

Business Summary & Investment Highlights

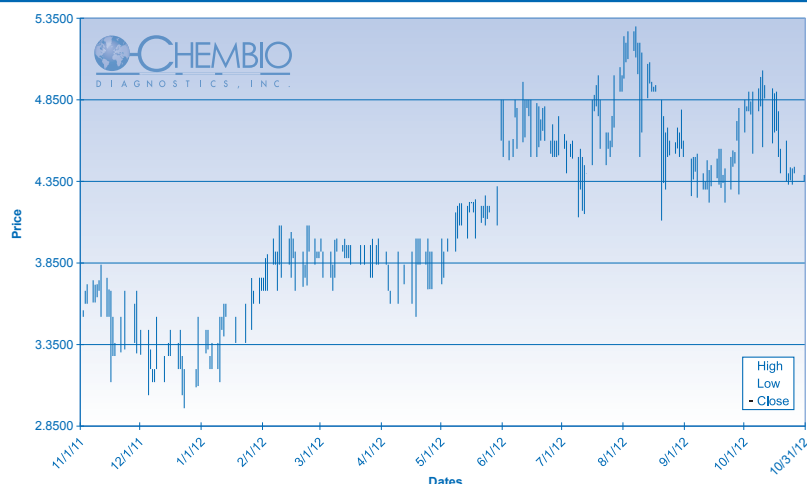
Chembio Diagnostics, Inc. (Chembio), through its wholly-owned subsidiary Chembio Diagnostic Systems, Inc., develops, manufactures, licenses and markets point-of-care testing (POCT) products. Chembio created and patented a new revolutionary technology called Dual Path Platform (DPP®). The technology is 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 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 | NASDAQ: CEMI |
| Price 10/31/12 | \$4.36 |
| 52 Week High | \$5.30 |
| 52 Week Low | \$2.96 |
| Outstanding Shares (MM) | 8.0 |
| Market Capitalization (MM) | \$34.9 |
| Fully Diluted (FD) Shares (MM) | 8.8 |
| Management Holding-FD (MM) | 1.6 |
| Ave. Daily Vol. (3 Mos) | 27,400 |



Major Beneficial Holders

Beneficial Shares Owned (000s)

| | |
|-------------------------|-----|
| Lawrence Siebert | 894 |
|-------------------------|-----|

Balance Sheet Data (\$000s)

| | Sept '12 | Dec. '11 |
|---|----------|----------|
| Cash | \$3,290 | \$3,011 |
| Accts. Receivable | 2,567 | 2,998 |
| Inventories | 3,038 | 2,300 |
| Other Current Assets | 706 | 682 |
| Total Current Assets | 9,601 | 8,991 |
| Net Fixed Assets | 1,335 | 1,062 |
| Other Assets | 5,204 | 5,433 |
| Total Assets | 16,140 | 15,486 |
| Total Current Liab. | 2,761 | 2,858 |
| Total Other Liab. | 95 | 133 |
| Total Liabilities | 2,856 | 2,991 |
| Total Equity | 13,284 | 12,495 |
| Total Liabilities & Stockholders' Equity | \$16,140 | \$15,486 |

Selected Comparative Historical Financial Data

| \$(000s) | For the Quarter Ended | | For the 6 Months Ended | | For the Years Ended | | |
|--------------------------------------|-----------------------|---------|------------------------|----------|---------------------|----------|----------|
| | Q3'12 | Q3'11 | Q3'12 | Q3'11 | 2011 | 2010 | 2009 |
| Total Revenues | \$5,007 | \$5,921 | \$17,744 | \$13,171 | \$19,388 | \$16,705 | \$13,834 |
| Cost of sales | 3,278 | 3,251 | 10,112 | 6,524 | 9,998 | 8,604 | 7,974 |
| Gross Profit | 1,729 | 2,670 | 7,632 | 6,647 | 9,390 | 8,101 | 5,860 |
| | 34.5% | 45.1% | 43.0% | 50.5% | 48.4% | 48.5% | 42.4% |
| R&D Expense | 1,006 | 1,242 | 3,364 | 3,697 | 4,878 | 2,586 | 2,884 |
| SG&A Expense | 1,208 | 949 | 3,522 | 2,413 | 3,424 | 2,941 | 2,659 |
| Operating Income (Loss) | (485) | 479 | 746 | 537 | 1,088 | 2,574 | 317 |
| Other Inc. (Expense) | (1) | (3) | (2) | (9) | (12) | (15) | (8) |
| Net Income (Loss) | (486) | 476 | 744 | 528 | 1,076 | 2,559 | 309 |
| Inc Tax (Ben.) Prov. | (193) | - | 295 | - | (5,133) | - | - |
| Net Income (Loss) | \$(293) | \$476 | \$449 | \$528 | \$6,209 | \$2,559 | \$309 |
| Net Income (Loss) - per Share | \$(0.04) | \$0.06 | \$0.06 | \$0.06 | \$0.10 | \$0.04 | \$0.00 |
| Wt. Avg. No. Shares (MM) | 8.001 | 7.913 | 7.974 | 7.861 | 62.998 | 62.103 | 61.946 |
| Working capital | 6,841 | 5,281 | 6,841 | 5,281 | 6,134 | 4,560 | 1,494 |
| Total assets | 16,140 | 10,099 | 16,140 | 10,099 | 15,486 | 9,086 | 6,315 |
| Total liabilities | 2,856 | 3,345 | 2,856 | 3,345 | 2,991 | 3,277 | 3,227 |
| Equity | 13,284 | 6,754 | 13,284 | 6,754 | 12,495 | 5,809 | 3,088 |

Chembio Diagnostics, Inc.

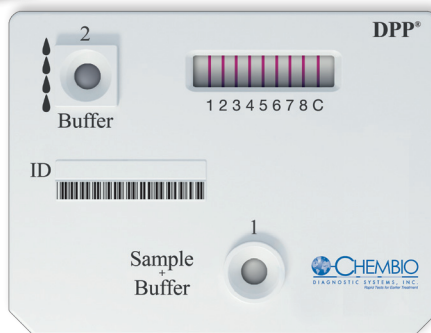
3661 Horseblock Road
Medford, NY 11763
Ph. 631-924-1135
Fax 631-924-2065
www.chembio.com

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