

Energy Focus, Inc. Awarded \$4.1 Million in additional Lighting Retrofit Contracts

Solon, OH – November 16, 2010 – Energy Focus, Inc. (NASDAQ: EFOI), a leader in providing energy efficient lighting solutions, today announced that it was recently awarded four additional lighting retrofit contracts totaling \$4.1 million.

Included in this new \$4.1 million of work is over \$2 million to upgrade the lighting in a large south-eastern university and over \$1 million to upgrade the lighting at a military base. The remaining contracts are to upgrade lighting at a community college and in an elementary school district. Energy Focus has completed the audit of the facilities, inventoried their lighting systems, created an approved energy savings design, and will now procure the materials and oversee the lighting installations.

Joseph Kaveski, CEO, Energy Focus, Inc. commented: “As I discussed during our recent third quarter call, I’m delighted that we have already received several new contracts totaling \$5.6 million for our fourth quarter. We announced \$1.5 million last month and we’re now adding another \$4.1 million, which we’ve received this month. This will bring our contracts through the end of the year on the solutions side to at least \$27.4 million. These new contracts, while contributing sales in 2010 will also help to create a significant backlog for work in 2011.”

About Energy Focus, Inc.

Energy Focus, Inc. is a leading provider of energy efficient LED lighting products and turnkey energy efficient lighting solutions, holding 69 relevant lighting patents. Our solutions provide energy savings, aesthetics, safety and maintenance cost benefits over conventional lighting. Our long-standing relationship with the U.S. Government includes numerous research and development projects for the DOE and DARPA, creating energy efficient LED lighting systems for the U.S. Navy fleet and the next generation Very High Efficiency Solar Cell. Customers include supermarket chains, the US government, state and local governmental agencies, retail stores, museums, theme parks and casinos, hotels, swimming pool builders and many others. Company headquarters are located in Solon, OH, with additional offices in Nashville, TN, Pleasanton, CA, and the United Kingdom. For more information, see www.energyfocusinc.com.

Forward-looking statements in this release are made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. Such forward-looking statements include statements regarding our future business outlook, our products, our solutions, and our work with leading customers including governmental agencies. Investors are cautioned that all forward-looking statements involve risks and uncertainties. Actual results may differ materially from the results predicted. For more information about potential factors that could affect Energy Focus financial results, please refer to the Company's SEC reports, including its Annual Reports on Form 10-K and its quarterly reports on Form 10-Q. These forward-looking statements speak only as of the date hereof. Energy Focus disclaims any intention or obligation to update or revise any forward-looking statements.

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