

2025 DUSA Oktoberfest® @Kempinski Hotel Suzhou Sponsorship Packages

2025 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:

2025 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 21st DUSA Oktoberfest® with our DUSA members & guests & friends in a traditional tent with view on Dushu Lake.

As every year, we will stick to our core values for the Oktoberfest: Tradition, Quality and Passion.

第 21 届 DUSA 啤酒节活动的策划团队由 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。我们将在独墅湖畔的帐篷里共同与 DUSA 会员和尊贵的贵宾朋友们一同狂欢! 每一年, 我们都将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 21 DUSA Oktoberfest® 2025 will be
September Friday 12th and Saturday 13th, 2025.**

第 21 届 DUSA 啤酒节将于 2025 年 9 月 12 日星期五晚上开始, 并于 9 月 13 日星期六晚上结束。

2025 DUSA Oktoberfest® Music Highlight will be: High 5. 2025 DUSA 啤酒节乐队 High 5.



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	
September Friday 12th and Saturday 13th	
Adult 成人	
DUSA member - CNY 408	
Non-member - CNY 448	
Kid 儿童(6-12yr) - CNY 198	
(Guardians are responsible for the safety of their minors.) (家长请务必照看好您的孩子)	
Adult - Ticket includes	
Bavarian buffet + Free flow Munich Brewery' s home-brewed beer + 1 x souvenir beer mug	
成人- 每票含巴伐利亚自助餐+ 慕尼黑啤酒坊自酿啤酒畅饮+1 个纪念杯	

Gold Sponsor Package is composed of: 金牌赞助套餐:

- 80 tickets
- Welcome - five bottles of Kempinski Prosecco *NEW*
- Festival treatment - Free flow of beer during event *NEW*
- Logo on 2025 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 - 80 hats
- Own logo on Ginger Bread - 32 pieces
- 6 seats for the Sponsors' gathering @May 2026
- Kempinski Hotel Suzhou VIP Dining Card for GMs -10% off on total bill
- Company event in Munich Brewery or Seasons Café (50-160pax) -10% off on total bill
- Kempinski Hotel Suzhou accommodation vouchers of 2 suite room + 2 deluxe rooms
- DUSA membership for 2026
- 80 张票
- 欢迎礼- 五瓶凯宾气泡酒 *NEW*
- 活动当晚畅饮节日啤酒 *NEW*
- 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 80 顶)
- 带公司徽标的传统姜饼 (32 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 10%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 2026 年 DUSA 会员资格

Gold Sponsor: CNY 52,888 金牌赞助商: 人民币 52,888

Silver Sponsor Package is composed of:

- 48 tickets
- Welcome - three bottles of Kempinski Prosecco *NEW*
- Festival treatment - Free flow of beer during event *NEW*
- Logo on 2025 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 - 48 hats
- Own logo on Ginger Bread - 16 pieces
- 4 seats for the Sponsors' gathering @May of 2nd year
- Kempinski Hotel Suzhou VIP Dining Cards -5% off on total bill
- Company event in Munich Brewery or Seasons Café (50-160pax) -10% off on total bill
- Kempinski Hotel Suzhou 1 suit room + 2 deluxe rooms

银牌赞助套餐:

- 48 张票
- 欢迎礼- 三瓶凯宾气泡酒 *NEW*
- 活动当晚畅饮节日啤酒 *NEW*
- 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 48 顶)
- 带公司徽标的传统姜饼 (16 块)
- 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 5%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 10%折扣)
- 金鸡湖凯宾斯基大酒店住宿券- 一晚套房+两晚豪华标准房

Silver Sponsor: CNY 30,888 银牌赞助商: 人民币 30,888

Bronze Sponsor Package is composed of:

- 24 tickets
- Welcome - two bottles of Kempinski Prosecco *NEW*
- Festival treatment - Free flow of beer during event *NEW*
- Logo on 2025 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
- Own logo on festival hat - 24 hats
- Own logo on Ginger Bread - 8 pieces
- 2 seats for the Sponsors' gathering @May of 2nd year
- Kempinski Hotel Suzhou VIP Dining Cards -5% off on total bill
- Company event in Munich Brewery or Seasons Café (50-160pax) -10% off on total bill
- Kempinski Hotel Suzhou 2 deluxe room accommodation vouchers

铜牌赞助套餐:

- 24 张票
- 欢迎礼- 两瓶凯宾气泡酒 *NEW*
- 活动当晚畅饮节日啤酒 *NEW*
- 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
- 每位来宾有自己公司徽标 的纪念帽一顶(共 24 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 (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)
- 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 10%折扣)
- 苏州金鸡湖凯宾斯基大酒店住宿券- 两晚豪华标准房

Bronze Sponsor: CNY 15,388

铜牌赞助商: 人民币 15,388

NEW

Starlight Sponsor Package is composed of:

- 16 tickets
- Logo on main stage backdrop
- Company name in welcome speech
- Own logo on table flag
- Featured in DUSA Newsletters for 12 Months

Starlight Sponsor: CNY 8,888

星光赞助套餐:

- 16 张票
- 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
- Logo 在 DUSA 的公众号平台的文章中展出 12 个月

星光赞助商: 人民币 8,888

2025 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)		
Friday/Saturday 周五/周六		408		
Children 6-12yr 儿童 6-12 岁		198		
Each Ticket Includes: 每张票包括:		Buffet & Free flow & Beer Mug 自助餐+啤酒畅饮+纪念杯		
Tickets for none DUSA Members! 非 DUSA 会员-票价	CNY448	Sponsor Packages 赞助套餐		
Tickets for DUSA Members! DUSA 会员-票价	CNY408	Bronze 15,388	Silver 30,888	Gold 52,888
Eight tickets per table 每桌八位	Tickets	24	48	80
NEW Welcome- one bottle of Kempinski Prosecco 欢迎礼- 凯宾气泡酒		2	3	5
NEW Festival treatment - Free flow of beer during event 活动当晚畅饮节日啤酒		Yes	Yes	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 印有公司徽标的纪念帽		24	48	80
Own Logo Ginger Bread 公司徽标的传统姜饼		8pcs	16pcs	32pcs
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	5% 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)		10% off on the total bill	10% off on the total bill	10% 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	1*suite+ 2*deluxe	2*suite+ 2*deluxe
DUSA membership fee for 2026		/	/	Yes

Our event partners will enjoy huge exposure and additional benefits before, during, and after the two-day event. If you want to increase your footprint at 2025 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 2 天的活动之前、期间和之后获得大量展示机会。如果您想在 2025 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 8th, 2025**.

For registration of your sponsorship, please contact biz@dusa-eu.cn

Tel:18551283058.

请在 2025 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.

Best regards,

DUSA Team

July, 2025



Sponsorship - Letter of Intent

I apply to become a sponsor for 2025 DUSA Oktoberfest®

- o Bronze: CNY 15,388
- o Silver: CNY 30,888
- o Gold: CNY 52,888
- o Starlight: CNY 8,888

I need tickets for the following days:

<u>Dates</u>	<u>Number of Tables (8 people/table)</u>
Friday, September 12th	_____
Saturday, September 13th	_____

Due to a Diamond Sponsor on Friday night, seatings for Silver and Bronze will be further in the back. 由于周五晚有钻石赞助商，银牌和铜牌的座位会相对靠后。

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

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):

.....,

Thank you very much for your support! We are looking forward to welcoming you and your team as our sponsor at the 2025 DUSA Oktoberfest®!

Please return this form to DUSA.

E-mail: biz@dusa-eu.cn

Mobile: +86 185 5128 3058