



RAPID  
TESTS  
FOR  
**EARLIER  
TREATMENT™**

**November 8, 2017**

NASDAQ: CEMI

# Forward-Looking Statement

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 develop, manufacture, market and finance new products 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. Other 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.

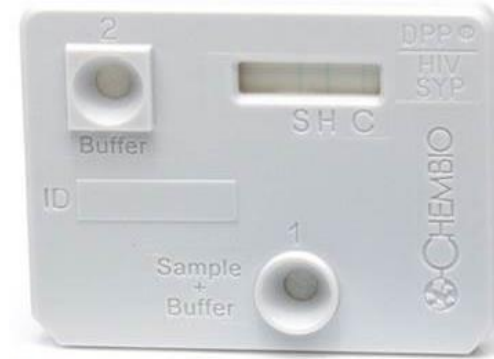
# Investment Highlights

- **A global leader in point-of-care (POC) infectious disease**
  - Sales & marketing organization in U.S., Europe, Africa, APAC and LATAM
  - Manufacturing operations in the U.S. (Medford, NY) and Southeast Asia (Malaysia)
- **Groundbreaking patented DPP<sup>®</sup> technology platform**
  - Superior sensitivity and specificity vs. traditional lateral flow technology
  - Multiple tests from a tiny (10µL) drop of fingertip blood (multiplexing)
- **Robust pipeline of new DPP<sup>®</sup> POC assays in development**
  - DPP<sup>®</sup> HIV-Syphilis Combination Assay (U.S. version)
  - DPP<sup>®</sup> Fever Assays (Malaria, Dengue, Zika, Chikungunya, Ebola, Lassa, + others)
  - DPP<sup>®</sup> Technology Collaborations (Traumatic Brain Injury, Cancer, Bovine TB)
- **Multiple high-value collaborations**
  - U.S. Government:
    - HHS/ASPR/BARDA: Zika (HHS option: Zika/Dengue/Chikungunya);
    - CDC: Malaria, Ebola, Zika, Zika/Dengue/Chikungunya
  - Paul G. Allen Ebola Program: Fever Panel - Africa, Zika
  - Bill & Melinda Gates Foundation: Malaria Oral Fluid/Saliva
  - FIND: Fever Panel - Asia

# Chembio's Dual Path Platform (DPP®) Technology

## Next-Generation Point-of-Care Technology Platform

- Patented POC technology platform
- Improved sensitivity vs. lateral flow technology
- Multiplex capability - multiple test results from a single patient sample
- Adapts to multiple sample types (blood, oral fluid)
- Application across a range of diseases and markets
- Unique sample collection device: SampleTainer®



# Chembio's Dual Path Platform (DPP®) Technology

## Leveraging Our Technology Platform to Enter New Markets

### THREE AREAS OF STRATEGIC FOCUS

STD  
Business

Fever  
Portfolio

Technology  
Collaborations

DPP® TECHNOLOGY PLATFORM



# HIV Continues to be a Global Health Crisis

## U.S. Syphilis Cases Increase Risk of HIV-Syphilis Co-Infection

### United States (HIV)

**~1.2 million**  
living with HIV/AIDS

**~50,000**  
new HIV infections/year

**~1 in 8**  
unaware of HIV infection

### Global (HIV)

**~36.7 million**  
living with HIV/AIDS (2015)

**~1.1 million**  
died of AIDS-related illnesses (2015)

### United States (SYP)

**~63,000\***  
new infections (2014)

### Global (SYP)

**~12 million**  
new infections/year

*“Between 2014 and 2015, the number of reported primary and secondary (P&S) cases in the United States increased by 19%. In the United States, approximately half of men who have sex with men (MSM) with primary and secondary (P&S) syphilis were also living with HIV. In addition, MSM who are HIV-negative and diagnosed with P&S syphilis are more likely to be infected with HIV in the future.”*

# Chembio Lateral Flow HIV Tests

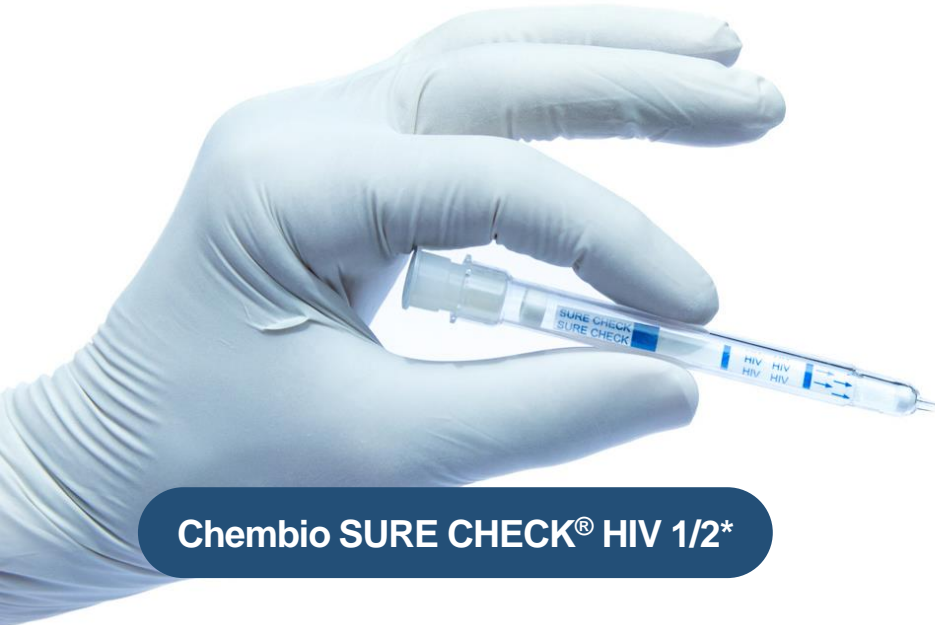
## Foundational HIV Product Suite

### ■ Product Features & Benefits

- FDA (PMA) approved, CLIA-waived
- CE marked, WHO pre-qualified
- 2.5 - 5.0  $\mu$ L blood sample
- 15 - 20 minute test time
- Specificity: 99.9%, Sensitivity: 99.7%



Chembio HIV 1/2 STAT-PAK®



Chembio SURE CHECK® HIV 1/2\*

### ■ Commercialization

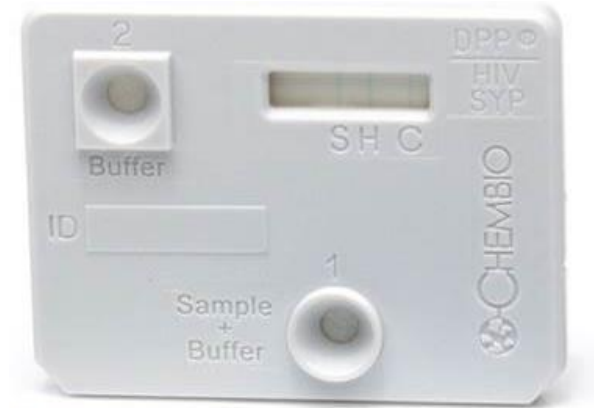
- High quality brands, marketed globally since 2007
- Sold to public health clinics, POLs, hospitals, self test (EU)
- Distribution partners -  
US: Fisher, McKesson/PSS,  
H.Schein, Medline  
Caribbean: Isla Lab

# Chembio DPP® HIV-SYP and DPP® HIV 1/2 Assays

## Strengthening our HIV/STD Portfolio

### ■ DPP® HIV-Syphilis Combo Assay

- Chembio has a history of leadership
  - First to receive USAID, ANVISA, COFEPRIS (Mexico) approval
  - First to market/sell in Latin America
- Global screening opportunity:
  - Pregnant women
  - MSM (up to 70% HIV-Syphilis co-infection)
- Received CE mark (Q1 2017)
- U.S. clinical trial for FDA PMA submission to be completed during Q4'17



### ■ DPP® HIV 1/2 Assay

- FDA-approved (2013), CLIA-waived (2014) (blood and oral fluid)
- Superior performance vs. competitors (sensitivity)
- Patented SampleTainer® sample collection system





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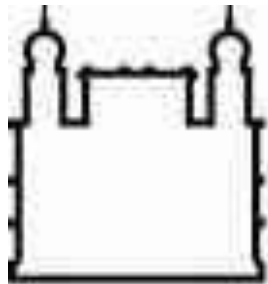
Technology  
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DPP® TECHNOLOGY PLATFORM

# Fever Disease - Product Development

## Chembio is Collaborating with World Leading Organizations

**BILL & MELINDA**  
*GATES foundation*



Ministério da Saúde

FIOCRUZ

Fundação Oswaldo Cruz



**THE PAUL G. ALLEN  
FAMILY FOUNDATION**

# DPP<sup>®</sup> Fever Disease - Product Development

## Malaria, Dengue, Zika, Chikungunya, Ebola, Lassa, Marburg

### DPP<sup>®</sup> Fever Panel - Africa

Collaborator: The Paul G. Allen Family Foundation (PGAFF)

### DPP<sup>®</sup> Malaria-Ebola Assay

Collaborator: CDC

### DPP<sup>®</sup> Ebola Assay

Collaborator: CDC

### DPP<sup>®</sup> Fever Panel - Asia

Collaborator: FIND

### DPP<sup>®</sup> Malaria OF/Saliva Assay

Collaborator: Bill & Melinda Gates Foundation (BMGF)

### DPP<sup>®</sup> Zika Assay

Collaborators: HHS/BARDA & The Paul G. Allen Family Foundation (PGAFF)

### DPP<sup>®</sup> Zika/Dengue/Chik Assay

Collaborator: HHS/BARDA

### DPP<sup>®</sup> Dengue Assay

ChemBio Internal Development

### DPP<sup>®</sup> Chikungunya Assay

ChemBio Internal Development

# Fever Diseases - A Growing Global Concern

## Malaria, Dengue, Zika, Chikungunya, Ebola, Lassa, Marburg

### ■ Mosquito-Borne Illnesses

- Mosquito → world's deadliest animal
- Responsible for 725,000 deaths/year
- Global geographic coverage

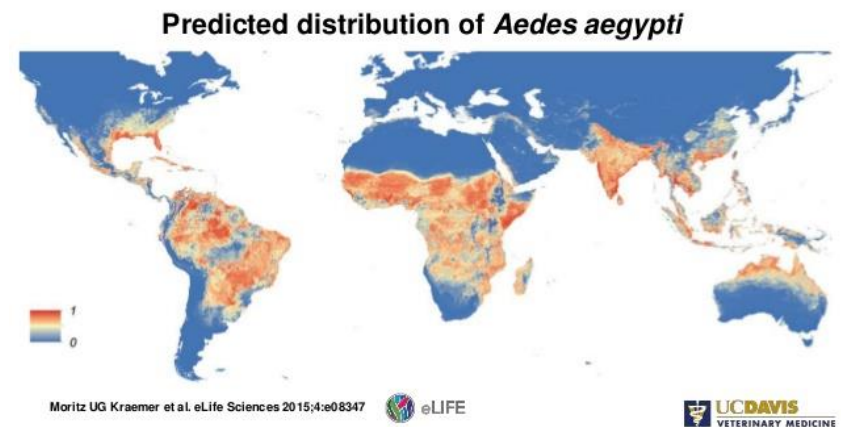
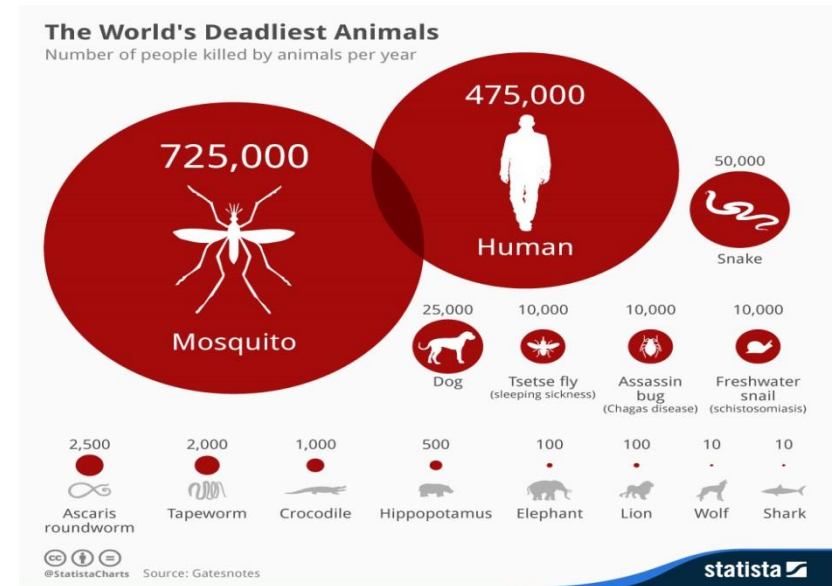
### ■ Established Fever Markets:

- Malaria: 214 million annual infections
- Dengue: 390 million annual infections

### ■ Emerging Fever Markets:

- Zika
- Chikungunya
- Ebola
- Lassa
- Marburg

### ■ What Crisis Will We Face Next?



# Chembio is Well-Positioned to Address Zika Virus

## ■ Local Zika Transmission

- 2015 (Brazil) → 2017 (~60 countries)

## ■ Who Needs to Be Tested?

- Pregnant women
- Travelers to/from endemic areas
- Others?

## ■ Molecular (MDx) Test Limitations

- Laboratory test, venous sample
- Detects acute infections only - not antibodies
- No immediate results
- High cost

## ■ Chembio Zika Test Advantage

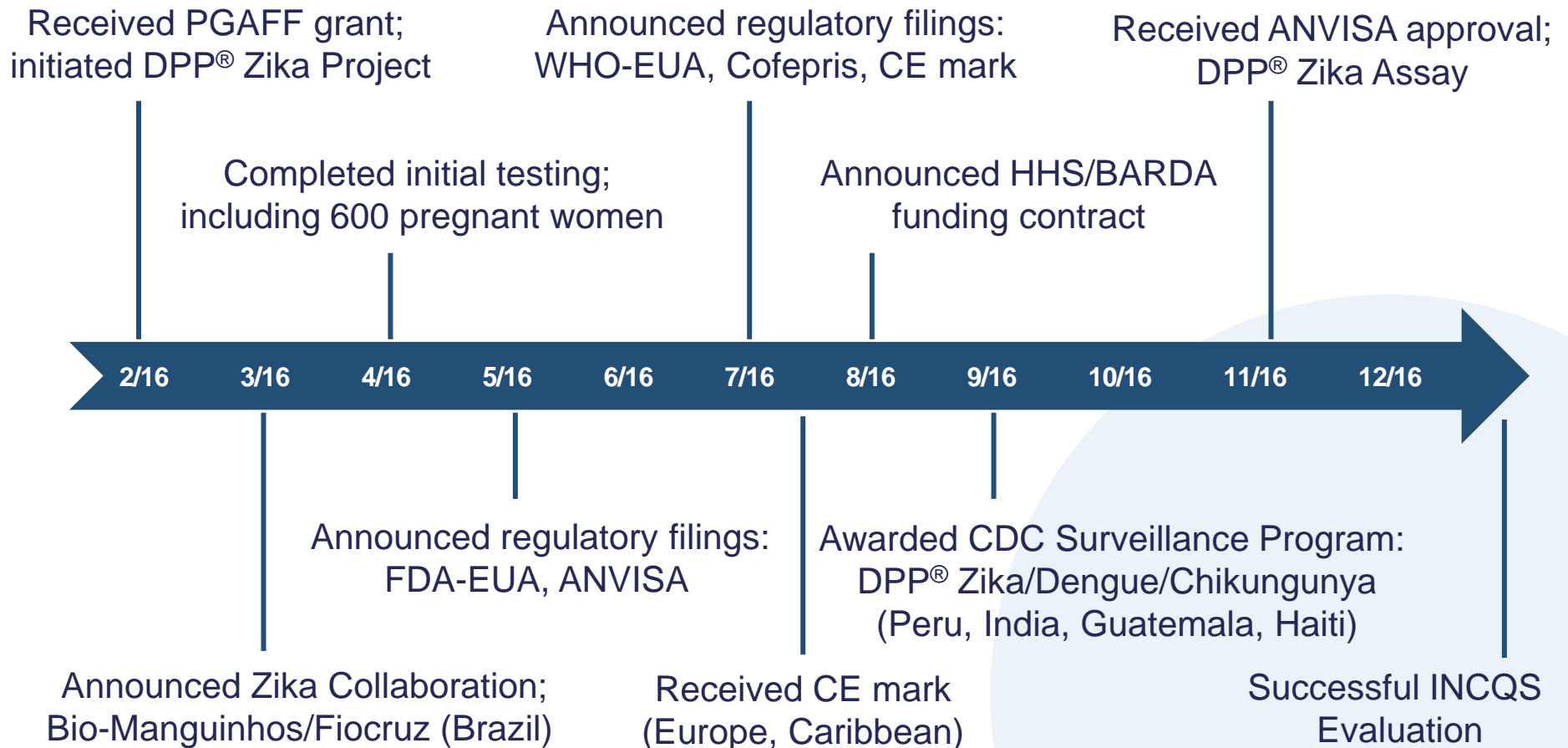
- Convenience: POC test; fingerstick sample
- Detects antibodies (IgM/IgG)
- Time to result: 15 minutes
- Low cost compared to MDx tests





# DPP<sup>®</sup> Zika/Dengue/Chikungunya - Development Demonstrates Expertise, Efficiency and Dedication

## ■ DPP<sup>®</sup> Zika IgM/IgG Development/Commercialization Timeline



# Chembio's Dual Path Platform (DPP®) Technology

## Leveraging Our Technology Platform to Enter New Markets

### THREE AREAS OF STRATEGIC FOCUS

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graph TD; A[THREE AREAS OF STRATEGIC FOCUS] --> B[STD Business]; A --> C[Fever Portfolio]; A --> D[Technology Collaborations]; E[DPP TECHNOLOGY PLATFORM] --> B; E --> C; E --> D;
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**STD  
Business**

**Fever  
Portfolio**

**Technology  
Collaborations**

**DPP® TECHNOLOGY PLATFORM**

# Technology Collaborations: Bio-Rad (NYSE: BIO) and DPP® Micro Reader

## ■ Bio-Rad Geenius™ System: HIV-1 and HIV-2 Confirmation

- Multiplex DPP® Assay
- Developed by Chembio
- Licensed to Bio-Rad
- Marketed/sold by Bio-Rad (ex-Brazil)



## ■ Chembio DPP® Micro Reader: Quantitative Results & Data Management

- Improves DPP® performance
- Provides quantitative results
- Standardizes result interpretation
- Data capture, storage, transmission
- Key features: simple, palm-sized, battery-operated, cost-effective



# Chembio's Dual Path Platform (DPP®) Technology

## Leveraging Our Technology Platform to Enter New Markets

### ■ DPP® Cancer Assay

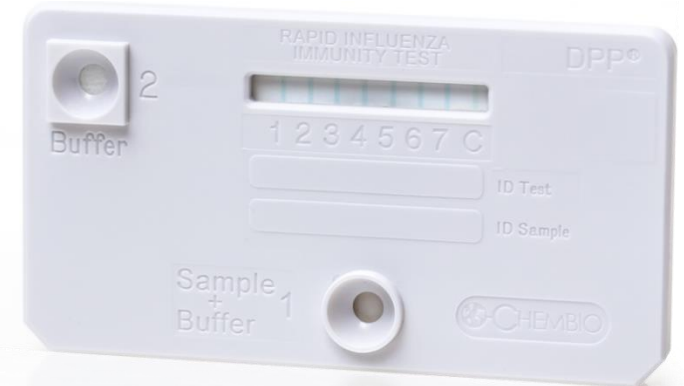
- Undisclosed partner
- Biomarkers to detect specific form of cancer
- 10µL blood sample, 20 minute test
- Quantitative result
- In development phase

### ■ DPP® TBI/Concussion Assay

- Perseus Science Group, LLC
- Biomarker to detect TBI/Concussion
- 10µL blood sample, 20 minute test
- Quantitative result
- In development phase

### ■ DPP® BovineTB

- U.S. Department of Agriculture (USDA)
- Biomarker to detect bovine tuberculosis
- 20 minute test results
- In development phase



# Chembio's Global Commercial Organization

## Shift from Product Supply Model to Direct Sales Model

- Regained control of U.S. HIV products (2014 – 2016)
  - Terminated prior U.S. exclusive distribution agreements (HIV 1/2 STAT-PAK<sup>®</sup> and SURE CHECK<sup>®</sup> HIV 1/2)
- Developed internal commercialization structure (2014 – 2016)
  - Direct sales of DPP<sup>®</sup> HIV 1/2, HIV 1/2 STAT-PAK<sup>®</sup>, and SURE CHECK<sup>®</sup> HIV 1/2 products in the U.S. market
- Established geographic coverage model in U.S. (2014 – 2016)
  - Established agreements with U.S. distributors (e.g., McKesson, H. Schein, Fisher, Medline)
- Hired Experienced and Accomplished Leadership (Q4 2016)
  - Robert Passas, Ph.D. – President, EMEA and APAC Regions
    - Trinity Biotech; The Binding Site; Abbott, Quidel
  - Sharon Klugewicz - President, Americas Region
    - Chembio COO (since 2012); Pall Corporation
- Hired international sales executives to build commercial channels in Latin America, Africa and Asia Pacific (Q4 2016 – Q1 2017)



# Manufacturing Capabilities

## Expanding Global Manufacturing and Distribution



Medford, NY

Kuala Lumpur, Malaysia



- **Acquired RVR Diagnostics (January 2017), Changed name to Chembio Diagnostics Malaysia Sdn Bhd**
- **Chembio Diagnostics Malaysia, a subsidiary of Chembio Diagnostics**
  - International base of operations and existing sales revenue
  - Cost effective manufacturing operations, ISO 13485 certification
  - Strategic location in Southeast Asia provides access to new markets
  - Regulatory access in Southeast Asia market
- **Combined Manufacturing Operations**
  - High volume manufacturing capabilities; current capacity 25MM tests
  - 65,000 sq. ft. leased facilities (Medford, NY and Malaysia)
  - Robust quality management system (Medford, NY)
    - Full compliance with regulatory requirements (i.e., FDA, USDA, WHO, ISO)
    - Expertise in manufacturing scale up, process validation and cGMP
  - Total number of employees: ~165

# Selected Financial Highlights

	Quarter Ended (in 000's)		9 Months Ended (in 000's)	
	September 30, 2017	September 30, 2016	September 30, 2017	September 30, 2016
<b>Net Product Revenues</b>	\$6,133	\$2,502	\$14,453	\$10,453
<b>Total Revenues</b>	\$7,587	\$3,746	\$18,027	\$13,614
<b>Gross Margin</b>	\$3,523	\$1,952	\$8,539	\$6,698
<b>Loss from Operations</b>	(\$589)	(\$2,144)	(\$4,398)	(\$4,998)
<b>Net Loss</b>	(\$585)	(\$2,138)	(\$4,373)	(\$10,789)*
<b>Accounts Receivable Net</b>	\$5,768	\$4,208	\$5,768	\$4,208
<b>Cash</b> (as of end of period)	\$1,872	\$12,172	\$1,872	\$12,172

\* The net loss in the 2016 period includes a tax provision for the recording of a valuation allowance on the Company's deferred tax asset of \$5,801,000.

# Experienced Executive Leadership Team

EXECUTIVE	JOINED CHEMBIO	PREVIOUS EXPERIENCE
<b>John Sperzel III</b> President & CEO	2014	2011-2013, President and CEO of ITC/Accriva; 1987-2011 Axis Shield, Bayer Diagnostics, Instrumentation Laboratory and Boehringer Mannheim
<b>Richard Larkin, CPA</b> Chief Financial Officer; Executive Vice President	2003	2000-2003, CFO of Visual Technology Group; 1987-2000 CFO of Protex International Corp.
<b>Javan Esfandiari, M.S.</b> Chief Science & Technology Officer; Executive Vice President	2000	1997-2000, Co-Founder of Sinovus Biotech AB (Sweden), acquired by Chembio in 2000; 1993-1997 R&D Director of On-Site Biotech
<b>Sharon Klugewicz, M.S.</b> President, Americas Region	2012	2009-2012, Sr. VP Scientific & Laboratory Services of Pall Corporation; 1991-2009 Pall Corporation
<b>Robert Passas, Ph.D.</b> President, EMEA & APAC Regions	2016	2015-2016, VP, Worldwide Marketing and International Sales of Trinity Biotech; 1993-2015 The Binding Site, Abbott, Trinity Biotech, Quidel
<b>Thomas Ippolito</b> VP Regulatory & Clinical Affairs	2005	2000-2005, VP Quality & Regulatory of Biospecific Technologies Corp.; 1984-2000 United Biomedical Inc., Analytab Products Inc. and Eastern LI Hospital
<b>Paul Lambotte</b> VP Product Development	2014	2009-2014, President of PLC Inc.; 2009-2012, Chief Science Officer of Axxin Pty Ltd.; 2000-2009, VP of R&D and Business Development Quidel, Inc.
<b>David Gyorke</b> VP Manufacturing Operations	2017	2011-2016, VP Operations of Nanomix; 1983-2011, NeoVista, Farallon Medical, Inc., Cholestech Corporation, Bio-Rad