

## Business Summary & Investment Highlights

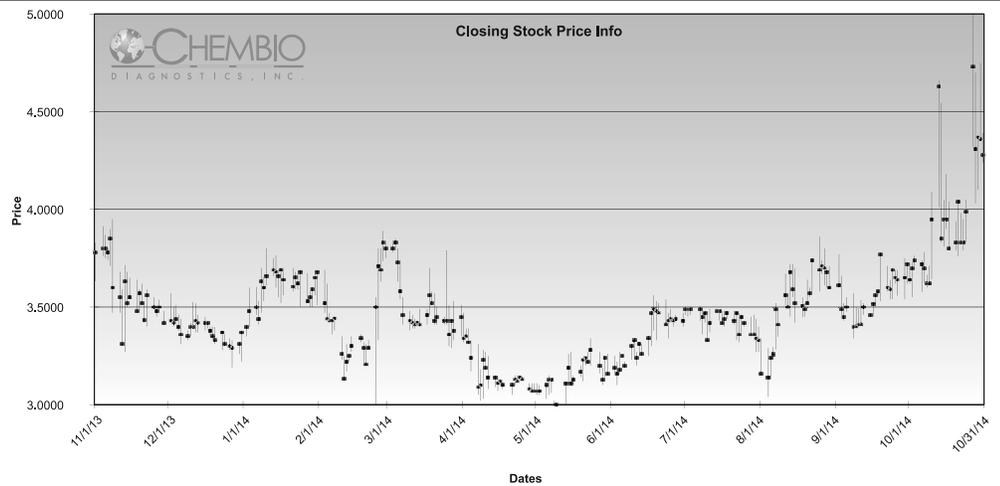
**Chembio Diagnostics, Inc. (Chembio)**, through its wholly-owned subsidiary Chembio Diagnostic Systems Inc., develops, manufactures, licenses and markets point-of-care testing (POCT) products. Chembio has created and patented, in 2007, a new revolutionary technology called Dual Path Platform (DPP®). The technology is addressing critical market requirements in the infectious diseases testing market and other growing markets. Products developed and under development, both OEM and branded, are creating new revenue streams that are anticipated to add to Chembio's core business of rapid tests.

- 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 CLIA waived by the FDA in October 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 10/31/14

<b>Ticker Symbol</b>	<b>NASDAQ: CEMI</b>
<b>Price 10/31/14</b>	\$4.28
<b>52 Week High</b>	\$5.20
<b>52 Week Low</b>	\$2.83
<b>Outstanding Shares (MM)</b>	9.61
<b>Market Capitalization (MM)</b>	\$41.14
<b>Fully Diluted (FD) Shares (MM)</b>	10.28
<b>Management Holding-FD (MM)</b>	0.97
<b>Ave. Daily Vol. (3 Mos)</b>	94,000
<b>Major Beneficial Holders</b>	<b>Beneficial Shares Owned (000s)</b>
Wellington Management Company, LLP	958
Lawrence Siebert	550



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

	Sept'14	Dec. '13
<b>Cash</b>	\$3,673	\$9,650
<b>Accts. Receivable</b>	8,316	4,592
<b>Inventories</b>	3,975	3,189
<b>Total Current Assets</b>	16,999	18,531
<b>Net Fixed Assets</b>	2,119	1,978
<b>Total Assets</b>	23,929	24,486
<b>Total Current Liab.</b>	3,820	4,309
<b>Total Other Liab.</b>	-	-
<b>Total Liabilities</b>	3,820	4,309
<b>Stockholders' Equity</b>	20,109	20,177
<b>Total Liabilities &amp; Stockholders' Equity</b>	\$23,929	\$24,486

### Selected Comparative Historical Financial Data

(\$'000s)	For the Quarter Ended		For the Nine Months Ended		For the Years Ended			
	Q3'14	Q3'13	Q3'14	Q3'13	2013	2012	2011	2010
<b>Total Revenues</b>	\$7,314	\$9,618	\$20,550	\$21,689	\$29,550	\$25,611	\$19,388	\$16,705
<b>Cost of sales</b>	4,664	5,561	12,644	12,658	17,249	14,821	9,998	8,604
<b>Gross Profit</b>	2,650	4,056	7,906	9,031	12,301	10,790	9,390	8,101
<b>Gross Profit %</b>	36.2%	42.2%	38.5%	41.6%	41.6%	42.1%	48.4%	48.5%
<b>R&amp;D Expense</b>	972	1,602	3,439	4,148	5,834	4,486	4,878	2,586
<b>SG&amp;A Expense</b>	1,940	1,380	5,345	3,702	5,461	4,852	3,424	2,941
<b>Operating Income (Loss)</b>	(262)	1,074	(878)	1,181	1,006	1,452	1,088	2,574
<b>Other Inc. (Expense)</b>	1	2	(1)	11	13	(1)	(12)	(15)
<b>Net Income (Loss)</b>	(261)	1,076	(879)	1,192	1,019	1,451	1,076	2,559
<b>Inc. Tax (Ben.) Prov.</b>	9	359	(238)	399	487	509	(5,133)	-
<b>Net Income (Loss)</b>	\$(270)	\$717	\$(641)	\$793	\$532	\$942	\$6,209	\$2,559
<b>Net Income (Loss) - per Share</b>	(0.03)	0.08	(0.07)	0.09	0.06	0.11	0.73	0.29
<b>Wt. Avg. No. Shares (Millions)</b>	9.611	9.235	9.503	8.887	9.520	8.615	8.556	8.865
<b>Working capital</b>	\$13,180	\$14,072	\$13,180	\$14,072	\$14,221	\$7,630	\$6,134	\$4,560
<b>Total assets</b>	23,929	24,326	23,929	24,326	24,487	17,335	15,486	9,086
<b>Total liabilities</b>	3,819	3,935	3,819	3,935	4,310	3,460	2,991	3,277
<b>Equity</b>	20,109	20,391	20,109	20,391	20,177	13,875	12,495	5,809

#### Chembio Diagnostics, Inc.

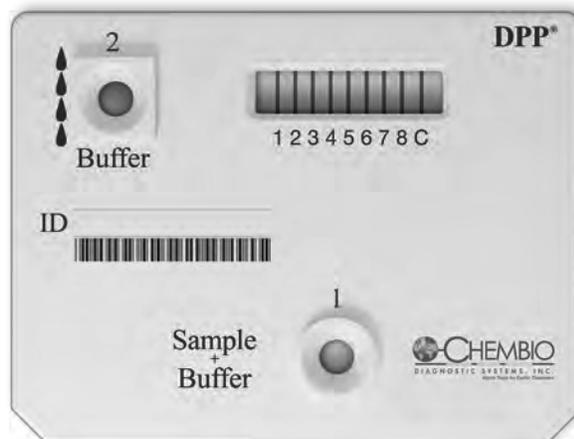
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#### Investor Relations

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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

## 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, CSTO:** 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