



**D I A G N O S T I C S , I N C .**  
Rapid Tests for Earlier Treatment

# Investor Fact Sheet

**Ticker Symbol:**  
**NASDAQ:CEMI**  
**www.chembio.com**

## Business Summary & Investment Highlights

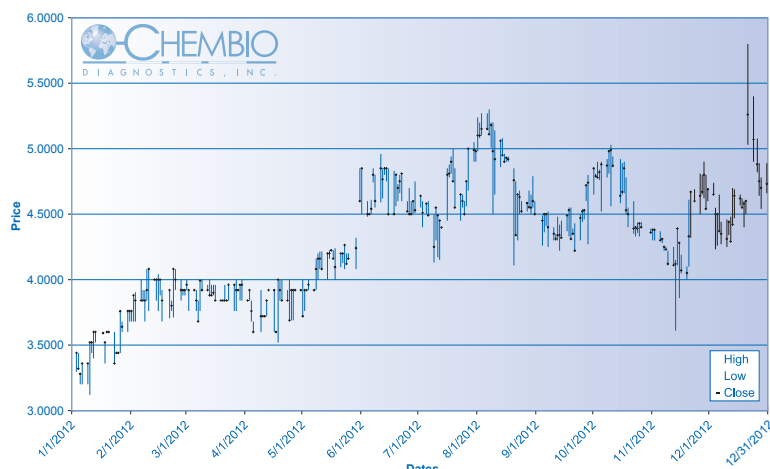
**Chembio Diagnostics, Inc. (Chembio)**, through its wholly-owned subsidiary Chembio Diagnostic Systems, Inc., develops, manufactures, licenses and markets point-of-care testing (POCT) products. Chembio created and patented a new revolutionary technology called Dual Path Platform (DPP®). The technology 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 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

<b>Ticker Symbol</b>	<b>NASDAQ: CEMI</b>
<b>Price 12/31/12</b>	<b>\$4.73</b>
<b>52 Week High</b>	<b>\$5.80</b>
<b>52 Week Low</b>	<b>\$3.10</b>
<b>Outstanding Shares (MM)</b>	<b>8.0</b>
<b>Market Capitalization (MM)</b>	<b>\$37.8</b>
<b>Fully Diluted (FD) Shares (MM)</b>	<b>8.8</b>
<b>Management Holding-FD (MM)</b>	<b>1.6</b>
<b>Ave. Daily Vol. (3 Mos)</b>	<b>52,000</b>



### Major Beneficial Holders

### Beneficial Shares Owned (000s)

<b>Lawrence Siebert</b>	<b>894</b>
-------------------------	------------

### Balance Sheet Data (\$000s)

	<b>Sept '12</b>	<b>Dec. '11</b>
<b>Cash</b>	\$3,290	\$3,011
<b>Accts. Receivable</b>	2,567	2,998
<b>Inventories</b>	3,038	2,300
<b>Other Current Assets</b>	706	682
<b>Total Current Assets</b>	9,601	8,991
<b>Net Fixed Assets</b>	1,335	1,062
<b>Other Assets</b>	5,204	5,433
<b>Total Assets</b>	16,140	15,486
<b>Total Current Liab.</b>	2,761	2,858
<b>Total Other Liab.</b>	95	133
<b>Total Liabilities</b>	2,856	2,991
<b>Total Equity</b>	13,284	12,495
<b>Total Liabilities &amp; Stockholders' Equity</b>	\$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
<b>Total Revenues</b>	\$5,007	\$5,921	\$17,744	\$13,171	\$19,388	\$16,705	\$13,834
<b>Cost of sales</b>	3,278	3,251	10,112	6,524	9,998	8,604	7,974
<b>Gross Profit</b>	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%
<b>R&amp;D Expense</b>	1,006	1,242	3,364	3,697	4,878	2,586	2,884
<b>SG&amp;A Expense</b>	1,208	949	3,522	2,413	3,424	2,941	2,659
<b>Operating Income (Loss)</b>	(485)	479	746	537	1,088	2,574	317
<b>Other Inc. (Expense)</b>	(1)	(3)	(2)	(9)	(12)	(15)	(8)
<b>Net Income (Loss)</b>	(486)	476	744	528	1,076	2,559	309
<b>Inc Tax (Ben.) Prov.</b>	(193)	-	295	-	(5,133)	-	-
<b>Net Income (Loss)</b>	\$(293)	\$476	\$449	\$528	\$6,209	\$2,559	\$309
<b>Net Income (Loss) - per Share</b>	\$(0.04)	\$0.06	\$0.06	\$0.06	\$0.10	\$0.04	\$0.00
<b>Wt. Avg. No. Shares (MM)</b>	8.001	7.913	7.974	7.861	62.998	62.103	61.946
<b>Working capital</b>	6,841	5,281	6,841	5,281	6,134	4,560	1,494
<b>Total assets</b>	16,140	10,099	16,140	10,099	15,486	9,086	6,315
<b>Total liabilities</b>	2,856	3,345	2,856	3,345	2,991	3,277	3,227
<b>Equity</b>	13,284	6,754	13,284	6,754	12,495	5,809	3,088

### Chembio Diagnostics, Inc.

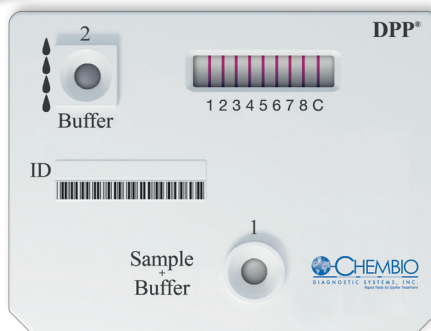
3661 Horseblock Road  
Medford, NY 11763  
Ph. 631-924-1135  
Fax 631-924-2065  
www.chembio.com

### 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