UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

FORM 8-K

Current Report Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

Date of Report (Date of Earliest Event Reported): January 10, 2022

STRATA Skin Sciences, Inc. (Exact Name of Registrant as Specified in Its Charter)

000-51481 (Commission File Number)

Delaware (State or Other Jurisdiction of Incorporation) 13-3986004

(I.R.S. Employer Identification No.)

5 Walnut Grove Drive, Suite 140 Horsham, Pennsylvania 19044

(Address of principal executive offices, including zip code)

(215) 619-3200

(Registrant's telephone number, including area code)

NOT APPLICABLE

(Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:							
Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425) Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12) Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b)) Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))							
Securities registered pursuant to Section 12(b) of the Act:							
Trading Symbol(s)	Name of each exchange on which registered						
SSKN	The NASDAQ Stock Market LLC						
any as defined in Rule 405 of the	e Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of						
Emerging growth company \square							
is elected not to use the extended act. \square	transition period for complying with any new or revised financial						
	the Exchange Act (17 CFR 240.14a-12) the Exchange Act (17 CFR 240.14a-12) the Exchange Act (17 CFR 240.14a-12) Trading Symbol(s) SSKN any as defined in Rule 405 of the						

Item 2.02. Results of Operations and Financial Condition.

On January 10, 2022, STRATA Skin Sciences, Inc. (the "Company") issued a press release announcing preliminary, unaudited results of operations for the fourth fiscal quarter of 2021. The full text of such press release is furnished as Exhibit 99.1 to this report.

The information set forth under this Item 2.02, including Exhibit 99.1, is being furnished and shall not be deemed "filed" for the purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), or otherwise subject to the liabilities of such section, nor shall such information be deemed incorporated by reference in any filing under the Securities Act of 1933, as amended, or the Exchange Act, except as shall be expressly set forth by specific reference in any such filing.

Item 7.01. Regulation FD Disclosure.

On January 10, 2022, STRATA Skin Sciences, Inc. (the "Company") issued a press release announcing its preliminary unaudited results of operations for the fourth fiscal quarter of 2021. The full text of such press release is furnished as Exhibit 99.1 to this report.

On January 10, 2022, Strata Skin Sciences (the "Company") posted an investor presentation to its website at https://strataskinsciencesinc.gcs-web.com/. A copy of the investor presentation is attached as Exhibit 99.2 to this Current Report on Form 8-K.

The information in this Current Report on Form 8-K, including Exhibit 99.1 attached hereto, is being furnished and shall not be deemed "filed" for the purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), or otherwise subject to the liabilities of that Section, nor shall it be deemed subject to the requirements of amended Item 10 of Regulation S-K, nor shall it be deemed incorporated by reference into any filing of the Company under the Securities Act of 1933, as amended, or the Exchange Act, whether made before or after the date hereof, regardless of any general incorporation language in such filing. The furnishing of this information hereby shall not be deemed an admission as to the materiality of any such information.

Item 9.01. Financial Statements and Exhibits.

(d) Exhibits.

The following press release is furnished as an exhibit to this Current Report on Form 8-K pursuant to Item 2.02 and shall not be deemed to be "filed":

Exhibit No.	Exhibit Description
99.1	Press Release dated January 10, 2022 issued by STRATA Skin Sciences, Inc.
99.2	Strata Skin Sciences Investor Presentation dated January 10, 2022
104	Cover Page Interactive Data File (embedded within the Inline XBRL document).

SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

STRATA SKIN SCIENCES, INC.

Date: January 10, 2022

By: /s/ Christopher Lesovitz
Christopher Lesovitz
Chief Financial Officer

STRATA Skin Sciences Announces Preliminary Fourth Quarter and Full Year 2021 Financial Results

Horsham, Pa, January 10, 2022 — STRATA Skin Sciences, Inc. (NASDAQ: SSKN), a medical technology company dedicated to developing, commercializing and marketing innovative products for the treatment of dermatologic conditions, today reported preliminary, unaudited fourth quarter 2021 financial results.

Fourth Quarter and Full Year 2021 Financial Highlights

- Preliminary, unaudited total revenue is expected to range from \$8.8 million to \$9.2 million, compared to \$6.7 million in the fourth quarter of 2020
- Preliminary, unaudited total revenue for the full year 2021 is expected to range from \$29.7 million to \$30.1 million, compared to \$23.1 million for the full year 2020
- Cash and cash equivalents, including restricted cash was \$12.5 million as of December 31, 2021, as compared to \$18.1 million as of December 31, 2020

Fourth Quarter 2021 Operational Highlights

- Placed 34 domestic XTRAC systems, resulting in net systems placed in U.S. dermatologists' offices of 890, of which 18 are comebacks from previous excimer device owners.
- Increased international partner XTRAC clinics to 54, up from 28 in 2020 and 10 in 2019
- Converted 17 Pharos systems acquired from Ra Medical's U.S. dermatology business to STRATA's recurring revenue model
- · Hired Christopher Lesovitz as CFO

"We were pleased with the strong results our team delivered through the fourth quarter of 2021, which were bolstered by favorable year-end insurance claims and strong commercial execution by the entire STRATA team. Despite headwinds from the Delta and Omicron variants, STRATA continued to make meaningful progress on our strategic initiatives, which were reflected in the quality of our preliminary financial results," said Robert Moccia, President & CEO of STRATA Skin Sciences. "Subsequent to year end, we were also delighted to complete the acquisition of Theravant Corporation's acne treatment device assets, enabling us to enter the \$5.5 billion U.S. acne care market. The acquisition represents STRATA's second strategic asset purchase in six months, both of which were executed under new leadership and further establish STRATA's position as the global leader of clinical dermatology devices," concluded Moccia.

The preliminary unaudited results described in this press release are estimates and are subject to revision until the company reports its full financial results for the year ended December 2021, which is anticipated in mid-March.

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 in-office treatment of dermatologic conditions. Its products include the XTRAC® and Pharos® excimer lasers and VTRAC® lamp systems utilized in the treatment of psoriasis, vitiligo and various other skin conditions.

The Company's proprietary XTRAC and recently acquired Pharos excimer lasers deliver a highly targeted therapeutic beam of UVB light to treat psoriasis, vitiligo, eczema, atopic dermatitis and leukoderma, diseases which impact over 31 million patients in the United States alone. The technology is covered by multiple patients.

STRATA's unique business model in the U.S. leverages targeted Direct to Consumer (DTC) advertising to generate awareness and utilizes its in-house call center and insurance advocacy teams to increase volume for the Company's partner dermatology clinics.

Safe Harbor

This press release includes "forward-looking statements" within the meaning of the Securities Litigation Reform Act of 1995. These statements include but are not limited to the Company's plans, objectives, expectations and intentions and may contain words such as "will," "may," "seeks," and "expects," that suggest future events or trends. These statements, the Company's ability to launch and sell an acne treatment device and to integrate that device into its product offerings, the Company's ability to develop, launch and sell products to be developed in the future, the Company's ability to develop social media marketing campaigns, and the Company's ability to build a leading franchise in dermatology and aesthetics, are based on the Company's current expectations and are inherently subject to significant uncertainties and changes in circumstances. Actual results may differ materially from the Company's expectations due to financial, economic, business, competitive, market, regulatory, adverse market conditions or supply chain interruptions resulting from the coronavirus and political factors or conditions affecting the Company and the medical device industry in general, future responses to and effects of COVID-19 pandemic and its variants including the distribution and effectiveness of the COVID-19 vaccines, as well as more specific risks and uncertainties set forth in the Company's SEC reports on Forms 10-Q and 10-K. Given such uncertainties, any or all these forward-looking statements may prove to be incorrect or unreliable. The statements in this press release are made as of the date of this press release, even if subsequently made available by the Company on its website or otherwise. The Company does not undertake any obligation to update or revise these statements to reflect events or circumstances occurring after the date of this press release. The Company urges investors to carefully review its SEC disclosures available at www.sec.gov_and www.stratskinsciences.com.

Investor Contact Jack Droogan (203) 585-4140 ir@strataskin.com



Safe Harbor Statement

This presentation includes "forward-looking statements" within the meaning of the Securities Litigation Reform Act of 1995. These statements include but are not limited to the Company's plans, objectives, expectations and intentions and may contain words such as "will," "may," "seeks," and "expects," that suggest future events or trends. These statements, the Company's ability to migrate customers from the Pharos system to XTRAC® and to execute new service agreements to at least portions of the Pharos user base, to generate the growth in its core business, including transitioning capital equipment purchasers into recurring revenue users, to integrate the Pharos service business into the Company's field service offering, the Company's ability to develop social media marketing campaigns, and the Company's ability to build a leading franchise in dermatology, are based on the Company's current expectations and are inherently subject to significant uncertainties and changes in circumstances. Actual results may differ materially from the Company's expectations due to financial, economic, business, competitive, market, regulatory, adverse market conditions or supply chain interruptions resulting from the coronavirus and political factors or conditions affecting the Company and the medical device industry in general, future responses to and effects of the COVID-19 pandemic and its variants including the distribution and effectiveness of the COVID-19 vaccines, as well as more specific risks and uncertainties set forth in the Company's SEC reports on Forms 10-Q and 10-K. Given such uncertainties, any or all these forward-looking statements may prove to be incorrect or unreliable. The statements in this presentation are made as of the date of this presentation, even if subsequently made available by the Company on its website or otherwise. The Company does not undertake any obligation to update or revise these statements to reflect events or circumstances occurring after the date of this presentation. The Company urges investors to carefully review its SEC disclosures available at www.sec.gov and www.strataskinsciences.com.





Addressing large markets for chronic skin diseases with differentiated laser-based treatments

Customer base of ~1K partner practices and growing

Expanding international presence in key markets

Recurring revenue model drives repeat and sustainable revenues

Sales driven by expanding device usage & new partner practices

Recent product acquisition opening significant growth opportunity



Source: 1 Market Data Forecast Report 2021, Fortune Business Insights 2018, 2019

Positioned for Growth Acceleration in the Treatment of Chronic Skin Conditions



Executive Management Team: 100+ yrs. dermatology experience

Robert (Bob) J. Moccia, CEO	Encore Dermatology, Precision Dermatology, Medicis Pharmaceuticals, Graceway Pharmaceuticals, Bioglan Pharmaceuticals, Stiefel Laboratories, Dermik Laboratories (RPR)
Chris Lesovitz, CFO	Encore Dermatology, Iroko Pharmaceuticals
Shmuel Gov, VP of Operations, General Manager, Carlsbad	PhotoMedex, U.S.R. Electronic Systems Ltd., Galor Ltd.: Negevtech Inc, Orbotech Inc. (a KLA company)
Brent Cowgill, VP Marketing	Encore Dermatology, Vantage Marketing Group, Graceway Pharmaceuticals, Bristol Myers Squibb
Keith Simeone, VP Sales	VP Sales PhotoMedex Inc.: Sales Director, ForTec Medical
Jay Sturm, General Counsel	Mela Sciences, Volcano Capital LLC, GC Vital Signs, Inc.



Strata Dermatology Markets Addressed

Psoriasis

Psoriasis Treatment Market* Size (2019 to 2027)

- 2019 Global Market Value of \$20.1B USD 1
- Projected Market Value of \$40.6B USD by 2027 ¹
- CAGR of 9.2% 2020-2027 ¹

Eczema (Atopic Derm.)

Eczema Treatment Market* Size (2020 to 2026)

- 2020 Global Market Value of \$11.8B USD²
- Projected Market Value of \$21.8B USD by 2026²
- CAGR of 13.1% 2021-2026²

Vitiligo

Vitiligo Treatment Market* Size (2018 to 2026)

- 2018 Global Market Value of \$1.2B USD³
- Projected Market Value of \$1.9B USD by 2026³
- CAGR of 5.8% 2019-2026³

Acne

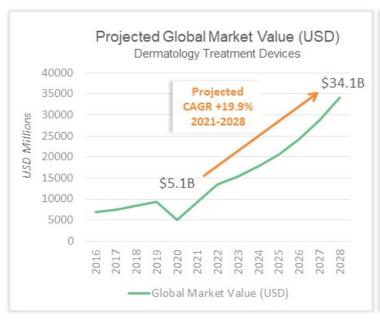
Acne Treatment Market* Size (2019 to 2027)

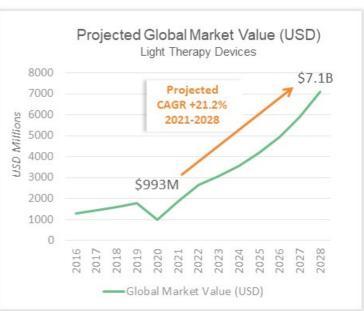
- 2019 Global Market Value of \$7.7B USD³
- Projected Market Value of \$11.1B USD by 2027³
- CAGR of 4.6% 2020-2027³



- ¹ Fortune Business Insights Market Report 2019; 2016-2018 historical, 2019 base year, 2020-2027 projected
- ² Market Data Forecast Analysis Report 2020; 2020 base year, 2021-2026 projected
 ³ Fortune Business Insights Market Report 2018; 2015-2017 historical, 2018 base year, 2019-2026 projected
- * Treatment market(s) include Rx drug therapies

Growing Demand for Drug-Free Treatment Options



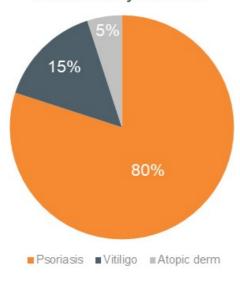


STRATA

Source: Dermatology Devices Report, Grand View Research 2021
Base year 2020, historic information 2016 to 2019, and forecast 2021 to 2028

XTRAC® Treatments by Indication – United States

Treatments by Indication



Psoriasis treatments remain

#1 use for XTRAC® lasers domestically

Opportunities exist for expanding use for other approved indications

- Vitiligo
- Eczema (Atopic Dermatitis)



Treatment Options Addressing Psoriasis Indication⁶

	XTRAC.		NB-UVB*	Topical Steroids	Non-biologic Systemics	Biologics
Approximate Costs (\$)	Cost competitive	1K-3K	3K-9K	1K -7K	1K	32K-68K
Clinical Impact	Better clinical outcomes (PAS/%75)	92%	71%	75%	48%	50-70%
Speed of Onset (in weeks)	Very fast rate of response	5	10	3	14	12
Days of Actual Care	Least days of actual care	18	80	294	52	12-65
Remission	Remission without maintenance	2.5 months	Continued with maintenance	Continued with maintenance	Continued with maintenance	Continued with maintenance
Adverse Events	Least significant side effects	Mild Temp	Mild Temp	Mild-Mod Temp-Lasting	Mild-Severe Temp-Lasting	Mild-Severe Temp-Lasting

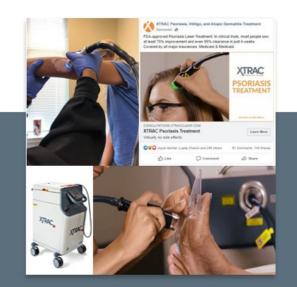
^{*}Narrow band UVB Light Therapy



XTRAC® is the Leader in Targeted 308nm Excimer Laser Therapy

BEST-IN-CLASS EXCIMER TREATMENT

- ✓ Safe & Effective Treatment
- 150+ Peer-reviewed clinical studies
- Economical for patients and payors
- Win-Win for providers and their patients





Growing Installed Base Drives Recurring Revenue Model

Net Installed Base Growth 2019-2021



27% growth in installed base over the last 3 years

Actively redeploying under utilized devices Group and international placements help drive growth



A True Partnership – Delivering a Complete Business Solution







Clinical Support





Field Service Support









Laser Upgrades









Consumables and Parts

STRATA

Partner Academic Institutions





















































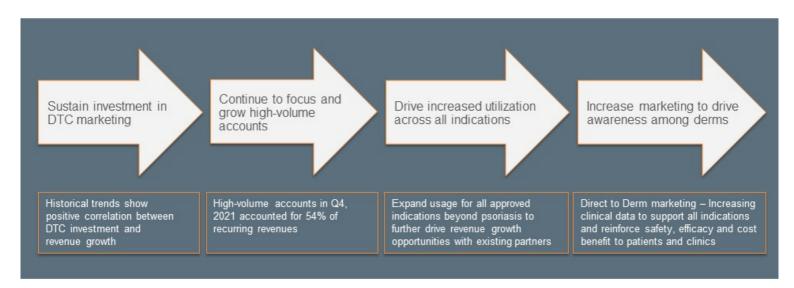








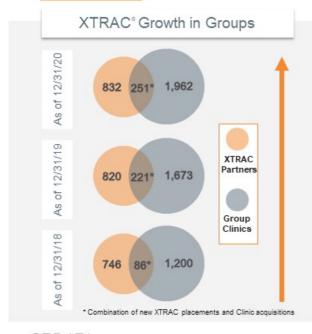
Key Priority: Driving Commercial Execution





4.1

Domestic Installed Base Growth Drivers



Expansion into group clinic roll ups

- 1,962 clinics owned by 49 roll-up groups at 12/30/2020
- · 251 (13%) of which are XTRAC partners at 12/30/2020
- · Signed strategic expansion agreements with major groups
- Increased from 251 at 12/30/2020 to 310 at 9/30/2021

Comebacks

- · 300-400 clinics own Excimer lasers
- · Conversion to XTRAC partnership leads to immediate revenue
- · 15 Comebacks in 2018 (4 in 2017)
- · 19 Comebacks in 2019
- · 23 Comebacks in 2020
- 48 Comebacks 2021



1:

Domestic Market: Installed Base - Sales and Service Engine



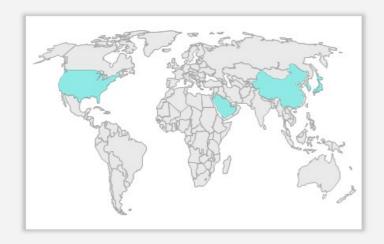
Territories color coded

Overview

- 890 Partner XTRAC® Clinics
- 200+ Sold XTRAC
- · 4 Regions
- · 30 Sales Territories
- · 2 National Account Managers
- 15 Field Service Techs
- · In-House Call Center to Qualify Leads
- Predominant Provider of Excimer Laser Treatments

STRATA

International Market: Installed Base



Strategic Growth Targets

- Current Markets: China, Japan, Saudi Arabia, S. Korea
- · Recent approval in Israel
- Insurance covered in most markets
- Usage per device higher than domestic market
- 1,300 OUS devices sold and in service
- Placement recurring revenue model agreements:
 - Executed for South Korea (July 2019)
 - Executed for Japan (October 2020)
 - · Executed for China (January 2021)
- <u>54 International partner XTRAC® clinics</u> (up from 28 in 2020)

STRATA

Integration of the U.S. Pharos Dermatology Business of Ra Medical Systems

- 250+ Pharos service contract holders contacted by XTRAC® representative to discuss options going forward
- 74 service calls made by STRATA field service technicians since close
- 13 Pharos users transitioned to XTRAC® in first 6 weeks
- Additional Pharos 17 conversions in Q4 2021, in line with expectations
- Pharos business anticipated to be accretive in Q1, 2022

STRATA

Recent Acquisition of Novel Acne Treatment



THE THERACLEAR™ ACNE SYSTEM IS A STATE OF THE ART ACNE TREATMENT DEVICE THAT ADDRESSES MULTIPLE CAUSES OF ACNE IN A SINGLE TREATMENT.

TheraClear™ Acne System combines light and vacuum for fast and visible reduction in acne and associated redness. TheraClear™ Acne Surgery Insert treats some of the severest forms of acne in just a single treatment.

WATCH THE DIFFERENCE >>

REQUEST A DEMO >>

FIND A PHYSICIAN >>



Theraclear Acquisition

Substantially broadens STRATA's opportunity with expansion potential into the estimated \$5.5 billion acne care market

Leverages STRATA's innovative marketing platform, commercial team and worldwide distributor network to drive additional revenue growth Creates a robust pipeline of new opportunities to target dermatologic conditions beyond acne with a unique light treatment approach

Reinforces STRATA's vision to be the premier provider of medical devices to dermatology community



Commercial Drivers in 2022

- Continue DTC advertising campaign with social media
- Added emphasis on professional relations and clinical communications
- Grow installed base and redeploy under-utilized devices

- XTRAC® Awareness: Co-Op advertising to suitable patients (digital + print)
- Sponsorship of select dermatology conferences and trade shows
- Continue transition and integration of Ra Medical's Pharos customers

- Develop patient advocacy partnerships
- Insurance coverage gap analysis and activity (vitiligo, atopic dermatitis)
- Launch new acne device based on acquired technology from Theravant

- Broadened commercial strategy to expand use within partner practices
- Sales force training and execution

STRATA

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Financial Metrics

	2018	Q1 '19	Q2 '19	Q3 '19	Q4 '19	2019	Q1 '20	Q2 '20	Q3 '20	Q4 '20	2020	Q1 '21	Q2'21	Q3'21
Dermatology recurring revenue	\$21,053	\$5,312	\$5,839	\$5,991	\$6,571	\$23,713	\$5,701	\$2,796	\$3,835	\$5,077	\$17,409	\$4,679	\$5,452	\$5,710
Dermatology equipment revenue	8,802	2,171	1,886	1,489	2,327	7,873	1,029	1,234	1,778	1,640	5,681	1,148	1,930	2,001
Total revenue	\$29,855	\$7,483	\$7,725	\$7,480	\$8,898	\$31,586	\$6,730	\$4,030	\$5,613	\$6,717	\$23,090	\$5,827	\$7,382	\$7,711
Domestic partner installed base	746	754	764	784	820	820	822	789	813	832	832	837	848	880
International installed base	0	0	0	2	10	12	16	17	24	28	28	34	41	49
Average recurring revenue/device*	\$7,055	\$7,045	\$7,643	\$7,622	\$7,917	\$7,571	\$6,803	\$3,469	\$4,582	\$5,903	\$5,145	\$5,372	\$6,133	\$6,146
Dermatology recurring revenue margin	65%	66%	70%	67%	77%	70%	68%	51%	64%	74%	67%	68%	70%	74%
Total Company margin	57%	62%	64%	62%	74%	64%	65%	49%	58%	68%	61%	64%	65%	70%

^{*} Total recurring revenue over total installed base ** Company estimates not provided

Unaudited quarterly results



^{*} See press release dated November 10, 2021 for definitions of non-GAAP measures

STRATA Key Investment Takeaways

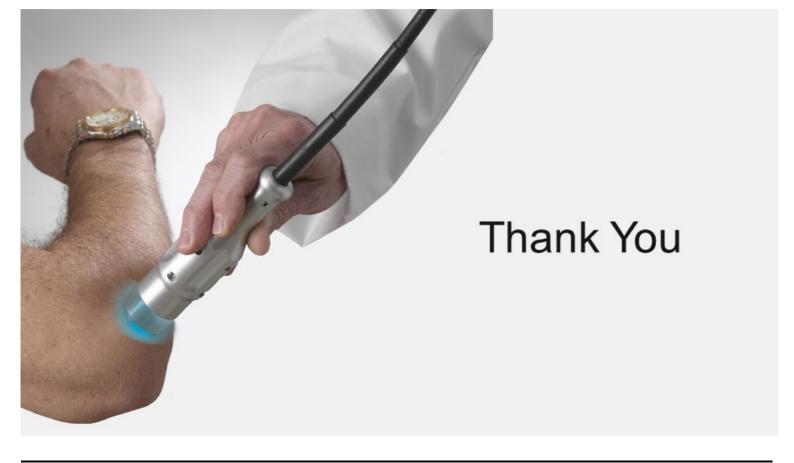


Growth

STRATA

24

Returns





Board of Directors

CEO, Isosceles Pharmaceuticals, Inc. former President & Group Chairman Ortho Dermatologics, Merz Pharmaceuticals, , Stiefel Pharmaceuticals, , Allergan Pharmaceuticals				
CEO Accelmed Inc. CEO Exalenz Bioscience, GalayOr Networks				
Chairman & CEO Luminex Corporation, CEO Given Imaging				
Chairman of Board Trima Pharmaceuticals, former CEO & General Manager Taro Pharmaceuticals, Inc.				
Former partner PWC, Head of Global Pharmaceuticals & Life Science Advisory, US Pharmaceutical & Life Science Leader Audit Chairman				
CEO STRATA Skin Sciences, CEO Encore Dermatology, Inc. CEO Precision Dermatology, Inc.				



Sample Studies From 150+ Clinical Studies

Multicenter Psoriasis Study7

124 patients were enrolled and 80 completed the protocol. 72% achieved at least 75% clearing in an average of 6.2 treatments. 84% of patients reached improvement of 75% or better after 10 or fewer treatments. 50% of patients reached improvement of 90% or better after 10 or fewer treatments. Common side effects included erythema, blisters, hyperpigmentation, and erosions, but were well tolerated.

Scalp Study⁹

All patients improved. 17/35 (49%) of patients cleared >95% (mean: 21 treatments; range: 6-52) and 16/35 (45%) cleared 50-95%.

Conclusion — The excimer laser is a successful approach to treatment of psoriasis of the scalp, being a simple treatment that can be performed in a short period of time with a high rate of effectiveness.

Vitiligo Study⁸

Out of 221 vitiligo patches treated, 50.6% showed 75% pigmentation or more, 25.5% achieved 100% pigmentation of their patches, and 64.3% showed 50% pigmentation or more. Lesions on the face responded better than lesions elsewhere. **Conclusion:** The 308-nm xenon chloride excimer laser is an effective and safe modality for the treatment of vitiligo, with good results achieved in a relatively short duration of time.

Pediatric Study¹⁰

4 children with a mean age of 11.0 years and 12 adults with a mean age of 48.8 years completed the protocol. Both the children and the adult groups yielded a significant decrease in psoriatic severity scores of their respective target lesions. The children's group had a greater reduction (91.3% reduction) as compared to the adult treatment group (61.6% reduction).



XTRAC®: Psoriasis



Beam of UVB light applied to the affected area

UVB light induces apoptosis of the keratinocytes and T cells in the dermis

Promotes immunosuppression

Induces alterations in cytokine profile



XTRAC®: Vitiligo



Beam of UVB light applied to the affected area

UVB light reduces the immune system's attack on the melanocytes

Results in re-pigmentation

Simple, safe, effective + long-lasting

STRATA