

## 2023 DUSA 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:

2023 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的旗舰活动-DUSA 啤酒节(2023 DUSA Oktoberfest®),即将到来。

The event organization team of Kempinski Hotel and DUSA worked together to achieve the highest expectations for the 2023 DUSA Oktoberfest®: Tradition, Quality and Passion.

在策划 2023 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 evening, September 14<sup>th</sup> and end with a rich lunch buffet on Sunday September 17<sup>th</sup> 2023.

2023 啤酒节将于 9 月 14 日星期四晚上开始,2023 年 9 月 17 日星期日以丰富的自助午餐结束。

2023 DUSA Oktoberfest® Music Highlight will be flown in from Austria: Iggy Stone & Alpenrocker.

2023 DUSA Oktoberfest® 的音乐亮点:奥地利远地飞来的伊基-斯通和阿尔彭罗克乐队。



www.alpenrocker.at 优酷: iggystone

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

SEP 14th Thursday 周四	SEP 15 <sup>th</sup> &16 <sup>th</sup> Fri&Sat 周五及周六	SEP 17th Sunday 周日
Dinner Buffet 自助晚餐: 18:00- 21:30		Lunch Buffet 自助午餐: 12:00- 14:00
Adult 成人	Adult 成人	Adult 成人
<b>DUSA member – RMB 378</b>	<b>DUSA member – RMB 428</b>	<b>DUSA member – RMB 378</b>
Kid 儿童 (6-12yr)- RMB 198	Kid 儿童(6-12yr)- RMB 198	Kid 儿童 (6-12yr)- RMB 198
Adult - Ticket includes Bavarian buffet + 3 x 0.5L Munich Brewery's home-brewed beer + 1 x souvenir beer mug 成人- 每票含巴伐利亚自助餐+三杯半升装节日特酿+一个纪念杯		
Per table seats 8 person 每桌宾客 8 人		

Hereby we are offering you following attractive sponsoring packages:  
我们将为您或您的公司提供今年非常吸引人的优惠套餐。

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

- 88 tickets (32 tickets Thursday/Sunday, 56 tickets Friday/Saturday)
- Extra food passing around per table - Roasted Crispy Iberico Pork Belly
- Additional Munich Brewery's home-brewed beer vouchers (24x0.5L)
- One dedicated service personnel for every 2 tables
- Logo on 2023 DUSA Oktoberfest<sup>®</sup> 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 – **NEW**
- 6 seats for the Sponsors' gathering @May 2024 (6 seats valued RMB 2,400) – **NEW**
- Kempinski Suzhou VIP Dining Card for GMs -10% off on total bill – **NEW**
- Company event in Munich Brewery or Seasons Café at Kempinski (50-160pax) -5% off on total bill – **NEW**
- Seasons Café dinner buffet vouchers and accommodation vouchers
  - Option A - 10 single dinner vouchers + 2 suite rooms
  - Option B - 2 suite rooms + 2 deluxe rooms
- DUSA membership for 2024

**Gold Sponsor: RMB 52,888**

## 金牌赞助套餐：

- 88 张票 (32 个周四/周日票, 56 个周五/周六票)
- 额外每桌派送一份金牌食物-烤脆皮伊比利亚黑猪五花肉卷
- 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) - **NEW**
- 邀请参加次年五月的赞助商晚宴 (6 个席位) - **NEW**
- 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) - **NEW**
- 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) - **NEW**
- 怡时咖啡厅自助晚餐券(单人)及苏州金鸡湖凯宾斯基大酒店住宿券
  - 选择 A - 10 张餐券+2 间套房
  - 选择 B - 2 间套房+2 间豪华客房
- 赠送 2024 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/Sunday, 32 tickets on Friday/Saturday)
- Extra food passing around per table - BBQ Iberice Pork Rib
- Additional Munich Brewery's home-brewed beer vouchers (16x0.5L)
- Logo on 2023 DUSA Oktoberfest<sup>®</sup> 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 2nd year (4 seats valued RMB 1,600) – **NEW**
- Kempinski Suzhou VIP Dining Cards -10% off on total bill - **NEW**
- 6 Seasons Café dinner buffet vouchers
- 2 deluxe room accommodation vouchers

**Silver Sponsor: RMB 33,888**

### **银牌赞助套餐:**

- 56 张票 (24 个周四/周日票, 32 个周五/周六票)
- 额外每桌派送一份银牌食物-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) – **NEW**
- 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) – **NEW**
- 6 张怡时咖啡厅自助晚餐券(单人)
- 2 张苏州金鸡湖凯宾斯基大酒店住宿券

**银牌赞助商: 人民币 33,888**

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

- 32 tickets (16 tickets on Thursday/Sunday, 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 (8x0.5L)
- Logo on 2023 DUSA Oktoberfest<sup>®</sup> 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 2nd year – **NEW**
- Kempinski Suzhou VIP Dining Cards -5% off on total bill - **NEW**
- 2 Seasons Café dinner buffet vouchers
- 2 deluxe room accommodation vouchers

**Bronze Sponsor: RMB 18,888**

### **铜牌赞助套餐:**

- 32 张票 (16 个周四/周日票, 16 个周五/周六票)
- 额外每桌派送一份铜牌食物-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) – **NEW**
- 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) – **NEW**
- 2 张怡时咖啡厅自助晚餐券(单人)
- 2 张苏州金鸡湖凯宾斯基大酒店住宿券

**铜牌赞助商: 人民币 18,888**

2023 DUSA Oktoberfest® 啤酒节		Single ticket (Surcharge and VAT included): 价格含服务费及税			Table Ticket (8 tickets) 桌票(8位)
Thursday & Sunday 周四或周日		398			
Friday/Saturday 周五或周六		448			
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'	Bronze	Silver	Gold
	Bavarian Buffet 巴伐利亚自助餐	1			
	Bavarian Beer Mug 啤酒节马克杯	1			
Entrance Tickets for DUSA members DUSA 会员票价	Tickets for Thursday or Sunday 周四或周日票	RMB378	2 tables (16 tickets)	3 tables (24 tickets)	4 tables (32 tickets)
	Tickets for Friday or Saturday 周五或周六票	RMB428	2 tables (16 tickets)	4 tables (32 tickets)	7 tables (56 tickets)
			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		Special Food Passing	Special Food Passing	Special Food Passing
	Munich Brewery's home-brewed beer vouchers -0.5L 额外特酿啤酒票(0.5L)		8	16	24
	One dedicated service personal for every 2 tables 每两桌有专人服务				Yes
	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 每位来宾有自己公司徽标的纪念帽			Yes	Yes
	Own Logo Ginger Bread - NEW 公司徽标的传统姜饼				8pcs
	Sponsors' gathering @ May of 2nd year - NEW 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 - NEW 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) - NEW 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 total bill
	Seasons Café Dinner Buffet Voucher for Single Dinner 怡时咖啡厅自助晚餐券(单人)		2	6	Option A- 10pcs dinner vouchers +2 suite rooms Option B- 2 suit + 2 deluxe rooms
	Accommodation Voucher 苏州金鸡湖凯宾斯基大酒店住宿券		2 * deluxe rooms	2 * deluxe rooms	
	DUSA membership for 2024 赠送 2024 年 DUSA 会员资格				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 2023 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的展示机会。如果你想在 2023 DUSA 啤酒节上增加你的印记，并从这个独特的活动中获得最大的收益，请随时与我们联系。

Please register before **August 10<sup>th</sup>, 2023**.

For registration of your sponsorship, please contact [biz@dusa-eu.cn](mailto:biz@dusa-eu.cn) Tel:18551283058 and [info@dusa-eu.cn](mailto:info@dusa-eu.cn) Tel: 18051042137

请在 2023 年 8 月 10 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 及 [info@dusa-eu.cn](mailto:info@dusa-eu.cn) Tel: 18051042137

Best regards,

DUSA Team

July, 2023



## Sponsorship - Letter of Intent



I apply to become a sponsor for 2023 DUSA Oktoberfest®

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

- Bronze: RMB 18,888
- Silver: RMB 33,888
- Gold: RMB 52,888

I need tickets for the following days:

<u>Dates</u>	<u>Number of Tables (8 persons/table)</u>
Thursday, September 14	_____
Friday, September 15	_____
Saturday, September 16	_____
Sunday, September 17	_____

**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) and [info@dusa-eu.cn](mailto:info@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 2023 DUSA Oktoberfest®!

Please return this form to DUSA.

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

Mobile: 185 5128 3058, 18051042137