

# Investor Fact Sheet

Rapid Tests for Earlier Treatment

Ticker Symbol: CEMI www.chembio.com

#### **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.

- >30% Five Year Revenue CAGR.
- 148% YOY sales increases of Chembio's FDA approved lateral flow HIV tests that are marketed in the U.S. by Inverness Medical Innovations, Inc. (IMA:NYSE), a leading POCT company. IMA markets Chembio's products as Clearview® COMPLETE HIV 1/2 globally and Clearview® HIV 1/2 STAT-PAK® in the U.S. to hospital emergency departments, public health clinics, and physicians offices.
- Robust pipeline of POCT products for HIV (oral fluid), Syphilis, Influenza, Hepatitis-C (oral fluid), and other infectious diseases based on Chembio's patented DPP® technology. Major benefits include improved sensitivity, multiplexing, sample control and quantitative measurements.
- Point of care testing is the fastest growing segment of the \$40 billion in-vitro diagnostic market. Drive for cost containment and need for quick results
  have caused the market to grow rapidly.

#### **Stock Information Ticker Symbol CEMI** Price 4/30/10 \$0.23 52 Week High \$0.39 52 Week Low \$0.10 **Outstanding Shares (MM)** 62.0 **Market Capitalization (MM)** \$14.26 **Fully Diluted (FD) Shares** 70.7 **Management Holding-FD** 11.2 **Average Volume (3 Mos)** 130,000 **Beneficial Shares Major Beneficial Holders** Owned (MM) Lawrence Siebert 6.9 Inverness Medical 5.4 Innovations, Inc. **Crestview Capital Offshore** 3.4 Fund. Inc. **Balance Sheet Data (\$000s)** Mar. '10 Dec. '09 \$798 \$1,068 Accts. Receivable 1.178 1.776 **Inventories** 1,980 1,556 Other Current Assets 285 267 **Total Current Assets** 4,241 4,667 **Net Fixed Assets** 850 580 **Other Assets** 1,068 773 **Total Assets** 5.864 6,315 **Total Current Liab.** 2,810 3,173 **Total Other Liab.** 46 54 **Total Liabilities** 2,856 3,227 **Total Equity** 3,008 3,088 **Total Liabilities &** \$ 5,864 \$6,315 **Shareholders Equity**

	0.400 T	ed Financial Information
	0.380	CHEMBIO -
	0.360	DIAGNOSTICS, INC.
	0.340	
	0.320	
	0.300	
	0.280	
	0.260	
Price	0.240	
	0.220	╌╟┸┸┩┸┸
	0.200	
	0.180	
	0.160	
	0.140	High T
	0.120	Low Low
	0.100	- Close
	0.080	

Selected Comparative Historical Financial Data										
	For the Years Ended									
\$(000s)	Mar. 31, 2010	Mar. 31, 2009	2009	2008	2007	2006	2005			
Total Revenues	\$2,783	\$2,546	\$13,834	\$11,050	\$9,231	\$6,503	\$3,941			
Cost of sales	1,477	1,547	7,974	7,198	6,435	4,894	2,996			
<b>Gross Profit</b>	1,306	999	5,860	3,852	2,796	1,609	945			
	46.9%	39.2%	42.4%	34.9%	30.3%	24.7%	24.0%			
R&D Expense	801	647	2,884	2,605	1,907	1,402	1,365			
SG&A Expense	661	676	2,659	3,317	3,765	4,787	2,878			
Operating Income (Loss)	(156)	(324)	317	(2,071)	(2,876)	(4,580)	(3,298)			
Other Inc. (Expense)	(1)	(1)	(8)	122	249	(415)	46			
Net Income (Loss) - Stkhldrs	(157)	(325)	309	(1,949)	(2,627)	(4,995)	(3,252)			
Pref. Stock Expenses	-	-	-	-	5,645	3,210	3,517			
Net Income (Loss)	(\$157)	(\$325)	\$309	(\$1,949)	(\$8,272)	(\$8,205)	(\$6,769)			
Net Income (Loss) - per Share	(\$0.00)	(\$0.01)	\$0.00	(\$0.03)	(\$0.57)	(\$0.80)	(\$0.88)			
Avg. No. Shares (Millions)	61.986	61.945	61.946	61.267	14.608	10.293	7.705			
Working capital	1,431	1,334	1,494	1,664	3,229	5,113	831			
Total assets	5,864	5,697	6,315	5,915	6,585	7,907	3,016			
Total liabilities	2,856	3,429	3,227	3,338	2,322	2,297	1,964			
Equity (Deficit)	3,008	2,268	3,088	2,577	4,263	(940)	1,053			

Chembio Diagnostics, Inc.

3661 Horseblock Road Medford, NY 11763 Ph. 631-924-1135 Fax 631-924-2065 www.chembio.com **Investor Relations** 

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Rapid Tests for Earlier Treatment





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 Inverness Medical Innovations, Inc.



inverness medical innovations

## **Senior Management Team**

**Lawrence A. Siebert, Chairman & CEO**, 25 years of management and financing experience

**Richard J. Larkin, CFO**, 25 years of operational and financial experience **Javan Esfandiari, SVP R&D**, 15 years of experience in development of in-vitro point of care products

#### **Board of 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

