# R&D COLLABORATIVE PROPOSAL / COMPANY PARTNER SEARCH

The information you are about to provide in this form will be distributed among companies matching your company profile and that might be interested in the proposal of collaborative R&D project that you will be describing in this form. (Please use English language for filling in the document)

# YOUR COMPANY PROFILE

Company name: Yung Soon Lih Food Machine Co., Ltd. WEB site: https://www.yslfood.com/zh-TW/index/index.html

Number of employees: 80 Year of Establishment: 1989 Activity/ sector: Food Machinery

Key products and/or services: Tofu Machinery

Annual turnover: Balance Total:

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Additional Contact: Vicky Lin

**Position:** Sales Manager

**Telephone:** +886 921487002 **Email:** yslfood01@yslfood.com

#### YOUR COMPANY DESCRIPTION

(Activity description, main markets, strategic alliances, competitive position, share (%) of turnover due to exports, R&D resources and investment, partnerships with other companies or research organization, previous relationship with Taiwanese national R&D institutions, etc)

(The minimum information to show the potential of your company) Company Profile

The leader in professional soybean food machinery. EVERSOON, a brand of Yung Soon Lih Food Machine Co., Ltd., is the provider of turnkey solutions, using expertise and skill to manufacture machine and providing customers with good solutions. In the field of manufacturing machinery, we have experience of 36 years about manufacturing and R&D teams, from planning and designing P&ID to customized machinery. Each step has the most professional team to plan for you. Yung Soon Lih Co., Ltd. was founded in 1989 and has a dedicated team of approximately 80 professionals, each driven by the motto, "I love my job." Today, Yung Soon Lih is a global leader in plant-based protein food (soy-based food) automation equipment and production solutions. With over 36 years of industry experience, Yung Soon Lih not only provides automation equipment but also integrates tofu production formulas and technology transfers, establishing itself as an all-in-one international provider of comprehensive solutions. Through our R&D team, we continually advance, incorporating EHEDG, CE Machinery Directive, ASME training and implementation, P&ID planning and design capabilities, 3D SolidWorks drawing capabilities, along with mechanical sanitation design and welding techniques. We merge engineering and aesthetics in high-quality, energyefficient innovative equipment that serves a global clientele.

Our products and technologies are trusted by major food manufacturers in 56 countries worldwide, especially large-scale food companies in Europe and North America. We not only help clients achieve automated and unmanned production lines but also actively promote the development of plant-based protein foods, supporting a global shift towards a healthier and more environmentally sustainable diet. Yung Soon Lih is at the forefront of creating a "sustainable food supply for all humanity."

## Company Development history

2023 Received funding from the Bureau of Foreign Trade, Ministry of Economic Affairs, for the International Market Deepening and Expansion Project (U.S. and Canadian markets).

2022 Obtained ASME U Certification.

2022 Launched the CITD IoT Smart Grinder Equipment Development Project.

2022 Earned the TTQS Talent Quality-management System Bronze Award.

2020 Launched the CITD Automatic Soymilk Pulping Machine Digital Manufacturing Equipment Development Project.

2020 Initiated the Industry Al Implementation and Productization Project for Smart Quality Control in Tofu Soaking Processes.

2019 Stand-alone equipment passed UL and NSF certifications.

2019 First-time completion of the TTQS Talent Quality-management System assessment.

2018 Received funding from the Bureau of Foreign Trade, Ministry of Economic Affairs, for the International Market Deepening and Expansion Project (Singapore, Malaysia, Indonesia markets).

2016 Acquired Ministry of Economic Affairs technology research project grant for the development of a fully automatic multifunctional soy milk cooking machine.

2015 Collaborated with a world-renowned company to recruit global distributors and agents, providing the best product services.

2009 Developed the startup-ready instant tofu production machine, specifically designed for small-scale production customers.

2007 Tofu machinery passed CE certification; additional production line equipment was gradually certified.

2005 Integrated various food processing equipment and further developed new machinery.

2003 Achieved ISO 9001 International Quality System Certification.

1995 Entered international markets, promoting tofu and soy milk products in Europe and America.

1994 Relocated factory for business expansion, increased production lines for tofu and soy milk equipment.

1993 Developed the first soybean grinding and cooking machine.

1989 Entered and committed to the soy food machinery manufacturing industry.



#### YOUR COMPANY PRODUCTS

(Technologies, applications, services, previous R&D projects, etc)

(The minimum information to show the potential of your company)

## **Products and Services**

1. Product Line-Automatic Tofu and Soymilk Production Line Yung Soon Lih Tofu and Soy Milk Production Line provide the custom solution for meeting your needed capacity and requirement.

# 2. Small Equipment-Small Tofu Machine For Business

The Compact Tofu Machine has various functions such as grinding and separating machine, soymilk cooking machine, coagulating and curd breaking machine, and a tofu pressing machine. The most competitive advantages of this Compact Tofu Machine are small size, with only 20 square meters space and high production efficiency but just need low budget, easy to operate and time-saving in cleaning process, thus it is very popular among the buyers.

## 3. Single Machine-Single Function

Single Function is the foundation of EVERSOON Tofu and Soy Milk Production Line, and we got a lot of feedbacks from customers to promote its quality in the past twenty years. We are so glad that our single function machines are loved by domestic and foreign customers. Especially, our single function is durable and easy maintenance. It has become a preferred brand of Agency & Dealer recommended to clients. In the past twenty years, we then designed a wide range of single function machines from Boiling Pan Machine, Soybean & Rice Grinding Machine, expanded to Soybean Rice Grinding & Separating Machine, chili Grinding Machine, Seafood & Fish Bones Grinding Machine and Herbage & Sugar Cane Juice Machine.

## **Product Advantages**

#### Multi-functional Tofu Production

The dual-tofu option caters to diverse preferences, meeting consumer demand for variety. It's especially appealing to creative restaurants and DIY cooking enthusiasts, allowing consumers to produce different types of tofu at home with ease and creativity.

#### 2. Automation and Precision

The Tofu Machine Pro's automated sensing technology enhances production accuracy and quality consistency, simplifying the process and ensuring stable quality. Even inexperienced users can produce professional-quality tofu, meeting their needs.

# 3. Speed and Convenience

Unlike the traditional labor-intensive tofu-making process, this product shortens preparation time and offers instant production benefits, allowing consumers to enjoy high-quality homemade tofu in their busy lives, aligning with modern consumers' focus on time efficiency.

# Brand Differentiation and Product Value of the Innovative Product

## 1. Automated Sensing Technology

The message for consumers is: "No experience needed; anyone can make tofu easily." Emphasize that the Tofu Machine Pro brings technological ease to home cooking, enhancing the product's tech appeal and emphasizing its simplicity. The automated sensing technology meets modern consumers' demand for high-tech kitchen appliances, making it the best choice for simplifying life and enjoying creative, healthy food.

# 2. Dual-Tofu Option

Emphasize the product's adaptability to various ingredients as a key selling point. The variety of tofu options enriches home menus, allowing consumers to enjoy a diverse range of plant-based proteins. Highlight "innovative tofu choices, breaking traditional boundaries" to convey the product's creativity and utility, meeting consumer demand for healthy and novel dietary options.

# **Certificates**

1. Certificate of Yung Soon Lih ISO 9001 Quality Control System It is an important task to produce high quality machine to make all our customers satisfaction and also keep our company moving forward and growing. We acknowledge the core spirit of ISO 9001:2015 and also awarded ISO 9001:2015 certificate. By running ISO 9001:2015 quality control system, it help us to establish a customer-oriented based management system, with particular emphasis on the spirit of continuous improvement and prevention. After importing this management system, we have set up customer complaints resolution mechanism, when a customer complaint information into the customer service system, at first the sales engineers have to figure out and determine the root causes of the problem and to help customers solve problems. If this customer complaint issue is not caused by improper operation factors, and then we will transfer the issue to project department in conjunction with engineers and related staffs to modify the machine to avoid the same problems recurring when producing in the same products in the future, thereby improving our customer satisfaction and product quality.

## 2. Product Certification

In the beginning, most of our machines were been sold to ASIA area mainly. In order to march into Europe and America food machinery market, we start to design our machine according to European standard, CE rule in food safety and operation safety field and awarded the CE certificate. At present, there are six production line had passed the CE certification, includes Tofu turn-key production line, Easy Tofu Maker (Start A Business with Easy Tofu Machine, Multi-Function Compact Tofu Machine, Compact Tofu processor)...etc.

So far, our CE certificated machine list as follows,

- Tofu product line (Tofu equipment/Tofu turn-key)
- Easy Tofu Maker (Start A Business with Easy Tofu Machine, Multi-Function Compact Tofu Machine, Compact Tofu processor)

- Soybean Soak and Wash Tank (Soaking and Washing machine)
- Automatic Soybean Grinding / Cooking Machine.
- Tofu Coagulation Machine (It's an import machine in Tofu product line / Tofu turn-key)
- Soybean Gringing / Separting Machine

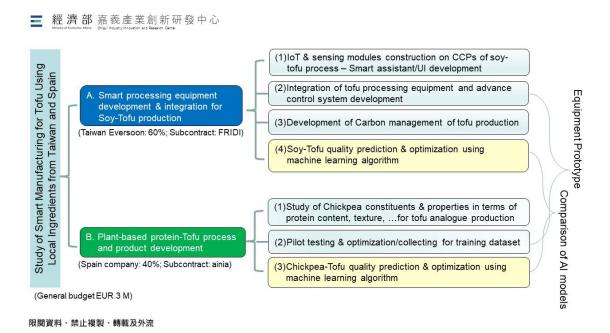
## COLLABORATIVE R&D PROJECT PROPOSAL

(Describe as precisely as possible the technology cooperation proposal and your main motivation, describe what you have to offer and what you expect from your potential partner from a technical point of view and from a commercial point of view, describe the profile of the company that you request, describe if you have previous contact with companies, additional comments)

This joint research project aims to innovate in plant-based-tofu product advanced equipment and optimize the associated processes. The Taiwanese company will create a smart processing equipment for soy-tofu production equipped with IoT sensors and machine learning algorithms to integrate it and optimize processing applicable to soy-tofu production.

The Spanish company will focus on alternative tofu's process and development by studying raw material properties, mainly in terms of proteins and their behaviour, and focusing on final product characteristics, such as nutritional, technological, and sensory profile, ensuring it meets consumer preferences. This will diversify alternative tofu applications beyond traditional uses, creating a high-value-plant-based tofu product as an alternative to soy.

Both companies aim to expand into new markets. On the one hand, the Taiwanese company will introduce its smart processing equipment for tofu into the European market. On the other hand, the Spanish company will enter the Taiwanese and broader Asian markets with innovative alternative tofu, leveraging high-quality Spanish plant-based ingredients.



# **Targeted PARTNERS in Europe**

(if you know a potential company, write its name and contact details in this section. We will try to contact them to evaluate their willingness to meet with you)