



# **Investor Presentation November 2009**



#### **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** 







- Medford, NY Manufacturer of Proprietary Point of Care Rapid Diagnostic Tests – 100 Employees
- FDA Approved Lateral Flow (LF) Rapid HIV Tests
  - Marketed in the U.S. by Inverness Medical. Sales Increase thru Q3YTD of 120% to \$3.45MM vs. \$1.57MM in 2008.
- Total Revenues through 9 Months of \$10.3MM, up 19.6%. Profitable in Q2, Q3 and YTD.
- New Product Pipeline Enabled by Patented Dual Path Platform (DPP®) Rapid, Point-of-Care-Testing (POCT) Platform











Point of Care Single and Multiplex Test Development, Manufacturing, & Licensing



#### **Organization & Management Team**

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Lawrence Siebert, CEO & Chairman

Richard Larkin, CFO

Javan Esfandiari, Sr. VP R&D

Rick Bruce, VP Operations

Tom Ippolito, VP Reg., QA/QC

Sandy Speer, Dir. Client Serv.

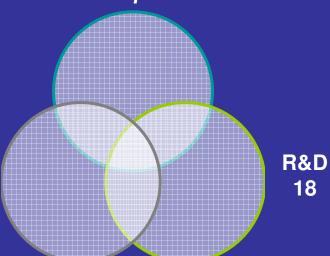
Dr. Gary Meller, Director

Katherine Davis, Director



SG&A

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Reg. & Clinical QA & QC 7



## Regulatory Approvals Provide Access to Large, Diverse & Global POCT Markets





Two FDA-Approved PMA's



USDA-Approved Facility & Product Licenses



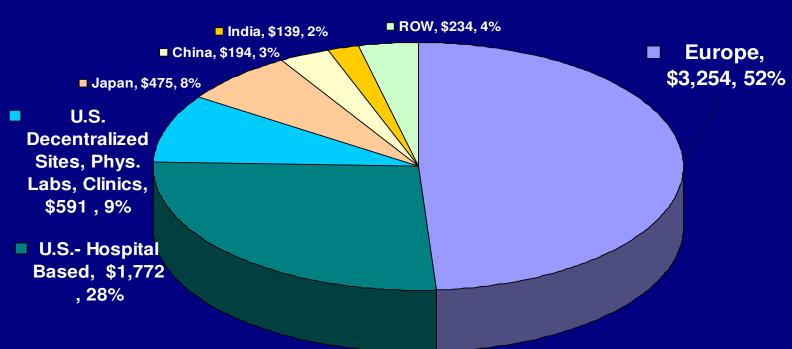
ISO Certified for Global Markets



#### \$6.7B Global Point of Care Test (POCT) Market







At 7% Projected Increases, even with Large Low-Growth Segments (e.g., Glucose), Global POCT Market is Fastest Growing Segment of \$39.5B In-Vitro Diagnostics Market, Projected to Reach \$8.8B by 2012

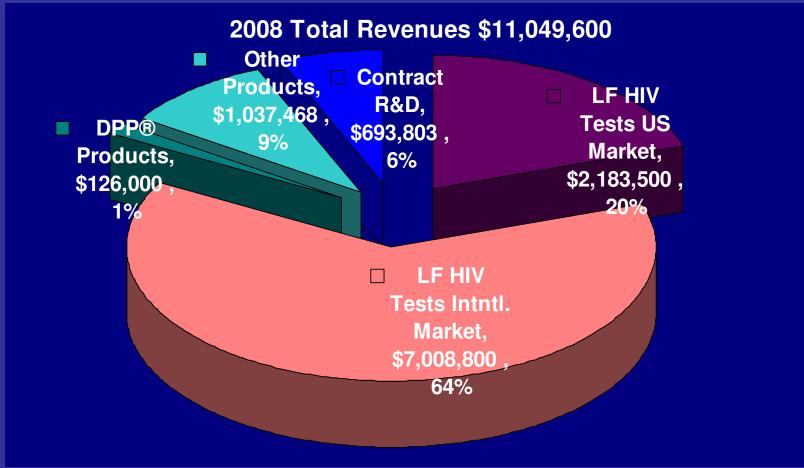
#### **POCT Market Drivers**



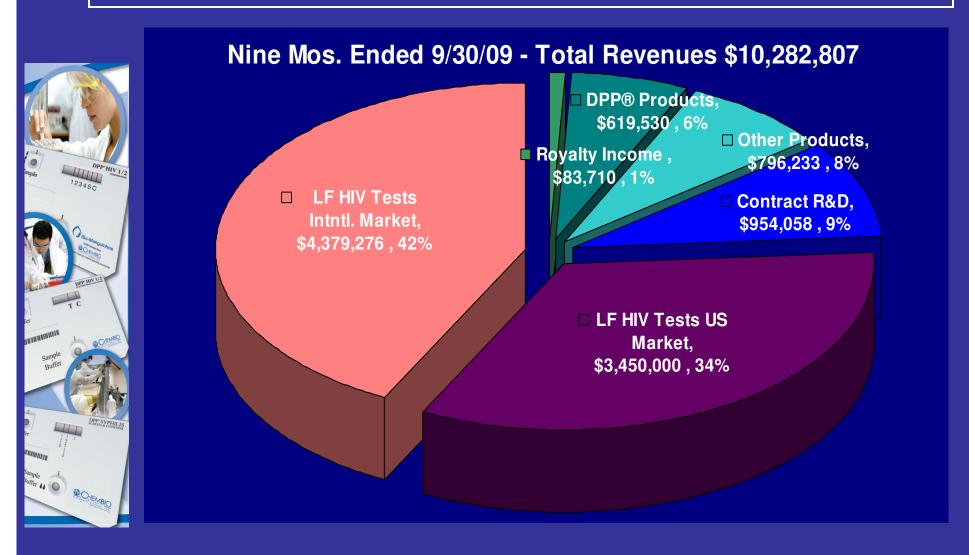
- Reduce Patient Stays and Costs, Improve Patient Outcomes with Prompt & Early Diagnosis
  - Improve Therapeutic Intervention
  - Prevent Needless Admissions
  - Simplify Testing Procedures to Reduce Testing Costs
  - Avoid Delays from Central Lab Batching
  - Eliminate Need for Return Visit (s)

# Overview of Current Products & Revenue 2008





# Overview of Current Products & Revenue YTD Increases from U.S. Market, DPP® and R&D Contracts



#### **FDA Approved Rapid HIV Tests**

#### Distributed in US Exclusively by Inverness Medical



- 120% YTD Increase thru Q3 in US Market Revenues
  - \$3.45MM vs. \$1.570MM
  - Gains Based Upon Market Expansion and Increased Market
     Share
- Competitive Features
  - CLIA Waived
  - Two Formats
  - 99.7% Sensitivity;99.9% Specificity
  - ProprietaryFormulationEnables 24 MonthStability
  - Strong MarketingPartner



# Chembio's Rapid HIV Tests are Distributed Globally

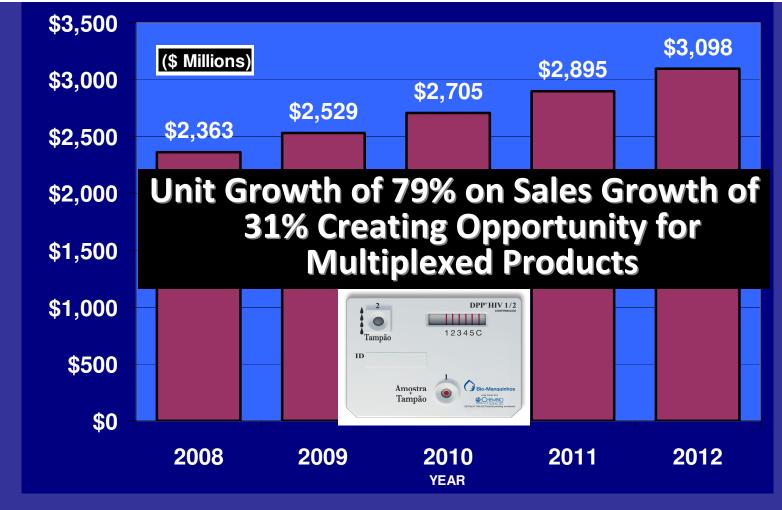




- Approved for Procurements by UN,WHO, CDC/USAID (PEPFAR)
- Registered/Approved in several countries in South America, Asia, and Africa
- CE Mark Pending

# Estimated Projected Total Annual Sales of U.S. POCTs 2008-2012



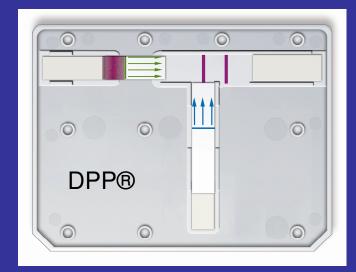


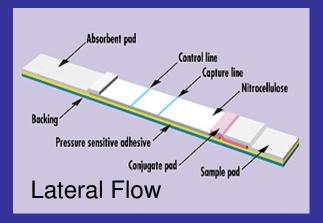
## PATENTED DUAL PATH PLATFORM (DPP®)

KEY DESIGN AND PERFORMANCE ADVANTAGES vs. LATERAL FLOW



- Independent Sample Flow Path Enables Improved Sensitivity & Use of More Challenging Sample Types
- Improved Multiplexing Facilitated by Direct Binding, Uniform Delivery of Samples
- US Patent #7,189,522.
   Patent Protection Pending
   Worldwide







#### **DPP® Global Health Products**



- •Four New Products for Brazilian Public Health Including Five Band POC HIV Confirmatory Test
- •Three Year \$3MM NIH SBIR Phase II Grant for Human Leptospirosis

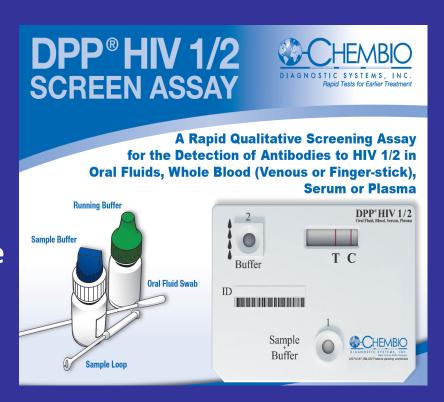


DPP® Point of Care Test	Collaborating Organization
Tuberculosis	FIND
Malaria	FIND
HIV 1/2 Confirmatory Test	FIOCRUZ
Neglected Diseases: Leishmaniasis, Chagas, Leptospirosis, Leprosy	IDRI, NIH, FIOCRUZ

## DPP® HIV 1/2 Screen Assay



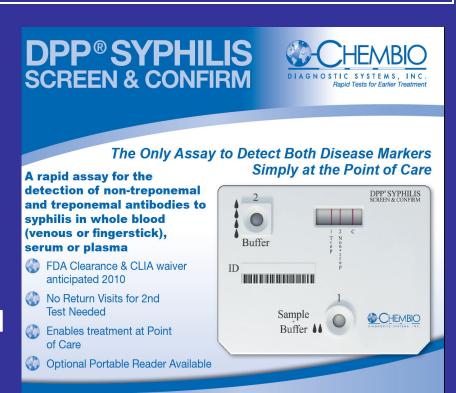
- Designed for Use with Oral Fluid & Blood
- \$50MM/5MM Unit US Market Growing 15-20%/Year
- Opportunity to Gain Market Share from Sole Competitor
- US Clinical Trials
   Commencing Q4 2009



#### **DPP® Syphilis Screen & Confirm**



- First POCT For Syphilis In US
- Provides Better
   Indication Of Active
   Disease
- Enables Confirmation& Treatment At POC
- Pre-natal Testing
- FDA Pre-IDE Submitted Q3



Developed in collaboration with the U.S. Centers for Disease Control

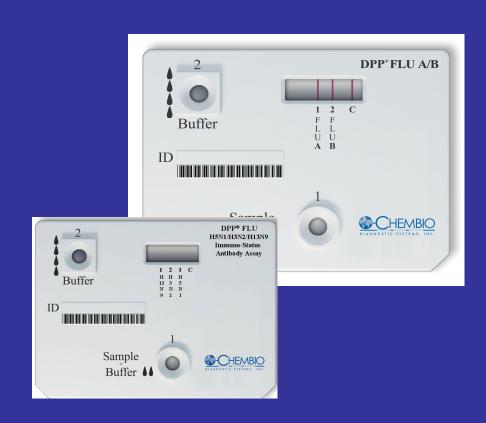


#### **INFLUENZA**

#### **MULTIPLEX ANTIGEN & IMMUNITY TESTS**



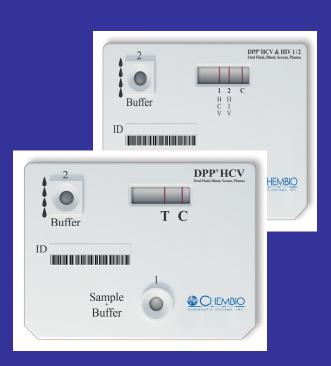
- Current Lateral Flow Rapid Tests Need Improvement
- Initial Data Show Improved
   Performance with DPP®
- Multiplex Immune Status Serology Test H1N1 Project



## Hepatitis-C (HCV) & HIV/HCV Comb.



- Estimated 3MM HCV Infections in US
  - Only 22% Diagnosed
  - 25% Co-infection with HIV
  - Major Cause of Liver Disease
  - New therapeutics from Vertex,
     etc. will drive demand for Dx
- No HCV Point of Care Test in US
- Chembio Participating in Pre-Clinical CDC Study with both prototypes



#### **Base Business & DPP® Product Pipeline**



	R&D	Pre-Clinical	Validation	Clinical	Commercial	Est. US Mkt	# of U.S.	
	N&D FIE-CIIIIcai	Valluation	Testing	Product(s)	Size	Compet.		
HIV and Other	CFM	Llateral flow	product reve	enues of \$5.	0 MM @6/30 YTD			
Lateral Flow Rapid		includ	\$15MM	1				
Lateral How Napid			· γ= •	····	(blood)	-		
Tests; Contract R&D								
	DPP®	Product Pip	eline					
3 OEM Products for					Est. \$12MM Min.			
					Purchases 2009-	NA	n/a	
Brazil MOH					2012	_		
HIV Oral Fluid						\$35 MM	1	
niv Oral Fluid						(oral fluid)		
Syphilis Screen &						ĆEO BABA	0	
Confirm						\$50 MM	0	
Hepatitis -C (HCV) &						\$50 MM	0	
Combo HIV/HCV						ŞSU IVIIVI	U	
Influenza	$\longrightarrow$					\$250 MM	6	
Global Health					Donor Funded Dem	and	n/a	
Products					Donor Funded Dem	anu	n/a	



## Selected Comparative Historical Financial Results 2005-2008 and 9 Mos. Of 2009



	9 Mc	s Ended	d For the Years Ended					
\$(000s)	Sept	30, 2009		2008		2007	2006	2005
Total Revenues	\$	10,283	\$	11,050	\$	9,231	\$ 6,503	\$ 3,941
Cost of sales		6,053		7,198		6,435	4,894	2,996
<b>Gross Profit</b>		4,230		3,852		2,796	1,609	945
		41.1%		34.9%		30.3%	24.7%	24.0%
R&D Expense		2,127		2,605		1,907	1,402	1,365
SG&A Expense		2,002		3,317		3,765	4,787	2,878
Operating Income (Loss)		100		(2,071)		(2,876)	(4,580)	(3,298)
Other Inc. (Expense)		(8)		122		249	(415)	46
Net Income (Loss) - Stkhldrs		92		(1,949)		(2,627)	(4,995)	(3,252)
Pref. Stock Expenses		-		-		5,645	3,210	3,517
Net Loss	\$	92	\$	(1,949)	\$	(8,272)	\$ (8,205)	\$ (6,769)
Net Income (Loss) - per Share	\$	0.00	\$	(0.03)	\$	(0.57)	\$ (0.80)	\$ (88.0)
Avg. No. Shares (Millions)		61.945		61.267		14.608	10.293	7.705
Working capital	\$	2,098	\$	1,664	\$	3,229	\$ 5,113	\$ 831
Total assets		6,342		5,915		6,585	7,907	3,016
Total liabilities		3,534		3,338		2,322	2,297	1,964
Equity (Deficit)		2,808		2,577		4,263	(940)	1,053



# Selected Comparative Historical Financial Results Quarter and YTD 9/30/2009 & 9/30/2008

	Selected Comparative Historical Financial Data									
	Quarter Ended Year Ended		Three Mo	os	Ended		Nine Mo	s En	ded	
1	\$(000s)	Sep	t 30, 2009	S	ept 30, 2008	Se	pt 30, 2009	Sep	t 30, 2008	
	Total Revenues	\$	4,364	\$	3,516	\$	10,283	\$	8,598	
1/2	Cost of sales		2,495		2,125		6,053		5,362	
micho	Gross Profit		1,869		1,391		4,230		3,236	
			42.8%		39.6%		41.1%		37.6%	
1	R&D Expense		777		759		2,127		1,952	
	SG&A Expense		784		868		2,002		2,696	
	Operating Income (Loss)		308		(236)		100		(1,412)	
/	Other Inc. (Expense)		(1)		(1)		(8)		14	
Q	Net Income (Loss) - Stkhldrs		307		(237)		92		(1,398)	
	Net Loss	\$	307	\$	(237)	\$	92	\$	(1,398)	
7	Net Income (Loss) - per Share	\$	0.005	\$	(0.004)	\$	0.001	\$	(0.023)	
LIS	Avg. No. Shares (Millions)		61.945		61.945		61.945		61.036	
	Working capital	\$	2,098	\$	•	\$		\$	1,656	
- 81	Total assets		6,342		6,486		6,342		6,486	
	Total liabilities		3,534		3,378		3,534		3,378	
	Equity (Deficit)		2,808		3,108		2,808		3,108	



### **Selected Balance Sheet Data**



(\$000s)				
<b>Balance Sheet Data</b>	S	Sept '09		ec. '08
Cash	\$	1,877	\$	1,212
Accts. Receivable		1,135		809
Inventories		1,374		1,819
Other Current Assets		309		225
<b>Total Current Assets</b>		4,695		4,066
Net Fixed Assets		642		881
Other Assets		1,005		968
Total Assets		6,342		5,915
Total Current Liab.		2,597		2,402
Total Other Liab.		937		936
Total Liabilities		3,534		3,338
Total Equity		2,808		2,577
<b>Total Liabilities &amp;</b>				
Shareholders Equity	\$	6,342	\$	5,915



#### **CEMI Selected Share Data**



As of 10/30/2009		Options and Warran	ts (MM)	Avg. Ex. Price
		Options (3.86MM held by		
52 Week High	\$0.305	mgmt. & board)	5.75	\$0.16
52 Week Low	\$0.075	Warrants - Exp. Dates		
<b>Total Outstanding Shares</b>	61.94MM	1/28/2010	4.96	\$0.47
Common Stock owned by				
management & directors	7.0MM	10/5/2011	2.64	\$0.48
Market Capitalization	\$18.27MM	2/5/2012	0.07	\$0.81
Avg. Trading Vol. (3 Mos.)	99,377	<b>Total Warrants</b>	7.67	
		Total Outions & Wassants	12.42	
		<b>Total Options &amp; Warrants</b>	13.42	
		<b>Fully Diluted shares</b>	75.36	







www.chembio.com