

## 2024 DUSA Oktoberfest® @Kempinski Hotel Suzhou Sponsorship Packages

### 2024 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:

2024 DUSA Oktoberfest®, DUSA's flagship event of the year, is coming.  
我们很荣幸地通知您, 苏州欧洲商会年度旗舰活动—DUSA 啤酒节即将到来。

**Kempinski Hotel and DUSA would like to celebrate the 20<sup>th</sup> DUSA Oktoberfest® with our DUSA members & guests & friends. As every year, we will stick to our core values for the Oktoberfest: Tradition, Quality and Passion.**

2024DUSA 啤酒节活动的策划团队将由 DUSA 苏州欧洲商会与苏州凯宾斯基大酒店运营和市场部门联合组成, 我们将继续秉承啤酒节三大核心要素: 传统、品质和激情, 并共同致力于以最高的水准实现这些期望。

**The 20<sup>th</sup> DUSA Oktoberfest® 2024 will start on**

**Thursday evening, September 19<sup>th</sup> until Saturday evening September 21<sup>st</sup>, 2024.**

第 20 届 DUSA 啤酒节将于 2024 年 9 月 19 日星期四晚上开始, 并于 9 月 21 日星期六晚上结束。

2024 DUSA Oktoberfest® Music Highlight will be flown in from Austria:

#### **The Band Edelweiss.**

2024 DUSA 啤酒节, 来自奥地利的 Edelweiss 雪绒花乐队将空降现场。



Ticket Price (Surcharge and VAT included) 门市票价信息如下 (净价)

Dinner Buffet 自助晚餐: 18:00- 21:30

SEP 19 <sup>th</sup> Thursday 周四	SEP 20 <sup>th</sup> & 21 <sup>st</sup> Fri & Sat 周五及周六
Adult 成人 <b>DUSA member – CNY 378</b> Kid 儿童 (6-12yr) - CNY 198 <b>(Guardians are responsible for the safety of their minors.)</b>	Adult 成人 <b>DUSA member – CNY 428</b> Kid 儿童(6-12yr) - CNY 198 <b>(家长请务必照看好您的孩子)</b>
Adult - Ticket includes Bavarian buffet + 3 * 0.5L Munich Brewery's home-brewed beer + 1 * souvenir beer mug 成人- 每票含巴伐利亚自助餐+3杯半升装节日特酿+1个纪念杯	
8 person per table 每桌宾客 8 人	

**Gold Sponsor Package is composed of:**

- 88 tickets (32 tickets Thursday, 56 tickets Friday/Saturday)
- Extra food passing around per table – Roasted Crispy Suckling Pig
- Additional Munich Brewery's home-brewed beer vouchers (24\*0.5L)
- One dedicated service personnel for every 2 tables
- Logo on 2024 DUSA Oktoberfest® promotion
- Logo on tickets
- Logo on mugs
- Logo on main stage backdrop
- Barrel tapping by GM
- Company name in welcome speech
- Own logo on table flag
- Own logo on wall round down flyer
- Own logo on Festival Hat – 88 hats
- Own logo on Ginger Bread – 8 pieces
- 6 seats for the Sponsors' gathering @May of 2025
- Kempinski Hotel Suzhou VIP Dining Card for GMs -10% off on total bill
- Company event in Munich Brewery or Seasons Café at Kempinski (50-160pax) -5% off on total bill
- Kempinski Hotel Suzhou accommodation vouchers of 2 suite rooms + 2 deluxe rooms
- DUSA membership for 2025

**Gold Sponsor: CNY 52,888**

## 金牌赞助套餐:

- 88 张票 (32 张周四票, 56 张周五/周六票)
- 额外每桌派送一份食物-烤脆皮酒糟腌乳猪
- 额外啤酒券 24 张 (0.5 升/杯)
- 每两桌有专人服务
- 啤酒节宣传广告上展示公司徽标
- 啤酒节票上展示公司徽标
- 啤酒节纪念杯上展示公司徽标
- 活动主舞台上展示公司徽标
- 邀请公司总经理做活动开幕仪式
- 公司名字在开场致词中被提及到
- 用餐桌面使用该公司徽标桌旗
- 在活动现场悬挂公司徽标挂旗
- 每位来宾有赞助公司徽标的纪念帽一顶 (共 88 顶)
- 带公司徽标的传统姜饼 (8 块)
- 邀请参加次年五月的赞助商晚宴 (6 个席位)
- 公司总经理享有苏州凯宾斯基餐厅贵宾电子卡 (账单总额可享 10%的折扣)
- 公司团队活动在啤酒餐厅或怡时咖啡厅享折扣 (预定 50 起至 160 人; 账单总额可享 5%折扣)
- 金鸡湖凯宾斯基大酒店住宿券- 两晚套房+两晚豪华标准房
- 赠送 2025 年 DUSA 会员资格

**金牌赞助商: 人民币 52,888**

### **Silver Sponsor Package is composed of:**

- 56 tickets (24 tickets on Thursday, 32 tickets on Friday/Saturday)
- Extra food passing around per table - BBQ Iberico Pork Ribs
- Additional Munich Brewery's home-brewed beer vouchers (16\*0.5L)
- Logo on 2024 DUSA Oktoberfest® promotion
- Logo on tickets
- Logo on mugs
- Logo on main stage backdrop
- Company name in welcome speech
- Own logo on table flag
- Own logo on wall round down flyer
- Own logo on Festival Hat – 56 hats
- 4 seats for the Sponsors' gathering @May of 2025
- Kempinski Hotel Suzhou VIP Dining Cards -10% off on total bill
- Kempinski Hotel Suzhou 3 deluxe rooms accommodation vouchers

**Silver Sponsor: CNY 33,888**

### **银牌赞助套餐:**

- 56 张票 (24 张周四票, 32 张周五/周六票)
- 额外每桌派送一份食物—烧烤伊比利亚黑猪肋排
- 额外啤酒券 16 张 (0.5 升/杯)
- 啤酒节宣传广告上展示公司徽标
- 啤酒节票上展示公司徽标
- 啤酒节纪念杯上展示公司徽标
- 活动主舞台上展示公司徽标
- 公司名字在开场致词中被提及到
- 用餐桌面使用该公司徽标桌旗
- 在活动现场悬挂公司徽标挂旗
- 每位来宾有自己公司徽标 的纪念帽一顶 (共 56 顶)
- 邀请参加次年五月的赞助商晚宴 (4 个席位)
- 公司总经理享有苏州凯宾斯基餐厅贵宾电子卡 (账单总额可享 10%的折扣)
- 苏州金鸡湖凯宾斯基大酒店住宿券 – 三晚豪华标准房

**银牌赞助商: 人民币 33,888**

### **Bronze Sponsor Package is composed of:**

- 32 tickets (16 tickets on Thursday, 16 tickets on Friday/Saturday)
- Extra food passing around per table – Spiral Cheese Krainer Sausage with Cranberries
- Additional Munich Brewery's home-brewed beer vouchers (8\*0.5L)
- Logo on 2024 DUSA Oktoberfest® promotion
- Logo on tickets
- Logo on Mug
- Logo on main stage backdrop
- Company name in welcome speech
- Own logo on table flag
- Own logo on wall round down flyer
- 2 seats for the Sponsors' gathering @May of 2025
- Kempinski Hotel Suzhou VIP Dining Cards -5% off on total bill
- Kempinski Hotel Suzhou 2 deluxe room accommodation vouchers

**Bronze Sponsor: CNY 18,888**

### **铜牌赞助套餐:**

- 32 张票 (16 张周四票, 16 张周五/周六票)
- 额外每桌派送一份食物- 特色蔓越莓奶酪盘肠
- 额外啤酒券 8 张 (0.5 升/杯)
- 啤酒节宣传广告上展示公司徽标
- 啤酒节票上展示公司徽标
- 公司徽标在啤酒节纪念杯上
- 活动主舞台上展示公司徽标
- 公司名字在开场致词中被提及到
- 用餐桌面使用该公司徽标桌旗
- 在活动现场悬挂公司徽标挂旗
- 邀请参加次年五月的赞助商晚宴 (2 个席位)
- 公司总经理享有苏州凯宾斯基餐厅贵宾电子卡 (账单总额可享 5%的折扣)
- 苏州金鸡湖凯宾斯基大酒店住宿券- 两晚豪华标准房

**铜牌赞助商: 人民币 18,888**

2024 DUSA Oktoberfest® DUSA 啤酒节		DUSA Member Single ticket (Surcharge and VAT included): DUSA 会员价格 (含服务费及增值税)			Table Ticket ( 8 tickets) 桌票(8位)
Thursday 周四		378			
Friday/Saturday 周五或周六		428			
Children 6-12yr 儿童 6-12 岁		198			
Sponsor Package 赞助套餐			DUSA Sponsor Packages		
Each Ticket Includes: 每张票包括:	Munich Brewery's home-brewed beer vouchers (0.5L) 节日特酿(0.5L)	3 mugs' 3 杯	Bronze	Silver	Gold
	Bavarian Buffet 巴伐利亚自助餐	1			
	Bavarian Beer Mug 啤酒节纪念杯	1			
Entrance Tickets for DUSA members DUSA 会员票价	Tickets for Thursday 周四票	CNY378	16	24	32
	Tickets for Friday/Saturday 周五或周六票	CNY428	16	32	56
			total 32 tickets	total 56 tickets	total 88 tickets
DUSA Sponsor Package Includes: 赞助套餐包括:	Event Night Extra Food Passing Around Per Table 额外每桌派送	Spiral Cheese Sausage with Cranberries	BBQ Iberico Pork Ribs	Roasted Crispy Suckling Pig	
	Munich Brewery's home-brewed beer vouchers -0.5L 额外特酿啤酒票(0.5L)	8	16	24	
	One dedicated service personnel 专人服务	/	/	Every 2 tables	
	Logo on Oktoberfest Promotion 啤酒节宣传广告上展示公司徽标	Yes	Yes	Yes	
	Logo on Ticket 啤酒节票上展示公司徽标	Yes	Yes	Yes	
	Logo on Mug 公司徽标在啤酒节纪念杯上	Yes	Yes	Yes	
	Logo on Main Stage Backdrop 公司徽标在活动主舞台上	Yes	Yes	Yes	
	Barrel Tapping by GM 邀请公司总经理做活动开幕仪式	/	/	Yes	
	Your name in Welcome Speech 公司或贵宾名字在开场致词中被提及到	Yes	Yes	Yes	
	Own Logo on Table Flag 公司徽标桌旗在用餐桌面	Yes	Yes	Yes	
	Own Logo Wall Round Down Flyer 公司徽标挂旗在活动现场	Yes	Yes	Yes	
	Own Logo Festival Hat Per Person 印有公司徽标的纪念帽 extra order - 38CNY per each	/	56	88	
	Own Logo Ginger Bread 公司徽标的传统姜饼 extra order - 48CNY per piece	/	/	8pcs	
	Sponsors' gathering @May of 2nd year 邀请参加次年五月的赞助商晚宴	2 seats	4 seats	6 seats	
	Kempinski Suzhou VIP Dining Card for GMs 公司总经理享有苏州凯宾斯基餐厅贵宾电子卡	5% off on total bill	10% off on total bill	10% off on total bill	
	Company Event in Kempinski Brewery or Seasons Café (from 50 to 160pax) 公司团队活动在啤酒餐厅或怡时咖啡厅享折扣(预定从 50 人起至 160 人)	/	/	5% off on the total bill	
	Kempinski Hotel Suzhou accommodation vouchers 金鸡湖凯宾斯基大酒店住宿券	2* deluxe	3* deluxe	2*suite+2*deluxe	
	DUSA membership fee for 2025	/	/	Yes	

Our event partners will enjoy huge exposure and additional benefits before, during, and after the multi-day event. If you want to increase your footprint at 2024 DUSA Oktoberfest® and get the most out of this unique event, feel free to contact us.

我们的活动合作伙伴将在为期多天的活动之前、期间和之后获得大量展示机会。如果您想在 2024 DUSA 啤酒节上增加您的印记并从这个独特的活动中获得最大收益，请随时与我们联系。

Please register before **August 8<sup>th</sup>, 2024**.

For registration of your sponsorship, please contact [biz@dusa-eu.cn](mailto:biz@dusa-eu.cn) Tel:18551283058.

请在 2024 年 8 月 8 日前注册。

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

Best regards,

DUSA Team

June, 2024



### Sponsorship - Letter of Intent



I apply to become a sponsor for 2024 DUSA Oktoberfest®

- o Bronze CNY 18,888
- o Silver CNY 33,388
- o Gold CNY 52,888

I need tickets for the following days:

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

Additional order 额外订购:

Own Logo Festival Hat/印有公司徽标的纪念帽 (38CNY/per piece) \_\_\_\_\_

Own Logo Ginger Bread/印有公司徽标的传统姜饼 (48CNY/per piece) \_\_\_\_\_

**Please send a couple of different high resolution files (suitable for printing) of your logo to:**

[biz@dusa-eu.cn](mailto:biz@dusa-eu.cn)

To ensure best visibility of your Logo on each promotion (mugs, newsletter, flag, etc.), we require different sizes.

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 2024 DUSA Oktoberfest®!

Please return this form to DUSA.

E-mail: [biz@dusa-eu.cn](mailto:biz@dusa-eu.cn)

Mobile: +86 185 5128 3058