

The Streamamax logo features the word "Streamamax" in a blue, sans-serif font. The letter "x" is stylized with a green-to-yellow gradient.

**20
25** | **CUSTOMER
VALUE LEADER**
Maximizing the Price/Performance ROI for Customers

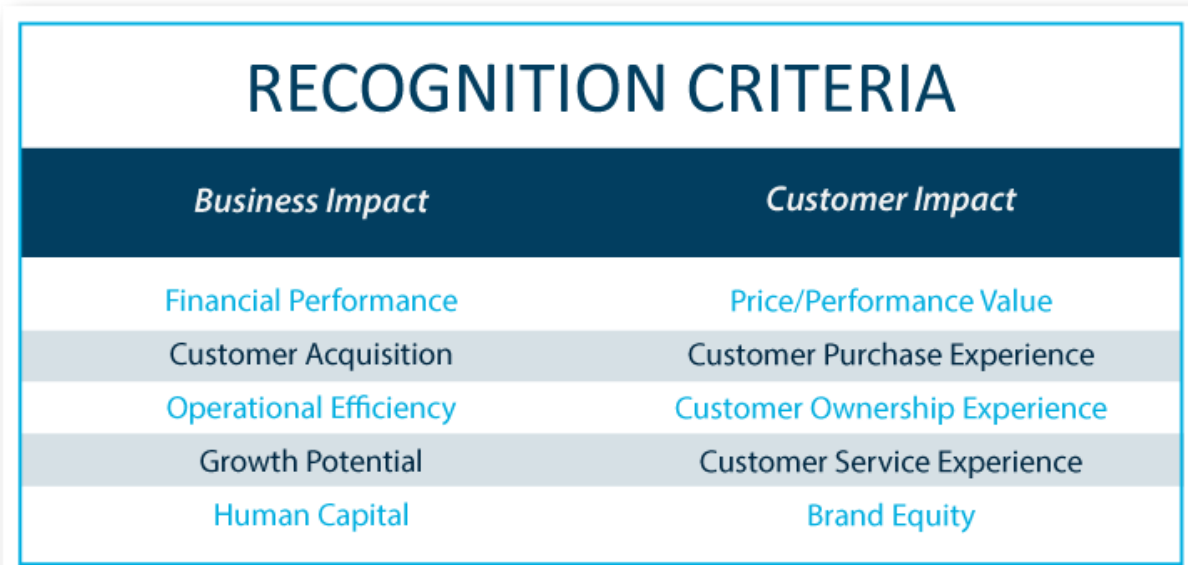
*RECOGNIZED FOR BEST PRACTICES IN THE
GLOBAL AIOT VIDEO HARDWARE INDUSTRY*

Table of Contents

<i>Best Practices Criteria for World-Class Performance</i>	3
<i>Top Transformations Impacting Growth in the AIoT Video Hardware Industry</i>	3
The Transformation of the AIoT Video Hardware Industry	4
Performance Value	4
Growth Potential	4
Customer Purchase Experience	5
Customer Ownership Experience	5
Financial Performance	5
Human Capital	6
<i>Conclusion</i>	6
<i>What You Need to Know about the Customer Value Leadership Recognition</i>	7
Best Practices Recognition Analysis	7
Business Impact	7
Customer Impact	7
<i>Best Practices Recognition Analytics Methodology</i>	8
Inspire the World to Support True Leaders	8
<i>About Frost & Sullivan</i>	9
The Growth Pipeline Generator™	9
The Innovation Generator™	9

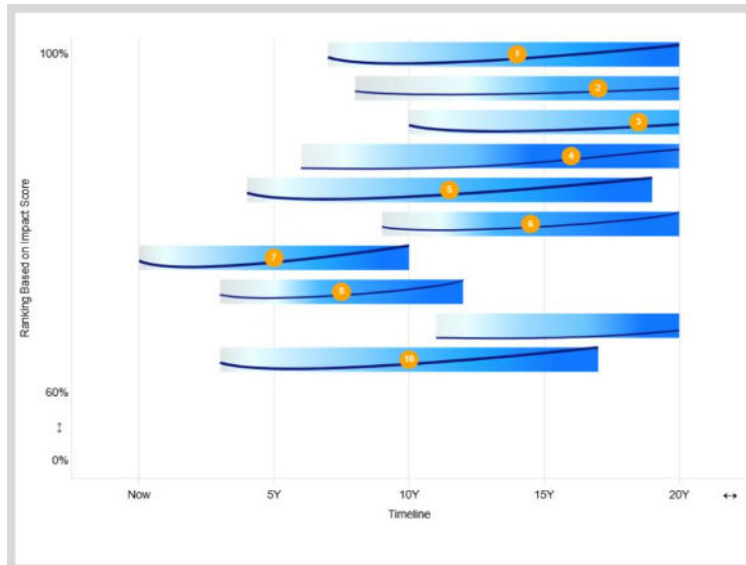
Best Practices Criteria for World-Class Performance

Frost & Sullivan applies a rigorous analytical process to evaluate multiple nominees for each recognition category before determining the final recognition recipient. The process involves a detailed evaluation of best practices criteria across two dimensions for each nominated company. Streamax Technology Co. Ltd excels in many of the criteria in the global AIoT video hardware Industry.



Top Transformations Impacting Growth in the AIoT Video Hardware Industry

Rank	Strategic Imperative	Timeline	Impact (%)	Impact Curve
1	Geopolitical Chaos Impact of trade tariffs on EV charging component costs	2031 - 45	87	Exponential
2	Transformative Mega Trends Rise of autonomous electric fleets in urban areas	2032 - 50	84	Polynomial
3	Industry Convergence Telecommunications and automotive sectors partnering for connected EV ecosystems	2034 - 51	77	Exponential
4	Transformative Mega Trends Government mandates for green public transportation systems	2030 - 50	76	Logistic
5	Competitive Intensity Entry of tech giants into the EV charging market	2028 - 43	72	Exponential
6	Geopolitical Chaos Political instability affecting infrastructure investments in certain regions	2033 - 44	68	Polynomial
7	Disruptive Technologies Development of ultra-fast charging technology reducing charge times to minutes	2024 - 34	67	Exponential
8	Internal Challenges Legacy IT systems hindering integration with modern e-mobility solutions	2027 - 36	64	Polynomial
9	Industry Convergence Integration of EV charging with renewable energy projects	2035 - 54	62	Logistic
10	Compression of Value Chains Direct manufacturer to consumer sales bypassing traditional dealerships	2027 - 41	61	Exponential



The Transformation of the AIoT Video Hardware Industry

From simple dashcam recordings to intelligent, data-driven fleet management platforms, the AI video telematics sector is transforming rapidly. Advances in AI have expanded telematics beyond GPS tracking and vehicle diagnostics to encompass computer vision, edge computing, and cloud analytics—providing powerful insights into driver behavior, collision monitoring, prognostics, and automation.

The convergence of AI and video technologies now enables fleets to minimize accidents, lower insurance costs, and enhance driver accountability, shifting telematics from reactive monitoring to proactive risk prevention and operational optimization. The industry is progressing toward fully autonomous, context-aware safety ecosystems that are redefining human–vehicle interaction.

Performance Value

By offering AI-enabled video telematics technologies such as advanced driving assistance systems (ADAS), driver monitoring systems (DMS), automatic emergency braking systems (AEBS), and blind spot detection systems, Streamax Technology Co. Ltd. has positioned itself as a trusted partner across multiple vehicle segments, including school buses, taxis, trucks, and transit buses.

The company highlights its focus on performance value through its mission statement: “To be the most reliable guardians of road safety.” With a global installed base of over 5 million vehicles, Streamax ranks among the leading providers of video telematics solutions.

Its strong presence in over 40 countries and more than 1,000 success stories attest to the consistent value Streamax delivers to customers.

Growth Potential: Innovation and Technology Leadership

Streamax’s demonstrates its commitment to innovation through ongoing development of cutting-edge AI and video telematics technologies for CVs. Its AI-powered solutions enhance fleet safety, regulatory compliance, and operational efficiency. The company demonstrates its R&D focus by consistently reinvesting over 12% of annual sales revenue into innovation for the past 5 years. With 3 R&D centers and

more than 500 patents, Streamax maintains a strong position in the global AIoT video hardware space. Its continued emphasis on technological advancements accelerates the digital transformation of transportation and reinforces its long-term growth potential.

Customer Purchase Experience

Streamax's go-to-market strategy combines global availability with local service. With 7 overseas subsidiaries and offices spanning North America, Latin America, Europe, the Middle East, and Asia-Pacific, the company ensures responsive, localized support.

"In 2024, Streamax reported revenues of USD 389 million—a 60% year-over-year increase—with net income rising 180% to USD 41 million. This profitability reflects disciplined cost management and successful market strategies."

**- Nikhil Pradyot Phadke,
Industry Analyst**

Streamax further differentiates itself through customized solutions for key vehicle segments, offering unique features and services such as "unattended student alert" and "student management information" systems for school buses, a "multifunctional vehicle" terminal for taxis, an "anti-theft" system for trailers, a "cabin safety" system for trucks, and a "passenger count" system for transit buses.

By developing solutions around vehicle segments rather than generic products, Streamax demonstrates its keen understanding of customer needs and its commitment to enhancing user experience and purchase journey.

Customer Ownership Experience

Streamax's large-scale global deployments—spanning hundreds of thousands to millions of vehicles—underscore its strong customer relationships and proven record of customer satisfaction and trust. Its solutions support major public transport projects, including Saudi Arabia's school bus project and Turkey's taxi industry initiative.

Through reliable support, extended service coverage, and continuous feature upgrades via its AI/IoT platform, Streamax enables customers to operate safer, more efficient fleets. These benefits translate into measurable operational efficiency improvements throughout the ownership life cycle, reinforcing long-term customer loyalty.

Financial Performance

Streamax has shown exceptional financial growth, establishing its leadership in video telematics and fleet technology. Publicly listed on the Shenzhen Stock Exchange, the company has maintained consistent revenue growth.

In 2024, Streamax reported revenues of USD 389 million—a 60% year-over-year increase—with net income rising 180% to USD 41 million. This profitability reflects disciplined cost management and successful market strategies.

Its focus on innovation, global expansion, and service delivery underpins a scalable model that delivers predictable cost efficiencies for customers while supporting financial sustainability and continued reinvestment in technology and client success.

“By developing solutions around vehicle segments rather than generic products, Streamax demonstrates its keen understanding of customer needs and its commitment to enhancing user experience and purchase journey.”

**- Nikhil Pradyot Phadke,
Industry Analyst**

Human Capital

Streamax recognizes that innovation and operational excellence stem from human capital. Its workforce of over 2,100 employees spans R&D, sales, technical support, and after-sales service.

The company invests heavily in employee development through continuous training programs that enhance technical expertise and foster a culture of innovation.

This collaborative environment has contributed to the successful development and deployment of next-generation fleet management solutions.

Streamax’s leadership reflects the skill and dedication of its employees, ensuring the company remains at the forefront of the global video telematics industry.

Conclusion

Through its combined strength in technological innovation, sustained R&D investment, customer-centric approach, operational excellence, and global reach, Streamax continues to stand out as a leader in delivering measurable value to CV fleets. Its solutions enhance fleet safety, improve operational efficiency, reduce costs, and empower customers to achieve sustainable growth. Across financial performance, human capital, and segment-specific solutions, Streamax exemplifies the hallmarks of a true market leader.

With its strong overall performance, Streamax Technology Co. Ltd. earns Frost & Sullivan’s 2025 Global Customer Value Leadership Award in the AIoT video hardware market.

What You Need to Know about the Customer Value Leadership Recognition

Frost & Sullivan's Customer Value Leadership Recognition identifies the company that offers products or services customers find superior for the overall price, performance, and quality.

Best Practices Recognition Analysis

For the Customer Value Leadership Recognition, Frost & Sullivan analysts independently evaluated the criteria listed below.

Business Impact

Financial Performance: Strong overall business performance is achieved in terms of revenue, revenue growth, operating margin, and other key financial metrics

Customer Acquisition: Customer-facing processes support efficient and consistent new customer acquisition while enhancing customer retention

Operational Efficiency: Company staff performs assigned tasks productively, quickly, and to a high-quality standard

Growth Potential: Growth is fostered by a strong customer focus that strengthens the brand and reinforces customer loyalty

Human Capital: Leveraging innovative technology characterizes the company culture, which enhances employee morale and retention

Customer Impact

Price/Performance Value: Products or services offer the best ROI and superior value compared to similar market offerings

Customer Purchase Experience: Purchase experience with minimal friction and high transparency assures customers that they are buying the optimal solution to address both their needs and constraints

Customer Ownership Excellence: Products and solutions evolve continuously in sync with the customers' own growth journeys, engendering pride of ownership and enhanced customer experience

Customer Service Experience: Customer service is readily accessible and stress-free, and delivered with high quality, high availability, and fast response time

Brand Equity: Customers perceive the brand positively and exhibit high brand loyalty, which is regularly measured and confirmed through a high Net Promoter Score®

Best Practices Recognition Analytics Methodology

Inspire the World to Support True Leaders

This long-term process spans 12 months, beginning with the prioritization of the sector. It involves a rigorous approach that includes comprehensive scanning and analytics to identify key best practice trends. A dedicated team of analysts, advisors, coaches, and experts collaborates closely, ensuring thorough review and input. The goal is to maximize the company’s long-term value by leveraging unique perspectives to support each Best Practice Recognition and identify meaningful transformation and impact.

STEP		VALUE IMPACT	
		WHAT	WHY
1	Opportunity Universe	Identify Sectors with the Greatest Impact on the Global Economy	Value to Economic Development
2	Transformational Model	Analyze Strategic Imperatives That Drive Transformation	Understand and Create a Winning Strategy
3	Ecosystem	Map Critical Value Chains	Comprehensive Community that Shapes the Sector
4	Growth Generator	Data Foundation That Provides Decision Support System	Spark Opportunities and Accelerate Decision-making
5	Growth Opportunities	Identify Opportunities Generated by Companies	Drive the Transformation of the Industry
6	Frost Radar	Benchmark Companies on Future Growth Potential	Identify Most Powerful Companies to Action
7	Best Practices	Identify Companies Achieving Best Practices in All Critical Perspectives	Inspire the World
8	Companies to Action	Tell Your Story to the World (BICEP*)	Ecosystem Community Supporting Future Success

*Board of Directors, Investors, Customers, Employees, Partners

About Frost & Sullivan

Frost & Sullivan is the Growth Pipeline Company™. We power our clients to a future shaped by growth. Our Growth Pipeline as a Service™ provides the CEO and the CEO's growth team with a continuous and rigorous platform of growth opportunities, ensuring long-term success. To achieve positive outcomes, our team leverages over 60 years of experience, coaching organizations of all types and sizes across 6 continents with our proven best practices. To power your Growth Pipeline future, visit Frost & Sullivan at <http://www.frost.com>.

The Growth Pipeline Generator™

Frost & Sullivan's proprietary model to systematically create ongoing growth opportunities and strategies for our clients is fuelled by the Innovation Generator™.

[Learn more.](#)

Key Impacts:

- **Growth Pipeline:** Continuous Flow of Growth Opportunities
- **Growth Strategies:** Proven Best Practices
- **Innovation Culture:** Optimized Customer Experience
- **ROI & Margin:** Implementation Excellence
- **Transformational Growth:** Industry Leadership



The Innovation Generator™

Our 6 analytical perspectives are crucial in capturing the broadest range of innovative growth opportunities, most of which occur at the points of these perspectives.

Analytical Perspectives:

- **Megatrend (MT)**
- **Business Model (BM)**
- **Technology (TE)**
- **Industries (IN)**
- **Customer (CU)**
- **Geographies (GE)**

