

Segment Information

Asia Pacific

	Year Ended December 31,	
	2019	2018
	(In thousands)	
Revenues	\$ 6,490	\$ 7,859
(Loss) from operations	\$ (7,488)	\$ (6,322)
(Loss) from operations as a % of revenues	(115)%	(80)%

Asia Pacific net revenues decreased \$1.4 million in 2019 compared to 2018 (see “Revenues” above). Asia Pacific expenses decreased \$203,000 from 2018 to 2019. This decrease was primarily due to a \$503,000 decrease of salary expense, offset partially by a \$303,000 increase in member acquisition costs.

Foreign currency movements relative to the U.S. dollar negatively impacted our local currency loss from our operations in Asia Pacific by approximately \$136,000 for 2019. Foreign currency movements relative to the U.S. dollar positively impacted our local currency loss from our operations in Asia Pacific by approximately \$127,000 for 2018.

Europe

	Year Ended December 31,	
	2019	2018
	(In thousands)	
Revenues	\$ 36,898	\$ 36,149
Income from operations	\$ 4,461	\$ 4,973
Income from operations as a % of revenues	12%	14%

Europe net revenues increased \$749,000 in 2019 compared to 2018 (see “Revenues” above). Europe expenses increased \$1.3 million from 2018 to 2019 primarily due to increased marketing costs.

Foreign currency movements relative to the U.S. dollar negatively impacted our local currency income from our operations in Europe by approximately \$207,000 and \$181,000 for 2019 and 2018, respectively.

North America

	Year Ended December 31,	
	2019	2018
	(In thousands)	
Revenues	\$ 68,024	\$ 67,314
Income from operations	\$ 12,491	\$ 9,587
Income from operations as a % of revenues	18%	14%

North America net revenues increased \$710,000 in 2019 compared to 2018 (see “Revenues” above). North America expenses decreased \$2.2 million from 2018 to 2019 primarily due to a \$1.7 million decrease in salary and employee related expenses, \$742,000 decrease in professional service expenses, a \$584,000 decrease in customer service costs and a \$498,000 decrease in trade and brand marketing expenses, offset partially by a \$1.2 million increase in member acquisition costs.