

ENERGY FOCUS, INC/DE
Form 10-Q
August 13, 2013

UNITED STATES

SECURITIES AND EXCHANGE COMMISSION

Washington, DC 20549

Form 10-Q

**QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE
ACT OF 1934**

For the quarterly period ended June 30, 2013

OR

**TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE
ACT OF 1934**

For the transition period from _____ to _____

Commission file number 0-24230

ENERGY FOCUS, INC.

(Exact name of registrant as specified in its charter)

Delaware

(State or other jurisdiction of incorporation or organization)

94-3021850

(I.R.S. Employer Identification No.)

32000 Aurora Rd., Solon, OH

(Address of principal executive offices)

44139

(Zip Code)

(Registrant's telephone number, including area code): **(440) 715-1300**

None

(Former Name, Former Address and Former Fiscal Year, If Changed Since Last Report)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes No

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See the definitions of "large accelerated filer", "accelerated filer", and "smaller reporting company" in Rule 12b-2 of the Exchange Act.

Large accelerated filer

Accelerated filer

Non-accelerated filer (do not check if a smaller reporting company) Smaller reporting company

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes No

The number of outstanding shares of the registrant's Common Stock, \$0.0001 par value, as of August 9, 2013 was 49,158,886.

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Item 1. Financial Statements**ENERGY FOCUS, INC.****CONDENSED CONSOLIDATED BALANCE SHEETS***(amounts in thousands except share and per share data)*

	June 30, 2013 (unaudited)	December 31, 2012
ASSETS		
Current assets:		
Cash and cash equivalents, includes restricted cash of \$59 and \$252, respectively	\$ 2,266	\$ 1,181
Trade accounts receivable less allowances of \$158 and \$265, respectively	4,133	5,319
Retainage receivable	190	634
Inventories, net	2,383	2,581
Costs in excess of billings	127	99
Prepaid and other current assets	1,279	1,012
Total current assets	10,378	10,826
Property and equipment, net	1,624	1,800
Intangible assets, net	156	608
Collateralized assets	1,000	1,000
Other assets	135	119
Total assets	\$ 13,293	\$ 14,353
LIABILITIES		
Current liabilities:		
Accounts payable	\$ 3,826	\$ 5,879
Accrued liabilities	1,603	2,265
Deferred revenue	226	751
Billings in excess of costs	319	464
Credit line borrowings	1,602	1,590
Current maturities of long-term debt	305	756
Total current liabilities	7,881	11,705
Other liabilities	58	30
Long-term debt	4,065	1,793
Total liabilities	12,004	13,528
SHAREHOLDERS' EQUITY		
<i>Preferred stock, par value \$0.0001 per share: Authorized: 2,000,000 shares in 2013 and 2012 Issued and outstanding: no shares in 2013 and 2012</i>	-	-

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<i>Common stock, par value \$0.0001 per share:</i> Authorized: 100,000,000 shares in 2013 and 2012 Issued and outstanding: 49,158,886 at June 30, 2013 and 44,698,650 at December 31, 2012	5	4
Additional paid-in capital	83,594	80,985
Accumulated other comprehensive income	421	460
Accumulated deficit	(82,731)	(80,624)
Total shareholders' equity	1,289	825
Total liabilities and shareholders' equity	\$ 13,293	\$ 14,353

The accompanying notes are an integral part of these financial statements.

ENERGY FOCUS, INC.

CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS

(amounts in thousands except per share amounts)

(unaudited)

	Three months ended June 30, 2013		Six months ended June 30, 2013	
	2012	2013	2012	2013
Net sales	\$7,381	\$7,672	\$12,714	\$12,974
Cost of sales	5,359	5,968	9,491	10,485
Gross profit	2,022	1,704	3,223	2,489