





(CEMI:OTCBB)



## **Forward Looking Statements**

Statements contained herein that are not historical facts are forwardlooking statements within the meaning of the Securities Act of 1933, as amended. Those statements include statements regarding the intent, belief or current expectations of Chembio and its management. Such statements reflect management's current views, are based on certain assumptions and involve risks and uncertainties. Actual results, events, or performance may differ materially from the above forward-looking statements due to a number of important factors, and will be dependent upon a variety of factors, including, but not limited to, Chembio's ability to obtain additional financing and the demand for Chembio's products. Chembio undertakes no obligation to publicly update these forwardlooking statements to reflect events or circumstances that occur after the date hereof or to reflect any change in Chembio's expectations with regard to these forward-looking statements or the occurrence of unanticipated events. Factors that may impact Chembio's success are more fully disclosed in Chembio's most recent public filings with the U.S. Securities and Exchange Commission.



#### Milestones: June 2006-2007

- Increased Participation in Expanding Global Market For Rapid HIV Tests
  - Global Agreement with Inverness Medical
  - National Screening Programs in Mexico & Nigeria
  - CDC/UNAIDS call for Routine Testing
  - Bush Recommends \$30B PEPFAR II
- Delivered 750K Chagas STAT-PAK™ to First-Ever
   National Screening Program in Latin America
  - Increased Attention to Chagas in Developed World
- Granted DPP™ Patent
  - Significant Amount of Business Development Activity
- Received USDA License for Vet-TB Test
- Completed \$8.1MM Series C Financing



#### **Inverness is Marketing our HIV Tests** They are the World's Largest POC Company





Women's Health | Infectious Disease | Cardiovascular | Drugs of Abuse | Gl Disorders

#### Clearview COMPLETE HIV 1/2

#### Clearview COMPLETE HIV 1/2

A single-use, selfcontained, closed system for the collection, processing, and analysis of a whole blood serum or plasma sample for the detection of HIV 1 and HIV 2 antibodies.

Provides highly sensitive and specific tests for the detection of human immunodeficiency virus (HIV) in whole blood.

- · Rapid Reporting: Results in 15 minutes.
- . Convenience: Self-contained system, pouch includes lancet and bandage for fingerstick collection.
- Reliability: Built-in control confirms sample addition and proper test
- · Flexibility: Use with multiple sample types whole blood (fingerstick or venipuncture), serum or plasma

- Reliable results 99.7% sensitive 99.9% specific
- . Detects HIV 1 and HIV 2 for a COMPLETE picture in one test.
- 15 minute results mean STAT decision making, quickly and confidently while patient is present.
- . Minimal sample size of 2.5 µL reduces sample handling and exposure risk, less invasive for patient,
- · Multiple specimen types to fit your lab and practice patterns.
- . Long 24-month shelf life allows your offices to purchase in volume.

**Point of Care Diagnostics** 





# Chembio is Collaborating with Leading Global Health Organizations

- Brazilian Ministry of Health
- The U.S. President's Emergency Plan for AIDS Relief (PEPFAR)
- Clinton Foundation HIV/AIDS Initiative
- CDC (Center for Disease Control and Prevention)
- Infectious Disease Research Institute



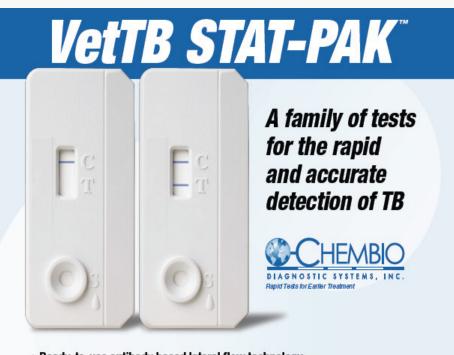








# June 2007 - USDA License Received for First Veterinary TB Test



- · Ready-to-use antibody based lateral flow technology
- Results in 20 minutes
- Unique antigen cocktail detects both IgM and IgG antibodies from a wide host of animal species
- Small sample volume required 30µl of sera, plasma, or whole blood
- . Effective on a wide range of domestic, captive, wild and exotic host species
- . Ideal for TB surveillance testing of wildlife and zoo species
- Requires no laboratory equipment or skilled personnel



# Our Experience In Single Path Lateral Flow (SPLF)





#### What is DPP™?



- Patent Protected Rapid Test Platform
- Enables Improved Sensitivity,
   Multiplexing, Sample Control and
   Quantitative Measurement with Readers
   as compared with conventional SPLF
- Uses standard SPLF Equipment
- Provides Freedom to Operate vs. SPLF



## **DPP™ Test Design**

SOCHEMBIO S





**Stat-Pak Lateral Flow Test** 

Test line

**Control line** 

Sink pad

Strip 2

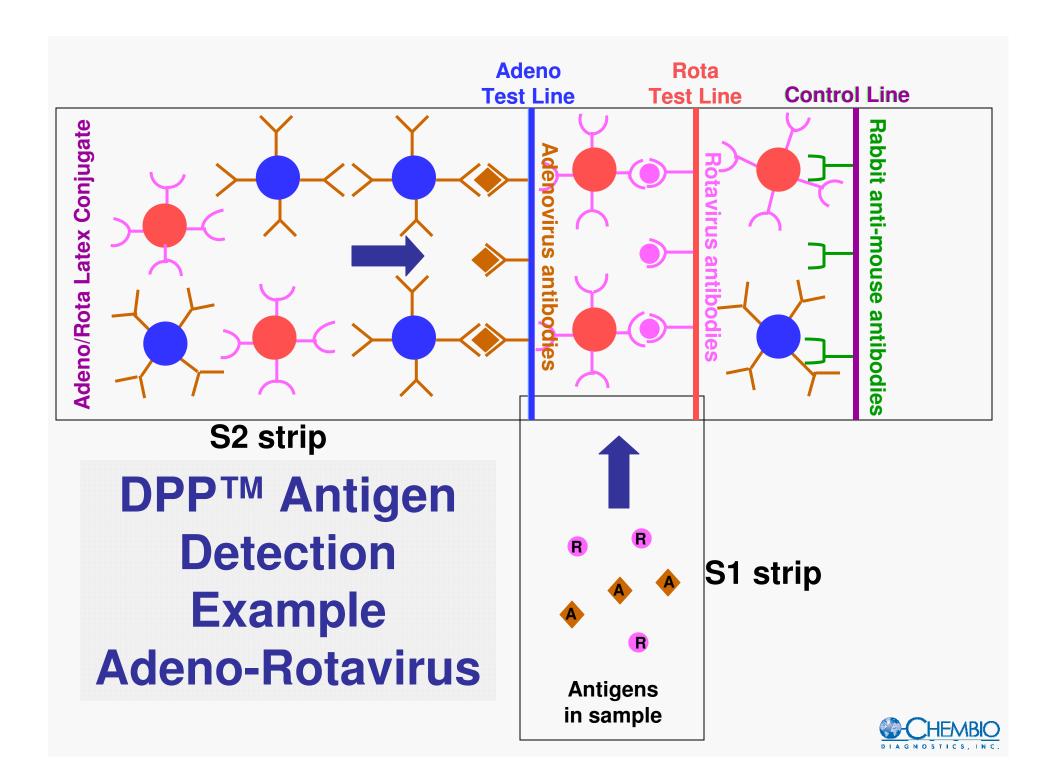
Strip 1



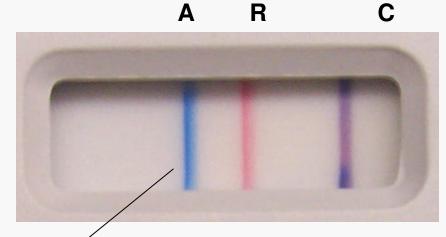
**Buffer pad** 

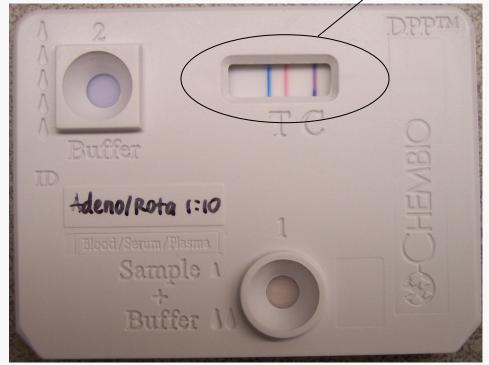
Sample pad





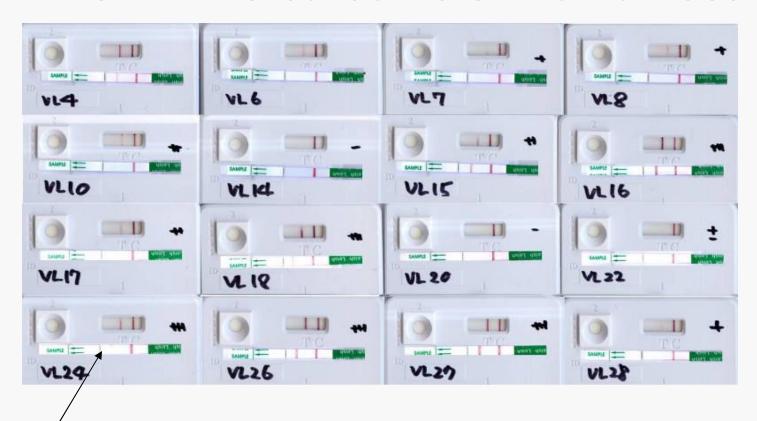
# Direct Antigen Detection With DPP<sup>TM</sup> Adenovirus/Rotavirus







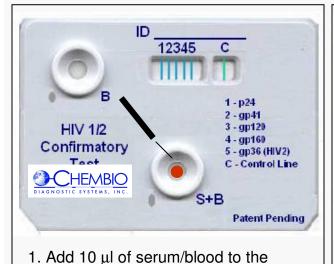
# Improved Analytical Sensitivity of DPP™ vs. FDA Cleared Leishmania Test

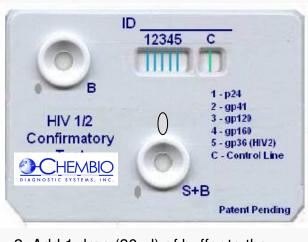


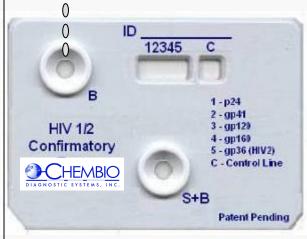
Result: DPP<sup>™</sup> detected 14/16 vs. Lateral Flow 5/16. Both use the same antigen and detection system Sample size: (DPP<sup>™</sup> (5ul: SPLF 20ul)



#### Multiplexing with DPP™: HIV 1/2 CONFIRMATORY TEST







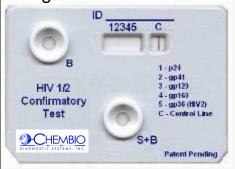
2. Add 1 drop (30  $\mu$ l) of buffer to the sample well (S+B).

3. Add 3 drops (90  $\mu$ l) of buffer to the buffer well (B) when the colored lines disappear completely.

4. Read the results at 20 minutes

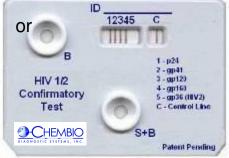
Negative result: one line

sample well (S+B).



**Negative Result** 

Positive result indicates presence of antigen or antigens (two - six lines)



HIV1 Positive Result

(At least two HIV1 antigens reactive)



HIV2 Positive Result (Only the HIV2 antigen reactive)

B

1-p24
2-gp4t
2-gp4t
3-gp120
4-gp160
5-gp36 (810/2)
C - Centrol Line

S+B

Patent Pending

HIV 1/2 Positive Result
(At least two antigens for HIV1 and the HIV2 antigen all reactive)



#### **DPP<sup>TM</sup> Hand Held Reader**

#### **Interpretation of Results**









## What is Chembio's DPP™ Strategy?

Chembio is seeking to enter into development, manufacturing and/or license agreements with market leaders serving diverse markets such that Chembio's development and manufacturing know-how, as well as its proprietary DPP<sup>TM</sup> platform, can be maximized.



## **Selected Financial Information**

Chembio Diagnostics, Inc. \$(000s)	2005	2006	2006 Q - 1	2007 Q - 1
4(000)			(unaudited)	(unaudited)
Net Sales	3,360	6,294	1,169	2,025
Total Revenues	3,941	6,502	1,238	2,038
Gross Profit	1,332	2,017	436	660
	34%	31%	35%	32%
SG& A	3,265	5,195	1,298	1,252
R&D Expenses	1,365	1,401	393	319
Net Loss	(3,252)	(4,995)	(1,264)	(729)
Net Loss Attributable to	(6,769)	(8,205)	(1,940)	(1,083)
Common Stockholders				
HIV Test Revenues (unaudited)	2,400	4,434	538	1,811
Chagas Test Revenues (unaudited)	69	1,217	484	5



## **CEMI Catalysts**

- US Market Entry by IMA with Chembio HIV Tests
  - Early Results from IMA Market Launch
  - Adoption in US of CDC Testing Recommendations
- Revenue Increases from Ex-US Markets for HIV Tests
  - Selection in Additional National Testing Algorithms
  - CE Marking for IMA and New Distributors
- Veterinary TB Launch
  - USDA Approvals and Market Launches for Vet-TB Tests
- New Programs for Neglected Disease Rapid Tests
  - Chagas, Leishmania, Leprosy, Tuberculosis
- Dual Path Platform Developments
  - New Collaborations and Licenses

