

## Business Summary & Investment Highlights

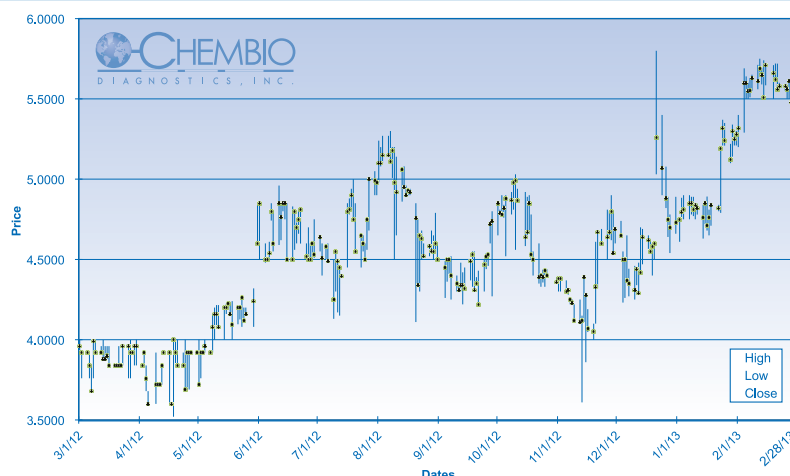
**Chembio Diagnostics, Inc. (Chembio)**, through its wholly-owned subsidiary Chembio Diagnostic Systems, Inc., develops, manufactures, licenses and markets point-of-care testing (POCT) products. Chembio created and patented a new revolutionary technology called Dual Path Platform (DPP®). The technology 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 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 approved by FDA in December 2012. Unique 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 in Brazil during 2010-11 are anticipated to generate revenues into 2013.

## Selected Financial Information

### Stock Information

<b>Ticker Symbol</b>	<b>NASDAQ: CEMI</b>
<b>Price 2/28/13</b>	<b>\$5.48</b>
<b>52 Week High</b>	<b>\$5.80</b>
<b>52 Week Low</b>	<b>\$3.52</b>
<b>Outstanding Shares (MM)</b>	<b>8.09</b>
<b>Market Capitalization (MM)</b>	<b>\$44.31</b>
<b>Fully Diluted (FD) Shares (MM)</b>	<b>8.80</b>
<b>Management Holding-FD (MM)</b>	<b>1.62</b>
<b>Ave. Daily Vol. (3 Mos)</b>	<b>39,000</b>



### Major Beneficial Holders

### Beneficial Shares Owned (000s)

<b>Lawrence Siebert</b>	<b>891</b>
<b>Wellington Management Company, LLP</b>	<b>671</b>

## Selected Comparative Historical Financial Data

(\$'000s)	For the Years Ended				
	2012	2011	2010	2009	2008
<b>Total Revenues</b>	\$25,611	\$19,388	\$16,705	\$13,834	\$11,050
<b>Cost of sales</b>	14,821	9,998	8,604	7,974	7,198
<b>Gross Profit</b>	10,790	9,390	8,101	5,860	3,852
	42.1%	48.4%	48.5%	42.4%	34.9%
<b>R&amp;D Expense</b>	4,486	4,878	2,586	2,884	2,605
<b>SG&amp;A Expense</b>	4,852	3,424	2,941	2,659	3,317
<b>Operating Income (Loss)</b>	1,452	1,088	2,574	317	(2,071)
<b>Other Inc. (Expense)</b>	(1)	(12)	(15)	(8)	122
<b>Net Income (Loss)</b>	1,451	1,076	2,559	309	(1,949)
<b>Inc. Tax (Ben.) Prov.</b>	509	(5,133)	-	-	-
<b>Net Income (Loss)</b>	\$942	\$6,209	\$2,559	\$309	(\$1,949)
<b>Net Income (Loss) - per Share</b>	\$0.11	\$0.73	\$0.29	\$0.03	(\$0.25)
<b>Wt. Avg. No. Shares (Millions)</b>	8.615	8.556	8.865	9.38	7.658
<b>Working capital</b>	7,630	6,134	4,560	1,494	1,664
<b>Total assets</b>	17,335	15,486	9,086	6,315	5,915
<b>Total liabilities</b>	3,460	2,991	3,277	3,227	3,338
<b>Equity</b>	13,875	12,495	5,809	3,088	2,577

### Chembio Diagnostics, Inc.

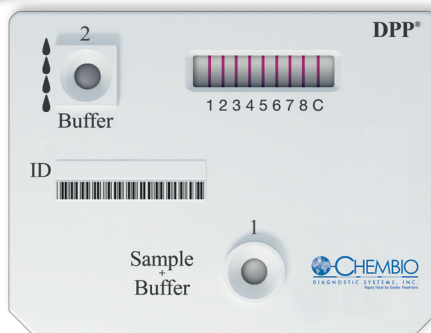
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### Investor Relations

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