



DIAGNOSTICS, INC.
Rapid Tests for Earlier Treatment

Investor Fact Sheet

Ticker Symbol:
NASDAQ: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.

- 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. 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 7/31/14

Ticker Symbol	NASDAQ: CEMI
Price 7/31/14	\$3.33
52 Week High	\$5.00
52 Week Low	\$2.83
Outstanding Shares (MM)	9.61
Market Capitalization (MM)	\$32.01
Fully Diluted (FD) Shares (MM)	10.28
Management Holding-FD (MM)	0.97
Ave. Daily Vol. (3 Mos)	20,000



5% Beneficial Holders	Beneficial Shares Owned (000s)
Wellington Management Company, LLP	958
Lawrence Siebert	840

Balance Sheet Data (\$000s)	June'14	Dec. '13
Cash	\$6,835	\$9,650
Accts. Receivable	5,423	4,592
Inventories	4,079	3,189
Total Current Assets	17,481	18,530
Net Fixed Assets	2,127	1,978
Total Assets	24,057	24,486
Total Current Liab.	3,796	4,309
Total Other Liab.	-	-
Total Liabilities	3,796	4,309
Shareholders Equity	20,261	20,177
Total Liabilities & Shareholders Equity	\$24,057	\$24,486

Selected Comparative Historical Financial Data

(\$000s)	For the Quarter Ended		For the 6 Months Ended		For the Years Ended			
	Q2'14	Q2'13	Q2'14	Q2'13	2013	2012	2011	2010
Total Revenues	\$7,423	\$5,394	13,236	12,072	\$29,550	\$25,611	\$19,388	\$16,705
Cost of sales	4,440	3,112	7,981	7,097	17,249	14,821	9,998	8,604
Gross Profit	2,983	2,282	5,255	4,975	12,301	10,790	9,390	8,101
	40.2%	42.3%	39.7%	41.2%	41.6%	42.1%	48.4%	48.5%
R&D Expense	1,269	1,501	2,466	2,546	5,834	4,486	4,878	2,586
SG&A Expense	1,947	1,160	3,404	2,322	5,461	4,852	3,424	2,941
Operating Income (Loss)	(233)	(379)	(615)	107	1,006	1,452	1,088	2,574
Other Inc. (Expense)	(4)	8	(2)	9	13	(1)	(12)	(15)
Net Income (Loss)	(237)	(371)	(617)	116	1,019	1,451	1,076	2,559
Inc. Tax (Ben.) Prov.	(91)	(130)	(247)	40	487	509	(5,133)	-
Net Income (Loss)	\$(146)	\$(241)	(370)	76	\$532	\$942	\$6,209	\$2,559
Net Income (Loss) - per Share	(0.02)	(0.03)	(0.04)	0.01	\$0.06	\$0.11	\$0.73	\$0.29
Wt. Avg. No. Shares (Millions)	9.556	9.260	9.448	8.664	9.520	8.615	8.556	8.865
Working capital	\$13,686	\$13,189	13,686	13,189	14,221	\$7,630	\$6,134	\$4,560
Total assets	24,057	23,542	24,057	23,542	24,487	17,335	15,486	9,086
Total liabilities	3,796	3,929	3,796	3,929	4,310	3,460	2,991	3,227
Equity	20,261	19,613	20,261	19,613	20,177	13,875	12,495	5,809

Chembio Diagnostics, Inc.

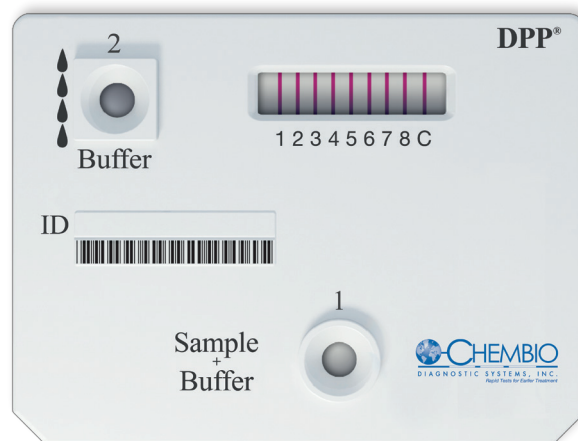
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Chembio's Dual Path Platform (DPP®)
Patented in 2007

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 Affairs leadership in IVD and Pharma

Independent Directors

Katherine 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 a number of biotechnology / biomedical companies

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