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Profit and Loss Account 2002.

3 Income	Budget 2002 CHF	Account 2002 CHF	Account 2001 CHF
Operating income			
3.1 Members' contributions			
Swiss Confederation	42 330 000.00	41 579 401.34	35 000 000.00
Swiss Federal Railways	200 000.00	200 000.00	200 000.00
Swisscom	250 000.00	250 000.00	250 000.00
GastroSuisse	80 000.00	100 000.00	80 000.00
hotelleriesuisse/Swiss Hoteliers Association	200 000.00	100 000.00	200 000.00
Swiss Road Transport Association	200 000.00	200 000.00	200 000.00
SWISS (Swissair)	250 000.00	250 000.00	250 000.00
Swiss Dairy Food	200 000.00	200 000.00	200 000.00
Swiss associations, cantons, communities, other tourism contributors	2 273 000.00	1 968 806.19	1 622 810.00
Voluntary contributions	9 000.00	9 335.00	9 535.00
Total members' contributions	45 992 000.00	44 857 542.53	38 012 345.00
3.2 Income arising from marketing	20 848 000.00	21 474 967.20	21 044 020.85
3.3 Miscellaneous income	57 000.00	46 074.16	176 174.11
3.4 Income arising from operating costs charged to third parties	498 000.00	625 670.88	534 935.81
3.5 Financial income	26 000.00	495 748.07	878 253.12
Total operating income	67 421 000.00	67 500 002.84	60 645 728.89
Extraordinary and third party income			
3.6 Third party income	45 000.00	58 030.83	1 217 780.02
3.7 Third party income from financial assets	400 000.00	86 911.65	436 463.55
3.8 Third party income from real estate	1 200 000.00	1 129 099.36	1 124 343.64
Total extraordinary and third party income	1 645 000.00	1 274 041.84	2 778 587.21
Total income	69 066 000.00	68 774 044.68	63 424 316.10

Profit and Loss Account 2002.

4 Expenses	Budget 2002 CHF	Account 2002 CHF	Account 2001 CHF
Operating expenses			
4.1 Expenses arising from marketing	42 098 500.00	40 510 511.64	36 595 077.33
4.2 Miscellaneous expenses incl. bad debt	5 000.00	192 399.74	10 532.86
4.3 Personnel expenses			
Salaries	16 549 000.00	15 257 136.84	14 805 640.25
Social security	2 437 000.00	2 322 322.86	2 281 971.64
Staff training and continuing education	270 000.00	113 682.22	94 308.42
Transfers and staff recruiting	300 000.00	309 208.11	346 418.69
Vacation/overtime not yet compensated (provisions)	70 000.00	53 500.00	31 610.00
Travel and representation expenses	296 000.00	400 253.20	351 453.71
Other personnel expenses	143 000.00	175 600.71	87 720.07
Total personnel expenses	20 065 000.00	18 631 703.94	17 999 122.78
4.4 Other operating expenditure			
Premises	2 430 000.00	2 205 237.42	2 224 354.77
Administration	1 561 000.00	1 486 378.73	1 249 498.93
Public bodies	175 000.00	181 693.11	175 758.11
Other operating expenditure	157 500.00	100 405.37	95 554.51
Total operating expenditure	4 323 500.00	3 973 714.63	3 745 166.32
4.5 Financial expenses	303 000.00	1 072 562.88	869 651.65
4.6 Depreciation of tangible assets			
Hardware and software	300 000.00	395 895.71	509 582.72
Real estate/office equipment	388 000.00	510 503.74	654 694.29
Infrastructure for presentations	300 000.00	322 120.84	0.00
Infrastructure Swissair additional appropriations (acquisition value)	83 000.00	191 909.15	0.00
Total depreciation on tangible assets	1 071 000.00	1 420 429.44	1 164 277.01
Total operating expenses	67 866 000.00	65 801 322.27	60 383 827.95
Extraordinary and non-operating expenses			
4.7 Extraordinary expenses	0.00	0.00	0.00
4.8 Non-operating expenses	0.00	3 501.99	7 024.76
4.9 Expenses third party financial assets	200 000.00	1 942 644.12	2 123 110.62
4.10 Expenses third party real estate	1 000 000.00	1 015 277.72	908 434.14
Total extraordinary and non-operating expenses	1 200 000.00	2 961 423.83	3 038 569.52
4.11 Excess of revenue	0.00	11 298.58	1 918.63
Total expenses	69 066 000.00	68 774 044.68	63 424 316.10