



Investor Presentation

November 2010



Forward Looking Statements



Statements contained herein that are not historical facts are forward-looking statements within the meaning of the Securities Act of 1933, as amended. Those statements include statements regarding the intent, belief or current expectations of Chembio and its management. Such statements reflect management's current views, are based on certain assumptions and involve risks and uncertainties. Actual results, events, or performance may differ materially from the above forward-looking statements due to a number of important factors, and will be dependent upon a variety of factors, including, but not limited to, Chembio's ability to obtain additional financing and the demand for Chembio's products. Chembio undertakes no obligation to publicly update these forward-looking statements to reflect events or circumstances that occur after the date hereof or to reflect any change in Chembio's expectations with regard to these forward-looking statements or the occurrence of unanticipated events. Factors that may impact Chembio's success are more fully disclosed in Chembio's most recent public filings with the U.S. Securities and Exchange Commission



- Medford, NY Manufacturer of Point-of-Care Rapid Diagnostic Tests
- Five Year Revenue CAGR of 33%
- FY 2009 Total Revenues of \$13.8MM
 - Profitable in 2009 and 2010YTD through Sept. 30
 - Anticipate \$15MM+ Revenues in 2010
- 68% of Revenues from FDA Approved Rapid HIV Tests Marketed Globally
 - in U.S. by Alere (formerly Inverness Medical)
- Near & Long Term Catalysts
 - Product Launches Using Chembio's Patented DPP® Rapid Test Platform

FDA Approved Rapid HIV Tests

Distributed in US Exclusively by Alere (formerly Inverness Medical)

- 148% Revenue Increase in 2009 to \$5.3MM
 - 20% Market Share
- Competitive Features
 - CLIA Waived
 - Two Formats
 - 99.7% Sensitivity; 99.9% Specificity
 - Proprietary Formulation Enables 24 Month Stability
 - Strong Marketing Partner



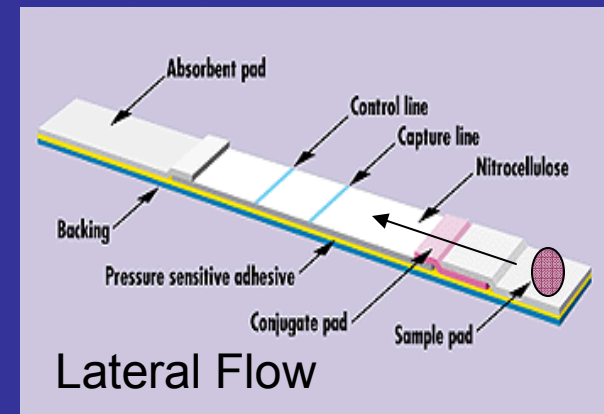
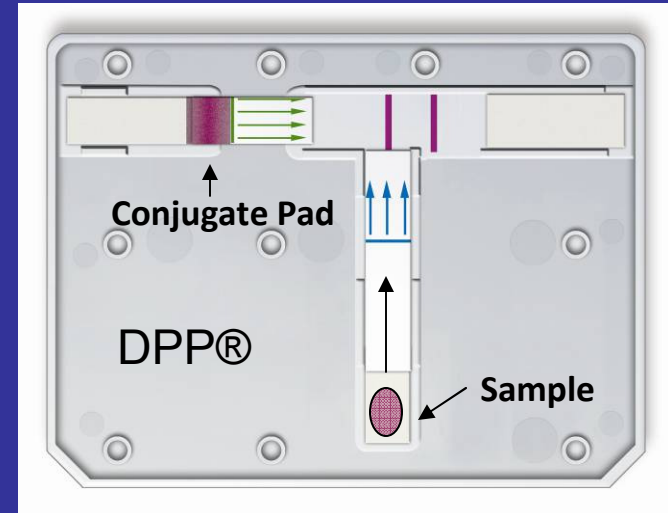
Marketed Ex-US Directly by Chembio
through Distributors

PATENTED DUAL PATH PLATFORM (DPP®)

KEY DESIGN AND PERFORMANCE ADVANTAGES vs. LATERAL FLOW



- Independent Sample Flow Path Enables Improved Sensitivity & Use of More Challenging Sample Types
- Improved Multiplexing Facilitated by Direct Binding, Uniform Delivery of Samples
- US Patent #7,189,522. Patents Issued or Pending in all major markets



Dual Path Platform DPP® vs. Lateral Flow



- **Dual Path Platform**
 - Chembio is a Licensor
 - Basis for Branded & OEM Product Pipeline
- **Lateral Flow Platform**
 - Chembio is a Licensee
 - Alere Sells in US
 - Ex-US Chembio Pays Alere either 8.5% or 5% Royalty

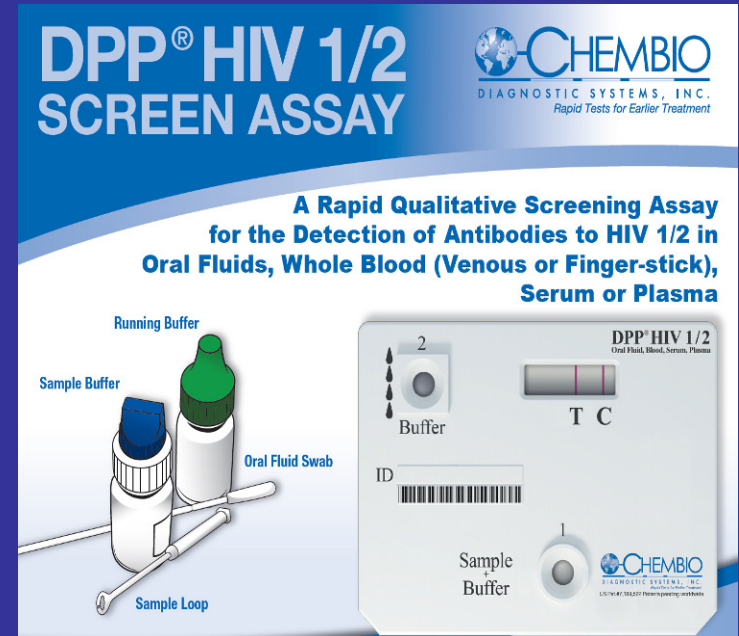
Pipeline from DPP® Technology



- 2011-2012
 - Launch of Oral Fluid HIV Test and for Syphilis Tests & Establish ChemBio DPP® Public Health Brand
 - International DPP Revenues – Brazil
 - Influenza Ag & Ab Tests
- 2012-2014 –
 - Grow ChemBio DPP® Public Health Brand
 - Launch HIV OTC, Hepatitis C, Influenza Ag & Ab
- 2010-2014 – Participate in New Markets Via OEM Agreements, Strategic Alliances, M&A
 - Respiratory, Cardiac, Auto-Immune
 - Veterinary, Food, Environmental
 - Readers
 - Molecular Technologies

DPP® HIV 1/2 Oral Fluid Assay

- \$60MM/6MM Unit US Market Growing ~15%/Year
- International Studies Completed in 2009
- US Clinical Trials Commenced Q1 2010
- Anticipate PMA approval 2011-12
- OTC Opportunity



DPP® Syphilis Screen & Confirm

- First POCT For Syphilis In US – Est. \$30MM Potential Market
- Provides Better Indication Of Active Disease
- Enables Confirmation & Treatment At POC
- Pre-natal Testing
- International Evaluation Ongoing
- Anticipate 510(K) Clearance in 2011

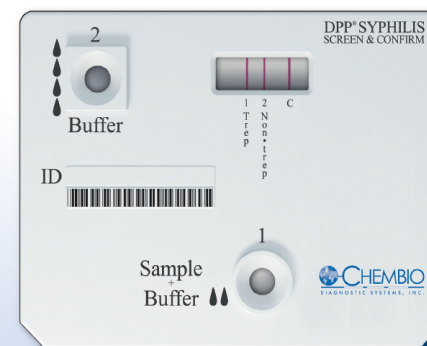
DPP® SYPHILIS SCREEN & CONFIRM



*The Only Assay to Detect Both Disease Markers
Simply at the Point of Care*

A rapid assay for the detection of non-treponemal and treponemal antibodies to syphilis in whole blood (venous or fingerstick), serum or plasma

- FDA Clearance & CLIA waiver anticipated 2010
- No Return Visits for 2nd Test Needed
- Enables treatment at Point of Care
- Optional Portable Reader Available



**Developed in collaboration
with the U.S. Centers for
Disease Control**



OEM Contracts with FIOCRUZ

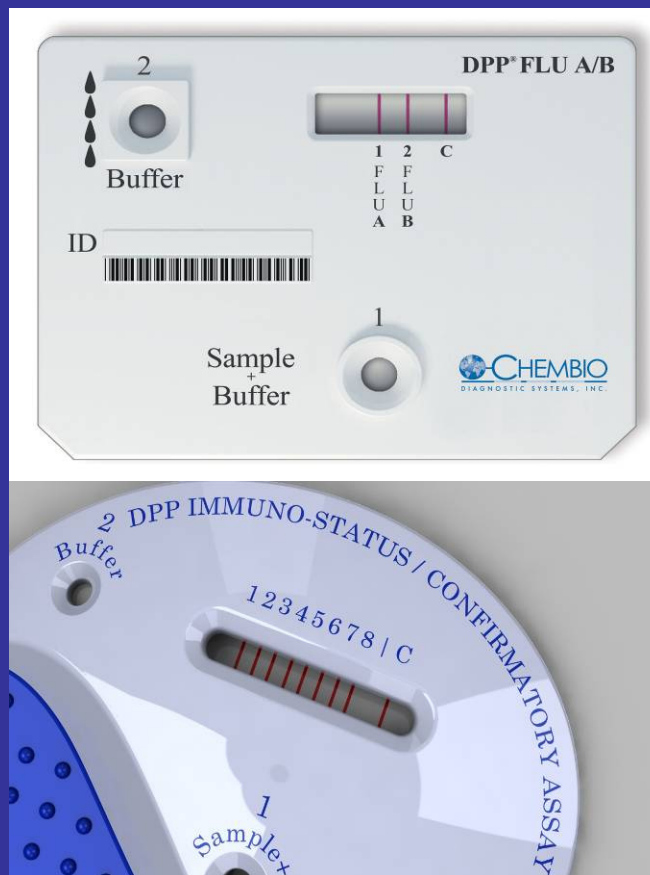
- Four Products Under OEM Agreements with FIOCRUZ
 - Following Successful \$8MM Tech. Transfer Program Completed 2004-2009
- Two Regulatory Approvals in Brazil Received June, Sept of 2010
 - Anticipate Initial Orders in Q4 2010
 - Possible New Agreements



In Development: DPP® INFLUENZA

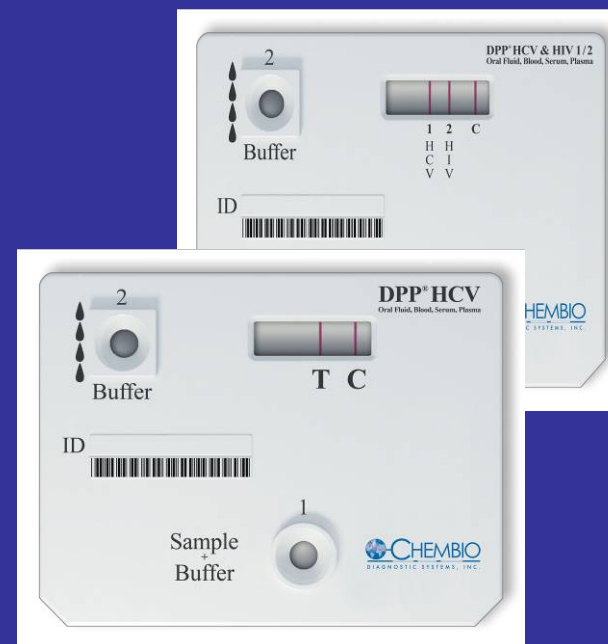
Multiplex Flu A & B Test & 6 Strain Immunity Test

- Large Established Market for Flu A&B tests
- Chembio's First Antigen Detection Test with DPP
- Prototype Shows Improved Performance v. Established Tests
- In Addition: \$900,000 Contract signed Dec. 2009 with CDC Contractor for 6-band Multiplex Immune Status Test



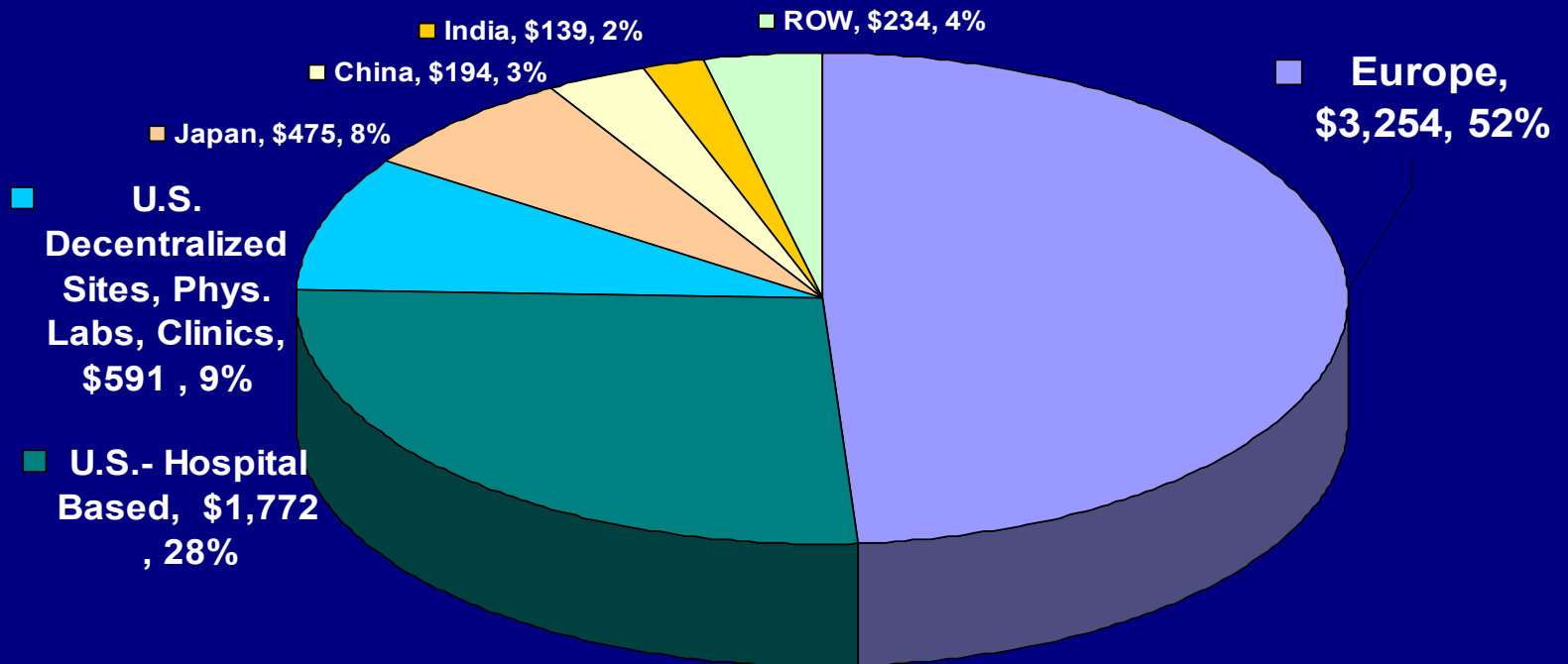
In Development: Hepatitis-C (HCV) & HIV/HCV Comb. Oral Fluid

- **Estimated 3MM HCV Infections in US**
 - Only 22% Diagnosed
 - 25% Co-infection with HIV
 - Major Cause of Liver Disease
 - New therapeutics from Vertex, etc. will drive demand for Dx
- **No HCV Point-of-Care Test in US**
- **Chembio Participating in Pre-Clinical CDC Study with both prototypes – Data Being Submitted for Publication**



\$7B Global Point-of-Care Test (POCT) Market

Worldwide Distribution of POCT
Sales (in \$ Millions) and Worldwide Market Shares



At 7% Projected Increases, even with Large Low-Growth Segments (e.g., Glucose), Global POCT Market is Fastest Growing Segment of \$39.5B In-Vitro Diagnostics Market, Projected to Reach \$8.8B by 2012

Source: Independent Market Research Report

Financial Summary

- Historical

- >33% Five CAGR Sales; Profitable 2009 and through Sept'10 YTD
- Improving Gross Margins, Increased R&D, Controlled SG&A
- Increased U.S. Sales, R&D & License Income, Operating Improvements
- Q3 Expenses for Clinicals and Strategic Alternatives

- Q4 2010 Outlook

- Awarded \$1.5MM of Grants Q4 2010 (QTDP); others pending (NIH)
- CDC Grants to States Could Improve Q4 U.S. Market (Alere) Results
- International Orders Reported in Q3 and potential Brazil revenue to Produce $\geq 15\%$ YOY Revenue Growth
- Oral Fluid HIV Test Clinical Trial Expenditures



Selected Comparative Historical Financial Results



\$(000s)

Total Revenues

Cost of sales

Gross Profit

R&D Expense

SG&A Expense

Operating Income (Loss)

Other Inc. (Expense)

Net Income (Loss) - Stkhldrs

Pref. Stock Expenses

Net Loss

Net Income (Loss) - per Share

Avg. No. Shares (Millions)

Working capital

Total assets

Total liabilities

Equity (Deficit)

For the Years Ended

2009

2008

2007

2006

\$	13,834	\$	11,050	\$	9,231	\$	6,503
	7,974		7,198		6,435		4,894
	5,860		3,852		2,796		1,609
	42.4%		34.9%		30.3%		24.7%
	2,884		2,605		1,907		1,402
	2,659		3,317		3,765		4,787
	317		(2,071)		(2,876)		(4,580)
	(8)		122		249		(415)
	309		(1,949)		(2,627)		(4,995)
	-		-		5,645		3,210
\$	309	\$	(1,949)	\$	(8,272)	\$	(8,205)
\$	0.00	\$	(0.03)	\$	(0.57)	\$	(0.80)
	61.946		61.267		14.608		10.293
\$	1,494	\$	1,664	\$	3,229	\$	5,113
	6,315		5,915		6,585		7,907
	3,227		3,338		2,322		2,297
	3,088		2,577		4,263		(940)

Selected Comparative Historical Financial Results



\$(000s) - UNAUDITED

Net Product Sales	
License & royalty revenue	
R&D/milestone grant revenue	
Total Revenues	
Cost of sales	
Gross Profit	
R&D Expense	
SG&A Expense	
Operating Income	
Other Inc. (Expense)	
Net Loss	
Basic earnings-per share	
Diluted earnings-per share	
Basic Avg. No. Shares (Millions)	
Diluted Avg. No. Shares (Millions)	

Three Mos Ended	
Sept 30 2010	Sept 30 2009
\$ 3,787	\$ 3,924
62	31
657	408
\$ 4,506	\$ 4,363
2,296	2,494
2,210	1,869
49.0%	42.8%
1,230	778
802	784
178	307
(9)	(1)
\$ 169	\$ 306
\$ 0.00	\$ 0.00
\$ 0.00	\$ 0.00
62.147	61.945
70.547	75.366

Nine Mos Ended	
Sept 30 2010	Sept 30 2009
\$ 8,337	\$ 9,245
401	84
2,300	954
\$ 11,038	\$ 10,283
5,428	6,053
5,610	4,230
50.8%	41.1%
2,822	2,128
2,144	2,002
644	100
(11)	(8)
\$ 633	\$ 92
\$ 0.01	\$ 0.00
\$ 0.01	\$ 0.00
62.068	61.945
71.074	74.938

Selected Balance Sheet Data

(\$000s)

Balance Sheet Data

UNAUDITED

Sept. '10

Dec. '09

Cash	\$ 1,336	\$ 1,068
Accts. Receivable	2,635	1,776
Inventories	1,883	1,556
Other Current Assets	191	267
Total Current Assets	6,045	4,667
Net Fixed Assets	828	580
Other Assets	690	1,068
Total Assets	7,563	6,315
Total Current Liab.	3,453	3,173
Total Other Liab.	221	54
Total Liabilities	3,674	3,227
Total Equity	3,889	3,088
Total Liabilities & Shareholders Equity	\$ 7,563	\$ 6,315



Organization & Management Team



Lawrence Siebert, CEO & Chairman

Richard Larkin, CFO

Javan Esfandiari, Sr. VP R&D

Rick Bruce, VP Operations

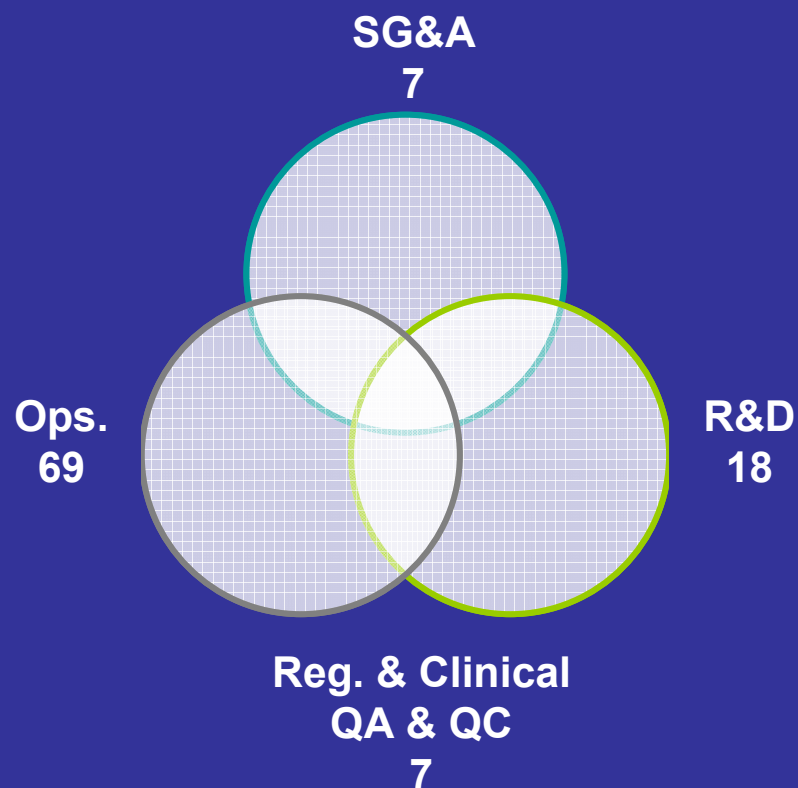
Tom Ippolito, VP Reg., QA/QC

Sandy Speer, Dir. Client Serv.

Dr. Gary Meller, Director

Katherine Davis, Director

**Total Employment
Approx. 100**



CEMI Selected Share Data



Ticker Symbol (OTCBB)	CEMI		
Price 10/29/10	\$0.255		
52 Week High	\$0.390		
52 Week Low	\$0.159		
Outstanding Shares (MM)	62.2		
Market Capitalization (MM)	\$15.9		
Fully Diluted (FD) Shares (MM)	70.5		
Management Holding (MM)-FD	11.3		
Average Volume (3 Mos)	54,000		
Options and Warrants (MM)		Avg. Ex. Price	
Options (MM) (3.95MM held by mgmt. & board)	5.71	\$0.168	
Warrants (MM) - Exp. Dates			
	10/6/2011	2.54	\$0.475
	2/5/2012	0.07	\$0.810
Total Warrants (MM)	2.61		
Total Options & Warrants (MM)	8.32		

SUMMARY

www.chembio.com



- Profitable in 2009 & 9/30/2010 YTD with FDA Approved Lateral Flow Rapid HIV Tests
- Platform Point of Care Technology DPP®
 - Robust DPP® Product Pipeline for Branded & OEM Products
 - Licensing Revenues
- Near and Long Term Growth Catalysts