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Profit and Loss Account 2005.

3 Income	Budget 2005 CHF	Account 2005 CHF	Account 2004 CHF
Operating income			
3.1 Members' contributions			
Swiss Confederation	46 000 000.00	46 186 203.30	44 884 787.92
Swiss Federal Railways	200 000.00	200 000.00	200 000.00
hotelleriesuisse (SHA)	100 000.00	100 000.00	100 000.00
GastroSuisse	100 000.00	100 000.00	100 000.00
Switzerland Tourism Council	796 000.00	833 550.00	795 500.00
Swiss associations (cantons, communities, other tourism contributors, commerce interests, firms, organizations)	1 328 000.00	1 132 110.00	1 117 910.00
Voluntary contributions	0.00	6 335.00	7 135.00
Total members' contributions	48 524 000.00	48 558 198.30	47 205 332.92
3.2 Miscellaneous income	10 000.00	46 975.55	86 782.65
3.3 Financial income	22 000.00	53 884.52	420 838.66
Total operating income	48 556 000.00	48 659 058.37	47 712 954.23
Income from marketing			
3.4 Sponsorship marketing	3 637 000.00	3 129 561.09	3 754 124.41
3.5 Other income from marketing			
Promotion	12 840 000.00	10 739 560.14	18 885 404.03
KAM (Key Account Management)	5 523 000.00	7 882 968.38	
KMM (Key Media Management)	162 000.00	182 388.62	
E-Marketing	2 156 000.00	1 925 484.00	
Total other income from marketing	20 681 000.00	20 730 401.14	18 885 404.03
Total marketing income	24 318 000.00	23 859 962.23	22 639 528.44
Extraordinary and third party income			
3.6 Third party income	48 000.00	53 630.24	43 477.40
3.7 Income financial investments	0.00	17 500.00	0.00
3.8 Third party income real estate	1 300 000.00	964 648.87	1 360 475.50
Total extraordinary and third party income	1 348 000.00	1 035 779.11	1 403 952.90
3.9 Excess of expenditure	0.00	30 076.24	151 071.36
Total income	74 222 000.00	73 584 875.95	71 907 506.93

Profit and Loss Account 2005.

4 Expenses	Budget 2005 CHF	Account 2005 CHF	Account 2004 CHF
Marketing expenses			
4.1 Expenses from marketing			
Promotion	26 698 000.00	25 832 283.06	45 202 574.65
KAM (Key Account Management)	12 326 000.00	11 991 483.51	
KMM (Key Media Management)	2 375 000.00	3 576 323.16	
E-Marketing	6 500 000.00	6 783 198.36	
Total marketing expenses	47 899 000.00	48 183 288.09	45 202 574.65
Operating expenses			
4.2 Personnel expenses			
Salaries	16 916 000.00	16 994 360.50	16 530 831.71
Social security	3 249 000.00	2 673 963.32	2 690 261.54
Personnel expenses charged to third parties	-846 000.00	-935 960.89	-788 339.62
Total personnel expenses	19 319 000.00	18 732 362.93	18 432 753.63
4.3 Secondary personnel costs			
Staff training and continuing education	295 000.00	109 192.72	303 999.80
Transfers and staff recruiting	250 000.00	289 206.06	278 237.87
Vacation/overtime not yet compensated (provisions)	0.00	96 420.00	45 024.00
Travel and representation expenses	355 000.00	302 046.58	292 073.42
Other personnel expenses	334 000.00	243 691.49	299 752.95
Total secondary personnel costs	1 234 000.00	1 040 556.85	1 219 088.04
4.4 Other operating expenditure			
Premises	2 374 000.00	2 329 746.35	2 177 910.81
Administration	1 429 000.00	1 455 860.21	1 391 546.06
Public bodies	175 000.00	193 358.15	217 442.97
Other operating expenditure	107 000.00	95 904.96	94 671.63
Operating expenses charged to third parties	-266 000.00	-235 728.33	-228 763.31
Total other operating expenditure	3 819 000.00	3 839 141.34	3 652 808.16
4.5 Miscellaneous expenses incl. bad debt	5 000.00	-87 577.28	282 113.30
4.6 Financial expenses	205 000.00	83 078.62	862 705.38
4.7 Depreciation on tangible assets			
Hardware and software	441 000.00	463 250.26	610 764.80
Real estate/office equipment	300 000.00	265 217.23	298 753.48
Infrastructure Swissair additional appropriations (acquisition value)	0.00	2 200.00	2 426.42
Total depreciation on tangible assets	741 000.00	730 667.49	911 944.70
Total operating expenses	25 323 000.00	24 338 229.95	25 361 413.21
Extraordinary and non-operating expenses			
4.8 Expenses third party real estate	1 000 000.00	1 063 357.91	1 343 519.07
Total extraordinary and non-operating expenses	1 000 000.00	1 063 357.91	1 343 519.07
Total expenses	74 222 000.00	73 584 875.95	71 907 506.93