



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.

- Ten Consecutive Years of Double Digit Revenue Growth and Five Consecutive Years of Profitability
- 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 2014. Several other products and collaborations in pipeline.
- Commercial Activities in North America, South America, Europe, Africa and Asia Ongoing to Address Growing Global Market for POCTs

Selected Financial Information

Stock Information as of 2/28/14

Ticker Symbol	NASDAQ: CEMI
Price 2/28/14	\$3.80
52 Week High	\$5.70
52 Week Low	\$2.98
Outstanding Shares (MM)	9.32
Market Capitalization (MM)	\$35.43
Fully Diluted (FD) Shares (MM)	9.99
Management Holding-FD (MM)	1.51
Ave. Daily Vol. (3 Mos)	47,000



Major Beneficial Holders

Beneficial Shares Owned (000s)

Lawrence Siebert	820
Wellington Management Company, LLP as of 12/31/12	671
Norman H. Pessin	450

Balance Sheet Data (\$000s)

Dec'13 Dec. '12

Cash	\$9,650	\$2,952
Accts. Receivable	4,592	4,821
Inventories	3,189	2,488
Other Current Assets	1,100	747
Total Current Assets	18,531	11,008
Net Fixed Assets	1,978	1,428
Other Assets	3,978	4,899
Total Assets	24,487	17,335
Total Current Liab.	4,310	3,378
Total Other Liab.	-	82
Total Liabilities	4,310	3,460
Stockholders' Equity	20,177	13,875
Total Liabilities & Stockholders' Equity	\$24,487	\$17,335

Selected Comparative Historical Financial Data

(\$'000s)	2013	For the Years Ended			
		2012	2011	2010	2009
Total Revenues	\$29,550	\$25,611	\$19,388	\$16,705	\$13,834
Cost of sales	17,249	14,821	9,998	8,604	7,974
Gross Profit	12,301	10,790	9,390	8,101	5,860
	41.6%	42.1%	48.4%	48.5%	42.4%
R&D Expense	5,834	4,486	4,878	2,586	2,884
SG&A Expense	5,461	4,852	3,424	2,941	2,659
Operating Income (Loss)	1,006	1,452	1,088	2,574	317
Other Inc. (Expense)	13	(1)	(12)	(15)	(8)
Net Income (Loss)	1,019	1,451	1,076	2,559	309
Inc. Tax (Ben.) Prov.	487	509	(5,133)	-	-
Net Income (Loss)	\$532	\$942	\$6,209	\$2,559	\$309
Net Income (Loss) - per Share	\$0.06	\$0.11	\$0.73	\$0.29	\$0.03
Wt. Avg. No. Shares (Millions)	9.520	8.615	8.556	8.865	9.380
Working capital	14,221	\$7,630	\$6,134	\$4,560	\$1,494
Total assets	24,487	17,335	15,486	9,086	6,315
Total liabilities	4,310	3,460	2,991	3,277	3,227
Equity	20,177	13,875	12,495	5,809	3,088

Chembio Diagnostics, Inc.

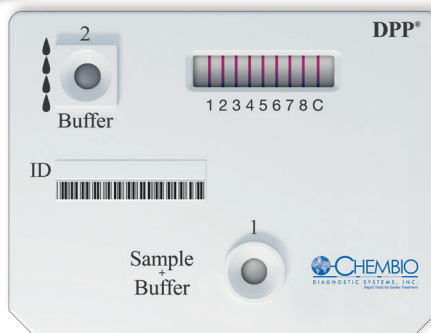
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Chembio's Dual Path Platform (DPP®)
Patented in 2007

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