

FOR IMMEDIATE RELEASE

Media Contact:

Energy Focus, Inc., Public Relations Office  
440-715-1295  
[pr@energyfocusinc.com](mailto:pr@energyfocusinc.com)

Investor Contact:

BPC Financial Marketing  
John Baldissera  
800-368-1217

**Energy Focus, Inc. Finalizes Full-Service Contract with Architectural Floors of Cleveland**

SOLON, Ohio, October XX, 2008-- Energy Focus, Inc. (Nasdaq: EFOI), the global leader in energy-efficient lighting technologies, announced today that the company has finalized a multi-phase contract with Architectural Floors of Cleveland, a regional flooring company. The contract--the second to be finalized under Energy Focus's new full-service energy solutions program--includes design, manufacturing, engineering, and installation and support services.

"Energy Focus offers a complete energy solution package, a solution that provides substantial energy cost savings, easier maintenance and improved illumination," said Joe Kaveski, CEO of Energy Focus, Inc. "For customers like Architectural Floors of Cleveland, this combination can result in significant bottom line savings."

Architectural Floors of Cleveland provides flooring design, distribution and installation for many commercial and industrial customers. The Energy Focus project incorporates an array of Energy Focus's lighting energy solutions including EFO® system controls and advanced dimmable high intensity lighting technologies, all utilized to light the Architectural Floors' 65,000 square foot storage and distribution facility.

**About Energy Focus**

Energy Focus, Inc. is the leading supplier of energy solutions and the world's only supplier of EFO®, a lighting technology that is more efficient than conventional electric lamps. Energy Focus products are designed, manufactured and marketed for the commercial lighting, sign and swimming pool, and spa markets. Energy Focus solutions provides energy savings, aesthetic, safety and maintenance cost benefits over conventional lighting. Customers include supermarket chains, retail stores, museums, theme parks and casinos, hotels, swimming pool builders, spa manufacturers and many others. Company headquarters are located at 32000 Aurora Rd., Solon, OH 44139. The company has additional offices in Pleasanton, CA, United Kingdom and Germany. For more information, see <http://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 the business outlook for 2008 and thereafter the potential growth of EFO sales based upon its energy savings over conventional lighting. Investors are cautioned that all forward-looking statements involve risks and uncertainties. Actual results may differ materially from the results predicted. Risk factors that could affect the Company's future include, but are not limited to, a slowing of the U.S. and world economy and its effects on Energy Focus' markets, failure to develop marketable products from new technologies, failure of EFO or other new products to meet performance expectations, higher than anticipated expenses, unanticipated costs of integrating acquisitions into the Energy Focus operation, delays in manufacturing of products, increased competition, other adverse sales and distribution factors and greater than anticipated costs and/or warranty expenses. 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.