



D I A G N O S T I C S , I N C .

Rapid Tests for Earlier Treatment

Ticker Symbol: CEMI
www.chembio.com

Investor Fact Sheet

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 / submission 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

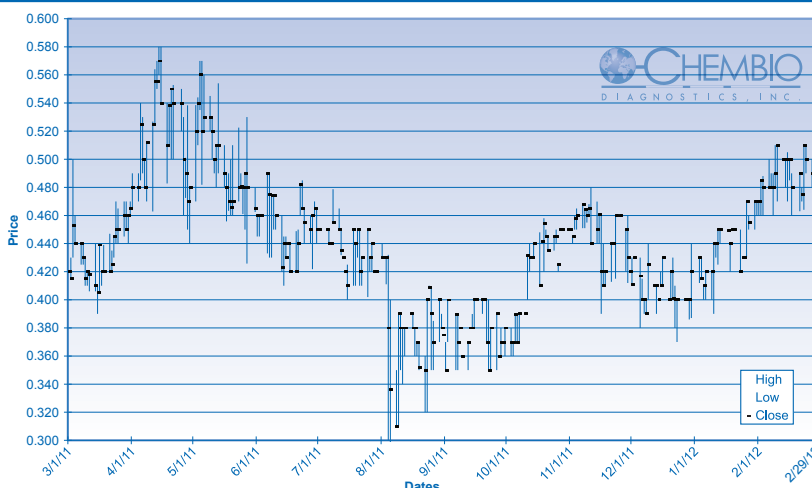
Stock Information

Ticker Symbol	CEMI
Price 2/29/12	\$0.490
52 Week High	\$0.580
52 Week Low	\$0.210
Outstanding Shares (MM)	63.3
Market Capitalization (MM)	\$31.0
Fully Diluted (FD) Shares	69.5
Management Holding-FD	12.5
Ave. Daily Vol. (3 Mos)	36,300

Major Beneficial Holders

Beneficial Shares Owned (MM)

Lawrence Siebert	7.2
Alere North America, Inc.	5.4



Selected Comparative Historical Financial Data

(\$'000s)	For the Quarter Ended		For the Years Ended			
	Q4'11	Q4'10	2011	2010	2009	2008
Balance Sheet Data (\$'000s)	Dec '11	Dec. '10				
Cash	\$3,011	\$2,136				
Accts. Receivable	2,998	3,947				
Inventories	2,300	1,349				
Other Current Assets	683	205				
Total Current Assets	8,992	7,637				
Net Fixed Assets	1,062	813				
Other Assets	5,432	636				
Total Assets	15,486	9,086				
Total Current Liab.	2,858	3,076				
Total Other Liab.	133	201				
Total Liabilities	2,991	3,277				
Total Equity	12,495	5,809				
Total Liabilities & Shareholders' Equity	\$15,486	\$ 9,086				
Total Revenues	\$6,216	\$5,667	\$19,388	\$16,705	\$13,834	\$11,050
Cost of sales	3,473	3,176	9,998	8,604	7,974	7,198
Gross Profit	2,743	2,491	9,390	8,101	5,860	3,852
	44.1%	44.0%	48.4%	48.5%	42.4%	34.9%
R&D Expense	1,181	(236)	4,878	2,586	2,884	2,605
SG&A Expense	1,011	797	3,424	2,941	2,659	3,317
Operating Income (Loss)	551	1,930	1,088	2,574	317	(2,071)
Other Inc. (Expense)	(4)	(3)	(12)	(15)	(8)	122
Net Income (Loss) -PreTax	547	1,927	1,076	2,559	309	(1,949)
Inc. Tax (Ben.) Prov.	(5,133)	46	(5,133)	-	-	-
Net Income (Loss)	\$5,680	\$1,881	\$6,209	\$2,513	\$309	(\$1,949)
Net Income (Loss) - per Share	\$0.09	\$0.03	\$0.10	\$0.04	\$0.00	(\$0.03)
Wt. Avg. No. Shares (Millions)	63.328	62.205	62.998	62.103	61.946	61.267
Working capital	6,134	4,560	6,134	4,560	1,494	1,664
Total assets	15,486	9,086	15,486	9,086	6,315	5,915
Total liabilities	2,991	3,277	2,991	3,277	3,227	3,338
Equity	12,495	5,809	12,495	5,809	3,088	2,577

Chembio Diagnostics, Inc.

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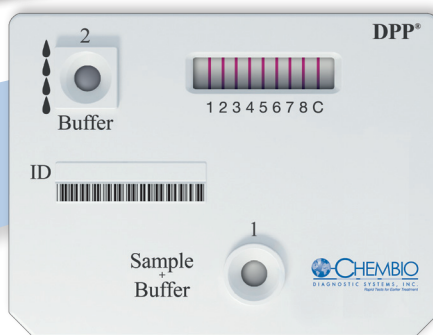
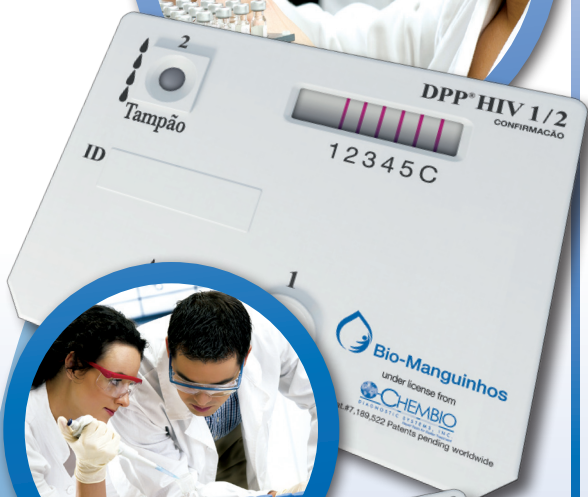
Investor Relations

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Company Contact

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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

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

