

BELPAK

# Toyota Battery Manufacturing NC

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Supplier Qualification & Opportunity Assessment



Battery Manufacturing North Carolina

Prepared by Strategic Value+ Solutions | December 2025

# 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
- **Embedded operations** model proven with Subaru
- **MBE certification** supports Toyota diversity goals

## Strategic Advantages

- **25+ facilities** with national coverage
- **99.6% OTIF** delivery performance
- **45-day** facility standup capability
- **\$400M PE backing** for investment capacity

**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

Parent Company	Red Arts Capital (Chicago)
Formation	2024 (3-company merger)
Certification	MBE-Certified
Coverage	US & Canada

#### Key Customers

Subaru	Embedded Operations
Purina Pet Care	10+ years
Coca-Cola	10+ years
Nestlé/Mondelez	30+ years

## 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** - windshields, brakes, headrests
- ✓ **Facilities maintenance** for all 29 locations
- ✓ **Flex staffing** scales with volume



### Toyota Battery Application

- **Battery pack packaging** (replaces windshields)
- **Module kitting** (replaces parts kitting)
- **Hazmat logistics** (new capability)
- **Facility operations** (same model)
- **Distribution** to dealers (same model)

### PROVEN VALUE PROPOSITION

SVP **Flex staffing + lower labor costs + rapid response = 20-30% savings vs. in-house operations**

BelPak - Toyota Battery NC Supplier Qualification

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## \$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

### Distribution

**\$5-12M**

Annual Revenue

Dealer network, aftermarket, warranty fulfillment

### Hazmat Services

**\$3-8M**

Annual Revenue

DOT-compliant packaging, RFID tracking, documentation

### Total Opportunity

**\$31-70M**

Annual Revenue

Full-scope partnership potential

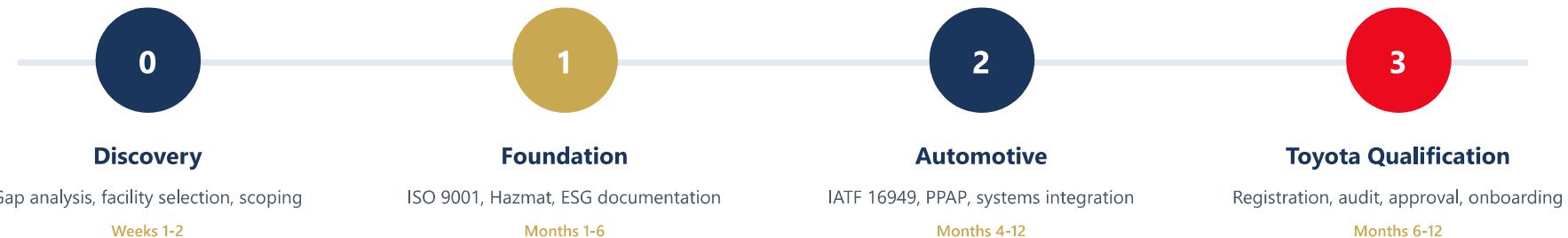
## 4 certification gaps require 6-12 month remediation for Toyota qualification

Certification	Description	Status	Priority	Timeline	Est. Cost
<b>ISO 9001:2015</b>	Quality Management System	Systems Exist	High	3-6 months	\$45-90K
<b>IATF 16949</b>	Automotive Quality Management	Gap	Critical	6-12 months	\$150-300K
<b>Hazmat Compliance</b>	DOT Battery Handling	Gap	Critical	2-3 months	\$50-100K
<b>ESG Documentation</b>	Environmental/Safety/Governance	Partial	High	1-2 months	\$25-50K

### TOTAL INVESTMENT REQUIRED

\$620K - \$1.29M over 12 months (offset by Wellness Plan savings of \$2.56M/year)

## 4-phase approach delivers Toyota qualification in 12 months



### Phase 1 Facilities (Recommended)

- **Atlanta, GA** - Coregistics HQ, closest to NC
- **1-2 Southeast facilities** - Regional coverage
- **Total: 3 facilities** for initial certification

### Key Milestones

- **Month 3:** ISO 9001 certification complete
- **Month 6:** Hazmat compliance achieved
- **Month 9:** IATF 16949 audit scheduled
- **Month 12:** Toyota supplier approval

**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
<b>Embedded Operations</b>	✓ Proven (Subaru)	X Rare	Exact model needed
<b>Facility Standup</b>	45 days	6-12 months	Rapid response
<b>MBE Certification</b>	✓ Yes	X Usually no	Diversity goals
<b>PE Backing</b>	\$400M fund	Limited	Investment capacity
<b>National Coverage</b>	25+ facilities	Regional	Scalability
<b>OTIF Performance</b>	99.6%	95-98%	Reliability

## 5 immediate actions to accelerate Toyota qualification

### ✓ This Week

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

### → Month 1

- **Engage** IATF 16949 certification body
- **Begin** Hazmat training program
- **Implement** Wellness Plan for immediate ROI

### ? Key Decisions for BelPak

- **Scope:** Which facilities to certify first?
- **Timeline:** Aggressive (6 mo) or standard (12 mo)?
- **Investment:** Full scope or phased approach?
- **Wellness:** Implement immediately or defer?
- **Systems:** Include ERP integration in Phase 1?

### READY TO BEGIN?

SVP Strategic Value Plus

Schedule your discovery workshop to unlock BelPak's Toyota Battery opportunity

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# Thank You

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Ready to Become Toyota's Packaging Partner?

Strategic Value+ Solutions

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