

DUSA 2022 Oktoberfest @Kempinski Hotel Suzhou

Sponsorship Packages

苏州欧洲商会激情德国啤酒节赞助商优惠套餐

Dear **Guests**

亲爱的宾客们:

We are proud to inform you of the flagship of our events in Suzhou, the traditional DUSA 2022 Oktoberfest is coming soon.

我们很荣幸地通知您苏州欧洲商会的旗舰活动-DUSA 啤酒节即将到来。

As three core elements of Oktoberfest – Tradition/ Quality/ Passion will be demonstrated continually in this year of event. Event organization team by Kempinski Hotel composed of Operation Team and Marketing Department. We will work together to achieve the highest expectations.

在策划 2022 啤酒节的活动中，我们将继续秉承啤酒节的三个核心要素：传统、品质和激情。组织团队由苏州凯宾斯基大酒店运营部门及市场部门组成。我们将共同致力于实现最高的期望。

The DUSA Oktoberfest will start on Thursday night of **September 15th** and the final brunch will be on Sunday **September 18th** 2022.

啤酒节将于 2022 年 9 月 15 日星期四晚开始，直至 9 月 18 日星期日早午餐活动结束。

Ticket Market Price (included surcharge and VAT)

门市票价信息如下 (净价)

	周四&周日 Thursday & Sunday	周五&周六 Friday & Saturday
Adult 成人 Ticket includes Bavarian dinner buffet +3*0.5L fest beer+ 1*beer mug (每票含巴伐利亚自助晚餐+三杯半升装特酿+一个纪念杯)	RMB 358	RMB 388
Child from 6yrs to 12yrs 儿童六岁至 12 岁	RMB 188	RMB 188

Hereby we are offering you the attractive packages for your participant.

Please refer the Sponsorship details as below:

我们将为您或您的公司提供今年非常吸引人的优惠套餐。

以下是赞助商的具体细节

Gold Sponsor Package composed of:

- Dedicated service people in every 2 tables
- Own logo Oktoberfest hat per ticket
- Own logo photo frame
- One festival bell on each table
- Personalized Stammtish – one main table in Munich Brewery with Plate of Company Name for one year
- Company bears one year of consumption discount- 10%off of bill in Munich Brewery
- 10 of KEMPINSKI - SEASONS CAFÉ dinner buffet vouchers for single diner
- Two of KEMPINSKI Hotel Suzhou accommodation vouchers - suit room
- Free of DUSA membership for the year of 2023
- Option A- 88 tickets (32 tickets on Thursday/Sunday, 56 tickets on Friday/Saturday)
- Option B- 56 tickets up (minimum takes 56 tickets - 24 tickets on Thursday/Sunday, 32 tickets on Friday/Saturday, rest tickets can redeem room voucher – 8 tickets equal three deluxe room vouchers)
- Special food passing around per table – Roasted crispy pork belly
- Free flow of soft drinks
- Extra 28*0.5L of fest beer vouchers
- Logo on Oktoberfest promotion advertisement
- Logo on tickets and mugs
- Logo on the main stage backdrop
- Logo on DUSA Website, EventBank and WeChat for 1 year advertisement
- Barrel tapping by your GM
- Your name mentioned in the welcome speech
- Own logo on table flag

Gold Sponsor: RMB49,888

Extra benefits valued more than RMB25,000

金牌赞助套餐包括:

- 每两桌有专人服务
- 每位来宾有自己公司徽标 的纪念帽一顶
- 公司徽标的照片框给拍照使用
- 每桌配一个啤酒节专用摇铃
- 金鸡湖凯宾斯基大酒店慕尼黑啤酒餐厅的一个主餐桌将以您公司名字命名一年
- 您公司员工在 金鸡湖凯宾斯基大酒店慕尼黑啤酒餐厅消费享有原价九折优惠，有效期一年
- 金鸡湖凯宾斯基大酒店怡时咖啡厅单人自助晚餐券十张
- 金鸡湖凯宾斯基大酒店套房房券两张
- 赠送 2023 年度 DUSA 入会费
- 选择 A- 88 张票 (32 个周四/周日票, 56 个周五/周六票)
- 选择 B- 56 张票起 (至少 56 张票-24 个周四/周日票, 32 个周五/周六票, 其余票可以兑换酒店房券-每 8 张票抵酒店标准客房房券三张)
- 金牌每桌派送- 特色烤脆皮五花肉卷
- 软饮畅饮
- 额外 28 张节日特酿啤酒券 (0.5 升装)
- 公司徽标在啤酒节广告上
- 公司徽标印在票券以及啤酒节纪念杯上
- 公司徽标在主舞台背景
- 公司徽标在 DUSA 网站, EventBank, 微信公众号宣传一年
- 您公司的总经理会被邀请开幕开酒
- 你们的公司或贵宾的名字会在开场致词中被提到
- 公司桌旗在用餐桌面上

金牌赞助商: 人民币 49,888

享受增值福利价值超人民币 25,000

Silver Sponsor Package composed of:

- Own logo Oktoberfest hat per ticket
- Personalized Stammtish – one table in Munich Brewery with Plate of Company Name for one year
- Company bears one year of consumption discount- 5%off of original bill in Munich Brewery
- 6 of KEMPINSKI - SEASONS CAFÉ dinner buffet vouchers for single diner
- Two of KEMPINSKI Hotel Suzhou accommodation vouchers - standard deluxe room
- 56 tickets (24 tickets on Thursday/Sunday, 32 tickets on Friday/Saturday)
- Special food passing around per table – Spiral cheese kraner sausage with cranberries
- Extra 16*0.5L of fest beer vouchers
- Logo on Oktoberfest promotion advertisement
- Logo on tickets and mugs
- Logo on the main stage backdrop
- Logo on DUSA Website, EventBank and WeChat for 1 year advertisement
- Your name mentioned in the welcome speech
- Own logo on table flag

Silver Sponsor: RMB31,888

Extra benefits valued more than RMB8,000

银牌赞助套餐包括:

- 每位来宾有自己公司徽标 的纪念帽一顶
- 金鸡湖凯宾斯基大酒店慕尼黑啤酒餐厅的一个餐桌将以您公司名字命名一年
- 您公司员工在金鸡湖凯宾斯基大酒店慕尼黑啤酒餐厅消费享有原价九五折优惠，有效期一年
- 金鸡湖凯宾斯基大酒店怡时咖啡厅单人自助晚餐券六张
- 金鸡湖凯宾斯基大酒店豪华标准房房券两张
- 56 张票 (24 个周四/周日票, 32 个周五/周六票)
- 银牌每桌派送- 特色蔓越莓奶酪盘肠
- 额外 16 张节日特酿啤酒券 (0.5 升装)
- 公司徽标在啤酒节广告上
- 公司徽标印在票券以及啤酒节纪念杯上
- 公司徽标在主舞台背景
- 公司徽标在 DUSA 网站, EventBank, 微信公众号宣传一年
- 你们的公司或贵宾的名字会在开场致词中被提到
- 公司桌旗在用餐桌面上

银牌赞助商: 人民币 31,888 享受增值福利价值超人民币 8,000

Bronze Sponsor Package composed of:

- 32 tickets (16 tickets on Thursday/Sunday, 16 tickets on Friday/Saturday)
- Special food passing around per table – Roasted beer chicken
- Extra 8*0.5L of fest beer vouchers
- Logo on Oktoberfest promotion advertisement
- Logo on the mugs
- Logo on the main stage backdrop
- Logo on DUSA Website, EventBank and WeChat for 1 year advertisement
- Your name mentioned in the welcome speech
- Own logo on table flag
- 2 of KEMPINSKI - SEASONS CAFÉ dinner buffet vouchers for single diner
- Two of KEMPINSKI Hotel Suzhou accommodation vouchers - standard deluxe room

Bronze Sponsor: RMB17,888

Extra benefits valued more than RMB3,600

铜牌赞助商：人民币 17,888

享受增值福利价值超人民币 3,600

- 32 张票（16 个周四/周日票，16 个周五/周六票）
- 铜牌每桌派送- 啤酒烤鸡
- 额外 8 张节日特酿啤酒券（0.5 升装）
- 公司徽标在啤酒节广告上
- 公司徽标印在啤酒节纪念杯上
- 公司徽标在主舞台背景
- 公司徽标在 DUSA 网站 EventBank, 微信公众号宣传一年
- 你们的公司或贵宾的名字会在开场致词中被提到
- 公司桌旗在用餐桌面上
- 金鸡湖凯宾斯基大酒店怡时咖啡厅单人自助晚餐券两张
- 金鸡湖凯宾斯基大酒店豪华标准房券两张

铜牌赞助商：人民币 17,888

享受增值福利价值超人民币 3,600

2022 DUSA Oktoberfest 啤酒节	Single ticket incl. Service Charge and VAT: 价格含服务费及税		Table Ticket (a 8 tickets) 桌票(8位)
Thursday & Sunday 周四或周日	358		
Friday/Saturday 周五或周六	388		
Children 6-12yr 儿童 6-12岁	188		
Sponsor Package 赞助套餐			
Entrance Tickets 票价	Tickets for Thursday or Sunday 周四或周日票		2864
	Tickets for Friday or Saturday 周五或周六票		3104
Extra Tickets (15% off) 额外追加票 85折	Tickets for THUR or SUN 周四票周日票	304	
	Tickets for Friday or Saturday 周五或周六票	330	

DUSA Sponsor Packages		
Bronze	Silver	Gold
17,888	31,888	49,888
2 tables (a 8 tickets)	3 tables (a 8 tickets)	4 tables (a 8 tickets)
2 tables (a 8 tickets)	4 tables (a 8 tickets)	7 tables (a 8 tickets)
<i>total 32 tickets</i>	<i>total 56 tickets</i>	<i>total 88 tickets</i>

Each Ticket Includes: 每张票包括:	Original Oktoberfest Beer (0.5L) 节日特酿(0.5L)	3 gls	
	Bavarian Buffet 自助晚餐	1	
	Bavarian Beer Mug 啤酒节马克杯	1	
	Additional Beer-0.5L 额外特酿啤酒票(0.5L)		
DUSA Sponsor Package Includes:	Event night extra food passing around per table		
	Logo on Oktoberfest Promotion Advertisement		
	Logo on Tickets		
	Logo on Mug		
	Logo on Main Stage Backdrop		
	Logo on DUSA Website, eventbank and Wechat for 1year advertisement		
	Barrel Tapping by GM		
	Your name in Welcome Speech		
	Own Logo on Table Flag		
	Your Own Wall Round Down Flyer		
	Own Logo Oktoberfest Hat per person		
	Own Logo photo frame per table		
	One festival bell on each table		
	Personaized Stammtish - one table in Munich Brewery one year		
	Company bears one year of consumption discount in Munich Brewery		
	SEASONS Dinner Buffet Voucher for Single Diner		
	Accommodation voucher		
Free of DUSA membership for year of 2022			

3	3	3
1	1	1
1	1	1
8	16	24
Roasted beer chicken	Veal escalope	Roasted crispy pork belly
Yes	Yes	Yes
	Yes	Yes
Yes	Yes	Yes
Yes	Yes	Yes
Yes	Yes	Yes
		Yes
Yes	Yes	Yes
Yes	Yes	Yes
Yes	Yes	Yes
	Yes	Yes
		Yes
	one table	one center table
	5% off on total bill	10% off on total bill
2	6	10
2 * standard deluxe room	2 * standard deluxe room	2 * suit room
		Yes

Now! We are looking forward to hearing from you and collaborate to get a win-win result. And please save the dates in your calendar. We hope you and your families or companies will join us for this marvelous and traditional Oktoberfest.

我们真诚地希望您会考虑我们的赞助方案（优惠套餐），互惠共赢。并请保存日历中的日期，我们希望您和您的家人或团队加入这个充满乐趣和疯狂的传统德国啤酒节。

Please register no later than **August 8th, 2022.**

For registration of your sponsorship, please contact with biz@dusa-eu.cn Tel:18551283058

请在 2022 年 8 月 8 日前注册。

有关您的赞助注册，请联系 biz@dusa-eu.cn Tel:18551283058

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

如果您有任何问题，请随时与我们联系。

Best regards,

DUSA Team

July 1st, 2022

Sponsorship - Letter of Intent



I apply to become a sponsor of the DUSA Oktoberfest 2022

Type of sponsorship (please select):

- Bronze: RMB 17,888
- Silver: RMB 31,888
- Gold: RMB 49,888

I need tickets for the following days:

<u>Dates</u>	<u>Number of Tables (8 persons/table)</u>
Thursday, September 15	_____
Friday, September 16	_____
Saturday, September 17	_____
Sunday, September 18	_____

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 2022 Oktoberfest!

Please send this form to the DUSA Business Manager

E-mail: biz@dusa-eu.cn
Mobile: +86 185 5128 3058