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Profit and Loss Account 2007.

3	Income	Budget 2007 CHF	Account 2007 CHF	Account 2006 CHF
Operating income				
3.1	Members' contributions			
	Swiss Confederation*	45 500 000.00	45 500 000.00	46 000 000.00
	Swiss Federal Railways SBB	27 000.00	27 500.00	27 500.00
	hotelleriesuisse (SHA)	100 000.00	100 000.00	100 000.00
	GastroSuisse	100 000.00	100 000.00	100 000.00
	Switzerland Tourism Council	768 000.00	809 250.00	809 250.00
	Swiss associations (cantons, communities, other tourism contributors, commerce interests, firms, organizations)	1 137 000.00	1 187 410.00	1 141 110.00
	Voluntary contributions	2 000.00	4 610.00	5 960.00
	Total members' contributions	47 634 000.00	47 728 770.00	48 183 820.00
3.2	Miscellaneous income	6 000.00	486 248.17	54 119.34
3.3	Financial income	42 000.00	137 732.69	31 480.75
	Total operating income	47 682 000.00	48 352 750.86	48 269 420.09
Marketing income				
3.4	Sponsorship marketing	4 087 000.00	4 322 879.68	3 515 896.69
3.5	EURO 2008 – marketing contribution of the Confederation	1 800 000.00	3 250 996.90	128 612.55
3.6	Other income from marketing	21 133 000.00	22 299 248.24	20 400 493.11
	Total marketing income	27 020 000.00	29 873 124.82	24 045 002.35
Extraordinary and third party income				
3.7	Third party income	55 000.00	51 408.20	54 354.27
3.8	Third party income real estate	1 457 000.00	1 405 887.82	966 359.36
	Total extraordinary and third party income	1 512 000.00	1 457 296.02	1 020 713.63
3.9	Additional expenditure	750 000.00	0.00	0.00
	Total income	76 964 000.00	79 683 171.70	73 335 136.07

* Contribution of the Confederation 2007: CHF 46 000 000.00 ./ CHF 500 000.00 for the World Expo Shanghai 2010.

Profit and Loss Account 2007.

4	Expenses	Budget 2007 CHF	Account 2007 CHF	Account 2006 CHF
Marketing expenses				
4.1	Marketing expenses	47 313 000.00	49 208 871.48	46 320 992.31
4.2	Expenses marketing EURO 2008, Confed. share (excl. ST share)	1 800 000.00	3 250 996.90	128 612.55
	Total marketing expenses	49 113 000.00	52 459 868.38	46 449 604.86
4.3	Personnel expenses for marketing			
	Salaries	16 693 000.00	16 662 845.38	16 270 714.52
	Social security	3 093 000.00	2 633 741.46	2 399 093.39
	Personnel expenses charged to third parties – marketing	-1 020 000.00	-1 112 163.42	-1 022 754.85
	Personnel expenses charged to third parties EURO 2008, contribution of the Confederation	0.00	-196 370.00	0.00
	Total personnel expenses for marketing	18 766 000.00	17 988 053.42	17 647 053.06
	Total marketing expenses	67 879 000.00	70 447 921.80	64 096 657.92
Operating expenses				
4.4	Personnel expenses – operational			
	Salaries	1 721 000.00	1 780 913.00	1 736 753.00
	Social security	283 000.00	326 209.00	284 135.00
	Total personnel expenses – operational	2 004 000.00	2 107 122.00	2 020 888.00
4.5	Secondary personnel costs			
	Staff training and continuing education	290 000.00	157 392.86	87 427.61
	Transfers and staff recruiting	250 000.00	333 208.06	533 139.61
	Vacation/overtime not yet compensated (provisions)	0.00	-56 460.00	-5 450.00
	Travel and representation expenses	340 000.00	291 619.18	307 370.87
	Other personnel expenses	434 000.00	166 607.70	458 511.85
	Total secondary personnel costs	1 314 000.00	892 367.80	1 380 999.94
4.6	Other operating expenditure			
	Premises	2 565 000.00	2 520 093.11	2 439 965.11
	Administration	1 502 000.00	1 282 460.24	1 326 371.82
	Public bodies	208 000.00	199 357.30	227 859.09
	Other operating expenditure	107 000.00	94 515.21	100 475.03
	Operating expenses charged to third parties	-180 000.00	-226 294.84	-217 322.03
	Total other operating expenditure	4 202 000.00	3 870 131.02	3 877 349.02
4.7	Miscellaneous expenses incl. bad debt	10 000.00	33 888.69	127 008.31
4.8	Financial expenses	174 000.00	501 988.26	95 785.56
4.9	Depreciation on tangible assets			
	Hardware and software	389 000.00	384 444.54	420 330.50
	Office equipment and fix installations	232 000.00	239 506.24	238 772.14
	Total depreciation on tangible assets	621 000.00	623 950.78	659 102.64
	Total operating expenses	8 325 000.00	8 029 448.55	8 161 133.47
Extraordinary and non-operating expenses				
4.10	Expenses third party real estate	760 000.00	1 161 772.40	1 011 369.86
	Total extraordinary and non-operating expenses	760 000.00	1 161 772.40	1 011 369.86
4.11	Reduced expenditure	0.00	44 028.95	65 974.82
	Total expenses	76 964 000.00	79 683 171.70	73 335 136.07