

Energy Focus, Inc. Awarded \$5 Million Lighting Retrofit Contract

Solon, OH – September 7, 2011 – Energy Focus, Inc. (NASDAQ: EFOI), a leader in providing energy efficient lighting solutions, today announced that it was recently awarded a \$5 million lighting retrofit contract with a leading Southeastern Energy Services Company.

The contract includes projects to upgrade the lighting of numerous military and government facilities in the Southeastern region of the United States over the next two years. Energy Focus will perform the audit of the facilities, inventory their lighting systems, create an approved energy savings design, procure the materials and oversee the lighting and electrical installations for the energy services company.

Joseph Kaveski, CEO, Energy Focus, Inc. commented: “This new contract, which we’ve already begun to execute, will contribute to the solution sales growth we’ve forecasted to begin in our fourth quarter. Furthermore, it will provide an additional outlet for increasing our LED lighting products sales.”

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. 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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