Indian Institute of Technology, Kharagpur



Regression and Time Series Models (MA60056)

Predicting Customer Expenses for Insurance Premium Using Multiple Linear Regression Based on Customer Characteristics

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Course Project

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Multiple Linear Regression

1 Introduction

Multiple linear regression (MLR), also known simply as multiple regression, is a statistical technique that uses several explanatory variables to predict the outcome of a response variable. The goal of multiple linear regression is to model the linear relationship between the explanatory (independent) variables and response (dependent) variables. Here we are trying to predict the expenses of the customer based on several parameters such as Gender, Age, Body Mass Index (BMI), Smoking Behaviour, Number of children, etc.

We shall be performing the regression analysis on Python. The aim of the project is to evaluate the regression from the perspective of its statistics and from the business perspective of the same. We shall be going through the code along with the basic mathematics involved at every step.

2 About the Data

The data contains the following attributes in total. Some of these attributes are continuous in nature while others are ordinal and nominal types. Following are the data attributes -

- 1. Age: Contains the age of the customer, measured in years. This is a continuous variable.
- 2. Sex: Contains the gender of each of its customers. It can take only 2 data values Male and Female.
- 3. Body Mass Index (BMI): Contains the BMI of its customer. This is again a continuous variable.
- 4. Children: Contains the number of children the customer has.
- 5. **Smoker**: Contains the smoking behaviour, of the customer.
- 6. **Region**: Contains the region in which the customer lives. This can be divided into 4 categories Southwest, Southeast, Northwest, and Northeast.
- 7. **Expenses**: Contains the annual expenses of the customer (in Dollars).

3 Regression Analysis

3.1 Libraries

We shall be using the python libraries -

1. Pandas: For loading in data for analysis.

2. Numpy: For Matrix Analysis

3. Matplotlib: For plotting the curves

4. Scipy: For Statistical tables and values

5. Seaborn: For Data Visualisation

```
import pandas as pd
import numpy as np
import matplotlib.pyplot as plt
import seaborn as sns

from scipy.stats import t
from scipy.stats import f
from scipy.stats import norm

✓ 28.1s
Python
```

3.2 Data Preprocessing

The data contains several attributes which are categorical in nature. Handling categories require us to convert them to numerical variables. Converting them to numerical can be done in 2 ways, first, we can assign the categories, and numbers, such as A for 1, B for 2, etc. But this has lots of issues. Firstly we don't know which numbers to assign to which categories, secondly assigning numbers directly adds an extra constraint of these categories belonging to some order, even when they won't be. The best way to deal with this is to rather code in a different form - One Hot Encoding.

One-hot encoding technique allows us to regress upon categorical features, as the categorical features with no particular ordering tend to shift the regression line parallel. This way we can incorporate, the modification in each of the constant terms parallelly. For example - If a feature has 3 categories - (A, B, C) then it can be encoded as (1,0,0),(0,1,0),(0,0,1). This way the feature is broken down into 3 categories. Now one important aspect of this is, another term will be added to the constant term when category A is present, same for others. Hence we can drop the column first column and convert the encoding as (0,0), (1,0), (0,1). This way the constant term will accommodate, the A category itself. Hence we went ahead and dropped the first column from each of the one-hot vectors.

<pre>data_primary = pd.read_csv("insurance.csv") dummy = pd.get_dummies(data_primary[["sex", "smoker", "region"]], drop_first=True) data = data_primary.drop(["sex", "smoker", "region"], axis=1) data = pd.concat((data, dummy), axis=1) data \$\square\$ 3.6s</pre> <pre>Python</pre>									
	age	bmi	children	expenses	sex_male	smoker_yes	$region_northwest$	$region_southeast$	region_southwest
0	19	27.9	0	16884.92	0	1	0	0	1
1	18	33.8	1	1725.55	1	0	0	1	0
2	28	33.0	3	4449.46	1	0	0	1	0
3	33	22.7	0	21984.47	1	0	1	0	0
4	32	28.9	0	3866.86	1	0	1	0	0

Figure 1: One-hot encoded Insurance Data

3.3 Exploratory Data Analysis

```
plt.figure(figsize=(6, 4))
plt.title("Variation of Expenses vs Age")
plt.scatter(data.iloc[:, 0], data.iloc[:, 3])
plt.ylabel("Expenses")
plt.xlabel("Age")
plt.show()
```

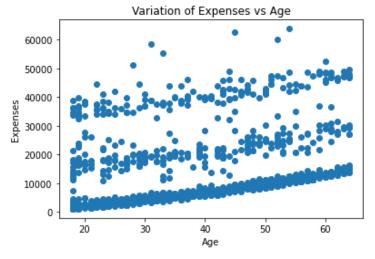
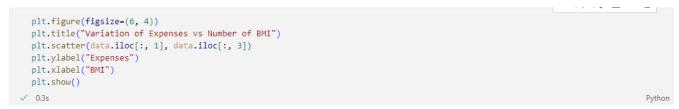


Figure 2: Expenses tend to vary linearly with increasing age, however, there seem to be some parallel lines suggesting the effect of other dependent variables, which are not included here.



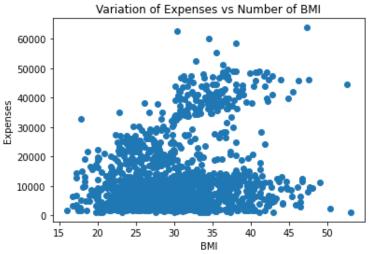


Figure 3: Expenses tend to vary with BMI however there seem to be 2 different trends, one is steep the other one isn't. This suggests the presence of some compounding effect with another variable.

```
plt.figure(figsize=(6, 4))
plt.title("Variation of Expenses vs Number of Children")
plt.boxplot([data_primary[data_primary["children"]==0]["expenses"].values,
             data_primary[data_primary["children"]==1]["expenses"].values,
             data_primary[data_primary["children"]==2]["expenses"].values,
             data_primary[data_primary["children"]==3]["expenses"].values,
             data_primary[data_primary["children"]==4]["expenses"].values,
             data primary[data primary["children"]==5]["expenses"].values],
            labels=range(0,6))
plt.ylabel("Expenses")
plt.xlabel("Number of Children")
plt.show()
0.4s
                                                                                                                                 Python
                                               Variation of Expenses vs Number of Children
                                     60000
                                     50000
                                     40000
                                     30000
                                     20000
                                     10000
```

Figure 4: Children were distinct values and had 6 different values. For each of these, we wanted to see the distribution of the expenses, which showed a skewed distribution. This can be inferred from the box plots indicating variation in expenses with different numbers of children.

ż

á Number of Children

ó

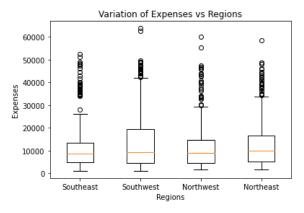


Figure 5: Shows the variation in the expenses region-wise for the different customers. Again we have tried to see the distribution of expenses in different regions.

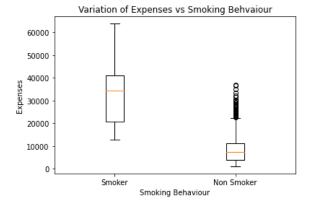


Figure 6: Shows the variation in the expenses for the smoking behavior of the customers. Customers with smoking behavior tend to have higher expenses compared to the ones who don't.

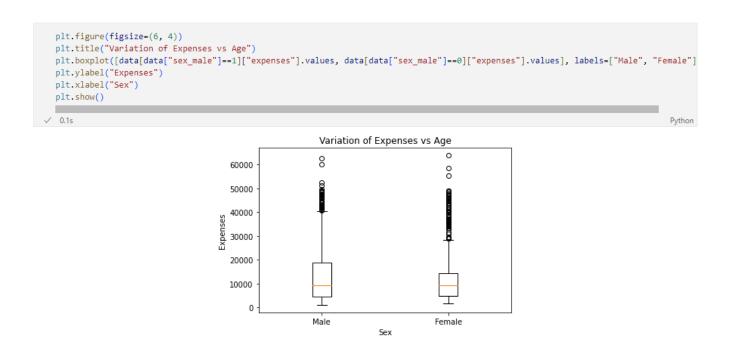


Figure 7: Shows the variation in the expenses with the gender of the customers. There doesn't seem to be much difference apart from the difference in variance between the two.



Figure 8: This is the correlation heat map, depicting the correlation between different predictor variables. Here we have considered the correlation among only the continuous variables.

4 The Regression Analysis

In the regression analysis, we have chosen the backward selection procedure. We will proceed with all the predictor variables in the first stage and gradually reduce them till we have achieved significant results. For our regression analysis, we shall be assuming a 95% confidence level for our calculations. In our process, we will be estimating the regression coefficients, testing the fit of the models, standard errors and p-values corresponding to the estimated coefficients, mean confidence interval, prediction intervals, and error analysis.

4.1 Estimating the Coefficients

The Coefficients are estimated along with the errors using the following formulae. We first calculate the C matrix as

$$C = (X^T X)^{-1}$$

We then calculate the Hat matrix as

$$P_x = X(X^T X)^{-1} X^T$$

The coefficients can be estimated as

$$\beta = (X^T X)^{-1} X^T y$$

The predicted value of y is given by

$$\widehat{y} = X(X^T X)^{-1} X^T y$$

```
# Computing the C Matrix -
C = np.linalg.inv(np.dot(np.transpose(X), X))

Px = np.dot(np.dot(X, C), np.transpose(X))

beta = np.dot(C, np.dot(np.transpose(X), y))

y_pred = np.dot(X, beta)

Python
```

4.2 Estimating the Model Fit

Error is defined as

$$e = y - \hat{y}$$

We are predicting using the methods of least squares. Thus we define the Sum of Squares of Regression (SSR), the Sum of squares of Error (SSE), and the Total Sum of Squares.

$$SSE = y^{T}(I_{n} - P_{x})y$$

$$SSR = y^{T}(P_{x} - \frac{1}{n}11^{T})y$$

$$TSS = y^{T}(I_{n} - \frac{1}{n}11^{T})y$$

The Mean Square of Regression (MSR), Mean Square of Error (MSE), and Mean Sum of Squares are given by for k predictors as

$$MSR = \frac{SSR}{k}$$

$$MSE = \frac{SSE}{n - k - 1}$$

$$MSS = \frac{TSS}{n - 1}$$

For testing the model of Fit, we shall be computing R-sq., Adjusted R-sq., and F-statistic is given by the following formulae

$$R^{2} = 1 - \frac{SSE}{TSS}$$

$$R_{adj}^{2} = 1 - \frac{SSE/(n-k-1)}{TSS/(n-1)}$$

$$F_{stat} = \frac{MSR}{MSE}$$

```
ones = np.ones((Px.shape[0], 1), dtype=np.float32)
In = np.eye(Px.shape[0])
error = y - y_pred

ones_m = (1/x.shape[0])*np.dot(ones, np.transpose(ones))

SSE = np.dot(np.transpose(y), np.dot(In-Px, y))
TSS = np.dot(np.transpose(y), np.dot(In-ones_m, y))
SSR = np.dot(np.transpose(y), np.dot(Px-ones_m, y))

MSR = SSR/(X.shape[1]-1)
MSE = SSE/(X.shape[0]-X.shape[1])
MSS = TSS/(X.shape[0]-X.shape[1])
R2 = 1-SSE/TSS
R2_adj = 1-(MSE/MSS)
sigma_2 = MSE
F_stat = MSR/MSE

O.1s
Python
```

4.3 Test of Hypothesis for the Estimates of Coefficients

Since all the coefficients are estimated from the given data, the standard error in the estimates is given by

$$t_j = \frac{\beta_j}{\sqrt{\widehat{\sigma}^2 C_{jj}}}$$

The confidence interval for the estimates of coefficients is given by

$$\widehat{\beta_j} - t_{\alpha/2, n-k-1} \sqrt{\widehat{\sigma}^2 C_{jj}} \le \beta_j \le \widehat{\beta_j} + t_{\alpha/2, n-k-1} \sqrt{\widehat{\sigma}^2 C_{jj}}$$

4.4 ANOVA Table

The ANOVA table of our model is as follows

```
print("------"+"\n")
  print("The Model is - \n")
  text1 = str(target[0])+" ~ "
  for i in columns x:
    text1=text1+i+" + "
  print(text1[:-3]+"\n")
  print("SSE of the given Model", SSE.round(2))
 print("SSR of the given Model", SSR.round(2))
 print("TSS of the given Model", TSS.round(2), "\n") \,
 print("R2 for the given Model", R2.round(2))
 print("Adjusted R2 for the given Model", R2.round(2), "\n")
 print("s2 =", sigma_2.round(2), "\n")
 print("MSR of the given Model", MSR.round(2))
 print("MSE of the given Model", MSE.round(2))
 print("The F stat for the Model Fit", F_stat.round(2), "\n")
 print("-----"+"-----"+"-----")
  print("Beta Estimates of the given Model -\n")
  beta_heading = list()
  for i in range(0, beta.shape[0]):
     beta_heading.append(str("beta")+"_"+str(i))
  dict1 = {
     "Coefficients":beta_heading,
     "Beta Est.":beta,
     "t-stat":t_values,
     "p-values":2*t.pdf(t_values, df=X.shape[0]-X.shape[1]).round(3),
     "Lower Conf":beta_conf.T[0],
     "Upper Conf":beta conf.T[1]
✓ 0.2s
```

```
----- Summary -----
2
3
    The Model is -
4
5
    e ~ age + bmi + children + sex male + smoker yes + region northwest + region southeast + region southwest
6
    SSE of the given Model 48836507127.82
    SSR of the given Model 147237714922.12
8
    TSS of the given Model 196074222049.95
9
10
    R2 for the given Model 0.75
11
    Adjusted R2 for the given Model 0.75
12
13
14
    52 = 36746807.47
15
16
    MSR of the given Model 18404714365.27
    MSE of the given Model 36746807.47
17
    The F stat for the Model Fit 500.85
18
20
    Beta Estimates of the given Model -
21
22
23
     Coefficients
                   Beta Est.
                                t-stat p-values Lower Conf
                                                            Upper Conf
24
         beta_0 -11941.562461 -12.088909 0.000 -13879.402344 -10003.722656
           beta_1 256.839171 21.585659 0.000 233.497086 280.181274
25
    1
          beta_2 339.289863 11.863969 0.000 283.187042 395.392670
26 2
27 3
          beta_3 475.688916 3.452034 0.002 205.360443 746.017395
28 4
         beta_4 -131.352014 -0.394527 0.738 -784.487549 521.783508
29 5
          beta_5 23847.476695 57.722618 0.000 23037.000000 24657.953125
          beta_6 -352.790096 -0.740749 0.606 -1287.095459 581.515198
30
   6
31
           beta 7 -1035.595701 -2.163437
                                          0.078 -1974.647827
                                                              -96.543564
           beta_8 -959.305829 -2.007286 0.106 -1896.849976
32
                                                              -21.761742
33
```

4.5 Mean Confidence Interval and Prediction Intervals

The Mean confidence interval for a given prediction vector, is computed as

$$\widehat{y_0} - t_{\alpha/2, n-k-1} \sqrt{\widehat{\sigma}^2 x_0^T (X^T X)^{-1} x_0} \le E(y|x) \le \widehat{y_0} + t_{\alpha/2, n-k-1} \sqrt{\widehat{\sigma}^2 x_0^T (X^T X)^{-1} x_0}$$

And last we have the prediction interval for a given vector is given by

$$\widehat{y_0} - t_{\alpha/2, n-k-1} \sqrt{\widehat{\sigma}^2 + \widehat{\sigma}^2 x_0^T (X^T X)^{-1} x_0} \le E(y|x) \le \widehat{y_0} + t_{\alpha/2, n-k-1} \sqrt{\widehat{\sigma}^2 + \widehat{\sigma}^2 x_0^T (X^T X)^{-1} x_0}$$

```
mean_conf = np.zeros((1, 2), dtype=np.float32)

mean_x0 = np.dot(x0, beta)
mean_se = np.sqrt(sigma_2*np.dot(x0, np.dot(C, x0)))

mean_conf[0, 0] = mean_x0 - t_right*mean_se
mean_conf[0, 1] = mean_x0 - t_left*mean_se

pred_conf = np.zeros((1, 2), dtype=np.float32)

pred = np.dot(x0, beta)
pred_se = np.sqrt(sigma_2*(1+np.dot(x0, np.dot(C, x0))))

pred_conf[0, 0] = pred - t_right*pred_se
pred_conf[0, 1] = pred - t_left*pred_se
```

For the given prediction vector, we got the mean confidence interval as [1538934.1, 5599928.] and the Prediction Interval as [1538899.2, 5599962.5].

4.6 Error Analysis

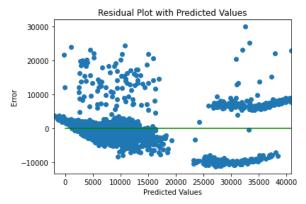


Figure 9: The plot of estimated errors with the predicted values. We observe that these are not normally distributed. Also, the error plot suggests that the given set of data points may be comprised of several different populations due to different cluster formulations. These may be explained further with some additional categorical features to segregate.

However, these errors may be converted to standardized forms and then computed as

$$se_i = \frac{e_i}{\sqrt{\widehat{\sigma}^2(1 - P_{x,ii})}}$$

For outlier detection, we compute the corresponding t-values to each of the error points as

$$\hat{\sigma_i}^2 = \frac{SSE - e_i^2}{(n - k - 1)(1 - P_{x.ii})}$$

$$t_{e,i} = \frac{e_i}{\sqrt{\hat{\sigma}^2(1 - P_{x.ii})}}$$

```
stand_res = np.zeros(X.shape[0], dtype=np.float32)

for i in range(0, X.shape[0]):
    stand_res[i] = error[i]/np.sqrt(sigma_2*(1-Px[i, i]))

te_values= np.zeros(X.shape[0], dtype=np.float32)

for i in range(0, X.shape[0]):
    sigma_2i = (SSE-np.square(error[i])/(1-Px[i, i]))*(1/(X.shape[0]-X.shape[1]))
    te_values[i] = error[i]/np.sqrt(sigma_2i*(1-Px[i, i]))

    v 0.0s
Python
```

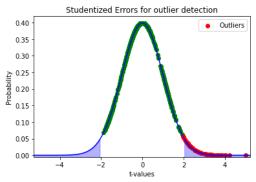


Figure 10: Plotting the t-values for the errors to highlight which ones are outliers and which ones are not.

```
x_p = np.arange(1.05*min(te_values.min(), -te_values.max()), 1.05*te_values.max(), 0.1)
  y_p = t.pdf(x_p, df=X.shape[0]-X.shape[1])
  \#y_p2 = norm.pdf(x_p)
  plt.scatter(te_values[(t_left<=te_values) & (te_values<=t_right)],</pre>
             t.pdf(te values[(t left<=te values) & (te values<=t right)], df=X.shape[0]-X.shape[1]), color="g")
  plt.scatter(te_values[(t_left>te_values) | (te_values>t_right)],
              t.pdf(te\_values[(t\_left>te\_values) \mid (te\_values>t\_right)], \ df=X.shape[0]-X.shape[1]), \ color="r",
              label="Outliers"
  plt.plot(x_p, y_p, color="b")
  #plt.plot(x_p, y_p2, color="g")
  plt.autoscale(axis="x", tight=True)
  plt.ylim(bottom=-0.005)
  plt.xlabel("t-values")
  plt.ylabel("Probability")
  plt.title("Studentized Errors for outlier detection")
 plt.fill\_between(x\_p[x\_p<t\_left], t.pdf(x\_p[x\_p<t\_left], df=X.shape[0]-X.shape[1]), -0.005, color="b", alpha=0.3)
  plt.fill\_between(x\_p[x\_p>t\_right], \ t.pdf(x\_p[x\_p>t\_right], \ df=X.shape[0]-X.shape[1]), \ -0.005, \ color="b", \ alpha=0.3)
  plt.legend()
  plt.show()
√ 0.3s
                                                                                                                                      Python
```

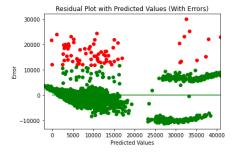


Figure 11: Plotting errors with outliers with the predicted values.

5 Backward Feature Selection

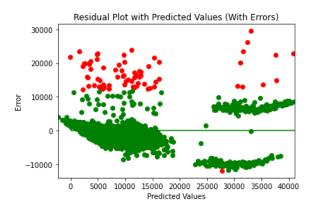
We started our Linear Regression Analysis with the backward feature selection method. Here we initially assumed that all the features were relevant to our model. Now after due analysis, we have concluded that three variables - sex_male , $region_northwest$ and $region_southeast$, have coefficient estimates which aren't really significant, and we can't really say with 95% confidence that they aren't equal to 0. Hence in such a scenario, we dropped the sex_male feature and checked the results. This feature was chosen as it has the maximum p-value. With this, the new results are as follows.

```
1
     ----- Summary -----
 2
 3
     The Model is -
 4
 5
     e ~ age + bmi + children + smoker yes + region northwest + region southeast + region southwest
 6
 7
     SSE of the given Model 48842226837.98
 8
     SSR of the given Model 147231995211.97
 9
     TSS of the given Model 196074222049.95
10
     R2 for the given Model 0.75
11
12
     Adjusted R2 for the given Model 0.75
13
14
     52 = 36723478.83
15
16
     MSR of the given Model 21033142173.14
17
     MSE of the given Model 36723478.83
18
     The F stat for the Model Fit 572.74
19
20
     ______
     Beta Estimates of the given Model -
21
22
23
      Coefficients
                      Beta Est.
                                   t-stat p-values
                                                      Lower Conf
                                                                   Upper Conf
24
     Θ
            beta 0 -11993.309337 -12.253651
                                              0.000 -13913.378906 -10073.239258
                                                                   280.283844
25
            beta 1
                     256.956451 21.609119
                                              0.000
     1
                                                      233.629074
26
     2
            beta 2
                     338.760947
                                 11.862277
                                              0.000
                                                      282.737640
                                                                   394.784271
27
     3
            beta 3
                     474.754266
                                 3.446855
                                              0.002
                                                      204.551743
                                                                   744.956787
                                                    23027.308594 24643.173828
28
            beta 4 23835.240835
                                57.874626
                                              0.000
29
     5
                                -0.739349
            beta_5
                    -352.008360
                                              0.606
                                                    -1286.008301
                                                                   581.991638
30
     6
            beta 6 -1034.933540 -2.162754
                                              0.078
                                                    -1973.681152
                                                                   -96.185944
31
     7
            beta 7
                     -958.630761 -2.006523
                                              0.106
                                                   -1895.870605
                                                                   -21.390968
```

Here the key insight was the fact that a variable that wasn't previously insignificant in the first iteration is now insignificant. Coincidentally, all these 3 variables were dummy encoding for the same variable *region*. Hence dropping that variable completely, we get the following.

```
1
     ----- Summary -----
 2
 3
     The Model is -
 4
 5
     e ~ age + bmi + children + smoker_yes
 6
 7
     SSE of the given Model 49075447085.79
 8
     SSR of the given Model 146998774964.15
     TSS of the given Model 196074222049.95
 9
10
     R2 for the given Model 0.75
11
12
     Adjusted R2 for the given Model 0.75
13
14
     52 = 36815789.26
15
     MSR of the given Model 36749693741.04
16
17
     MSE of the given Model 36815789.26
18
     The F stat for the Model Fit 998.2
19
20
21
     Beta Estimates of the given Model -
22
23
       Coefficients
                       Beta Est.
                                     t-stat p-values
                                                        Lower Conf
                                                                      Upper Conf
24
             beta 0 -12105.482135 -12.851459
                                                0.000 -13953.355469 -10257.608398
25
     1
             beta_1
                      257.833746
                                  21.673756
                                                0.000
                                                        234.496582
                                                                      281.170929
26
             beta 2
                      321.938686
                                 11.759828
                                                0.000
                                                        268.233673
                                                                      375.643707
                      473.692610
27
             beta 3
                                   3.437853
                                                0.002
                                                        203.388992
                                                                      743.996216
28
             beta 4 23810.317817 57.903381
                                                0.000 23003.632812 24617.001953
29
```

Now, none of the variables has insignificant coefficients. This is a good indicator that we have found an appropriate model with respect to our current feature set. However, the errors have changed, but still, we can't say that they are changed much. There is still unexplained behaviour present in the errors. There is also a significant increase in the F-statistic for the model.



6 Other Models

6.1 Lasso and Ridge Regression

By backward selection, we have reached a solution. However, we want to explore the difference in coefficients with Lasso Regression.

```
from sklearn.linear_model import Lasso
from sklearn.linear_model import Ridge

X_new = data.drop("expenses", axis=1).values
X_new = np.concatenate((np.ones((X_new.shape[0], 1)), X_new), axis=1)
y_new = data["expenses"].values

Lasso_model = Lasso()
Ridge_model = Ridge()

Lasso_model.fit(X_new, y_new)
Ridge_model.fit(X_new, y_new)
```

	Lasso Estimates	Ridge Estimates
0	0.000000	0.000000
1	256.847634	256.779141
2	339.072151	339.044548
3	474.864135	475.752890
4	-126.832858	-124.257053
5	23840.952846	23737.136779
6	-336.250487	-347.636845
7	-1018.334842	-1019.974880
8	-942.535919	-951.978660

The Coefficients from the ridge and lasso estimates are similar to one another. However, they differ greatly from the model coefficients obtained from the Backward selection.

For the R-square estimates, both the lasso and ridge are the same as the backward selection models, 0.75

7 Conclusion

Out of the three different types of techniques applied, the backward selection seems to have a dominating effect over lasso and ridge for this regression technique, even as the R-square estimates are pretty much the same for all of them because of the model simplicity.

Thank You