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Profit and Loss Account 2003.

3 Income	Budget 2003 CHF	Account 2003 CHF	Account 2002 CHF
Operating income			
3.1 Members' contributions			
Swiss Confederation	43 375 000.00	42 334 607.44	41 579 401.34
Swisscom	250 000.00	250 000.00	250 000.00
Swiss Federal Railways	200 000.00	200 000.00	200 000.00
Swiss Hotel Association	100 000.00	100 000.00	100 000.00
Swiss Road Transport Association	0.00	0.00	200 000.00
SWISS	250 000.00	250 000.00	250 000.00
Switzerland Cheese Marketing (old Swiss Dairy Food)	200 000.00	200 000.00	200 000.00
Migros	200 000.00	200 000.00	50 000.00
GastroSuisse	100 000.00	100 000.00	100 000.00
Swiss associations, cantons, communities, other tourism contributors	1 855 000.00	1 702 110.00	1 918 806.19
Voluntary contributions	9 000.00	9 035.00	9 335.00
Total members' contributions	46 539 000.00	45 345 752.44	44 857 542.53
3.2 Income arising from marketing	24 444 000.00	20 839 540.85	21 474 967.20
3.3 Miscellaneous income	50 000.00	181 202.62	46 074.16
3.4 Income arising from operating costs charged to third parties	542 000.00	846 790.80	625 670.88
3.5 Financial income	12 000.00	712 787.94	495 748.07
Total operating income	71 587 000.00	67 926 074.65	67 500 002.84
Extraordinary and third party income			
3.6 Third party income	45 000.00	45 156.93	58 030.83
3.7 Third party income financial assets	150 000.00	0.00	86 911.65
3.8 Third party income real estate	1 300 000.00	1 143 370.92	1 129 099.36
Total extraordinary and third party income	1 495 000.00	1 188 527.85	1 274 041.84
3.9 Excess of expenditure	0.00	7 125.68	0.00
Total income	73 082 000.00	69 121 728.18	68 774 044.68

Profit and Loss Account 2003.

4	Expenses	Budget 2003 CHF	Account 2003 CHF	Account 2002 CHF
Operating expenses				
4.1	Expenses arising from marketing	45 102 000.00	41 281 349.62	40 510 511.64
4.2	Miscellaneous expenses incl. bad debt	5 000.00	31 456.14	192 399.74
4.3	Personnel expenses			
	Salaries	16 021 000.00	16 443 767.76	15 257 136.84
	Social security	2 956 000.00	2 706 099.13	2 322 322.86
	Staff training and continuing education	300 000.00	289 049.31	113 682.22
	Transfers and staff recruiting	300 000.00	310 930.59	309 208.11
	Vacation/overtime not yet compensated (provisions)	70 000.00	- 11 150.00	53 500.00
	Travel and representation expenses	335 000.00	364 188.71	400 253.20
	Other personnel expenses	462 000.00	859 812.80	175 600.71
	Total personnel expenses	20 444 000.00	20 962 698.30	18 631 703.94
4.4	Other operating expenditure			
	Premises	2 422 000.00	2 202 031.97	2 205 237.42
	Administration	1 605 000.00	1 273 986.17	1 486 378.73
	Public bodies	175 000.00	209 316.31	181 693.11
	Other operating expenditure	128 000.00	115 350.42	100 405.37
	Total operating expenditure	4 330 000.00	3 800 684.87	3 973 714.63
4.5	Financial expenses	315 000.00	776 879.74	1 072 562.88
4.6	Depreciation of tangible assets			
	Hardware and software	385 000.00	414 634.06	395 895.71
	Real estate/office equipment	405 000.00	515 032.44	510 503.74
	Infrastructure for presentations	311 000.00	387 760.75	322 120.84
	Infrastructure Swissair additional appropriations (acquisition value)	85 000.00	24 676.43	191 909.15
	Total depreciation on tangible assets	1 186 000.00	1 342 103.68	1 420 429.44
Total operating expenses		71 382 000.00	68 195 172.35	65 801 322.27
Extraordinary and non-operating expenses				
4.7	Extraordinary expenses	0.00	0.00	0.00
4.8	Non-operating expenses	0.00	0.00	3 501.99
4.9	Expenses third party financial assets	650 000.00	0.00	1 942 644.12
4.10	Expenses third party real estate	1 050 000.00	926 555.83	1 015 277.72
Total extraordinary and non-operating expenses		1 700 000.00	926 555.83	2 961 423.83
4.11	Excess of revenue	0.00	0.00	11 298.58
Total expenses		73 082 000.00	69 121 728.18	68 774 044.68