

## 15th DUSA Oktoberfest in Suzhou

### Sponsorship Packages



Dear members and friends,

We are proud to inform you of the flagship of our events in Suzhou, the traditional DUSA Oktoberfest to come for the 15th consecutive year.

In planning the 2018 event we will be staying to the Oktoberfest's three core elements of Tradition, Quality, and Passion. The organization team consists of DUSA and the Kempinski Hotel operations and marketing departments, and together they are committed to fulfilling the highest expectations.

The Oktoberfest will start on Wednesday night **September 19<sup>th</sup>** and the final night will be Saturday **September 22<sup>nd</sup>** 2018.

We can offer you as well this year very attractive packages for your company participants. Here are the Sponsorship details:

#### **Platinum Sponsor:**

This package can be tailored to your specific needs in case you want to make it a company event and need 100 or more seats! Contact [biz@dusa-eu.cn](mailto:biz@dusa-eu.cn) for further details.

**Gold Sponsor: 48,000 RMB\*\***

**Benefits:**

100 seats (max 40 pcs per day)

Included per seat: 2 Paulaner Oktoberfest Beers (0.5L) + Bavarian Buffet+1 Bavarian Beer mug

25 additional beer vouchers for 1 x 0.5L Oktoberfest beer

Free flow soft drinks

Logo on the tickets

Logo flag in the tent

Logo on the Beer mug (x)

Logo on the DUSA website on the dedicated Oktoberfest page

Logo on the Tableflag

25 Oktoberfest t-shirts

Logo on the main stage backdrop

Full slide included in the slideshow on the big screen during the dinner part of the event

1 bottle of Schnapps per table

1 x Barrel tapping by your GM or VIP

Your name mentioned in the welcome speech

**Silver Sponsor: 28,000 RMB**

**Benefits:**

\* 55 seats (25 pcs per weekday, 30 pcs weekend)

\* Included per seat: 2 Paulaner Oktoberfest Beers (0.5L) + Bavarian Buffet+1 Bavarian Beer mug

\* 12 additional beer vouchers for 1 x 0.5L Oktoberfest beer

\* Free flow soft drinks

\* Logo on the tickets

\* Logo flag in the tent

\* Logo on the Beer mug (x)

\* Logo on the DUSA website on the dedicated Oktoberfest page

\* Logo on the Tableflag

\* 15 Oktoberfest t-shirts

\* Logo on the main stage backdrop

\* Full slide included in the slideshow on the Big screen during the dinner part of the event

**Bronze Sponsor: 13,000 RMB**

**Benefits:**

- \* 25 seats (only on Wednesday and/or Thursday)
- \* Included per seat: 2 Paulaner Oktoberfest Beers (0.5L) + Bavarian Buffet+1 Bavarian Beer mug
- \* 5 additional beer vouchers for 1 x 0.5L Oktoberfest beer
- \* Free flow soft drinks
- \* Logo on the tickets
- \* Logo flag in the tent
- \* Logo on the Beer mug (x)
- \* Logo on the DUSA website on the dedicated Oktoberfest page
- \* Logo on the Tableflag
- \* 10 Oktoberfest t-shirts

**New!** We are offering a 15% off based on the regular fare as a special thanks to our sponsors and this offer is limited to company purchases only and not available on individual purchase.

We sincerely hope that you will consider our sponsorship offers favourably as they are vital for us to stage such a high quality event.

For registration of your sponsorship, please contact Sarah Tian at [biz@dusa-eu.cn](mailto:biz@dusa-eu.cn)

Please register no later than **September 4th, 2018**

(x) Important hint: Logos on the beer mugs can only be printed for sponsors confirmed before Aug 1<sup>st</sup> because of the production lead time.

We are looking forward welcoming you to this year's Oktoberfest again. Please save the date in your calendar, and we hope that you and your team will join us for an outstanding night full of fun and Oktoberfest craziness. Your team deserves it!

Should you have any further questions, do not hesitate to contact us.

Best regards,

The DUSA Team

## Sponsorship - Letter of Intent



I apply to become a sponsor of the DUSA Oktoberfest 2018

**Type of sponsorship (please select):**

- Bronze: RMB 13,000
- Silver: RMB 28,000
- Gold: RMB 48,000
- Platinum: TBD

I need tickets for the following days:

<u>Dates</u>	<u>Number of Tables (8 persons/table)</u>
Wednesday, September 19	_____
Thursday, September 20	_____
Friday, September 21	_____ (NA for Bronze)
Saturday, September 22	_____ (NA for Bronze)

**Please send a high resolution file (suitable for printing) of your logo to: biz@dusa-eu.cn**

Company: \_\_\_\_\_ Signature: \_\_\_\_\_

Company details (for contract and invoice):

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Thank you very much for your support! We are looking forward to welcoming you and your team as our sponsor at the 2018 Oktoberfest!

Please send this form to the DUSA Business Manager

Ms. Sarah Tian

E-mail: biz@dusa-eu.cn

Mobile: +86 185 5128 3058

	<b>Bronze -&gt; small size</b>	<b>Silver -&gt; medium size</b>	<b>Gold -&gt; big size</b>	<b>Platinum -&gt; biggest size</b>
2018 Oktoberfest single tickets incl. Service Charge and VAT: RMB318 weekday RMB368 weekend				
Sponsor Package	RMB 13,000	RMB 28,000	RMB 48,000	To be calculated (Pax x 450)
Tickets (tables of 8 pax)	25 pcs (Wed or Thu)	55 pcs(25 pcs weekday, 30 pcs weekend)	100 pcs (max 40 pcs per day)	110 + (max 50 pcs per day)
Additionally single tickets	RMB270 weekday RMB312 for weekend	RMB270 weekday RMB312 for weekend	RMB270 weekday RMB312 for weekend	RMB270 weekday RMB312 for weekend
Each ticket includes:	2 Paulaner Oktoberfest beers a 0,5 Liter + Bavarian Buffet+1 Bavarian Beer mug	2 Paulaner Oktoberfest beers a 0,5 Liter + Bavarian Buffet+1 Bavarian Beer mug	2 Paulaner Oktoberfest beers a 0,5 Liter + Bavarian Buffet+1 Bavarian Beer mug	2 Paulaner Oktoberfest beers a 0,5 Liter + Bavarian Buffet+1 Bavarian Beer mug
Each Sponsor Package includes: 赞助商包含	5 additional beer voucher for 1 x 0,5 Liter Oktoberfest beer	12 additional beer voucher for 1x 0,5 Liter Oktoberfest beer	25 additional beer voucher for 1x 0,5 Liter Oktoberfest beer	30 additional beer voucher for 1 x 0,5 Liter Oktoberfest beer
软饮料畅饮	Free Soft Drinks	Free Soft Drinks	Free Soft Drinks	Free Soft Drinks
门票公司标志	Logo on tickets	Logo on tickets	Logo on tickets	Logo on tickets
帐篷内悬挂公司标志 铜牌、银牌、金牌尺寸区别	Own Logo flag in tent	Own Logo flag in tent	Own Logo flag in tent	Own Logo flag in tent
啤酒马克杯公司标志	Own Logo on Beer Mug	Own Logo on Beer Mug	Own Logo on Beer Mug	Own Logo on Beer Mug
DUSA 网站宣传	Logo on DUSA Website	Logo on DUSA Website	Logo on DUSA Website	Logo on DUSA Website
桌上公司标志	Own Logo on Table flag	Own Logo on Table flag	Own Logo on Table flag	Own Logo on Table flag
啤酒节 T 恤	10 Oktoberfest – T-shirts	15 Oktoberfest – T-shirts	25 Oktoberfest – T-shirts	35 Oktoberfest – T-shirts
舞台背景板公司标志		Logo on Main Stage Backdrop	Logo on Main Stage Backdrop	Logo on Main Stage Backdrop
舞台背景板公司标志循环播放		Own slide in Big Screen PPT	Own slide in Big Screen PPT	Own slide in Big Screen PPT
德国水果烈酒			bottle of Schnaps per table	bottle of Schnaps per table
邀请公司总经理开酒仪式			1 x Barrel tapping by your GM	2 x Barrel tapping by your GM
主持人提及赞助商公司名			Your name in Welcome speech	Your name in all Lucky Draw speeches
<b>2018 DUSA 啤酒节优惠政策:赞助商如果额外需要购买啤酒节券, 将享受原票价的 15%优惠; 此优惠仅限于公司购买, 不提供给个人</b> <b>2018 DUSA Oktoberfest Preferential Policy: If the sponsor needs to purchase Oktoberfest ticket additionally, will enjoy a 15% off on the original fare; this offer are limited to company purchases only and not available on individual purchase.</b>				