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# Profit and Loss Account 2001.

| 3                                           | Income                                                                  | Budget<br>2001<br>CHF | Profit and Loss<br>Account 2001<br>CHF | Profit and Loss<br>Account 2000<br>CHF |
|---------------------------------------------|-------------------------------------------------------------------------|-----------------------|----------------------------------------|----------------------------------------|
| <b>Operating income</b>                     |                                                                         |                       |                                        |                                        |
| 3.1                                         | Members' contributions                                                  |                       |                                        |                                        |
|                                             | Swiss Confederation                                                     | 35 000 000.00         | 35 000 000.00                          | 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             | 80 000.00                              | 50 000.00                              |
|                                             | Swiss Hotel Association                                                 | 200 000.00            | 200 000.00                             | 200 000.00                             |
|                                             | Swiss Road Transport Association                                        | 200 000.00            | 200 000.00                             | 200 000.00                             |
|                                             | Crossair/Swissair                                                       | 90 000.00             | 250 000.00                             | 90 000.00                              |
|                                             | Swiss Dairy Food                                                        | 200 000.00            | 200 000.00                             | 200 000.00                             |
|                                             | Swiss associations,<br>Cantons, communities, other tourism contributors | 2 187 000.00          | 1 622 810.00                           | 1 357 510.00                           |
|                                             | Voluntary contributions                                                 | 10 000.00             | 9 535.00                               | 9 635.00                               |
|                                             | <b>Total members' contributions</b>                                     | <b>38 417 000.00</b>  | <b>38 012 345.00</b>                   | <b>37 557 145.00</b>                   |
| 3.2                                         | Income arising from marketing                                           | 20 294 000.00         | 21 044 020.85                          | 13 222 704.75                          |
| 3.3                                         | Miscellaneous income                                                    | 125 000.00            | 176 174.11                             | 248 616.07                             |
| 3.4                                         | Income arising from operating costs<br>charged to third parties         | 404 000.00            | 534 935.81                             | 602 690.18                             |
| 3.5                                         | Financial income                                                        | 24 000.00             | 878 253.12                             | 630 693.14                             |
|                                             | <b>Total operating income</b>                                           | <b>59 264 000.00</b>  | <b>60 645 728.89</b>                   | <b>52 261 849.14</b>                   |
| <b>Extraordinary and third party income</b> |                                                                         |                       |                                        |                                        |
| 3.6                                         | Third party income                                                      | 463 000.00            | 1 217 780.02                           | 512 343.57                             |
| 3.7                                         | Third party income financial assets                                     | 700 000.00            | 436 463.55                             | 1 574 590.13                           |
| 3.8                                         | Third party income real estate                                          | 1 200 000.00          | 1 124 343.64                           | 1 130 510.48                           |
|                                             | <b>Total extraordinary and<br/>third party income</b>                   | <b>2 363 000.00</b>   | <b>2 778 587.21</b>                    | <b>3 217 444.18</b>                    |
|                                             | <b>Total income</b>                                                     | <b>61 627 000.00</b>  | <b>63 424 316.10</b>                   | <b>55 479 293.32</b>                   |

# Profit and Loss Account 2001.

| 4                                               | Expenses                                              | Budget<br>2001<br>CHF | Profit and Loss<br>Account 2001<br>CHF | Profit and Loss<br>Account 2000<br>CHF |
|-------------------------------------------------|-------------------------------------------------------|-----------------------|----------------------------------------|----------------------------------------|
| <b>Operating expense</b>                        |                                                       |                       |                                        |                                        |
| 4.1                                             | Expenses arising from marketing                       | 36 510 000.00         | 36 595 077.33                          | 30 544 609.67                          |
| 4.2                                             | Miscellaneous expenses incl. bad debt                 | 5 000.00              | 10 532.86                              | 63 812.29                              |
| 4.3                                             | Personnel expenses                                    |                       |                                        |                                        |
|                                                 | Salaries                                              | 15 373 000.00         | 14 805 640.25                          | 14 412 058.28                          |
|                                                 | Social security                                       | 2 224 000.00          | 2 281 971.64                           | 2 171 081.96                           |
|                                                 | Staff training and continuation of studies            | 300 000.00            | 94 308.42                              | 132 880.48                             |
|                                                 | Transfers and staff requirements                      | 303 000.00            | 346 418.69                             | 375 967.03                             |
|                                                 | Vacation/overtime not yet compensated                 | 70 000.00             | 31 610.00                              | 39 300.00                              |
|                                                 | Travel and representation expenses                    | 214 600.00            | 351 453.71                             | 374 458.79                             |
|                                                 | Other personnel expenses                              | 142 400.00            | 87 720.07                              | 52 610.35                              |
|                                                 | <b>Total personnel expenses</b>                       | <b>18 627 000.00</b>  | <b>17 999 122.78</b>                   | <b>17 558 356.89</b>                   |
| 4.4                                             | Other operating expenditure                           |                       |                                        |                                        |
|                                                 | Premises                                              | 2 479 000.00          | 2 224 354.77                           | 2 333 509.62                           |
|                                                 | Administration                                        | 1 587 000.00          | 1 249 498.93                           | 1 379 849.05                           |
|                                                 | Public bodies                                         | 175 000.00            | 175 758.11                             | 182 602.23                             |
|                                                 | Other operating expenditure                           | 128 000.00            | 95 554.51                              | 129 936.14                             |
|                                                 | <b>Total operating expenditure</b>                    | <b>4 369 000.00</b>   | <b>3 745 166.32</b>                    | <b>4 025 897.04</b>                    |
| 4.5                                             | Financial expenses                                    | 315 000.00            | 869 651.65                             | 744 571.66                             |
| 4.6                                             | Depreciation on tangible assets                       |                       |                                        |                                        |
|                                                 | Hardware and software                                 | 400 000.00            | 509 582.72                             | 626 790.22                             |
|                                                 | Real estate/office equipment                          | 437 000.00            | 654 694.29                             | 657 825.47                             |
|                                                 | Infrastructure for presentations                      | 0.00                  | 0.00                                   | 0.00                                   |
|                                                 | <b>Total depreciation on tangible assets</b>          | <b>837 000.00</b>     | <b>1 164 277.01</b>                    | <b>1 284 615.69</b>                    |
|                                                 | <b>Total operating expenses</b>                       | <b>60 663 000.00</b>  | <b>60 383 827.95</b>                   | <b>54 221 863.24</b>                   |
| <b>Extraordinary and non-operating expenses</b> |                                                       |                       |                                        |                                        |
| 4.7                                             | Extraordinary expenses                                | 0.00                  | 0.00                                   | 0.00                                   |
| 4.8                                             | Non-operating expenses                                | 0.00                  | 7 024.76                               | 27 705.36                              |
| 4.9                                             | Expenses third party financial assets                 | 64 000.00             | 2 123 110.62                           | 246 236.91                             |
| 4.10                                            | Expenses third party real estate                      | 900 000.00            | 908 434.14                             | 956 849.63                             |
|                                                 | <b>Total extraordinary and non-operating expenses</b> | <b>964 000.00</b>     | <b>3 038 569.52</b>                    | <b>1 230 791.90</b>                    |
| 4.11                                            | Excess of revenue                                     | 0.00                  | 1 918.63                               | 26 638.18                              |
|                                                 | <b>Total expenses</b>                                 | <b>61 627 000.00</b>  | <b>63 424 316.10</b>                   | <b>55 479 293.32</b>                   |