CHEMBIO DIAGNOSTICS, INC.

Corporate Presentation

January 2023

Safe Harbor Statement

Statements contained in this presentation that are not historical facts may be forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements include statements regarding the intent, belief or current expectations of Chembio and its management with respect to the further development of its products. Such statements, which are only expectations, 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 forward-looking statements due to a number of important factors, including, but not limited to the following, any of which could be exacerbated even further by the continuing COVID-19 outbreak in the United States and globally: the ability of Chembio to maintain existing, and timely obtain additional, regulatory approvals, particularly for its proposed diagnostic tests; Chembio's dependence upon, and limited experience with, new or forthcoming diagnostic tests; the highly competitive and rapidly developing market for testing solutions in our areas of focus, which includes a number of competing companies with strong relationships with current and potential customers, including governmental authorities, and with significantly greater financial and other resources that are available to Chembio; and the risks of doing business with foreign governmental entities, including geopolitical, international and other challenges as well as potential material adverse effects of tariffs and other changes in U.S. trade policy. Chembio undertakes no obligation to publicly update forward-looking statements in this release to reflect events or circumstances that occur after the date hereof or to reflect any change in Chembio's expectations with regard to the forward-looking statements or the occurrence of unanticipated events. Factors that may impact Chembio's success are more fully disclosed in Chembio's public filings with the U.S. Securities and Exchange Commission, including its Annual Report on Form 10-K for the fiscal year ended December 31, 2021 and its subsequent Quarterly Reports on Form 10-Q, particularly under the heading "Risk Factors".

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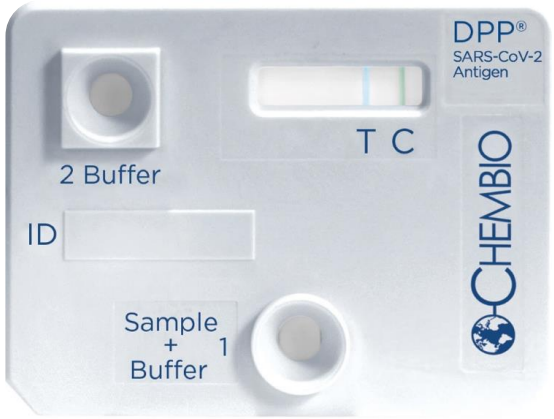
We deliver high-quality diagnostic tests that provide results in approximately 15 minutes using fingertip blood, nasal swabs and other sample types



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Investment Highlights

- Broad technology portfolio including proprietary dual path platform ("DPP") technology with expanding portfolio of point-of-care and over-the-counter ("OTC") diagnostic applications
- Scaled commercial team and sales channels to penetrate high growth markets
- Current and pipeline products focused on anticipated higher-value testing applications and markets to drive average sales prices
- Investments in automation and contract manufacturing intended to lower cost of product revenue
- Profit improvement initiatives focused on lowering manufacturing and infrastructure costs as well as strategic review of non-core business assets

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Point-of-Care Testing:
an expanding solution for the evolving healthcare system

Delivers rapid results while patients are on site

Enables immediate triage and treatment decisions

Reduces costs and improves outcomes in the modern, decentralized healthcare system

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Chembio Snapshot

Chembio Develops and Commercializes High-quality Point-of-Care and OTC Diagnostic Tests for the Rapid Detection and Diagnosis of Infectious Diseases That Provide Results in Approximately 15 Minutes Using Fingertip Blood, Nasal Swabs and Other Sample Types

3 Rapid HIV Tests in the U.S.[1]

HIV 1/2 STAT-PAK Assay

SURE CHECK HIV 1/2 Assay

DPP HIV 1/2 Assay

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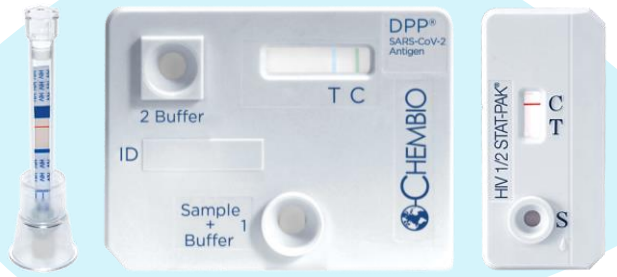
211	23	80+
Employees Worldwide[2]	Issued U.S. Patents	Distribution Partners

3 Core Product Technologies



SURE CHECK SELF TEST OTC

DPP POC

STAT-PAK POC

Pre-2020

Broad portfolio of infectious disease products was **focused principally on sexually transmitted disease and fever & tropical disease in high volume low margin markets**

2020 – 2021

Shifted substantially all resources to **leverage the DPP technology platform** to address the acute & escalating need for diagnostic testing for **COVID-19**

2022 & On

Exciting future framed around **extracting value from DPP technology** for anticipated higher-value point-of-care assays in developed markets, **SURE CHECK platform** for developing OTC markets, and executing the **Global Competitiveness Program** (GCP)

[1] All have received FDA PMA approval [2] As of September 30, 2022

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Global Competitiveness Program | 6 Key Drivers

Designed to Accelerate the Company's Path to Profitability

1. Shift focus from low-margin government contracts to higher margin point-of-care and OTC business
2. Focus on products with recurring revenues in growth markets
3. Lower manufacturing costs through leveraging the company's prior investments in automation
4. Conduct strategic review of non-core businesses and assets
5. Expand test portfolio with additional DPP tests targeting SARS, Respiratory, HIV/Syphilis, Syphilis and Lyme
6. Reduce infrastructure costs

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Chembio and Market Tailwinds Enable Long-Term Growth

Chembio
Participation in large, high-growth markets
Product portfolio leverages unique technology platforms – (DPP, SURE CHECK, STAT-PAK & in-licensed) to deliver value in premium verticals
Hybrid commercial approach utilizing direct and distribution channels to maximize footprint across end markets
Manufacturing automation driving capacity expansion and improved efficiency

Market
Decentralized healthcare delivery
Self-testing
Workforce shortages

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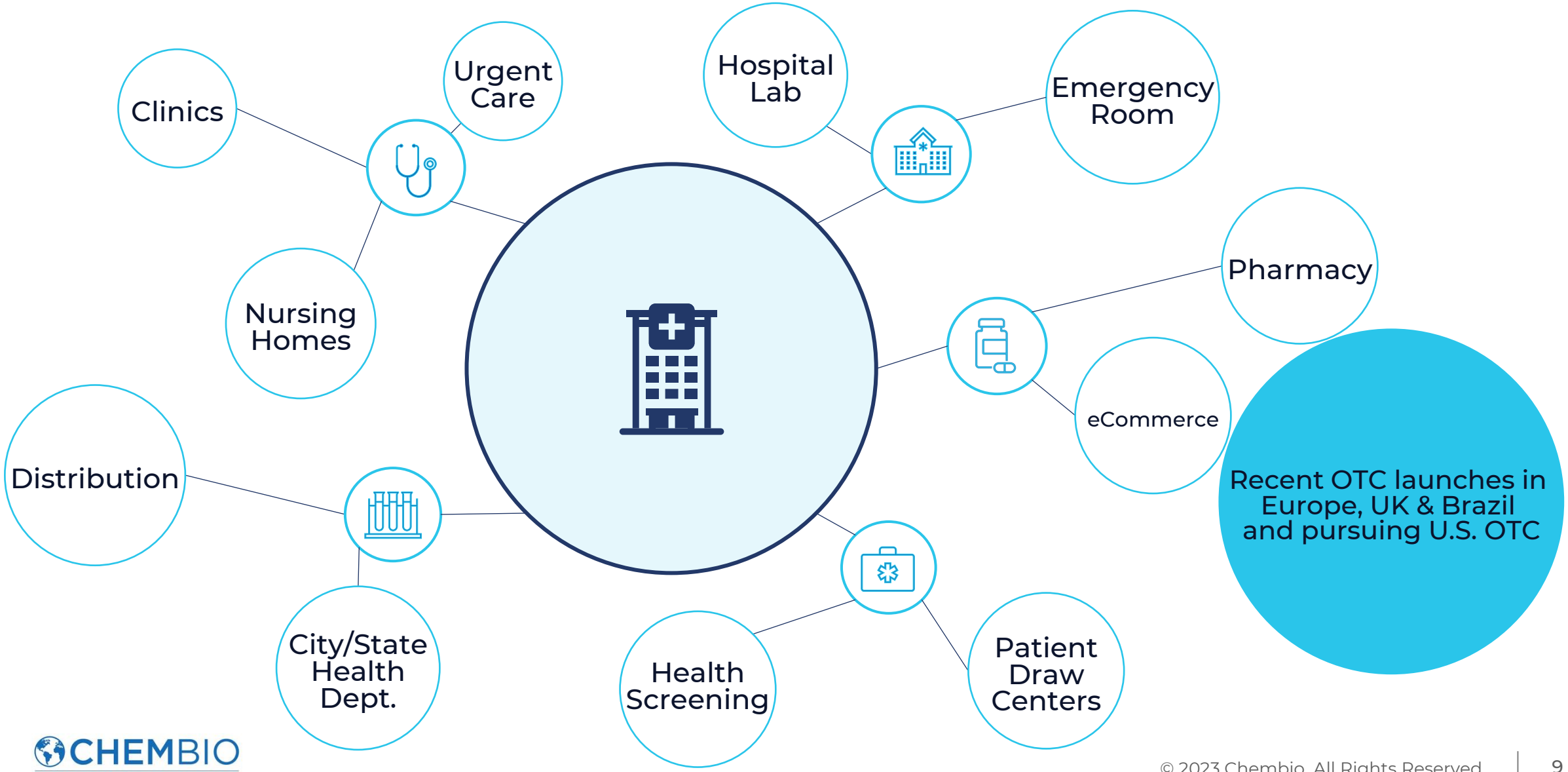
Proliferation of Point-of-Care Diagnostics

Pursuing Global OTC Opportunity – delivering tests to patients



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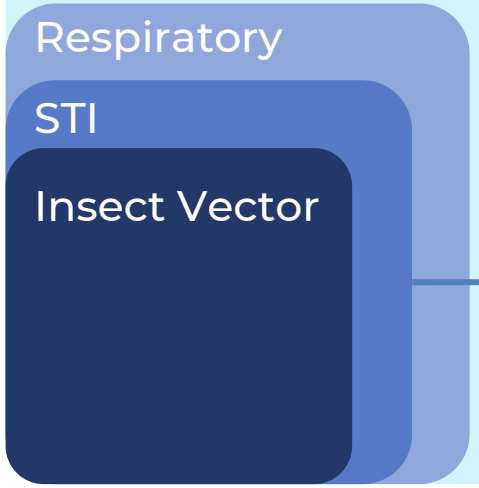
Point-of-Care Diagnostics Market

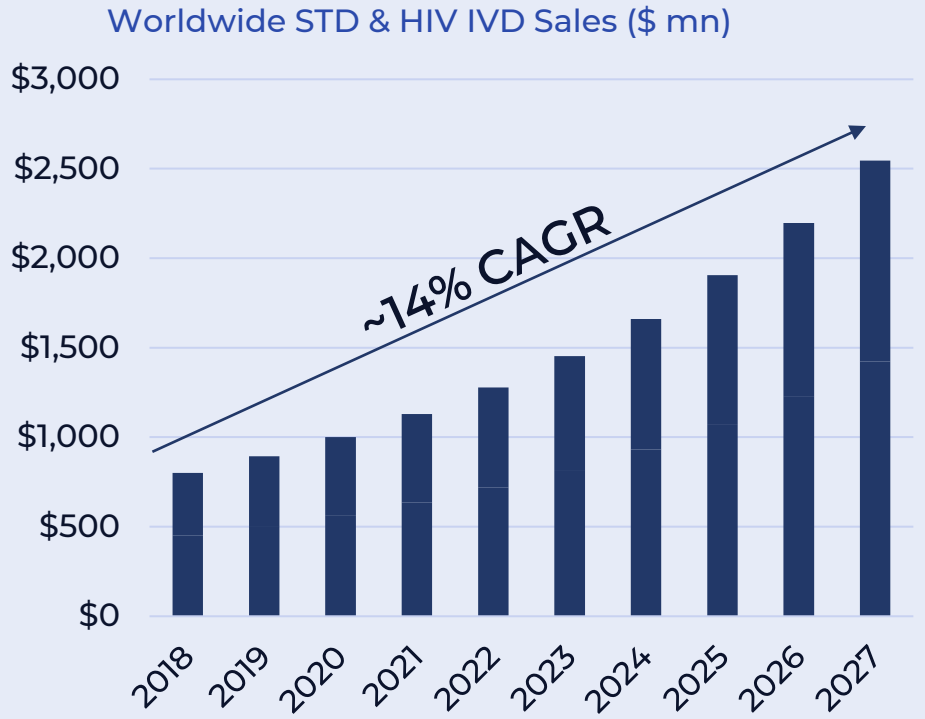
Large and growing opportunity

>$10 Billion Annual Global Market



(Not to scale, relative sizing)

Participating in fast growing segments



Data does not include the impact of COVID
Source: "Influenza Testing Products Market" Page 52 & Page 57, Global Point of Care Diagnostics Market to 2019, The Insight Partners. Aug 2019
https://www.cdc.gov/mmwr/volumes/68/wr/mm6824a3.htm#:~:text=Virus%20Surveillance&text=During%20September%2030%2C%202018%E2%80%93May,5.0%25)%20for%20influenza%20B.
https://idhjournal.com/article/S2468-0451(19)30018-5/fulltext
https://www.frontiersin.org/articles/10.3389/fped.2019.00322/full

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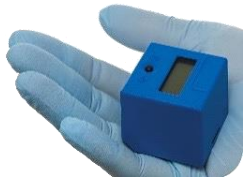
Chembio Addresses Unmet Stakeholder Needs

- ✓ Accurate results
- ✓ Complete diagnostic information: advanced multiplexing, objective, numerical data
- ✓ Removes capital cost barrier



- X Inconsistent results
- X Difficult to interpret results
- X Significant capital outlay

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Reader and Tests Enable Recurring Revenue Model

Any Test…

- **HIV-Syphilis**
- **SARS-CoV-2**
- **Expanding Test Menu**
  US-focused, targeting high value biomarkers
  - STI
  - Respiratory
  - Insect vector

Expanding base of customers with Micro Readers

Reorders from broadening menu of single-use tests

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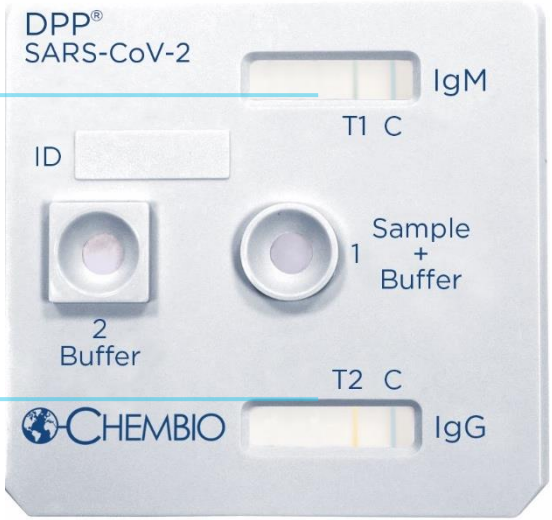
Patented DPP Technology Platform

Features

- Simple – Easy to use
- Fast – Results in ~15 minutes
- Reliable – FDA approved, CLIA waived[1]

Uniqueness

- Enhanced sensitivity and specificity
- Advanced multiplexing capabilities
- Numerical results with DPP Micro Reader within 15 seconds



[1] DPP HIV 1/2 Assay – PMA and CLIA Waived
DPP Zika IgM Assay and Micro Reader 1 – 510(k)

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SURE CHECK Self-Testing Platform

Features

- Novel Design | All-in-one sample collection and test device
- Convenient | Self-contained unit including safety materials[1]
- Trusted & Proven | Over 13M self-tests used professionally

Overview

- Chembio's SURE CHECK HIV 1/2 Assay is an FDA-approved, CLIA-waived[2] rapid point-of-care test that detects antibodies to HIV-1 and HIV-2
- World's smallest sample size: 2.5 µl
- Self Testing/OTC product in over 40,000 international pharmacies
- Menu expansion opportunities

SURE CHECK HIV Self-Test
Penetrating OTC (pharmacy and eCommerce) markets in Brazil and Europe, pursuing U.S.

[1] Comes with safety lancet and bandage
[2] SURE CHECK HIV 1/2 Assay in the United States; WHO-Prequalified internationally

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STAT-PAK Technology Platform

Features

- Chembio's HIV 1/2 STAT-PAK Assay is the only HIV test that exceeds WHO performance thresholds[1]
- Innovative Design | Small sample volume of 5-10 µl
- Easy to Use | Test in 3 simple steps

HIV 1/2 STAT-PAK Assay

Overview

- Two main tests: (i) HIV 1/2 STAT-PAK Assay and (ii) Chagas STAT-PAK Assay
- Chagas Assay boasts 97.5% agreement to Enzyme-Linked Immunoassay[2]
- Minimal training required to use

Chagas STAT-PAK Assay

[1] Kosack CS et al. Journal of the International AIDS Society 2017, 20:21345
[2] Lozano D, Rojas L, Méndez S, Casellas A, Sanz S, Ortiz L, et al. (2019) Use of Rapid Diagnostic Tests (RDTs) for Conclusive Diagnosis of Chronic Chagas Disease

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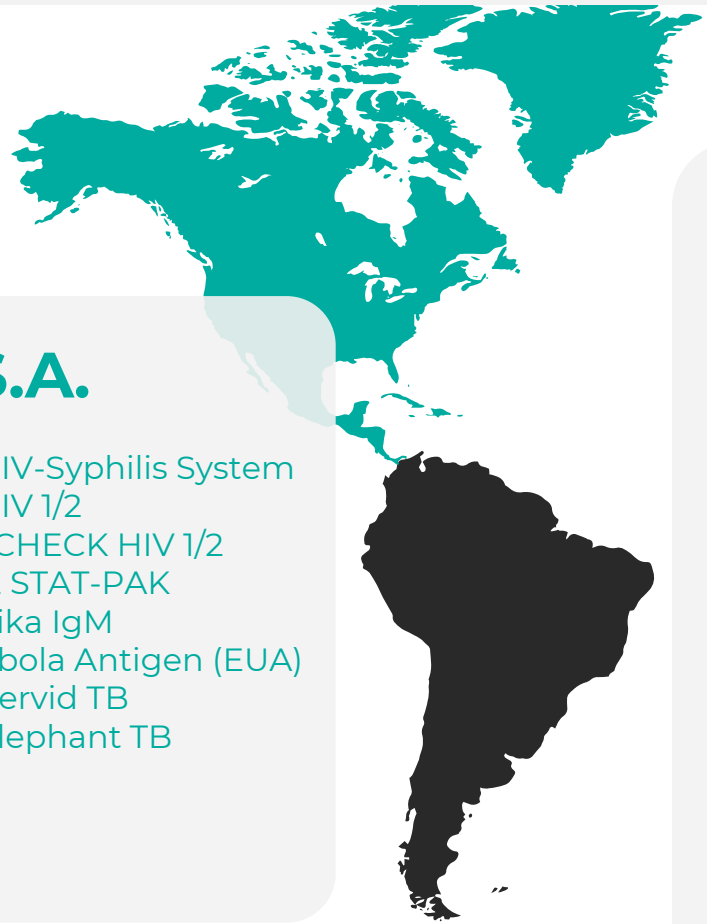
Proven Track Record of Global Product Approvals



U.S.A.

DPP HIV-Syphilis System
DPP HIV 1/2
SURE CHECK HIV 1/2
HIV 1/2 STAT-PAK
DPP Zika IgM
DPP Ebola Antigen (EUA)
DPP Cervid TB
DPP Elephant TB

LATAM

DPP SARS-CoV-2 Antigen
DPP COVID-19 IgM/IgG System
DPP Respiratory Antigen Panel
DPP HIV-1/2 Assay
SURE CHECK HIV 1/2 Assay
HIV 1/2 STAT-PAK Assay
SURE CHECK HIV Self-Test
Chagas STAT-PAK
DPP HIV-Syphilis System
DPP Syphilis Screen & Confirm Assay
DPP Zika IgM/IgG System
DPP ZCD IgM/IgG System
DPP Dengue NS1 Antigen System
DPP Dengue IgM/IgG System
DPP Chikungunya System
DPP Leishmaniasis Assay
DPP Confirmatory Assay
DPP Microreader

EMEA & Asia

DPP SARS-CoV-2 Antigen
DPP SARS CoV-2 IgM/IgG
DPP Respiratory Antigen Panel
STAT-VIEW HIV 1/2 Assay
SURE CHECK HIV 1/2 Assay
HIV 1/2 STAT-PAK Assay
SURE CHECK HIV Self-Test
DPP HIV 1 Assay
DPP HIV-Syphilis
DPP Syphilis Screen & Confirm Assay
DPP Zika IgM/IgG System
DPP ZCD IgM/IgG System
DPP Dengue Combo
Chagas STAT-PAK Assay
DPP Microreader
DPP Microreader II

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[1] International includes approval from any single or combination of ANVISA, CE Mark, WHO, or others. Specific country registrations may be required.

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Development Criteria & Go-to-Market Strategy

Focus on higher margin business in growing markets

1. Rapid diagnosis impacts patient treatment and outcomes
2. Existing diagnostics underserve clinical needs due to performance or availability
3. Regional, demographic or clinically unique opportunities

Creating high value products to leverage direct salesforce and distributor network

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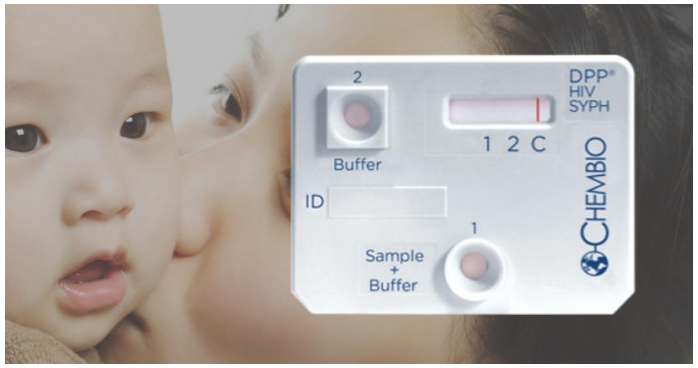
Expanding Test Portfolio

Tests provide unique solutions for growing markets

SURE CHECK

- Recent OTC launches in Europe, UK & Brazil and pursuing U.S. OTC
- $635 Million HIV point-of-care market[1]

DPP HIV/Syphilis System



- The First & Only FDA approved CLIA-Waiver Pending HIV-Syphilis Rapid Test
- Opportunity to expand to nearly 250,000 CLIA-waived labs[2]

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[1] The Insight Partners [2] CMS.gov (September 2022)

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Product Pipeline

Test	Feasibility	Regulatory 4Q2020–4Q2022	
		Pending	Approved
DPP HIV-Syphilis System	---	CLIA Waiver	FDA PMA
SURE CHECK HIV Self Test	---	US in development	WHO, CE, ANVISA, UK Southeast Asia
DPP SARS-CoV-2 Ag	---	FDA (EUA)	ANVISA, CE mark, SAPHRA
DPP SARS CoV-2 IgM/IgG	---	---	CE Mark
DPP Respiratory Antigen Panel	---	---	CE Mark, ANVISA
DPP SARS-CoV-2 Ag Self-Test	---	ANVISA, CE Mark	---
DPP Syphilis TnT	Underway	---	---
DPP Lyme IgM/IgG	Underway	---	---

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Operational Capabilities

Enhanced Through Automation and Contract Manufacturing

Fully-Automated Assembly & Packaging Lines

Intelligent Improves inspection and quality control via vision-guided, robotic operation

Flexible Allows assembly of various configurations of tests on a single line

Efficient Reduces variable manufacturing costs

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Management Team

Richard Eberly	President & CEO	meridian BIOSCIENCE, Abbott
Larry Steenvoorden	*EVP & CFO*	SIEMENS
Javan Esfandiari	*EVP, Chief Technology Science Officer*	CHEMBIO DIAGNOSTICS, INC.
Paul Angelico	*EVP, Chief Operations Officer*	P&G
Charles Caso	*Sr. VP, Global Commercial Operations*	meridian BIOSCIENCE, BECKMAN COULTER, Quest Diagnostics, Abbott
Tom Ippolito	*VP, Quality & Regulatory Affairs*	CHEMBIO DIAGNOSTICS, INC.
Stella Rivera	*VP, Human Resources*	Wyeth, Watson, PALL

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