Personal Loan Modelling for Customers

Introduction

A client of US bank provides banking services. He is facing issue related to customers personal loan prediction.

- In this project, I am going to predict which customer will take personal loan.
- Will use different classification models to differentiate between people those interested in loan vs not interested.

Dataset

The file contains data on 5000 customers. The data include customer demographic information (age, income, etc.), the customer's relationship with the bank (mortgage, securities account, etc.), and the customer response to the last personal loan campaign (Personal Loan). Among these 5000 customers, only 480 (= 9.6%) accepted the personal loan that was offered to them in the earlier campaign.

Attribute Information

- ID: Customer ID
- Age: Customer's age in completed years
- Experience : No. of years of professional experience
- Income: Annual income of the customer (\$ 000)
- ZIP Code : Home Address Zip Code
- · Family: Family size of the customer
- CCAvg : Avg. Spending on Credit Card per Month (\$ 000)
- Education : Education Level. 1: Undergrad; 2: Graduate; 3: Advanced / Professional
- Mortgage: Value of house mortgage if any. (\$000)
- Personal Loan: Did this customer accept the personal loan offered in the last campaign?
- Securities Account: Does the customer have a securities account with the bank?
- CD Account: Does the customer have a certificate of deposit (CD) account with the bank?
- Online: Does the customer use internet banking facilities?
- Credit card: Does the customer use a credit card issued by this Bank?

Objective

- I am interested in understanding the leading indicatior for interested customers for personal loan.
- This will enable coustmers to take pre-emptive action such offering better plans to encouraging them to take personal loan.

Libraries

```
import numpy as np
import pandas as pd
import seaborn as sns
import plotly.express as px
import matplotlib.pyplot as plt
import warnings
warnings.filterwarnings('ignore')
print('Libraries imported')
```

Libraries imported

Data Preparation

```
In [2]: # read csv file and create dataframe
bank_df = pd.read_csv('Bank_Personal_Loan_Modelling.csv')
# copy the dataframe for further use
df = bank_df.copy()
# showing 1st five rows of dataset
df.head()
```

Out[2]:

:	II	D	Age	Experience	Income	ZIP Code	Family	CCAvg	Education	Mortgage	Personal Loan	Securities Account	CD Account	Online	CreditCard
)	1	25	1	49	91107	4	1.6	1	0	0	1	0	0	0
	ı	2	45	19	34	90089	3	1.5	1	0	0	1	0	0	0
2	2	3	39	15	11	94720	1	1.0	1	0	0	0	0	0	0
3	3	4	35	9	100	94112	1	2.7	2	0	0	0	0	0	0
4	1	5	35	8	45	91330	4	1.0	2	0	0	0	0	0	1

In [3]: **df**

Out[3]:

•	ID	Age	Experience	Income	ZIP Code	Family	CCAvg	Education	Mortgage	Personal Loan	Securities Account	CD Account	Online	CreditCard
0	1	25	1	49	91107	4	1.6	1	0	0	1	0	0	0
1	2	45	19	34	90089	3	1.5	1	0	0	1	0	0	0
2	3	39	15	11	94720	1	1.0	1	0	0	0	0	0	0
3	4	35	9	100	94112	1	2.7	2	0	0	0	0	0	0
4	5	35	8	45	91330	4	1.0	2	0	0	0	0	0	1
•••														
4995	4996	29	3	40	92697	1	1.9	3	0	0	0	0	1	0
4996	4997	30	4	15	92037	4	0.4	1	85	0	0	0	1	0
4997	4998	63	39	24	93023	2	0.3	3	0	0	0	0	0	0
4998	4999	65	40	49	90034	3	0.5	2	0	0	0	0	1	0
4999	5000	28	4	83	92612	3	0.8	1	0	0	0	0	1	1

5000 rows × 14 columns

Family has 4 category(1,2,3,4), Education has 3 category(1,2,3), Securities Account has 2 category (Yes-1, No-0), CD Account has 2 category (Yes, No), Online has 2 category (Yes, No), Credit Card has 2 category (Yes, No)

```
In [4]: # shape of data
print('Shape of data{}'.format(df.shape))
# total number of rows, shape[0] is used to get the rows
print("Number of rows:{}".format(df.shape[0]))
# total number of column, shape[1] is used to get the columns
print("Number of columns:{}".format(df.shape[1]))

Shape of data(5000, 14)
Number of rows:5000
Number of columns:14
```

<class 'pandas.core.frame.DataFrame'>
RangeIndex: 5000 entries, 0 to 4999
Data columns (total 14 columns):

		- / .	
#	Column	Non-Null Count	Dtype
0	ID	5000 non-null	int64
1	Age	5000 non-null	int64
2	Experience	5000 non-null	int64
3	Income	5000 non-null	int64
4	ZIP Code	5000 non-null	int64
5	Family	5000 non-null	int64
6	CCAvg	5000 non-null	float64
7	Education	5000 non-null	int64
8	Mortgage	5000 non-null	int64
9	Personal Loan	5000 non-null	int64
10	Securities Account	5000 non-null	int64
11	CD Account	5000 non-null	int64
12	Online	5000 non-null	int64
13	CreditCard	5000 non-null	int64
	63	4/42)	

dtypes: float64(1), int64(13)
memory usage: 547.0 KB

Observation

- We don't have any categoricals columns.
- There are 13 features and 5000 entires, all non-null.
- All features are numerical features.

Missings And Duplicates Values

```
# print number of rows of each attributes for which the value is NULL.
In [5]:
        print(df.isna().sum().sort_values(ascending = False))
        print('Number of Duplicate Values in df : ' ,df.duplicated().sum() )
                               0
        Age
        Experience
                               0
        Income
                               0
        ZIP Code
                               0
        Family
                               0
        CCAvg
                               0
        Education
                               0
        Mortgage
        Personal Loan
                               0
        Securities Account
                               0
        CD Account
        Online
                               0
        CreditCard
                               0
        dtype: int64
        Number of Duplicate Values in df: 0
```

There is not any missings values and also not any duplicaltes values.

Missing Data - Initial Intuition

Here, we don't have any missing data. In case of missing value, General Thumb Rules:

- For features with less missing values- We can use regression to predict the missing values or fill with the mean of the values present, depending on the feature.
- For features with very high number of missing values- It is better to drop those columns as they give very less insight on analysis. As there's no thumb rule on what criteria do we delete the columns with high number of missing values, but generally we can delete the columns, if we have more than 30-40% of missing values.

```
In [6]: df.describe()
Out[6]:
                                                                                                                                             Personal
                                                                                                                                                         Securities
                                                                          ZIP Code
                          ID
                                                                                          Family
                                                                                                       CCAvg
                                      Age
                                             Experience
                                                             Income
                                                                                                                 Education
                                                                                                                              Mortgage
                                                                                                                                                          Account
                                                                                                                                                 Loan
          count 5000.000000
                              5000.000000
                                            5000.000000
                                                         5000.000000
                                                                       5000.000000 5000.000000
                                                                                                  5000.000000
                                                                                                               5000.000000
                                                                                                                            5000.000000
                                                                                                                                          5000.000000
                                                                                                                                                       5000.000000
          mean 2500.500000
                                 45.338400
                                              20.104600
                                                           73.774200 93152.503000
                                                                                        2.396400
                                                                                                     1.937938
                                                                                                                   1.881000
                                                                                                                               56.498800
                                                                                                                                             0.096000
                                                                                                                                                          0.104400
                 1443.520003
                                 11.463166
                                              11.467954
                                                           46.033729
                                                                       2121.852197
                                                                                        1.147663
                                                                                                     1.747659
                                                                                                                   0.839869
                                                                                                                              101.713802
                                                                                                                                             0.294621
                                                                                                                                                          0.305809
             std
                     1.000000
                                 23.000000
                                              -3.000000
                                                            8.000000
                                                                       9307.000000
                                                                                        1.000000
                                                                                                     0.000000
                                                                                                                   1.000000
                                                                                                                                0.000000
                                                                                                                                             0.000000
                                                                                                                                                          0.000000
            min
           25% 1250.750000
                                 35.000000
                                              10.000000
                                                           39.000000 91911.000000
                                                                                        1.000000
                                                                                                     0.700000
                                                                                                                   1.000000
                                                                                                                                0.000000
                                                                                                                                             0.000000
                                                                                                                                                          0.000000
            50% 2500.500000
                                 45.000000
                                              20.000000
                                                           64.000000 93437.000000
                                                                                        2.000000
                                                                                                     1.500000
                                                                                                                   2.000000
                                                                                                                                0.000000
                                                                                                                                             0.000000
                                                                                                                                                          0.000000
           75% 3750.250000
                                 55.000000
                                              30.000000
                                                           98.000000 94608.000000
                                                                                        3.000000
                                                                                                     2.500000
                                                                                                                   3.000000
                                                                                                                              101.000000
                                                                                                                                             0.000000
                                                                                                                                                          0.000000
            max 5000.000000
                                 67.000000
                                              43.000000
                                                          224.000000 96651.000000
                                                                                        4.000000
                                                                                                     10.000000
                                                                                                                   3.000000
                                                                                                                              635.000000
                                                                                                                                             1.000000
                                                                                                                                                          1.000000
```

Dropping Unnecessary columns 'ID' and 'ZIP Code'

```
In [8]: # Dropping Unnecessary columns 'ID' and 'ZIP Code'
df.drop(columns = ['ID' , 'ZIP Code'] , axis = 1 , inplace =True)
```

EDA

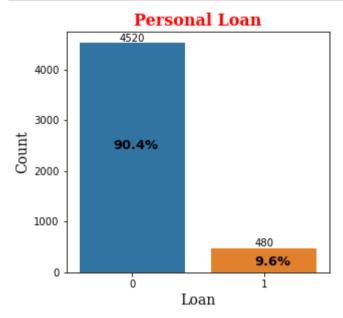
Target Variable is: Personal Loan

```
In [9]: #create counts of df for plotting categorical variable- personal Loan; 0-No, 1-Yes
    loan = np.unique(df['Personal Loan'], return_counts=True)
    print('loan = {}\n'.format(loan))
    loan = (array([0, 1], dtype=int64), array([4520, 480], dtype=int64))

In [10]: # create fontdicts for formatting figure text
    axtitle_dict = {'family': 'serif', 'color': 'red', 'weight': 'bold', 'size': 16}
    axlab_dict = {'family': 'serif', 'color': 'black', 'size': 14}

In [11]: # Display a frequency distribution for Personal Loan.
    fig = plt.figure(figsize=[16,15]);
    ax1 = fig.add_subplot(3, 3, 2);
```

```
sns.barplot(x=list(loan[0]), y=list(loan[1]), ax=ax1 );
#below two lines of codes of codes are for showing percentage values in bargraph
ax1.text(0.2, 2500, '{}%' .format(str(round(loan[1][0]/sum(loan[1])*100,1))), ha='right', va='center', size=13, fontdict={'weight'}
ax1.text(1.2, 200, '{}%' .format(str(round(loan[1][1]/sum(loan[1])*100,1))), ha='right', va='center', size=13, fontdict={'weight
ax1.set_title('Personal Loan', fontdict=axtitle_dict);
ax1.set_xlabel('Loan', fontdict=axlab_dict);
ax1.set_ylabel('Count', fontdict=axlab_dict);
ax1.bar_label(ax1.containers[0])
plt.show()
```



Insights of Barplot

Data is Highly Imblanaced. Majority of the data are class 0. Imblanaced ratio is ~90:10. Out of 5000 data 4520 is for not opting personal loan and 480 is for personal loan.

Filtering Numericals and Categoricals columns

```
In [12]: # extracted categorical columns having non-unique value less than 5
         categ_columns = []
         for col in df.columns:
              if df[col].nunique()<=5:</pre>
                  if col!='Personal Loan':
                      categ_columns.append(col)
         print('categorical numericals columns are {}'.format(categ_columns))
         categ numericals columns are ['Family', 'Education', 'Securities Account', 'CD Account', 'Online', 'CreditCard']
```

```
In [13]: # extracted numerical columns
         Num_cols = [col for col in df.columns if col not in categ_columns]
         print('numericals columns are {}'.format(Num_cols))
         Num_cols.pop() #Removing Personal Loan
         Num_cols
         numericals columns are ['Age', 'Experience', 'Income', 'CCAvg', 'Mortgage', 'Personal Loan']
         ['Age', 'Experience', 'Income', 'CCAvg', 'Mortgage']
```

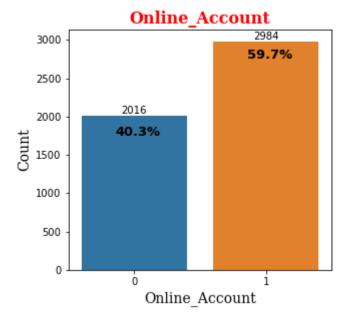
Indentifying Online Accounts

Out[13]:

```
In [14]:
         #create counts of df for plotting categorical variables
         Online_account = np.unique(df['Online'], return_counts=True)
         print('Online_account = {}\n'.format(Online_account))
```

```
Online_account = (array([0, 1], dtype=int64), array([2016, 2984], dtype=int64))
```

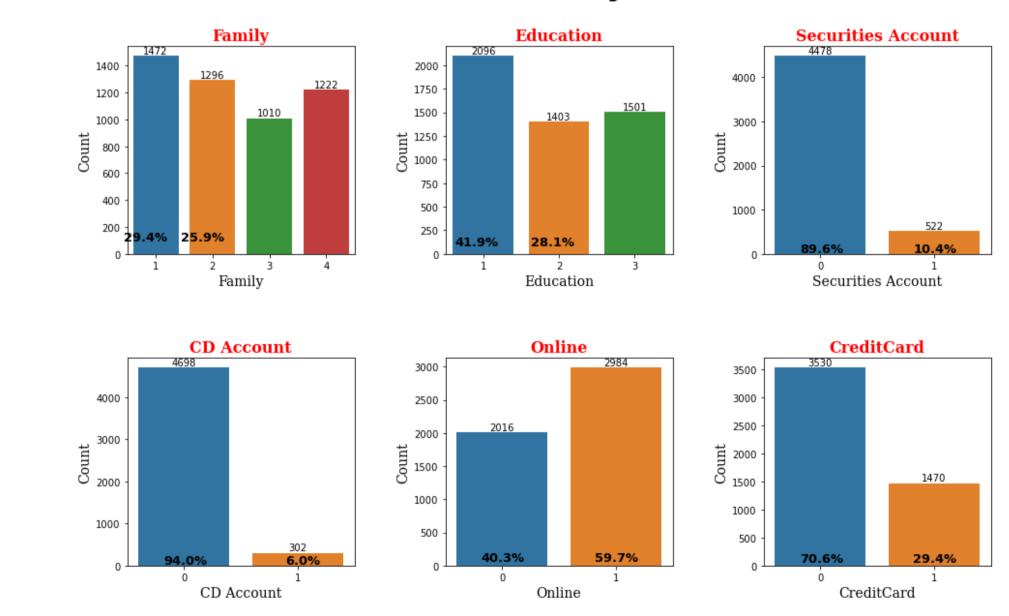
```
In [15]: fig = plt.figure(figsize=[16,15]);
         ax1 = fig.add_subplot(3, 3, 2);
         sns.barplot(x=list(Online_account[0]), y=list(Online_account[1]), ax=ax1 );
         #below two lines of codes of codes are for showing percentage values in bargraph
         ax1.text(0.2, 1800, '{}%' .format(str(round(Online_account[1][0]/sum(Online_account[1])*100,1))), ha='right', va='center', size=
         ax1.text(1.2, 2800, '{}%' .format(str(round(Online_account[1][1]/sum(Online_account[1])*100,1))), ha='right', va='center', size=
         ax1.set title('Online Account', fontdict=axtitle dict);
         ax1.set xlabel('Online Account', fontdict=axlab dict);
         ax1.set_ylabel('Count', fontdict=axlab_dict);
         ax1.bar label(ax1.containers[0])
         plt.show()
```



Univariate Analysis - Numerical Attributes

```
In [53]: fig = plt.figure(figsize=[16,15])
         fig.suptitle('Count Plot of Numericals Categoricals Features', fontsize=18, fontweight='bold')
         fig.subplots_adjust(top=0.92);
         fig.subplots_adjust(hspace=0.5, wspace=0.4);
         for i , columns in enumerate(categ_columns):
             input = np.unique(df[columns] , return_counts = True)
             col= 'input'
             ax1 = fig.add_subplot(3, 3, i+1);
             ax1 = sns.barplot(x=list(eval(f'{col}[0]')), y=list(eval(f'{col}[1]')))
             #The below two lines of codes are used for percentage values.
             ax1.text(0.2, 120, '{}%' .format(str(round(eval(f'{col}[1][0]')/sum(eval(f'{col}[1]'))*100,1))), ha='right', va='center', si
             ax1.text(1.2, 120, '{}%' .format(str(round(eval(f'{col}[1][1]')/sum(eval(f'{col}[1]'))*100,1))), ha='right', va='center', si
             ax1.set_title(f'{columns}', fontdict=axtitle_dict)
             ax1.set_xlabel(f'{columns}', fontdict=axlab_dict)
             ax1.set_ylabel('Count', fontdict=axlab_dict)
             ax1.bar_label(ax1.containers[0])
         #for showing percentage top of the bar we can increase 120
```

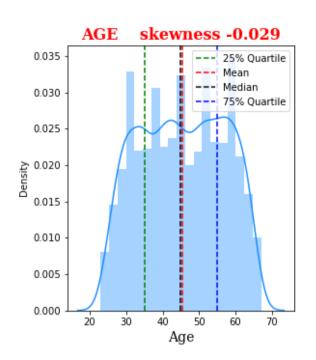
Count Plot of Numericals Categoricals Features

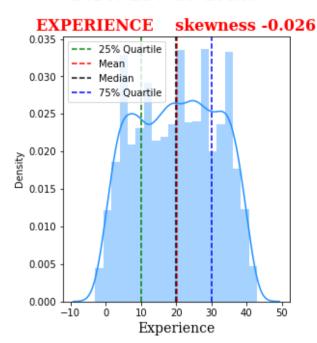


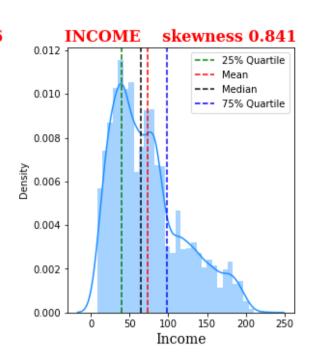
Distplot

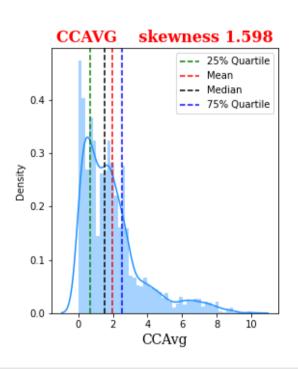
```
In [17]: #create figure with 3 x 3 grid of subplots
fig = plt.figure(figsize=[16,12])
fig.suptitle('DISTPLOT OF DATA', fontsize=18, fontweight='bold')
fig.subplots_adjust(top=0.92);
fig.subplots_adjust(hspace=0.5, wspace=0.4);
for i ,col in enumerate(Num_cols):
    ax = fig.add_subplot(2, 3, i+1)
    ax = sns.distplot(df[col], color='dodgerblue')
    ax.axvline(df[col].quantile(q=0.25),color='green',linestyle='--',label='25% Quartile')
```

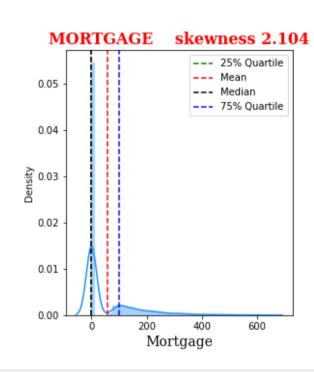
DISTPLOT OF DATA











```
In [18]: colours = ['forestgreen','dodgerblue','goldenrod', 'coral' , 'silver' , 'gold' , 'dodgerblue'];
```

Outliers Detection

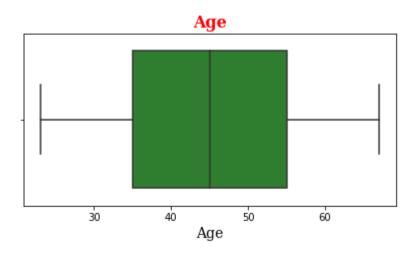
```
# Check of outliers by applying the IQR method checking if values are way outside the IQR borders.
         # numerical_features = ["tenure", "MonthlyCharges", "TotalCharges"]
         df_num = df[Num_cols]
         df_num.describe()
         Q1 = df num.quantile(0.25)
         Q3 = df_num.quantile(0.75)
         IQR = Q3 - Q1
         ((df_num < (Q1 - 1.5 * IQR)) | (df_num > (Q3 + 1.5 * IQR))).any()
         Age
                       False
Out[19]:
         Experience
                       False
         Income
                        True
         CCAvg
                        True
         Mortgage
                        True
         dtype: bool
```

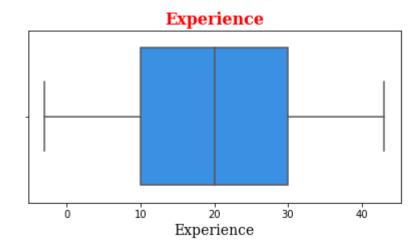
Visualization of outliers using box plot

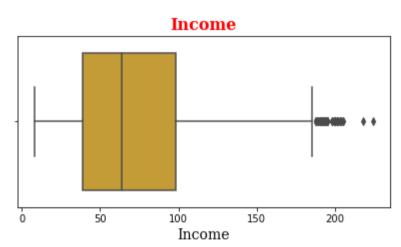
```
In [20]: #create figure with 3 x 3 grid of subplots
fig = plt.figure(figsize=[16,12])
fig.suptitle('BOXPLOT OF DATA', fontsize=18, fontweight='bold')
fig.subplots_adjust(top=0.92);
fig.subplots_adjust(hspace=0.5, wspace=0.4);
for i ,col in enumerate(Num_cols):
    ax1 = fig.add_subplot(3, 2, i+1);
    ax1 = sns.boxplot(data = df, x=col , color= colours[i]);

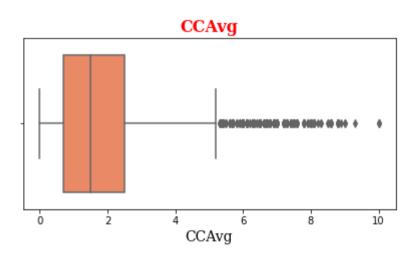
ax1.set_title(f'{col}', fontdict=axtitle_dict)
    ax1.set_xlabel(f'{col}', fontdict=axlab_dict)
```

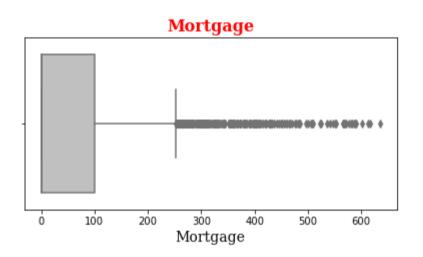
BOXPLOT OF DATA











Outliers Detection

```
In [21]: # Finding the IQR For Budget columns
dict = {}
for col in ['Income' , 'CCAvg' , 'Mortgage']:
    percentile25 = df[col].quantile(0.25)
    percentile75 = df[col].quantile(0.75)
    IQR = percentile75 - percentile25
    upper_limit = percentile25 + 1.5 * IQR
    lower_limit = percentile25 - 1.5 * IQR
    dict['upper_limit'+ '_' + col] = upper_limit
    dict['lower_limit'+ '_' + col] = lower_limit
```

In Above code cell i just created a dictionary to keep upper_limit and lower_limit of Income, CCAvg, Mortgage.

There are total 0 Customers data which Income are less than lower limit. There are total 96 Customers data which Income are more than upper limit. There are total 0 Customers data which CCAvg are less than lower limit. There are total 324 Customers data which CCAvg are more than upper limit. There are total 0 Customers data which Mortgage are less than lower limit. There are total 291 Customers data which Mortgage are more than upper limit.

Capping Income, CCAvg and Mortgage with upper limit and lower limit.

```
In [24]: for col in ['Income' , 'CCAvg' , 'Mortgage']:
    df[col] = np.where(
        df[col] > dict['upper_limit_' + col],
        dict['upper_limit_' + col],
```

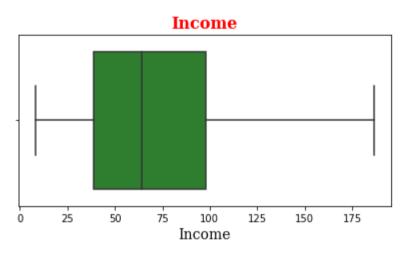
```
np.where(
          df[col] < dict['lower_limit_' + col],
          dict['lower_limit_' + col],
          df[col]
)</pre>
```

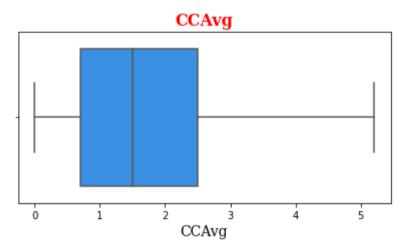
After Outliers treatment

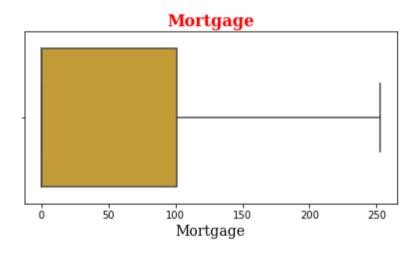
```
In [25]: #create figure with 3 x 3 grid of subplots
fig = plt.figure(figsize=[16,12])
fig.suptitle('BOXPLOT After Outliers Handling', fontsize=18, fontweight='bold')
fig.subplots_adjust(top=0.92);
fig.subplots_adjust(hspace=0.5, wspace=0.4);
for i ,col in enumerate( ['Income' , 'CCAvg' , 'Mortgage']):
    ax1 = fig.add_subplot(3, 2, i+1);
    ax1 = sns.boxplot(data = df, x=col , color= colours[i]);

ax1.set_title(f'{col}', fontdict=axtitle_dict)
    ax1.set_xlabel(f'{col}', fontdict=axlab_dict)
```

BOXPLOT After Outliers Handling



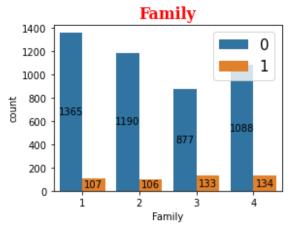


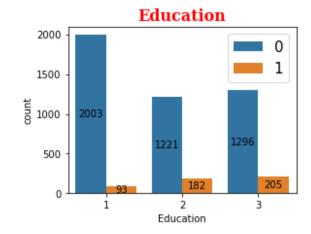


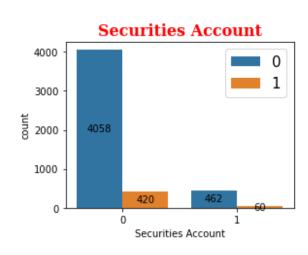
Bivariate Analysis

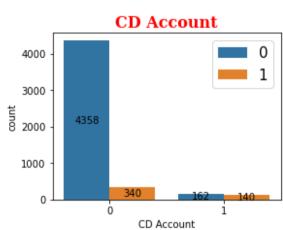
```
In [26]: #create figure with 3 x 3 grid of subplots
fig = plt.figure(figsize=[16,12])
fig.suptitle('Bivariant Analysis', fontsize=18, fontweight='bold')
fig.subplots_adjust(top=0.92);
fig.subplots_adjust(hspace=0.5, wspace=0.4);
for i ,col in enumerate(categ_columns):
    a = fig.add_subplot(3, 3, i+1)
    a=sns.countplot(x = df[col] , ax=a , hue = df['Personal Loan'] )
    a.set_title(col , fontdict=axtitle_dict)
    a.bar_label(a.containers[0] , label_type='center')
    a.bar_label(a.containers[1] , label_type='center')
    a.legend(fontsize=15)
```

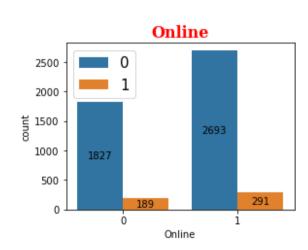
Bivariant Analysis

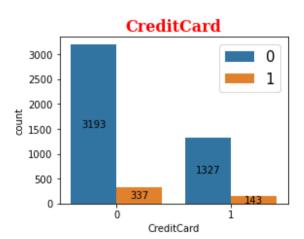










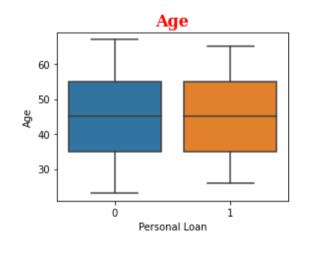


Plot Insights:

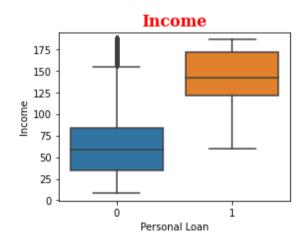
- Highly educated customers seem to much interested in personal loan than lower educated customers.
- Customers without securities account seem to more interseted than not securities account customers in personal loan.
- Customers with CD Account have higher probablity to take personal loan in bar graph you can clearly see out of 163 cd account customers 140 is taken personal loan.
- Customers with Online internet banking are more intersted than non online customers in personal loan.
- Customers without Credit Card have much higher chance to take personal loan.

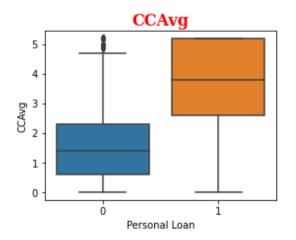
```
In [27]: #create figure with 3 x 3 grid of subplots
fig = plt.figure(figsize=[16,12])
fig.suptitle('Bivariate Analysis', fontsize=18, fontweight='bold')
fig.subplots_adjust(top=0.92);
fig.subplots_adjust(hspace=0.5, wspace=0.4);
for i ,col in enumerate(Num_cols):
    a = fig.add_subplot(3, 3, i+1)
    a=sns.boxplot(x = 'Personal Loan' , y =col , ax=a , data = df )
    a.set_title(col , fontdict=axtitle_dict)
```













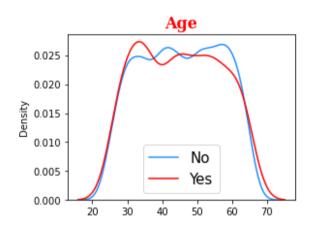
Plot Insights:

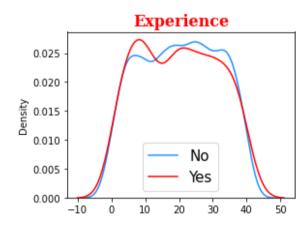
- Customers with personal loan Have Much higher Income with a median of 145 USD compared to a median of customers not opting for personal loan of median 55 USD.
- Customers who opted for personal loan have higher credit card avg spending with median 4 USD.
- Customers who opted for personal loan have slightly higher mortgate.
- Age and Experience doesn't have much effect on personal loan.

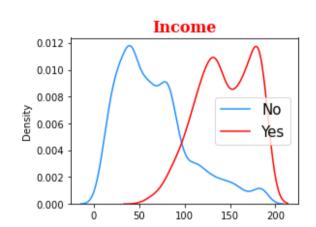
```
In [28]:
    fig = plt.figure(figsize=[16,12])
    fig.suptitle('Bivariate Analysis', fontsize=18, fontweight='bold')
    fig.subplots_adjust(top=0.92);
    fig.subplots_adjust(hspace=0.5, wspace=0.4);
    for i ,col in enumerate(Num_cols):
        a = fig.add_subplot(3, 3, i+1)

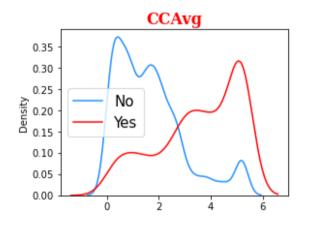
        sns.distplot(x =df[df['Personal Loan']==0][col], color='dodgerblue', ax=a, hist =False)
        sns.distplot(x =df[df['Personal Loan']==1][col], color='red', ax=a, hist =False)
        a.set_title(col, fontdict=axtitle_dict)
        labels = ['No', 'Yes']
        a.legend( labels , fontsize = 15)
```

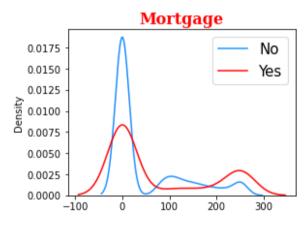
Bivariate Analysis











Creating Dummies for Categ columns

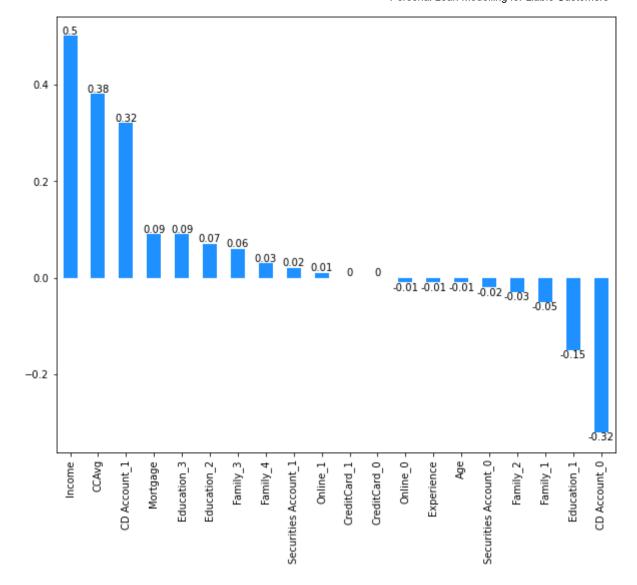
In [29]: dum_df = pd.get_dummies(df , columns = categ_columns)
 dum_df.head()

Out[29]:		Age	Experience	Income	CCAvg	Mortgage	Personal Loan	Family_1	Family_2	Family_3	Family_4	•••	Education_2	Education_3	Securities Account_0	
	0	25	1	49.0	1.6	0.0	0	0	0	0	1		0	0	0	1
	1	45	19	34.0	1.5	0.0	0	0	0	1	0		0	0	0	1
	2	39	15	11.0	1.0	0.0	0	1	0	0	0		0	0	1	0
	3	35	9	100.0	2.7	0.0	0	1	0	0	0		1	0	1	0
	4	35	8	45.0	1.0	0.0	0	0	0	0	1		1	0	1	0

5 rows × 21 columns

Correlation Analysis

In [30]: ax = round(dum_df.corr()['Personal Loan'].sort_values(ascending = False)[1:] ,2).plot(kind = 'bar' ,color='dodgerblue' , figsize
 ax.bar_label(ax.containers[0])
 plt.show()



Heatmap

```
Income -0.05-0.05 100 0.64 0.14 0.50 0.07 0.13 -0.07 0.14 0.22 -0.13 -0.11 0.00 -0.00 -0.17 0.17 -0.01 0.01 0.00 -0.00
                                                                                                           0.75
             CCAvg --0.05-0.05 0.04 1.00 0.07 0.38 0.05 0.08 -0.07 -0.08 0.15 -0.08 -0.02 -0.02 -0.14 0.14 0.00 -0.00 0.01 -0.01
          - 0.50
      Personal Loan -0.01 0.01 0.50 0.38 0.09 1.00 0.05 0.03 0.06 0.03 0.15 0.07 0.09 0.02 0.02 0.02 0.32 0.32 0.01 0.01 0.00 0.00
           -0.25
           Education 1 --0.03 -0.00 0.22 0.15 0.03 -0.15 0.05 0.11 -0.08 -0.09 1.00 -0.53 -0.56 -0.01 0.01 -0.01 -0.01 -0.00 0.00 -0.01 0.01
                                                                                                           -0.00
        - -0.25
Securities Account 0 - 0.00 0.00 0.00 0.02 0.01 -0.02 0.02 0.00 -0.00 -0.02 -0.01 -0.01 0.01 1.00 1.00 0.32 0.32 0.01 -0.01 -0.02 0.02
Securities Account 1 --0.00-0.00 -0.00 0.02 -0.01 0.02 -0.02 0.00 0.00 0.02 0.01 0.01 -0.01 1.00 1.00 1.00 0.32 0.32 0.03 -0.01 0.01 0.02 -0.02
      CD Account 0 -0.01-0.01 0.17 0.14 0.07 0.32 0.01 0.02 -0.04 0.01 0.01 -0.01 0.02 0.032 1.00 1.00 0.18 0.18 0.28 0.28
                                                                                                            -0.50
      CD Account 1 - 0.01 0.01 0.17 0.14 0.07 0.32 -0.01 -0.02 0.04 -0.01 -0.01 0.01 0.01 -0.32 0.32 1.00 1.00 -0.18 0.18 -0.28 0.28
            Online<sup>-</sup>0 --0.01-0.01-0.01 0.00 0.01 -0.01-0.00 0.02 -0.01-0.01 -0.00 -0.02 0.02 0.01 -0.01 0.18 <mark>-0.18 1.00 -1.00</mark> 0.00 -0.00
           -0.75
       CreditCard_0 --0.01-0.01 0.00 0.01 0.00 -0.00 0.02 -0.02 0.01 -0.01 -0.01 0.01 0.00 -0.02 0.02 0.28 -0.28 0.00 -0.00 1.00 -1.00
       -1.00
                                CCAvg
                             Income
                                                                      rities Account_0
                                                                              CD Account_0
                                    Mortgage
                                                               Education_2
                                                                                         Online_1
                                        Personal Loan
                                            Family_1
                                                Family_2
                                                       Family 4
                                                                   Education_3
                                                                                  CD Account 1
                         Experience
                                                    Family 3
                                                                          rities Account_1
                                                                                                 CreditCard 1
                                                           Education_1
                                                                                             CreditCard
```

Modelling

```
In [32]: X = dum_df.drop('Personal Loan' , 1 )
y = dum_df['Personal Loan']

In [33]: from sklearn.model_selection import train_test_split
X_train , X_test , y_train , y_test = train_test_split(X , y ,test_size = 0.33 , random_state = 42)

In [34]: X_train.shape , y_train.shape , X_test.shape , y_test.shape

Out[34]: ((3350, 20), (3350,), (1650, 20), (1650,))

In [35]: from sklearn.linear_model import LogisticRegression
    from sklearn.neighbors import KNeighborsClassifier
    from sklearn.ensemble import RandomForestClassifier
```

```
from sklearn.tree import DecisionTreeClassifier
         from sklearn.svm import SVC
         from sklearn import metrics
         from sklearn.metrics import recall score , classification report , confusion matrix ,roc curve , roc auc score , accuracy score
         from sklearn.metrics import precision_recall_curve , auc ,f1_score , plot_confusion_matrix , precision_score , recall_score
         from sklearn.tree import DecisionTreeClassifier
In [36]: model_list = []
         accuracy_list = []
         recall_list = []
         precision_list = []
         f1_score_list= []
In [37]: def Model_features(X_train , y_train , X_test , y_test , y_pred , classifier , model_name):
               fig, ax = plt.subplots(figsize = (7,6))
             accuracy , precision , recall , f1_s = round(accuracy_score(y_test , y_pred) , 3) , round(precision_score(y_test, y_pred, ave
             print(f'Accuracy Score is :{accuracy}')
             print(f'Precision Score is :{precision}')
             print(f'Recall Score is :{recall}')
             print(f'f1 Score is :{f1_s}')
             model_list.append(model_name)
             accuracy_list.append(accuracy)
             recall_list.append(recall)
             precision_list.append(precision)
             f1_score_list.append(f1_s)
               print(f'f1 Score is :{round(specificity_score(y_test , y_pred) , 3)}')
             print(metrics.classification_report(y_test, y_pred))
         Features Importanaces
In [38]: | # Define a function that plots the feature weights for a classifier.
```

```
In [38]: # Define a function that plots the feature weights for a classifier.
def feature_weights(X_df, classifier, classifier_name):
    weights = round(pd.Series(classifier.coef_[0], index=X_df.columns.values).sort_values(ascending=False) ,2 )

    top_weights_selected = weights[:5]
    plt.figure(figsize=(7,6))
    plt.tick_params(labelsize=10)#plt.xlabel(fontsize=10)
    plt.title(f'{classifier_name} - Top 5 Features')
    ax = top_weights_selected.plot(kind="bar")
    ax.bar_label(ax.containers[0])

    return print("")
```

In [39]: def confusion_matrix_plot(X_test , y_test , classifier ,classifier_name):
 ax = plot_confusion_matrix(classifier, X_test, y_test, display_labels=["No Personal Loan", "Personal Loan"], cmap=plt.cm.Blue

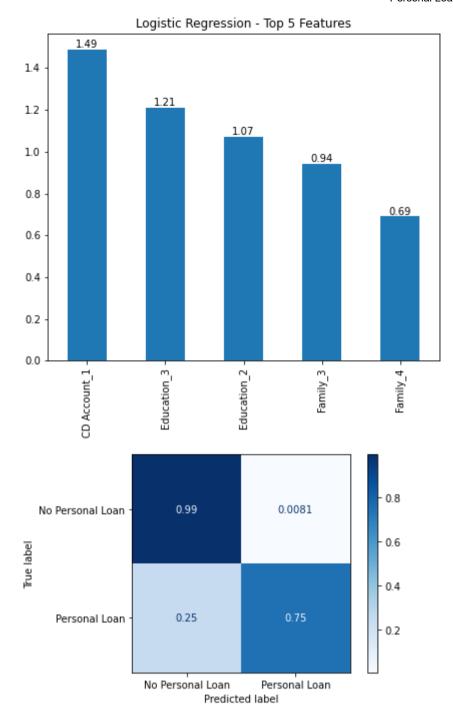
Logistic Regression

```
In [40]: model_lr= LogisticRegression(random_state=0)
    model_lr.fit(X_train, y_train)
    y_pred = model_lr.predict(X_test)
    model_lr.score(X_test , y_test)
```

Out[40]: 0.9666666666666667

```
In [41]: Model_features(X_train , y_train , X_test , y_test , y_pred , model_lr , "Logistic Reegression")
feature_weights(X_train , model_lr , "Logistic Regression")
confusion_matrix_plot(X_test , y_test , model_lr , "Logistic Regression")
```

```
Accuracy Score is :0.967
Precision Score is :0.967
Recall Score is :0.747
f1 Score is :0.822
              precision
                           recall f1-score
                                               support
           0
                   0.97
                             0.99
                                        0.98
                                                  1480
                   0.91
                             0.75
                                        0.82
                                                   170
           1
                                        0.97
                                                  1650
   accuracy
                   0.94
   macro avg
                             0.87
                                        0.90
                                                  1650
weighted avg
                   0.97
                             0.97
                                        0.97
                                                  1650
```



KNN Classifier

```
knn = KNeighborsClassifier()
In [42]:
          knn.fit(X_train, y_train)
          y_pred = knn.predict(X_test)
          knn.score(X_test , y_test)
          0.89272727272727
Out[42]:
In [43]: Model_features(X_train , y_train , X_test , y_test , y_pred , knn , "Knn Classifier")
          confusion_matrix_plot(X_test , y_test , knn , "Knn Classifier")
          Accuracy Score is :0.893
          Precision Score is :0.893
          Recall Score is :0.212
          f1 Score is :0.289
                        precision
                                      recall f1-score
                                                         support
                     0
                                        0.97
                             0.91
                                                  0.94
                                                            1480
                     1
                             0.46
                                        0.21
                                                  0.29
                                                             170
              accuracy
                                                  0.89
                                                            1650
                                                            1650
             macro avg
                             0.69
                                        0.59
                                                  0.62
                             0.87
                                        0.89
          weighted avg
                                                  0.87
                                                            1650
                                                              0.8
                                0.97
                                               0.029
            No Personal Loan
                                                              0.6
          True label
                                                              0.4
               Personal Loan
                                0.79
                                                0.21
```

Random Forest Classifier

No Personal Loan

Predicted label

Personal Loan

```
In [44]: rf = RandomForestClassifier()
          rf.fit(X_train, y_train)
          y_pred = rf.predict(X_test)
          rf.score(X_test , y_test)
          0.9915151515151515
Out[44]:
In [45]: Model_features(X_train , y_train , X_test , y_test , y_pred , rf , "Random Forest Classifier")
          confusion_matrix_plot(X_test , y_test , rf , "Random Forest Classifier")
          Accuracy Score is :0.992
          Precision Score is :0.992
          Recall Score is :0.929
          f1 Score is :0.958
                        precision
                                     recall f1-score
                                                         support
                     0
                             0.99
                                       1.00
                                                  1.00
                                                            1480
                                        0.93
                     1
                             0.99
                                                  0.96
                                                             170
                                                  0.99
                                                            1650
              accuracy
                             0.99
                                       0.96
                                                  0.98
             macro avg
                                                            1650
          weighted avg
                             0.99
                                        0.99
                                                  0.99
                                                            1650
                                                              0.8
                                              0.0014
            No Personal Loan
                                                              0.6
          True label
                                                              0.4
```

0.93

Personal Loan

Support Vector Machine

Accuracy Score is :0.9

Personal Loan

0.071

No Personal Loan

Predicted label

```
In [46]: svm = SVC(kernel='rbf', probability=True)
svm.fit(X_train,y_train)

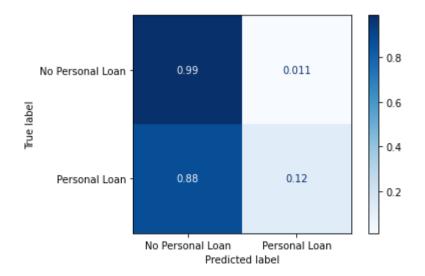
# Make predictions (classes and probabilities) with the trained model on the test set.
y_pred = svm.predict(X_test)
svm.score(X_test , y_test)
```

Out[46]: 0.9

In [47]: Model_features(X_train , y_train , X_test , y_test , y_pred , svm , "Support Vector Machine")
confusion_matrix_plot(X_test , y_test , svm , "Support Vector Machine")

0.2

Precision Score is :0.9 Recall Score is :0.124 f1 Score is :0.203 precision recall f1-score support 0 0.91 0.99 0.95 1480 1 0.57 0.12 0.20 170 accuracy 0.90 1650 0.74 macro avg 0.56 0.57 1650 0.90 weighted avg 0.87 0.87 1650



DecisionTreeClassifier

In [48]: dtc = DecisionTreeClassifier()
dtc.fit(X_train, y_train)

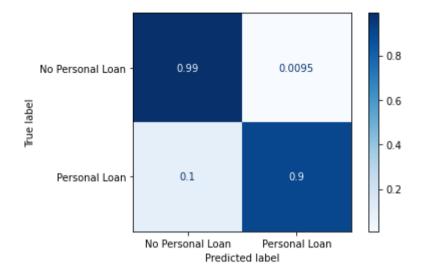
```
y_pred = dtc.predict(X_test)
dtc.score(X_test , y_test)
```

0.9812121212121212 Out[48]:

In [49]: Model_features(X_train , y_train , X_test , y_test , y_pred , dtc , "Decision Tree Classifier") confusion_matrix_plot(X_test , y_test , dtc , "Decision Tree Classifier")

Accuracy Score is :0.981 Precision Score is :0.981 Recall Score is :0.9 f1 Score is :0.908

11 30016	: 13	precision	recall	f1-score	support
	0	0.99	0.99	0.99	1480
	1	0.92	0.90	0.91	170
accur	acy			0.98	1650
macro	avg	0.95	0.95	0.95	1650
weighted	avg	0.98	0.98	0.98	1650



In [50]: dict = {'Model':model_list, 'Accuracy':accuracy_list , 'Precision':precision_list , 'f1_score':f1_score_list , 'Recall':recall_l: model_df = pd.DataFrame(dict).sort_values(ascending = False , by = 'Accuracy') $model_df$

Out[50]:		Model	Accuracy	Precision	f1_score	Recall
	_	D E C 'C'	0.000	0.000	0.050	0.000

		- 100 till till til			
2	Random Forest Classifier	0.992	0.992	0.958	0.929
4	Decision Tree Classifier	0.981	0.981	0.908	0.900
0	Logistic Reegression	0.967	0.967	0.822	0.747
3	Support Vector Machine	0.900	0.900	0.203	0.124
1	Knn Classifier	0.893	0.893	0.289	0.212