **MBE certification** supports Toyota diversity goals
- **Strategic Value** **25+ facilities** with national coverage



Key Gaps to Address

- ⚠ **No hazmat experience** - critical for battery handling
- ⚠ **ISO 9001/IATF 16949** certifications required
- ⚠ **Battery packaging expertise** needs development
- ⚠ **Toyota interest** in outsourcing not yet confirmed

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

25+

FACILITIES

1,000


EMPLOYEES

99.6%

OTIF RATE

45

DAY
STANDUP




Corporate Profile

V+

Strategic
Value+
Parent

Red Arts Capital



Legacy Companies


Coregistics

Best fit - closest to

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BelPak's **Subaru embedded operations** may provide a model for Toyota - **but key differences exist**



Current Subaru Operations

✓

Portland, OR & Indianapolis, IN locations

✓

On-site presence within Subaru facilities

✓

Parts packaging - windshields, brakes, headrests

✓

Facilities maintenance for 29

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Potential service categories for Toyota Battery - all require hazmat capability development

**Packaging Services**

→ **Protective packaging** for battery modules

→ **Temperature-controlled** shipments

→ **Shock**

**Embedded Logistics**

→ **On-site** facility management

→ **Receiving** and inventory

→ **Internal** logistics coordination

**Hazmat Services**

→ **DOT-compliant** packaging

→ **Hazardous materials** labeling

→ **Regulatory** documentation



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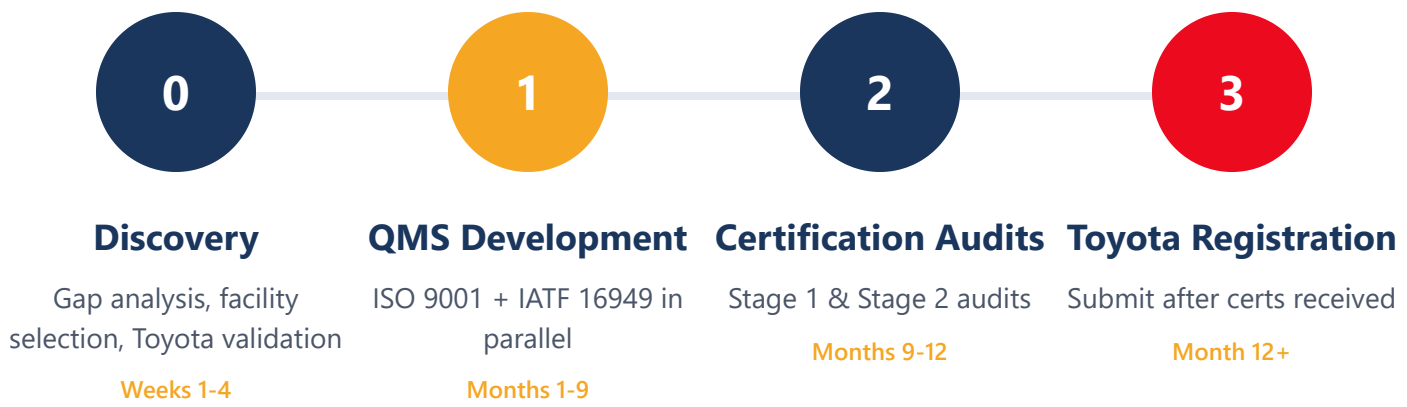
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Certification requirements - 9-12 month timeline for ISO 9001 + IATF 16949 (done in parallel)

Certification	Description	Status	Timeline	Est. Cost
ISO 9001:2015	Quality Management System	Systems may exist	9 months minimum	\$15-30K/facility
IATF 16949	Automotive Quality (if required)	Gap	12 months minimum	\$50-100K/facility
 Strategic Value+ V-Hazmat Compliance	DOT Battery Handling	Gap	TBD - need expert	 BELPAK 6 - site-specific

Recommended approach: **Discovery first**, then **parallel certification** of selected facility(ies)



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Phase 0 Deliverables

Key Decisions for BelPak

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Preliminary investment estimate: **\$275K - \$490K** for **focused scope** (1 facility, core certifications)

Category	Low Estimate	High Estimate	Notes
ISO 9001 (1 facility)	\$15,000	\$30,000	9-month timeline
IATF 16949 (1 facility)	\$50,000	\$100,000	If required - 12-month timeline
Hazmat Compliance	\$30,000	\$60,000	Site-specific, handlers only
<div><div><div>V+</div><div>Strategic ESG/Safety Documentation</div></div></div>	\$10,000	\$20,000	Overlay with QMS

Critical risks must be addressed before significant investment

Risk	Impact	Mitigation
Toyota may not outsource	Critical	Validate Toyota's outsourcing intentions before investing
No hazmat experience	Critical	Engage hazmat expert; assess if this is right for BelPak
Battery packaging complexity	High	Bring in packaging expertise; this may be the real opportunity
Start immediately; 6 months just to schedule		

Key questions to answer before proceeding

Questions for BelPak

- ? **Which facility** would serve Toyota? Proximity matters.
- ? **Which entity** serves Subaru? Same site for Toyota?
- ? **MBE certification** - which entity holds it? Ownership %?
- ? **Hazmat interest?** Do they want this capability?

V+


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Questions About Toyota

- ? **Outsourcing plans?** Will they outsource packaging?
- ? **Timeline?** When do they need suppliers?
- ? **Requirements?** Specific certifications needed?
- ? **Packaging specs?** What actually need?

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Strategic Value+ Team and immediate next steps



SV+ Team

→

Nelinia Varenas - CEO

→

Roy Dickan - CRO, NC Lead

→

Dave McFarland - Quality Expert

→


Nate Hallums - ESG Expert

→


Brian Stitt - CTO

→

Icy Williams - Client Liaison



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Immediate Next Steps

✓

Schedule discovery meeting

✓

Clarify Subaru facility/entity

✓

Validate MBE certification

✓

Assess Toyota outsourcing

✓

Engage hazmat expert

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Thank You

Ready to Begin Discovery?

Strategic Value+ Solutions

Nelinia Varenas, CEO | Roy Dickan, CRO

