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Profit and Loss Account 2000.

3	Income	Budget 2000 CHF	Profit and Loss Account 2000 CHF	Profit and Loss Account 1999 CHF
Operating income				
3.1	Members' contributions			
	Swiss Confederation	35 000 000.00	35 000 000.00	33 479 550.00
	Swiss Federal Railways	200 000.00	200 000.00	960 000.00
	Swisscom	250 000.00	250 000.00	750 000.00
	The Post Office	50 000.00	1 400.00	50 000.00
	Swiss Hoteliers Association	200 000.00	200 000.00	200 000.00
	Swiss Road Transport Association	200 000.00	200 000.00	200 000.00
	Swissair	90 000.00	90 000.00	90 000.00
	Swiss Dairy Food	200 000.00	200 000.00	0.00
	Swiss associations, cantons, communities, other tourism contributors	1 468 000.00	1 406 110.00	1 397 910.00
	Voluntary contributions	11 000.00	9 635.00	10 735.00
	Total members' contributions	37 669 000.00	37 557 145.00	37 138 195.00
3.2	Income arising from marketing	13 085 182.00	13 222 704.75	12 863 151.52
3.3	Miscellaneous income	15 000.00	248 616.07	412 397.32
3.4	Income arising from operating costs charged to third parties	401 188.60	602 690.18	531 599.13
3.5	Financial income	20 416.50	630 693.14	1 034 163.36
	Total operating income	51 190 787.10	52 261 849.14	51 979 506.33
Extraordinary and third party income				
3.6	Third party income	728 390.00	512 343.57	860 522.18
3.7	Third party income financial assets	720 000.00	1 574 590.13	22 300 422.25
3.8	Third party income real estate	1 250 000.00	1 130 510.48	1 161 793.12
	Total extraordinary and third party income	2 698 390.00	3 217 444.18	24 322 737.55
	Total income	53 889 177.10	55 479 293.32	76 302 243.88

Profit and Loss Account 2000.

4	Expenses	Budget 2000 CHF	Profit and Loss Account 2000 CHF	Profit and Loss Account 1999 CHF
Operating expenses				
4.1	Expenses arising from marketing	30 150 322.00	30 544 609.67	40 596 524.04 ¹⁾
4.2	Miscellaneous expenses incl. bad debt	0.00	63 812.29	13 382.50
4.3	Personnel expenses			
	Salaries	13 438 800.00	14 412 058.28	13 529 604.14
	Social security	2 355 014.00	2 171 081.96	1 811 141.88
	Staff training and continuation of studies	300 000.00	132 880.48	263 735.26
	Transfers and staff requirements	301 542.00	375 967.03	711 074.74
	Vacation/overtime not yet compensated	0.00	39 300.00	0.00
	Travel and representation expenses	244 025.00	374 458.79	228 453.61
	Other personnel expenses	55 000.00	52 610.35	47 423.00
	Total personnel expenses	16 694 381.00	17 558 356.89	16 591 432.63
4.4	Other operating expenditure			
	Premises	2 435 271.90	2 333 509.62	3 246 377.92
	Administration	1 604 874.00	1 379 849.05	1 430 049.97
	Public bodies	210 000.00	182 602.23	193 436.63
	Other operating expenditure	128 600.70	129 936.14	99 235.78
	Total operating expenditure	4 378 746.60	4 025 897.04	4 969 100.30
4.5	Financial expenses	45 724.50	744 571.66	872 534.06
4.6	Depreciation on tangible assets			
	Hardware and software	610 000.00	626 790.22	658 315.23
	Real estate/office equipment	650 000.00	657 825.47	624 962.41
	Infrastructure for presentations	0.00	0.00	1.00
	Total depreciation on tangible assets	1 260 000.00	1 284 615.69	1 283 278.64
	Total operating expenses	52 529 174.10	54 221 863.24	64 326 252.17
Extraordinary and non-operating expenses				
4.7	Extraordinary expenses	0.00	0.00	7 028 847.59
4.8	Non-operating expenses	89 003.00	27 705.36	224 859.32
4.9	Expenses third party financial assets	183 000.00	246 236.91	3 757 424.34
4.10	Expenses third party real estate	1 088 000.00	956 849.63	918 659.98
	Total extraordinary and non-operating expenses	1 360 003.00	1 230 791.90	11 929 791.23
4.11	Excess of revenue		26 638.18	46 200.48
	Total expenses	53 889 177.10	55 479 293.32	76 302 243.88

1) Includes CHF 10.2 mio. provision for future marketing activities from the sale of the Swiss Centre shares.
The actual marketing expenses amounted to CHF 30.4 mio.