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Profit and Loss Account 1999.

3	Income	Budget 1999 CHF	Profit and Loss Account 1999 CHF	*Profit and Loss Account 1998 CHF
Operating income				
3.1	Members' contributions			
	Swiss Confederation	34 515 000.00	33 479 550.00	34 027 500.00
	Swiss Federal Railways	950 000.00	960 000.00	960 000.00
	Swisscom	750 000.00	750 000.00	750 000.00
	The Post Office	500 000.00	50 000.00	450 000.00
	Swiss Hoteliers Association	200 000.00	200 000.00	200 000.00
	Swiss Road Transport Association	200 000.00	200 000.00	200 000.00
	Swissair	90 000.00	90 000.00	90 000.00
	Swiss associations, cantons, communities, other tourism contributors	1 378 500.00	1 397 910.00	1 396 610.00
	Voluntary contributions	11 000.00	10 735.00	10 575.00
	Total members' contributions	38 594 500.00	37 138 195.00	38 084 685.00
3.2	Income arising from marketing	12 185 000.00	12 863 151.52	10 424 424.10
3.3	Miscellaneous income	32 000.00	412 397.32	403 074.44
3.4	Income arising from operating costs charged to third parties	147 400.00	531 599.13	360 988.87
3.5	Financial income	22 700.00	1 034 163.36	128 940.45
	Income arising from investments	0.00	0.00	5 694 101.95
	Total operating income	50 981 600.00	51 979 506.33	55 096 214.81
Extraordinary and third party income				
3.6	Extraordinary income	0.00	0.00	0.00
3.7	Third party income	0.00	860 522.18	1 933 774.20
3.8	Third party income financial assets	0.00	22 300 422.25	0.00
3.9	Third party income real estate	961 000.00	1 161 793.12	0.00
	Total extraordinary and third party income	961 000.00	24 322 737.55	1 933 774.20
	Total income	51 942 600.00	76 302 243.88	57 029 989.01

*In the year under review a SAP system was introduced and the chart of accounts was brought in line with the new Switzerland Tourism guidelines. As a result of this the 1999 annual account has been set out in the new format. The figures for the previous year correspond to the financial statements in the 1998 company report. A so-called restatement (restructuring, regrouping) of the figures from the prior year was dispensed with meaning that a comparison of the prior year is not given in all sections.

Profit and Loss Account 1999.

4	Expenses	Budget 1999 CHF	Profit and Loss Account 1999 CHF	*Profit and Loss Account 1998 CHF
Operating expenses				
4.1	Expenses arising from marketing	28 445 000.00	40 596 524.04	25 588 379.75
4.2	Miscellaneous expenses incl. bad debt	0.00	13 382.50	0.00
4.3	Personnel expenses			
	Salaries	13 498 400.00	13 529 604.14	14 470 275.28
	Social security	1 870 200.00	1 811 141.88	2 304 373.60
	Staff training and continuation of studies	300 000.00	263 735.26	417 006.51
	Transfers and staff requirements	250 000.00	711 074.74	202 938.10
	Vacation/overtime not yet compensated	0.00	0.00	74 100.00
	Travel and representation expenses	230 000.00	228 453.61	0.00
	Other personnel expenses	20 000.00	47 423.00	0.00
	Compensation for the board of directors	0.00	0.00	82 953.43
	Total personnel expenses	16 168 600.00	16 591 432.63	17 551 646.92
	Optimization expenses	0.00	0.00	1 663 718.35
4.4	Other operating expenditure			
	Premises	2 560 600.00	3 246 377.92	3 432 206.65
	Administration	1 433 400.00	1 430 049.97	1 818 966.78
	Public bodies	210 000.00	193 436.63	79 317.91
	Other operating expenditure	80 000.00	99 235.78	0.00
	Total operating expenditure	4 284 000.00	4 969 100.30	5 330 491.34
4.5	Financial expenses	260 000.00	872 534.06	190 066.80
	Expenditure from fixed assets	0.00	0.00	748 482.00
4.6	Depreciation on tangible assets			
	Hardware and software	735 000.00	658 315.23	631 390.86
	Real estate/office equipment	395 000.00	624 962.41	818 955.64
	Infrastructure for presentations	250 000.00	1.00	510 325.92
	Office equipment	0.00	0.00	29 238.69
	Total depreciation on tangible assets	1 380 000.00	1 283 278.64	1 989 911.11
	Total operating expenses	50 537 600.00	64 326 252.17	53 062 696.27
Extraordinary and non-operating expenses				
4.7	Extraordinary expenses	300 000.00	7 028 847.59	3 500 000.00
4.8	Non-operating expenses	0.00	224 859.32	292 368.10
4.9	Expenses third party financial assets	185 000.00	3 757 424.34	0.00
4.10	Expenses third party real estate	920 000.00	918 659.98	0.00
	Total extraordinary and non-operating expenses	1 405 000.00	11 929 791.23	3 792 368.10
4.11	Excess of revenue	0.00	46 200.48	174 924.64
	Total expenses	51 942 600.00	76 302 243.88	57 029 989.01