

Energy Focus, Inc. awarded \$2.5 million in key additional Lighting Retrofit Contracts

Solon, OH – November 10, 2011 – Energy Focus, Inc. (NASDAQ: EFOI), a leader in providing energy efficient lighting solutions, today announced that it was recently awarded key additional lighting retrofit contracts totaling \$2.5 million.

The new projects include retrofits to upgrade the lighting at a new Fortune 500 company as well as a large school system in the Southeastern United States. Energy Focus has completed the audit of the facilities, inventoried their lighting systems, created an approved energy savings design for these contracts and is now procuring the materials and overseeing the lighting installations.

Joseph Kaveski, CEO, Energy Focus, Inc. commented: “I am encouraged by the improving performance of our lighting solutions business in the fourth quarter with the award of these new contracts.”

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.

Media Contact:

Energy Focus, Inc., Public Relations Office

(440) 715-1295

pr@energyfocusinc.com

Investor Contact:

Brion Tanous
CleanTech IR, Inc.
310-541-6824

btanous@cleantech-ir.com