

# Toyota Battery Manufacturing NC

Supplier Qualification Discovery



**TOYOTA**

Battery Manufacturing North Carolina

**BELPAK**

# 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

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Best fit - closest to

# 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  
Value+
- ✓ Facilities maintenance for 29

V+



## Key Differences for Toyota

- ⚠ Hazmat handling - no current experience
- ⚠ Battery packaging - specialized expertise needed
- ⚠ Temperature control - different requirements
- ⚠ DOT compliance - new

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

## Packaging Services

- Protective packaging for battery modules

- Temperature-controlled

 Strategic Value+

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

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

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



### Discovery

Gap analysis, facility selection, Toyota validation

Weeks 1-4

### QMS Development

ISO 9001 + IATF 16949 in parallel

Months 1-9

### Certification Audits

Stage 1 & Stage 2 audits

Months 9-12

Submit after certs received

Month 12+

### Key Decisions for BelPak

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**V+ Strategic Value+  
Phase 0 Deliverables**

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

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

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

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# 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 Strategic capability?  
Value+

## 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  
Strategic  
Value+



## Immediate Next Steps

✓ **Schedule** discovery meeting

✓ **Clarify** Subaru facility/entity

✓ **Validate** MBE certification

✓ **Assess** Toyota outsourcing

✓ **Engage** hazmat expert

# Thank You

Ready to Begin Discovery?

Strategic Value+ Solutions

Nelinia Varenas, CEO | Roy Dickan, CRO



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