

GaN Technology is the First Step into Energy Solutions Products for Energy Focus



Cutting edge GaN power supply products will offer better performance in a smaller size than legacy technology.

NEWS RELEASE BY ENERGY FOCUS, INC.

Solon, Ohio | February 01, 2023 08:58 AM Eastern Standard Time

Energy Focus, Inc. (NASDAQ:EFOI), a leader in sustainable, energy-efficient lighting and controls systems for the commercial, military, maritime and consumer markets, announced upcoming plans for expanding its product lines to include innovative LED power supply products utilizing Gallium Nitride (GaN) technology for improved efficiencies and thermal management. This product offering builds off the previously announced strategic investment by Sander Electronics, who is partnering with Energy Focus on product and supply chain innovations. The two parties plan to expand their production and sales of components and end products in energy-related fields such as the GaN power supplies through joint technical cooperation and development to pursue expected opportunities in the fields of energy conservation, energy storage, photovoltaics, and energy management systems.

Sander Electronics is a Taiwanese-based company and leader in energy management solutions. Sander has been a designer and manufacturer of LED semiconductor components and modules for signage, lighting, and other applications. Customers include major LED, lighting, and energy storage-related companies. Sander is now bringing to market advanced energy management solutions from semiconductor components to complete energy storage solutions.

The initial GaN power supply products Energy Focus is expected to offer will leverage its experience in LED lighting design, manufacturing and sales combined with Sander's LED display component and power electronics expertise. Compared to legacy silicon-based power electronics, these GaN power supply products are expected to be more compact in size, with higher efficiency, and produce less heat from operation. This is due to gallium nitride components offering better performance and enable switching at high frequencies, which can further reduce the size of peripheral components and increase power density.

EFOI's initial GaN Power Supply Series are planned to include three models that offer power ranges of 50W to 250W with universal input voltage (100VAC to 250VAC) and output voltage options of 12V or 24V. This series is designed to achieve peak efficiency greater than 93% at 230 VAC and switching frequencies of up to 200 kHz.

Energy Focus expects to launch sales of these products as early as first half of 2023. The Company is evaluating additional market opportunities and believes these products could be suitable for other electronics applications beyond commercial and industrial LED lighting and signage use and expects to begin targeting these markets during 2023.

For the most up-to-date information on all of Energy Focus' products visit

www.energyfocus.com

About Energy Focus

Energy Focus is an industry-leading innovator of sustainable light-emitting diode ("LED") lighting and lighting control technologies and solutions. As the creator of the first flicker-free LED lamps, Energy Focus develops high quality LED lighting products and controls that provide extensive energy and maintenance savings, as well as aesthetics, safety, health and sustainability benefits over conventional lighting. In 2023, working towards the development in fields of energy conservation, storage, and management system, EFOI aims to release high efficiency GaN (gallium nitride) power supply products. Energy Focus is headquartered in Solon, Ohio. For more information, visit our website at www.energyfocus.com.

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. These statements can generally be identified by the use of forward-looking terminology, including the terms "believes," "estimates," "anticipates," "expects," "feels," "seeks," "forecasts," "projects," "intends," "plans," "may," "will," "should," "could" or "would" or, in each case, their negative or other variations or comparable terminology. These forward-looking statements include all matters that are not historical facts and include statements regarding our intentions, beliefs or current expectations concerning, among other things, our results of operations, financial condition, liquidity, prospects, growth, strategies, capital expenditures, and the industry in which we operate. By their nature, forward-looking statements involve risks and uncertainties because they relate to events and depend on circumstances that may or may not occur in the future. Although we base these forward-looking statements on assumptions that we believe are reasonable when made in light of the information currently available to us, we caution you that forward-looking statements are not guarantees of future performance and that our actual results of operations, financial condition and liquidity, and industry developments may differ materially from statements made in or suggested by the forward-looking statements

contained in this release. Except as required by law, we do not undertake any obligation to publicly update or review any forward-looking statement, whether as a result of new information, future developments or otherwise.

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