



March 23, 2012

EFOI invites you to its 4th Quarter 2011 and year end summary earnings call

SOLON, Ohio, March 23, 2012 — Energy Focus, Inc. (OTC BB: [EFOI.OB](#)) a global leader in energy-efficient lighting technologies, will host a conference call on Thursday, March 29, 2012 at 4:30 p.m. EDT (1:30 p.m. PDT) to review the 4th Quarter 2011 and year end summary 2011 financial results and other corporate events, followed by a Q & A session. Dialing 1-888-219-1420 (US and Canada) or 1-913-312-0850 (International/Local) can access the call. The conference ID number is 7618884. Participants are asked to call the assigned number approximately 10 minutes before the conference call begins.

An instant replay of the conference call will be available through the investor relations section of the site <http://www.energyfocusinc.com/investors/events/category/investors> starting March 29, 2012 and will remain available for 3 months.

About Energy Focus, Inc.

Energy Focus, Inc. is a leading provider of energy efficient LED lighting products and turnkey energy efficient lighting solutions, holding 75 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 U.S. 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. For more information, see our web site at 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. 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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