

BELPAK

Toyota Battery Manufacturing NC

Supplier Qualification & Opportunity Assessment

TOYOTA

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

\$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

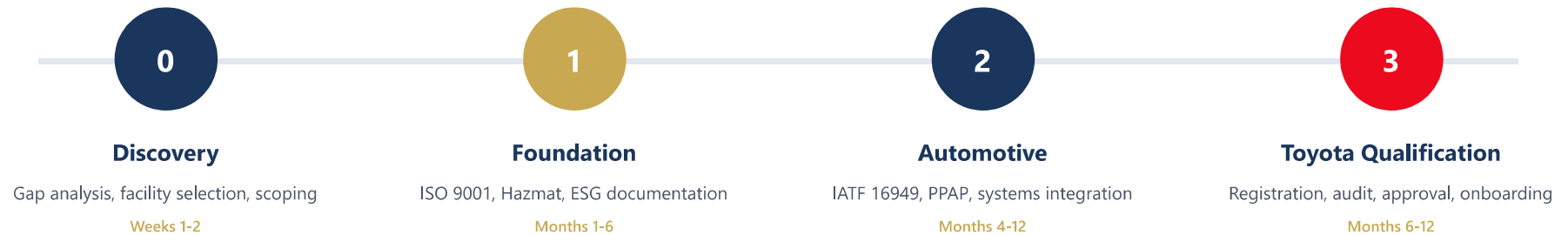
4 certification gaps require 6-12 month remediation for Toyota qualification

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



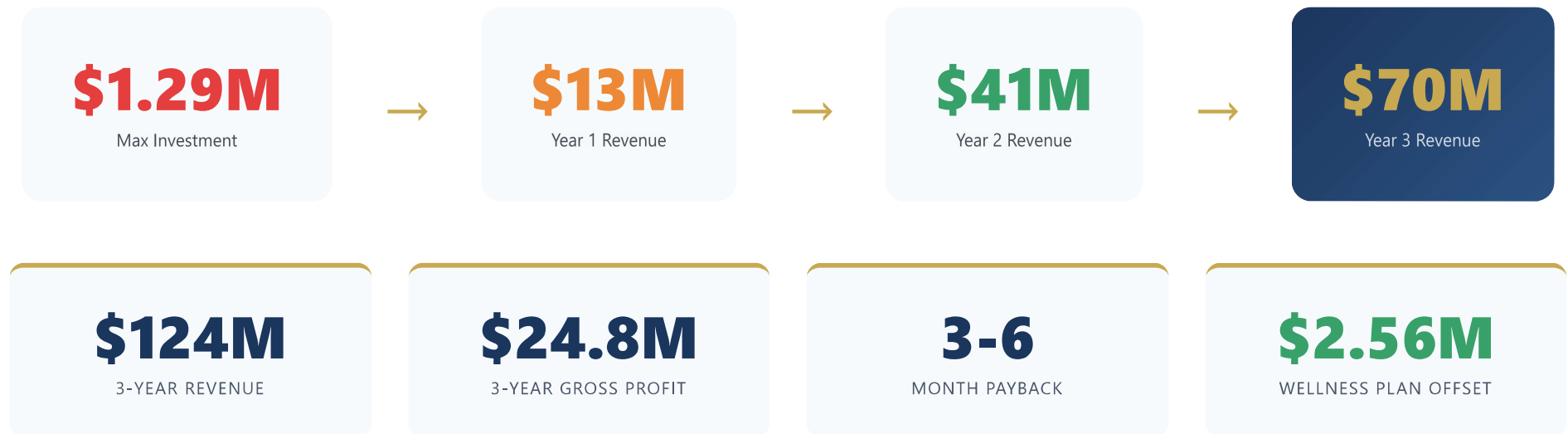
Phase 1 Facilities (Recommended)

- **Atlanta, GA** - Corelogistics 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
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
PE Backing	\$400M fund	Limited	Investment capacity
National Coverage	25+ facilities	Regional	Scalability
OTIF Performance	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

BelPak - Toyota Battery NC Supplier Qualification

BELPAK × TOYOTA

Thank You

Ready to Become Toyota's Packaging Partner?

Strategic Value+ Solutions

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