

## **STRATA Skin Sciences Announces Exclusive Distribution Partnership with EKPAC Healthcare to Reestablish XTRAC® Leadership in China**

### **Strategic Partnership Marks a Transformational Reset for XTRAC® in One of the World's Largest Dermatology Markets**

Horsham, Pa., June 25, 2026 —STRATA Skin Sciences, Inc. (“STRATA”), a medical technology company in dermatology dedicated to developing, commercializing, and marketing innovative products for the treatment of dermatologic conditions, today announced the appointment of EKPAC Healthcare (“EKPAC”) with its subsidiary Ekpac Healthcare (Shanghai) Medical Devices, Co.as its exclusive distribution partner for the People’s Republic of China.

This partnership represents a strategic milestone for STRATA, designed to reestablish the XTRAC® excimer laser as the premium standard for precision phototherapy in China and to unlock long-term, sustainable growth in one of the largest and most underpenetrated dermatology markets globally.

#### **Contract Highlights**

- Establishes EKPAC as the exclusive distributor of XTRAC® systems, parts, and service in China
- Positions XTRAC® as a premium clinical solution, differentiated from commoditized “308nm” alternatives
- Targets re-expansion of installed base through disciplined capital sales and strategic placements
- Leverages EKPAC’s deep clinical networks and national coverage across more than 25 provinces in China
- Introduces a phased growth model, with initial sales aligned to Strata’s many years of distributor sales experience in the China market and scaling to long-term expansion targets

#### **Strategic Rationale**

China represents a significant growth opportunity, with Atopic Dermatitis, Psoriasis, Alopecia Areata, and Vitiligo collectively affecting approximately 35 million patients, highlighting a massive combined autoimmune and inflammatory dermatological burden nationwide.

Epidemiologically, this collective prevalence is shifting significantly. Driven by rapid urbanization, changing environmental exposures, and expanding diagnostic access across tier-1 and tier-2 municipal clusters, the documented burden of these conditions is steadily climbing.

While Atopic Dermatitis dominates pediatric age groups and serves as an entry point for wider systemic allergies, conditions like psoriasis show a distinct upward trajectory in adults over 50, showcasing how diverse age cohorts experience these chronic, life-altering skin diseases.

With XTRAC being clinically proven to offer a solution as a mono- and adjunct therapy to traditional Chinese medicine as well as the most recent Biologic and JAK inhibitor pharmaceutical solutions.

With merely 300 XTRAC devices sold in China, adoption of advanced excimer laser technology remains limited, creating a substantial opportunity for market leadership.

This partnership is designed to position and reinforce the XTRAC® as the most studied excimer laser delivering superior clinical outcomes with precise disease coverage.

### **Management Commentary**

“This partnership with EKPAC represents a pivotal step in STRATA’s global strategy,” said Dr. Dolev Rafaeli, President and Chief Executive Officer of STRATA. “China is a critical market for dermatology innovation, and we believe this collaboration will allow us to reestablish XTRAC as the gold standard for targeted phototherapy. EKPAC brings the operational discipline, clinical relationships, and strategic vision required to execute this transformation.”

Alvin Chan President at EKPAC and Julie Xue Healthcare General Manager added: “We are honored to partner with STRATA at this important inflection point. Our objective is not simply to distribute a product, but to redefine the clinical positioning of XTRAC in China—focusing on outcomes, precision, and long-term value for both physicians and patients.”

### **Execution Strategy**

EKPAC will implement a comprehensive market expansion strategy, including:

- Establishment of a dedicated XTRAC business unit with focused sales, clinical, and technical support resources
- Deployment of targeted academic and key opinion leader engagement programs
- Development of patient and physician education initiatives
- Prioritization of service excellence and installed base stabilization

Dr. Rafaeli further noted “It has come to Strata’s attention that unauthorized companies have falsely claimed to be authorized by Strata to provide service for XTRAC systems. We are urging customers to use caution and note that the only authorized provider of maintenance, repair, parts, and clinical and marketing support services in China is EKPAC”.

### **About EKPAC Healthcare**

EKPAC Healthcare is a well-established medical device distributor with over 110 years of history and extensive operational experience in China. The company maintains a nationwide presence across major healthcare regions and supports a broad network of dermatology institutions.

**About STRATA Skin Sciences, Inc.**

STRATA Skin Sciences is a medical technology company in dermatology dedicated to developing, commercializing, and marketing innovative products for the treatment of dermatologic conditions. Its products include the XTRAC® 308 nm excimer laser, VTRAC® lamp systems and the TheraClear® X Acne Treatment System.

**Safe Harbor**

This press release includes “forward-looking statements” within the meaning of the Securities Litigation Reform Act of 1995. These statements involve known and unknown risks and uncertainties that may cause actual results to differ materially from those expressed or implied by such statements. STRATA Skin Sciences undertakes no obligation to publicly update or revise any forward-looking statements.

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美国巅峰皮肤科学与香港维昌医疗达成独家经销合作，重塑 XTRAC®设备在中国市场的领先地位

本次战略合作将推动 XTRAC®在全球核心皮肤科市场完成格局重塑

宾夕法尼亚州霍舍姆市，2026年6月25日讯——专注皮肤科创新器械研发、商业化落地与市场推广的医疗科技企业，巅峰皮肤科学公司(STRATA Skin Sciences)（下称“巅峰”）今日宣布，正式委任香港维昌医疗（EKPAC Healthcare）（下称“维昌”）及其全资子公司维昌康健（上海）医疗器械有限公司，为其中华人民共和国独家经销商。

本次合作是巅峰发展进程中的关键战略里程碑，旨在重塑 XTRAC®准分子激光设备在中国精准光疗领域的标杆地位，挖掘全球规模最大、市场渗透率仍处低位的皮肤科蓝海市场，实现长期可持续业务增长。

### 合作核心条款

- 授予维昌医疗在中国境内独家经销权，涵盖 XTRAC®整机、配套零配件及全系售后服务
- 打造 XTRAC®高端临床定位，区别于市面同质化普通 308nm 光疗设备
- 通过精细化设备投放、精准医疗机构布局，持续扩充设备装机存量
- 依托维昌覆盖全国 25 个以上省份的完善渠道与深厚临床专家资源
- 采用分阶段增长运营模式：初期销售规划贴合巅峰多年中国经销实操经验，稳步达成长期市场扩张目标

### 战略合作底层逻辑

中国皮肤病市场蕴藏巨大增长空间：特应性皮炎、银屑病、斑秃、白癜风四类自身免疫性皮炎皮肤病患者总量约 3500 万，国内相关诊疗需求体量庞大。

从流行病学数据来看，上述皮肤病发病率正持续攀升。城镇化提速、生活环境变化、一二线城市诊疗普及度提升，让确诊就诊患者数量逐年上涨。

其中特应性皮炎高发于儿童群体，也是诱发全身性过敏的源头病症；50岁以上成年人群银屑病发病率呈明显上升趋势，不同年龄层均受各类慢性、严重影响生活质量的皮肤顽疾困扰。

临床验证证实，XTRAC®既可单独开展治疗，也可联合中医、新型生物制剂、JAK 抑制剂等主流药物实现联合诊疗，适配多元临床方案。

目前国内 XTRAC®装机总量仅 300 台，高端准分子激光设备市场普及率偏低，品牌具备抢占行业龙头地位的巨大机遇。

本次合作将进一步夯实 XTRAC®精准光疗设备的核心优势，打造临床研究数据最充分、疗效表现领先的准分子激光产品。

### **企业管理层致辞**

巅峰总裁兼首席执行官多莱夫·拉斐利博士表示：“与维昌医疗的合作，是巅峰全球战略布局的关键一步。中国是皮肤科创新器械的核心市场，我们坚信本次携手能够重新确立 XTRAC®靶向光疗的行业黄金标准。维昌成熟的运营体系、深厚临床人脉与长远战略视野，将保障本次市场升级规划落地执行。”

香港维昌医疗主席陈大枝先生（Alvin Chan）、医疗事业部总经理薛彧（Julie Xue）补充道：“能在行业发展关键拐点与巅峰达成深度合作，我们倍感荣幸。我们的目标不只是单纯销售设备，而是重新定义 XTRAC®在中国的临床价值定位，围绕优异疗效、精准诊疗两大核心，为临床医师与广大患者创造长期医疗价值。”

## 落地执行规划

维昌医疗将落地一套全方位市场拓展方案，核心举措包含：

- 成立独立 XTRAC® 专项事业部，配置专属销售、临床培训与技术售后团队
- 开展定向学术推广，搭建全国皮肤科权威专家（KOL）深度合作体系
- 面向医生与患者搭建系统化科普教育项目
- 以极致售后服务为核心，稳定现有装机设备运维体系

拉斐利博士特别提示：“巅峰注意到市场存在无资质企业谎称获得官方授权，私自提供 XTRAC® 设备维保服务。在此提醒广大合作机构与客户提高警惕，中国大陆地区唯一获得官方授权，可提供设备维修、配件供应、临床支持及市场配套服务的合作方仅维昌医疗。”

## 香港维昌医疗企业简介

香港维昌医疗是深耕中国市场超 110 年的老牌医疗器械经销企业，业务网络覆盖全国核心医疗区域，合作覆盖海量皮肤科专业医疗机构，具备成熟本土化运营经验。

## 巅峰皮肤科学公司简介

巅峰皮肤科学是专注皮肤科赛道的医疗科技企业，专注皮肤病创新诊疗设备研发、商业化运营与全球推广。旗下核心产品包含 XTRAC® 308nm 准分子激光系统、VTRAC® 紫外光疗设备、TheraClear® X 痤疮治疗系统。

## 前瞻性声明免责条款

本新闻稿包含《1995 年证券诉讼改革法案》定义下的前瞻性陈述。相关内容存在各类风险与不确定性，实际经营成果可能与文中预期存在显著差异。

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