

Energy Focus, Inc. Wins \$1 Million Ohio Development Grant to Support the Development of Low Cost IntelliTube™ Light Sensor



SOLON Ohio, July 19, 2011 – Energy Focus, Inc. (NASDAQ: EFOI), a leader in providing energy efficient lighting solutions, announced that its research and development team has been selected to receive a \$1 million grant from the Ohio Third Frontier Sensors Program to develop an ultra-low cost light sensor to compliment IntelliTube™, Energy Focus' LED based fluorescent replacement technology.

Roger Buelow, Energy Focus CTO commented. “We’re excited about being selected for the Ohio Third Frontier Sensor grant. This funding will allow us to accelerate the development of CRICKET (“Cost-effective Real-time Intelligent Collective Knowledge Environmental Transmitter”), the world’s

first ultra low-cost wireless light sensor to control IntelliTube, our energy efficient LED fluorescent tube replacement technology. The system’s low total installed cost is key to maximizing energy savings and return on investment for existing and new building owners. IntelliTube systems using CRICKET sensors can reduce the power consumption of lighting by as much as 75% when compared to conventional fluorescent lighting systems.”

Joe Kaveski, CEO, Energy Focus, added: “This new award represents our second grant from Ohio’s Third Frontier Program. We are pleased that the state of Ohio recognizes the potential of Energy Focus’ IntelliTube technology for further reducing building owners’ energy cost as well as for creating new products and jobs in Ohio.”

About the Ohio Third Frontier Sensors Program

The goal of the Ohio Third Frontier Sensors Program (SP) is to accelerate the development and growth of the sensors industry in Ohio by direct financial support to organizations seeking to: investigate near-term specific commercial objectives with respect to products, processes, or services; commercialize new products, commercialize manufacturing processes or technologies, or adapt or modify existing components or systems that can reduce the cost of sensor systems or address technical and commercialization barriers; or demonstrate market readiness. While this program is open to any sensors projects, preference is being given to projects that address key Ohio industries including motor vehicles, aerospace/aviation, advanced energy/environment, biosciences/bioproducts, advanced materials, and agriculture/food processing. For more information, see <http://www.development.ohio.gov/ohiothirdfrontier/SensorsProgram.htm#Sensors>.

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. 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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