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Profit and Loss Account 2004.

3 Income	Budget 2004 CHF	Account 2004 CHF	Account 2003 CHF
Operating income			
3.1 Members' contributions			
Swiss Confederation	44 031 000.00	44 884 787.92	42 334 607.44
Swiss Federal Railways	200 000.00	200 000.00	200 000.00
Swiss Hoteliers Association	100 000.00	100 000.00	100 000.00
GastroSuisse	100 000.00	100 000.00	100 000.00
Switzerland Tourism Council	795 500.00	795 500.00	740 500.00
Swiss associations, (cantons, communities, other tourism contributors, commerce interests, firms, organisations)	1 049 500.00	1 117 910.00	1 071 610.00
Voluntary contributions	9 000.00	7 135.00	9 035.00
Income strategic partners	790 000.00	0.00	790 000.00
Total members' contributions	47 075 000.00	47 205 332.92	45 345 752.44
3.2 Income arising from marketing	21 285 000.00	22 639 528.44	20 839 540.85
3.3 Miscellaneous income	16 000.00	86 782.65	181 202.62
3.4 Income arising from operating costs charged to third parties	967 000.00	1 017 102.93	846 790.80
3.5 Financial income	33 000.00	420 838.66	712 787.94
Total operating income	69 376 000.00	71 369 585.60	67 926 074.65
Extraordinary and third party income			
3.6 Third party income	61 000.00	43 477.40	45 156.93
3.7 Third party income real estate	1 300 000.00	1 360 475.50	1 143 370.92
Total extraordinary and third party income	1 361 000.00	1 403 952.90	1 188 527.85
3.8 Excess of expenditure	700 000.00	151 071.36	7 125.68
Total income	71 437 000.00	72 924 609.86	69 121 728.18

Profit and Loss Account 2004.

4 Expenses	Budget 2004 CHF	Account 2004 CHF	Account 2003 CHF
Operating expenses			
4.1 Expenses arising from marketing	43 516 000.00	45 202 574.65	41 281 349.62
4.2 Miscellaneous expenses incl. bad debt	5 000.00	282 113.30	31 456.14
4.3 Personnel expenses			
Salaries	16 956 000.00	16 530 831.71	16 443 767.76
Social security	3 128 000.00	2 690 261.54	2 706 099.13
Staff training and continuing education	300 000.00	303 999.80	289 049.31
Transfers and staff recruiting	300 000.00	278 237.87	310 930.59
Vacation/overtime not yet compensated (provisions)	50 000.00	45 024.00	- 11 150.00
Travel and representation expenses	349 000.00	292 073.42	364 188.71
Other personnel expenses	358 000.00	299 752.95	859 812.80
Total personnel expenses	21 441 000.00	20 440 181.29	20 962 698.30
4.4 Other operating expenditure			
Premises	2 350 000.00	2 177 910.81	2 202 031.97
Administration	1 448 000.00	1 391 546.06	1 273 986.17
Public bodies	175 000.00	217 442.97	209 316.31
Other operating expenditure	113 000.00	94 671.63	115 350.42
Total other operating expenditure	4 086 000.00	3 881 571.47	3 800 684.87
4.5 Financial expenses	209 000.00	862 705.38	776 879.74
4.6 Depreciation on tangible assets			
Hardware and software	480 000.00	610 764.80	414 634.06
Real estate/office equipment	350 000.00	298 753.48	515 032.44
Infrastructure for presentations	330 000.00	0.00	387 760.75
Infrastructure Swissair additional appropriations (acquisition value)	20 000.00	2 426.42	24 676.43
Total depreciation on tangible assets	1 180 000.00	911 944.70	1 342 103.68
Total operating expenses	70 437 000.00	71 581 090.79	68 195 172.35
Extraordinary and non-operating expenses			
4.7 Expenses third party real estate	1 000 000.00	1 343 519.07	926 555.83
Total extraordinary and non-operating expenses	1 000 000.00	1 343 519.07	926 555.83
Total expenses	71 437 000.00	72 924 609.86	69 121 728.18