

Ticker Symbol: CEMI  
www.chembio.com

## 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.

- Three Consecutive Years of Profitability and Revenue Growth.
- Strategy is to create core business of public health and women's health products to be complemented by OEM and selected out-licensing opportunities.
- Robust pipeline of POCT products for infectious diseases based on Chembio's patented DPP® technology.
- Products developed on DPP® platform include oral fluid HIV test anticipated to be reviewed by FDA during 2012. Unique Syphilis test will be undergoing US FDA regulatory evaluations / submission in 2012. Several other products and collaborations in pipeline
- Unique opportunity to participate in nascent U.S. market for OTC HIV tests with multiple product offerings
- Five DPP® products approved in Brazil during 2010-11 are anticipated to generate at least \$9MM in 2012 revenues as compared with \$4.5MM in 2011.

## Selected Financial Information

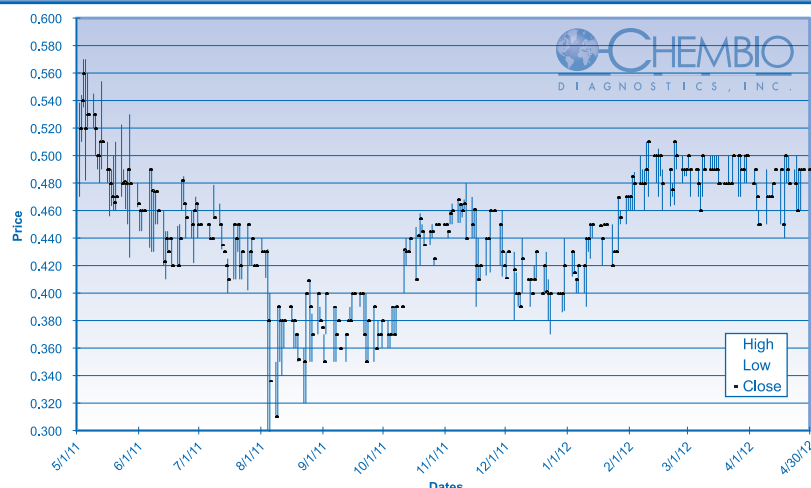
### Stock Information

Ticker Symbol	<b>CEMI</b>
Price 4/30/12	\$0.490
52 Week High	\$0.570
52 Week Low	\$0.210
Outstanding Shares (MM)	63.9
Market Capitalization (MM)	\$31.3
Fully Diluted (FD) Shares	69.7
Management Holding-FD	12.5
Ave. Daily Vol. (3 Mos)	32,500

### Major Beneficial Holders

### Beneficial Shares Owned (MM)

Lawrence Siebert	7.3
Alere North America, Inc.	5.4



Balance Sheet Data (\$000s)	Mar '12	Dec. '11
Cash	\$2,954	\$3,011
Accts. Receivable	3,617	2,998
Inventories	2,707	2,300
Other Current Assets	755	682
Total Current Assets	10,033	8,991
Net Fixed Assets	1,119	1,062
Other Assets	5,208	5,433
Total Assets	16,360	15,486
Total Current Liab.	3,133	2,858
Total Other Liab.	121	133
Total Liabilities	3,254	2,991
Total Equity	13,106	12,495
Total Liabilities & Shareholders' Equity	\$16,360	\$15,486

## Selected Comparative Historical Financial Data

(\$'000s)	For the Quarter Ended		For the Years Ended			
	Q1'12	Q1'11	2011	2010	2009	2008
Total Revenues	\$6,653	\$3,635	\$19,388	\$16,705	\$13,834	\$11,050
Cost of sales	3,320	1,709	9,998	8,604	7,974	7,198
Gross Profit	3,333	1,926	9,390	8,101	5,860	3,852
	50.1%	53.0%	48.4%	48.5%	42.4%	34.9%
R&D Expense	1,379	1,290	4,878	2,586	2,884	2,605
SG&A Expense	1,234	775	3,424	2,941	2,659	3,317
Operating Income (Loss)	720	(139)	1,088	2,574	317	(2,071)
Other Inc. (Expense)	(1)	(3)	(12)	(15)	(8)	122
Net Income (Loss) -PreTax	719	(142)	1,076	2,559	309	(1,949)
Inc. Tax (Ben.) Prov.	286	-	(5,133)	-	-	-
Net Income (Loss)	\$433	(\$142)	\$6,209	\$2,559	\$309	(\$1,949)
Net Income (Loss) - per Share	\$0.01	\$0.00	\$0.10	\$0.04	\$0.00	(\$0.03)
Wt. Avg. No. Shares (Millions)	63.475	62.285	62.998	62.103	61.946	61.267
Working capital	6,899	4,532	6,134	4,560	1,494	1,664
Total assets	16,360	7,675	15,486	9,086	6,315	5,915
Total liabilities	3,254	1,939	2,991	3,277	3,227	3,338
Equity	13,105	5,736	12,495	5,809	3,088	2,577

### Chembio Diagnostics, Inc.

3661 Horseblock Road  
Medford, NY 11763  
Ph. 631-924-1135  
Fax 631-924-2065  
www.chembio.com

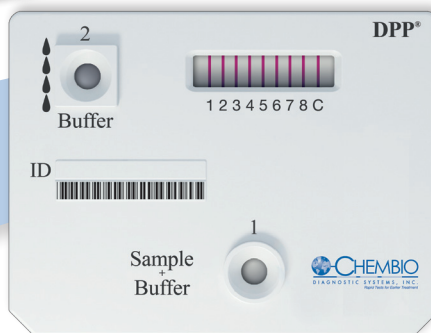
### Investor Relations

Investor Relations  
Lippert-Heilshorn & Associates  
Anne-Marie Fields, Vice President  
(212) 838-3777  
AFields@lhai.com

### Company Contact

Susan Norcott  
631-924-1135 x125  
Snorcott@chembio.com





**Chembio's Dual Path Platform (DPP®)**  
Patented in 2007

## 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.*



## Senior Management Team

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

**Richard J. Larkin, CFO**, over 25 years of operational and financial experience

**Javan Esfandiari, SVP R&D**, over 15 years of experience in development of in-vitro point-of-care products

## Independent 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

**Dr. Barbara DeBuono** - Former New York Commissioner of Health and Rhode Island Director of Health; other positions in domestic and international medical services

**Dr. Peter Kissinger** - Has founded and/or led 3 biotechnology and/or biomedical technology companies, including a publicly-traded NASDAQ company

