



**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.

- Four Consecutive Years of Profitability and Revenue Growth.
- Strategy is to create core business of public 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 approved by FDA in December 2012. Unique multiplex HIV-Syphilis test will be undergoing US FDA regulatory evaluations in 2013. 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 and successfully launched in Brazil public health pursuant to supply and license agreement; potential of at least \$23MM in revenues; \$14MM realized to date.

### Selected Financial Information

#### Stock Information as of 10/31/13

<b>Ticker Symbol</b>	<b>NASDAQ: CEMI</b>
<b>Price 10/31/13</b>	<b>\$3.72</b>
<b>52 Week High</b>	<b>\$5.80</b>
<b>52 Week Low</b>	<b>\$3.00</b>
<b>Outstanding Shares (MM)</b>	<b>9.32</b>
<b>Market Capitalization (MM)</b>	<b>\$34.69</b>
<b>Fully Diluted (FD) Shares (MM)</b>	<b>9.99</b>
<b>Management Holding-FD (MM)</b>	<b>1.55</b>
<b>Ave. Daily Vol. (3 Mos)</b>	<b>40,000</b>



<b>Major Beneficial Holders</b>	<b>Beneficial Shares Owned (000s)</b>
Lawrence Siebert	820
Wellington Management Company, LLP as of 12/31/12	671
Norman H. Pessin	450

<b>Balance Sheet Data (\$000s)</b>	<b>Sept '13</b>	<b>Dec. '12</b>
<b>Cash</b>	\$8,046	\$2,952
<b>Accts. Receivable</b>	5,505	4,821
<b>Inventories</b>	3,747	2,488
<b>Other Current Assets</b>	709	747
<b>Total Current Assets</b>	18,007	11,008
<b>Net Fixed Assets</b>	1,823	1,428
<b>Other Assets</b>	4,496	4,899
<b>Total Assets</b>	24,326	17,335
<b>Total Current Liab.</b>	3,935	3,378
<b>Total Other Liab.</b>	-	82
<b>Total Liabilities</b>	3,935	3,460
<b>Stockholders' Equity</b>	20,391	13,875
<b>Total Liabilities &amp; Stockholders' Equity</b>	\$24,326	\$17,335

### Selected Comparative Historical Financial Data

<b>(\$000s)</b>	<b>For the Quarter Ended</b>		<b>For the 9 Months Ended</b>		<b>For the Years Ended</b>			
	<b>Q3'13</b>	<b>Q3'12</b>	<b>Q3'13</b>	<b>Q3'12</b>	<b>2012</b>	<b>2011</b>	<b>2010</b>	<b>2009</b>
<b>Total Revenues</b>	\$9,617	\$5,007	\$21,689	\$17,745	\$25,611	\$19,388	\$16,705	\$13,834
<b>Cost of sales</b>	5,561	3,278	12,658	10,112	14,821	9,998	8,604	7,974
<b>Gross Profit</b>	4,056	1,729	9,031	7,633	10,790	9,390	8,101	5,860
	42.2%	34.5%	41.6%	43.0%	42.1%	48.4%	48.5%	42.4%
<b>R&amp;D Expense</b>	1,602	1,006	4,148	3,364	4,486	4,878	2,586	2,884
<b>SG&amp;A Expense</b>	1,380	1,208	3,702	3,522	4,852	3,424	2,941	2,659
<b>Operating Income (Loss)</b>	1,074	(485)	1,181	747	1,452	1,088	2,574	317
<b>Other Inc. (Expense)</b>	1	(1)	11	(2)	(1)	(12)	(15)	(8)
<b>Net Income (Loss)</b>	1,075	(486)	1,192	745	1,451	1,076	2,559	309
<b>Inc. Tax (Ben.) Prov.</b>	359	(193)	399	295	509	(5,133)	-	-
<b>Net Income (Loss)</b>	\$716	\$(293)	\$793	\$450	\$942	\$6,209	\$2,559	\$309
<b>Net Income (Loss) - per Share</b>	\$0.08	\$(0.04)	\$0.09	\$0.06	\$0.11	\$0.73	\$0.29	\$0.03
<b>Wt. Avg. No. Shares (Millions)</b>	9.235	8.001	8.887	7.974	8.615	8.556	8.865	9.380
<b>Working capital</b>	14,072	7,630	14,072	7,630	\$7,630	\$6,134	\$4,560	\$1,494
<b>Total assets</b>	24,326	17,335	24,326	17,335	17,335	15,486	9,086	6,315
<b>Total liabilities</b>	3,935	3,461	3,935	3,461	3,460	2,991	3,277	3,227
<b>Equity</b>	20,391	13,875	20,391	13,875	13,875	12,495	5,809	3,088

#### Chembio Diagnostics, Inc.

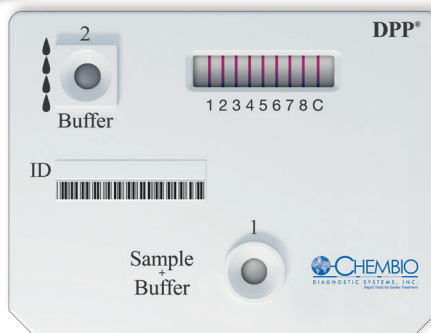
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#### Investor Relations

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**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
- Sharon Klugewicz, COO**, over 20 years experience with Pall Corp.

## 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