

Energy Focus LED products used to relight USS Chafee, the First Navy Ship to Receive a Complete LED Lighting Upgrade



SOLON Ohio, December 22, 2011 – Energy Focus, Inc. (OTC BB: EFOI.OB), a leader in providing LED energy efficient lighting solutions announced that it has provided more than 600 new light emitting diode (LED) lighting fixtures for installation on USS Chafee (DDG 90). The installation was performed during the ship's recently completed availability, providing the ship with longer-lasting lights that use less electric power than the replaced incandescent and fluorescent light fixtures.

According to a recent Naval Sea Systems Command (NAVSEA) press release, “The new fixtures have a minimum 50,000-hour lifespan compared to the 1,000-hour incandescent globes and 7,500-hour fluorescents. The ship is expected to save more than \$50,000 per year using the new lights... Savings are expected to exceed \$100,000 per ship per year when the scope is expanded to include the T12 fluorescent fixtures ... In early 2012, USS Preble (DDG 88) is expected to receive the same fixtures, as well as LED bulb replacements for the ship's two-foot fluorescent fixtures, which are the most common lighting on DDG 51 class ships.” (See www.navsea.navy.mil/NewsWire2011/08DEC11-02.aspx for additional details.)

“The 600 LED fixtures Energy Focus provided include fixtures using our IntelliTube™ single LED waveguide technology to replace fluorescent berth lights as well as a range of advanced LED globe lights to replace existing incandescent globe light fixtures,” said Roger Buelow, Energy Focus CTO. “Energy Focus has also received an order to provide its newly developed IntelliTube™ replacement LED tubes to retrofit both the USS Chafee’s and USS Preble T12 fluorescent fixtures, the second Navy ship to receive all new LED lighting. The cost savings are expected to be even greater since the fixture doesn’t need to be replaced.”

Joe Kaveski, Energy Focus CEO commented, “Energy Focus is delighted to provide the Navy its breakthrough IntelliTube LED lighting products for a complete lighting retrofit for the USS Chafee and USS Preble as we begin the process to provide advanced LED lighting aboard the whole range of combatant and amphibious ships over the next several years as part of the Navy's maritime energy strategy.”

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.

About Energy Focus' US Government Research

The contract is part of Task Force Energy and some of the first lights shipped under the contract will go to support the Navy's Great Green Fleet.

EFOI has had broad support within the Navy and Department of Defense in the development of its IntelliTube technology. Program Executive Office, Ships ("PEO Ships") has provided constant support for replacing the Navy's existing lighting with more efficient LED lighting. For more information about PEO Ships see www.globalsecurity.org/military/agency/navy/peo-ships.htm.

Development of EFOI's LED technology began under a DARPA research project in 2002, and EFOI has two current projects with DARPA's Strategic Technology Office that are developing the next generation of LED lighting.

The first qualified products were delivered under an Office of Navy Research (ONR) project. For more information see www.onr.navy.mil/Media-Center/Press-Releases/2011/Solid-State-SSL-Techsolutions.aspx.

Energy Focus has also recently received a grant from the state of Ohio to augment their LED technology in a way that builds upon the Navy work.

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