

Investor Fact Sheet

Rapid Tests for Earlier Treatment

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.

- >33% Five Year Revenue CAGR during which operating performance improved continuously.
- Consecutive record revenues and profits in 2009 and 2010.
- 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 HIV (oral fluid), Syphilis, Influenza, Hepatitis-C and other infectious diseases based on Chembio's patented DPP® technology. Seven products developed on DPP® platform including three (HIV, Syphilis and Influenza) that are or will be undergoing US FDA regulatory evaluations/ submissions in 2011-2012.
- Significant income from research contracts and grants, including two, \$3MM, three year Phase II United States National Institutes of Health grants; one awarded in 2009 and one awarded March, 2011.

Stock Information Ticker Symbol CEMI Price 4/29/11 \$0.480 52 Week High \$0.580 52 Week Low \$0.159 **Outstanding Shares (MM)** 63.1 **Market Capitalization (MM)** \$30.3 **Fully Diluted (FD) Shares** 70.1 **Management Holding-FD** 11.2 Average Volume (3 Mos) 105,000 **Beneficial Shares Major Beneficial Holders** Owned (MM) Lawrence Siebert 7.1 Inverness Medical 5.4 Innovations, Inc. **Crestview Capital Offshore** 3.4 Fund. Inc. **Balance Sheet Data (\$000s)** Mar. '11 Dec. '10 \$2,797 \$2,136 Accts. Receivable 1.727 3.947 **Inventories** 1,592 1,349 Other Current Assets 176 205 **Total Current Assets** 6,292 7,637 **Net Fixed Assets** 772 813 **Other Assets** 611 636 **Total Assets** 7.675 9.086 **Total Current Liab.** 1.760 3,076 Total Other Liab. 201 179 **Total Liabilities** 1,939 3,277 **Total Equity** 5,736 5,809 **Total Liabilities &** \$7,675 \$9,086 **Shareholders Equity**

Selected	Financial Information						
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Selected Comparative Historical Financial Data								
For the Years Ended								
\$(000s)	Q1'11	Q1'10	2010	2009	2008	2007		
Total Revenues	\$3,635	\$2,783	\$16,705	\$13,834	\$11,050	\$9,231		
Cost of sales	1,709	1,477	8,604	7,974	7,198	6,435		
Gross Profit	1,926	1,306	8,101	5,860	3,852	2,796		
			48.5%	42.4%	34.9%	30.3%		
R&D Expense	1,290	801	2,586	2,884	2,605	1,907		
SG&A Expense	775	662	2,941	2,659	3,317	3,765		
Operating Income (Loss)	(139)	(157)	2,574	317	(2,071)	(2,876)		
Other Inc. (Expense)	(3)		(15)	(8)	122	249		
Net Income (Loss) - Stkhldrs	(142)	(157)	2,559	309	(1,949)	(2,627)		
Pref. Stock Expenses	-	-	-	-	-	5,645		
Net Income (Loss)	\$(142)	\$(157)	\$2,513	\$309	(\$1,949)	(\$8,272)		
Net Income (Loss) - per Share	\$0.00	\$0.00	\$0.04	\$0.00	(\$0.03)	(\$0.57)		
Avg. No. Shares (Millions)	62.284	61.986	62.103	61.946	61.267	14.608		
Working capital	4,532	1,334	4,560	1,494	1,664	3,229		
Total assets	7,675	597	9,086	6,315	5,915	6,585		
Total liabilities	1,939	3,429	3,277	3,227	3,338	2,322		
Equity (Deficit)	5,736	2,268	5,809	3,088	2,577	4,263		

Chembio Diagnostics, Inc.

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Investor Relations

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Rapid Tests for Earlier Treatment





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.



inverness medical innovations

Senior Management Team

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

Richard J. Larkin, CFO, 25 years of operational and financial experience **Javan Esfandiari, SVP R&D**, 15 years of experience in development of in-vitro point of care products

Board of 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

