

Energy Focus, Inc. Awarded Lighting Retrofit Contracts

Solon, OH – May 2, 2011 – Energy Focus, Inc. (NASDAQ: EFOI), a leader in providing energy efficient lighting solutions, today announced that it was recently awarded several additional lighting retrofit contracts totaling \$3.4 million.

The new projects include retrofits to upgrade the lighting in school districts in the United States and Canada, federal and county government buildings in the Southeastern United States and lighting at a large fortune 500 manufacturing facility. In these contracts, Energy Focus has completed the audit of the facilities, inventoried their lighting systems, created an approved energy savings design, and is now procuring the materials and overseeing the lighting installations

Joseph Kaveski, CEO, Energy Focus, Inc. commented: “As I commented in our year end investor call, I am encouraged by the strong performance of our lighting solutions unit in 2010 and pleased to see that our first quarter contract timing issues are being resolved. These new contracts, which we’ve already begun to execute, are expected to contribute to a much stronger quarter over quarter result for the team in the second quarter of 2011.”

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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