

Energy Focus, Inc. Launches New LED Retrofit Kit for Wallpack Fixtures



SOLON, Ohio, May 12, 2011 -- Energy Focus, Inc. (NASDAQ: EFOI) a global leader in energy-efficient lighting technologies, recently introduced a new LED Retrofit Kit designed to replace High Intensity Discharge (“HID”) lighting for existing Wallpack fixtures.

The LED Retrofit Kit, using only 31 watts, is designed to replace 175 W HID lamps consuming 210 watts for an energy savings of more than 179 watts. “Our proprietary flexible thermal management system makes this product possible, allowing us to fit virtually all existing Wallpack installations,” commented Steve Gasperson, President of Energy Focus’ LED products division.

“Mounted at 15-20 foot heights on the outside of many industrial buildings Wallpack fixtures are difficult and expensive to reach,”

continued Mr. Gasperson. “As a result, burned out lamps often don’t get changed leaving the space poorly lit. Equipped with versatile mounting brackets the unit can be centered and aimed in a multitude of existing fixtures, creating a simple and easy to install solid state lighting solution. Energy Focus’ LED Retrofit Kit for Wallpacks offers a 50,000 hour life, which equates to about 10 years of maintenance-free illumination.”

Joe Kaveski, CEO of Energy Focus said, “We specifically designed this product for the retrofit market. Our LED Retrofit Kit typically pays for itself in one to two years as a result of its 85% energy savings, ten year life and low installed cost, making it the ideal solution for lighting retrofit projects.”

About Energy Focus, Inc.

Energy Focus, Inc. is a leading provider of energy efficient LED lighting products and turnkey energy efficient lighting solutions, holding 74 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. 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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