

The Cleveland Clinic Selects Energy Focus Tubular LED Technology

SOLON, Ohio – August 20, 2015 — Energy Focus, Inc. (NASDAQ:EFOI), a leader in LED lighting technologies, today announced that it has signed an agreement with the Cleveland Clinic Foundation (the “Cleveland Clinic”) to supply its “Buy American” tubular LEDs (“TLEDs”) to replace existing fluorescent lights for all of the Cleveland Clinic’s facilities. The initial phase of this LED retrofit project covers the Cleveland Clinic’s main campus near downtown Cleveland and is expected to require approximately 250,000 TLEDs and take 18 to 24 months to complete.

In addition to its main campus, the Cleveland Clinic also administers more than 75 northern Ohio outpatient locations, 16 full-service family health centers, eight community hospitals, as well as healthcare facilities in Florida, Las Vegas, Canada and Abu Dhabi.

“We are extremely honored and gratified that the Cleveland Clinic—one of the most respected and innovative medical centers in the world—has chosen Energy Focus as its LED lighting partner, after more than a year of extensive, rigorous evaluations of our TLEDs against other major lighting brands,” said James Tu, Executive Chairman and Chief Executive Officer of Energy Focus, Inc. “Lighting consumes approximately a quarter of the energy used in hospitals. By switching to our industry leading TLED lights, the Cleveland Clinic will see energy savings of 50% or more over the current fluorescent lighting, and well over 10% of all its total energy consumption. In addition to energy savings, our TLEDs offer distinctive health benefits over fluorescent lighting as they produce much smoother, more natural and flicker-free light. We are thrilled to be collaborating with the Cleveland Clinic to dramatically enhance its sustainability profile as well as patient and employee wellbeing through one of the largest TLED retrofits ever in the global healthcare industry.”

“In addition to recognizing the industry leading performance, quality and total cost of ownership of our TLEDs, with this sizable and encompassing supply agreement, the Cleveland Clinic, as the largest private employer in northeast Ohio, demonstrates its commitment to both pioneering innovation and to the greater Cleveland region,” said Eric Hilliard, President and Chief Operating Officer of Energy Focus, Inc. “Energy Focus has increased its U.S. workforce by more than 60% since the beginning of 2014, the majority of which are located at our Solon, Ohio headquarters facility. The Cleveland Clinic’s choice of utilizing our “Buy American” TLED lighting will further propel Energy Focus’ momentum for high-tech job creation in the U.S.”

Energy Focus, Inc. is a recognized lighting technology developer and manufacturer with over 82 patents in advanced lighting technology. It has been supplying its military Intellitube® to the U.S. Navy since 2007 with zero failures reported to date, and remains the only military-spec qualified TLED lamp provider. The Company completed its first commercial TLED installation in 2010, and over 99% of its commercial LED systems installed since then are still running today.

Forward Looking Statements:

Forward-looking statements in this release are made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. Generally, these statements can be identified by the use of words such as “believes,” “estimates,” “anticipates,” “expects,” “seeks,” “projects,” “intends,” “plans,” “may,” “will,” “should,” “could,” “would” and similar expressions intended to identify forward-looking statements, although not all forward-looking statements contain these identifying words. These forward-looking statements include all matters that are not historical facts. By their nature, forward-looking statements involve risks and

uncertainties that could cause actual results to differ materially from Energy Focus' forward-looking statements. These risks and uncertainties include, but are not limited to: the number of TLEDs and the time expected to complete the project if it is completed at all; the benefits and performance of our lighting products; our strategy with regard to protecting our proprietary technology and any challenges to our proprietary rights; our ability to market and gain customer acceptance of new products; relationships with, dependence upon, and the ability to obtain components from suppliers and our ability to outsource manufacturing; the growth in the markets into which Energy Focus sells; conditions of the lighting industry and the economy in general; our ability to maintain or improve our competitive position; our ability to finance our product development and marketing initiatives based on future operating results; our liquidity and ability to generate cash and cash reserves; our ability to manage growth in the demand for our products and in our sales efforts; relationships with customers and distributors; and trends in the price and performance of LED lighting products. For more information about potential factors that could affect the financial results of Energy Focus, 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.

About Energy Focus

Energy Focus, Inc. is a leading provider of energy efficient LED lighting products and a developer of energy efficient lighting technology. Our LED Lighting products provide energy savings, aesthetics, safety and maintenance cost benefits over conventional lighting. Our long-standing relationship with the U.S. Government continues to enable us to provide energy efficient LED lighting products to the U.S. Navy and the Military Sealift Command fleets. Customers include national, state and local U.S. government agencies as well as Fortune 500 companies and many other commercial and industrial clients. Company headquarters are located in Solon, Ohio with additional sales offices in Washington, D.C., and New York. For more information, see our web site at www.energyfocusinc.com.

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