# CHEMBIO

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Rapid Tests for Earlier Treatment

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# Investor Fact Sheet

#### Ticker Symbol: CEMI www.chembio.com

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#### **Business Summary & Investment Highlights**

Chembio Diagnostics, Inc. (Chembio), through its wholly owned subsidiary Chembio Diagnostic Systems, Inc. develops, manufactures, licenses and markets point-of-care testing (POCT) products. Chembio created and patented a new revolutionary technology called Dual Path Platform (DPP®). The technology is addressing critical market requirements in the infectious diseases testing market and other growing markets. Products under development, both OEM and branded, are anticipated to create significant new revenue streams that will add to Chembio's core business of rapid HIV tests.

- 148% YOY sales increases of Chembio's FDA approved lateral flow HIV tests that are marketed in the U.S. by Alere North America, Inc. (ALR:NYSE, formerly Inverness Medical Innovations, Inc.), a leading POCT company. ALR markets Chembio's products as Clearview® COMPLETE HIV 1/2 globally and Clearview® HIV 1/2 STAT-PAK® in the U.S. to hospital emergency departments, public health clinics, and physicians offices.
- Robust pipeline of POCT products for HIV (oral fluid), Syphilis, Influenza, Hepatitis-C (oral fluid), and other infectious diseases based on Chembio's patented DPP® technology. Major benefits include improved sensitivity, multiplexing, sample control and quantitative measurements.
- Point of care testing is the fastest growing segment of the \$40 billion in-vitro diagnostic market. Drive for cost containment and need for quick results
  have caused the market to grow rapidly.

Stock Information					
Ticker Symbol		CEMI			
Price 7/30/10		\$0.260			
52 Week High		\$0.390			
52 Week Low	\$0.122				
Outstanding Shares (MM)	62.0				
Market Capitalization (MM)	\$16.1				
Fully Diluted (FD) Shares Management Holding-FD	70.6 11.4				
Average Volume (3 Mos)	61,000				
	Description in				
Major Beneficial Holders	Beneficial Shares Owned (MM)				
Lawrence Siebert		7.1			
Inverness Medical Innovations, Inc.		5.4			
Crestview Capital Offshore Fund, Inc.		3.4			
Balance Sheet Data (\$000s)	June '10	Dec. '09			
Balance Sheet Data (\$000s) Cash	<b>June '10</b> \$747	<b>Dec. '09</b> \$1,068			
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Cash	\$747	\$1,068			
Cash Accts. Receivable	\$747 1,817	\$1,068 1,776			
Cash Accts. Receivable Inventories	\$747 1,817 1,850	\$1,068 1,776 1,556			
Cash Accts. Receivable Inventories Other Current Assets	\$747 1,817 1,850 301	\$1,068 1,776 1,556 267			
Cash Accts. Receivable Inventories Other Current Assets Total Current Assets	\$747 1,817 1,850 301 4,715	\$1,068 1,776 1,556 267 4,667			
Cash Accts. Receivable Inventories Other Current Assets Total Current Assets Net Fixed Assets	\$747 1,817 1,850 301 4,715 853	\$1,068 1,776 1,556 267 4,667 580			
Cash Accts. Receivable Inventories Other Current Assets Total Current Assets Net Fixed Assets Other Assets	\$747 1,817 1,850 301 4,715 853 739	\$1,068 1,776 1,556 267 4,667 580 1,068			
Cash Accts. Receivable Inventories Other Current Assets Total Current Assets Net Fixed Assets Other Assets Total Assets	\$747 1,817 1,850 301 4,715 853 739 6,307	\$1,068 1,776 1,556 267 4,667 580 1,068 6,315			
Cash Accts. Receivable Inventories Other Current Assets Total Current Assets Net Fixed Assets Other Assets Total Assets Total Current Liab.	\$747 1,817 1,850 301 4,715 853 739 6,307 2.379	\$1,068 1,776 1,556 267 4,667 580 1,068 6,315 3,173			
Cash Accts. Receivable Inventories Other Current Assets Total Current Assets Net Fixed Assets Other Assets Total Assets Total Current Liab. Total Other Liab.	\$747 1,817 1,850 301 4,715 853 739 6,307 2.379 241	\$1,068 1,776 1,556 267 4,667 580 1,068 6,315 3,173 54			
Cash Accts. Receivable Inventories Other Current Assets Total Current Assets Net Fixed Assets Other Assets Total Assets Total Current Liab. Total Other Liab. Total Liabilities	\$747 1,817 1,850 301 4,715 853 739 6,307 2.379 241 2,620	\$1,068 1,776 1,556 267 4,667 580 1,068 6,315 3,173 54 3,227			



Selected Comparative Historical Financial Data									
	Six Mos	Ended	For the Years Ended						
\$(000s)	Jun. 30, 2010	Jun. 30, 2009	2009	2008	2007	2006	2005		
Total Revenues	\$6,533	\$5.919	\$13,834	\$11,050	\$9,231	\$6,503	\$3,941		
Cost of sales	3,132	3,558	7,974	7,198	6,435	4,894	2,996		
Gross Profit	3,401	2,361	5,860	3,852	2,796	1,609	945		
	52.1%	39.9%	42.4%	34.9%	30.3%	24.7%	24.0%		
R&D Expense	1,592	1,351	2,884	2,605	1,907	1,402	1,365		
SG&A Expense	1,342	1,218	2,659	3,317	3,765	4,787	2,878		
Operating Income (Loss)	467	(208)	317	(2,071)	(2,876)	(4,580)	(3,298)		
Other Inc. (Expense)	(2)	(7)	(8)	122	249	(415)	46		
Net Income (Loss) - Stkhldrs	465	(215)	309	(1,949)	(2,627)	(4,995)	(3,252)		
Pref. Stock Expenses	-	-	-	-	5,645	3,210	3,517		
Net Income (Loss)	\$465	(\$215)	\$309	(\$1,949)	(\$8,272)	(\$8,205)	(\$6,769)		
Net Income (Loss) - per Share	\$0.01	(\$0.00)	\$0.00	(\$0.03)	(\$0.57)	(\$0.80)	(\$0.88)		
Avg. No. Shares (Millions)	62.028	61.945	61.946	61.267	14.608	10.293	7.705		
Working capital	2,336	1,601	1,494	1,664	3,229	5,113	831		
Total assets	6,307	6,167	6,315	5,915	6,585	7,907	3,016		
Total liabilities	2,620	3,714	3,227	3,338	2,322	2,297	1,964		
Equity (Deficit)	3,687	2,453	3,088	2,577	4,263	(940)	1,053		

Chembio Diagnostics, Inc.

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 <sup>&</sup>gt;30% Five Year Revenue CAGR.





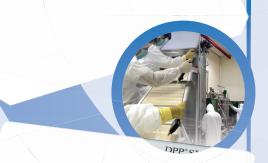


### **DPP® Technology**

**Competitive Advantages For POC Testing** 

- Improved Sensitivity enabled by more efficient binding method
- Easier Multiplexing due to even and direct distribution of sample to multiple test lines
- Enhanced Sample Control as result of independent sample migration path
- **Clearer Results** efficient binding allows for improved functionality of instruments for reading and reporting of qualitative or quantitative results





Chembio's Lateral Flow Rapid HIV Tests Marketed Exclusively in the USA by Alere North America, Inc.

Clearview COMPLETE HIV 1/

inverness medical innovations

# **Senior Management Team**

Lawrence A. Siebert, Chairman & CEO, 25 years of management and financing experience

**Richard J. Larkin, CFO**, 25 years of operational and financial experience **Javan Esfandiari, SVP R&D**, 15 years of experience in development of in-vitro point of care products

# **Board of Directors**

**Katherine Davis -** Former Lieutenant Governor and numerous other leadership positions for the State of Indiana; former senior executive of Cummins, INC. (NYSE:CMI)

**Dr. Gary Meller -** Broad experience in medical and information technology and pharmaceutical product development



Except for the historical information contained herein, the matters discussed in this document are forward-looking statements, the accuracy of which is subject to risks and uncertainties. Please refer to Chembio Diagnostic's Inc. most recent Form 10-K and Forms 10-Q for additional information about the Company and related risks. - July 2010