

## 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 4/30/14

<b>Ticker Symbol</b>	<b>NASDAQ: CEMI</b>
<b>Price 4/30/14</b>	<b>\$3.070</b>
<b>52 Week High</b>	<b>\$5.321</b>
<b>52 Week Low</b>	<b>\$2.980</b>
<b>Outstanding Shares (MM)</b>	<b>9.47</b>
<b>Market Capitalization (MM)</b>	<b>\$29.08</b>
<b>Fully Diluted (FD) Shares (MM)</b>	<b>10.24</b>
<b>Management Holding-FD (MM)</b>	<b>0.66</b>
<b>Ave. Daily Vol. (3 Mos)</b>	<b>48,000</b>

### Major Beneficial Holders

Beneficial Shares Owned (000s)
Lawrence Siebert
Wellington Management Company, LLP
Norman H. Pessin

### Balance Sheet Data (\$000s)

	Dec'14	Dec. '13
<b>Cash</b>	<b>\$9,087</b>	<b>\$9,650</b>
<b>Accts. Receivable</b>	<b>3,370</b>	<b>4,592</b>
<b>Inventories</b>	<b>3,605</b>	<b>3,189</b>
<b>Other Current Assets</b>	<b>1,119</b>	<b>1,100</b>
<b>Total Current Assets</b>	<b>17,181</b>	<b>18,531</b>
<b>Net Fixed Assets</b>	<b>1,872</b>	<b>1,978</b>
<b>Other Assets</b>	<b>4,392</b>	<b>3,978</b>
<b>Total Assets</b>	<b>23,445</b>	<b>24,487</b>
<b>Total Current Liab.</b>	<b>3,268</b>	<b>4,310</b>
<b>Total Other Liab.</b>	<b>-</b>	<b>-</b>
<b>Total Liabilities</b>	<b>3,268</b>	<b>4,310</b>
<b>Stockholders' Equity</b>	<b>20,177</b>	<b>20,177</b>
<b>Total Liabilities &amp; Stockholders' Equity</b>	<b>\$23,445</b>	<b>\$24,487</b>



## Selected Comparative Historical Financial Data

(\$'000s)	For the Quarter End		For the Years Ended			
	Q1'14	Q1'13	2013	2012	2011	2010
<b>Total Revenues</b>	\$5,813	\$6,678	\$29,550	\$25,611	\$19,388	\$16,705
<b>Cost of sales</b>	3,540	3,984	17,249	14,821	9,998	8,604
<b>Gross Profit</b>	2,273	2,694	12,301	10,790	9,390	8,101
	39.1%	40.3%	41.6%	42.1%	48.4%	48.5%
<b>R&amp;D Expense</b>	1,198	1,045	5,834	4,486	4,878	2,586
<b>SG&amp;A Expense</b>	1,458	1,162	5,461	4,852	3,424	2,941
<b>Operating Income (Loss)</b>	(383)	487	1,006	1,452	1,088	2,574
<b>Other Inc. (Expense)</b>	2	1	13	(1)	(12)	(15)
<b>Net Income (Loss)</b>	(381)	488	1,019	1,451	1,076	2,559
<b>Inc. Tax (Ben.) Prov.</b>	(156)	171	487	509	(5,133)	-
<b>Net Income (Loss)</b>	\$(225)	\$317	\$532	\$942	\$6,209	\$2,559
<b>Net Income (Loss) - per Share</b>	(0.02)	0.04	0.06	0.11	0.73	0.29
<b>Wt. Avg. No. Shares (Millions)</b>	9.339	8.699	9.520	8.615	8.556	8.865
<b>Working capital</b>	\$13,912	\$8,021	\$14,221	\$7,630	\$6,134	\$4,560
<b>Total assets</b>	23,445	17,473	24,487	17,335	15,486	9,086
<b>Total liabilities</b>	3,268	3,213	4,310	3,460	2,991	3,227
<b>Equity</b>	20,177	14,260	20,177	13,875	12,495	5,809

### Chembio Diagnostics, Inc.

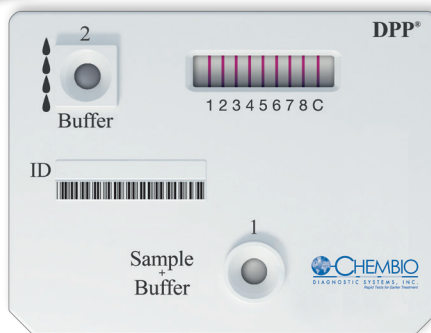
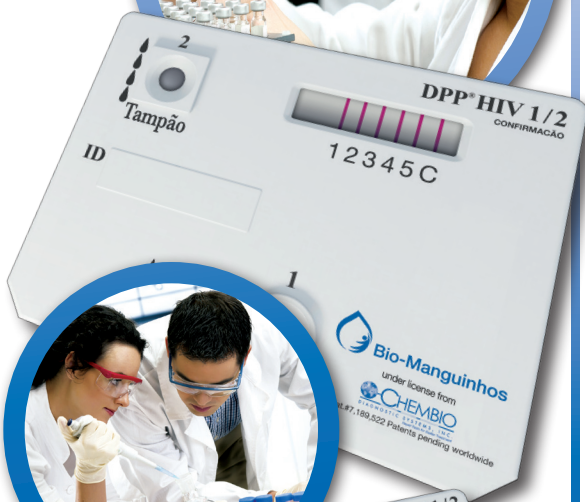
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### Investor Relations

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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

**John J. Sperzel, President & CEO:** 25+ years of leadership in the POC Diagnostics market

**Richard J. Larkin, CFO:** 25+ years of leadership in Finance and Administration

**Sharon Klugewicz, COO:** 20+ years of leadership in Operations, Marketing, QA/RA

**Javan Esfandiari, Sr. VP R&D:** 15+ years developing POC IVD tests and inventor of DPP technology

**Michael Steele, VP Sales/Marketing/BD:** 20+ years of commercial operations and BD IVD market

**Tom Ippolito, VP RA:** 20+ years of Quality and Regulatory leadership in IVD and Pharma

## Independent Directors

**Katherine L. Davis (Chairman):** -former Lieutenant Governor of the state of Indiana

**Barbara DeBuono, MD, MPH:** - former NY Commissioner of Health and RI Director of Health

**Peter Kissinger, Ph.D.:** - founder of numerous biotechnology / biomedical companies

**Gary Meller, MD, MBA:** - broad experience in medical and information technology