

# Coursera Capstone IBM Applied Data Science Capstone

Opening a new Shopping mall in Kuala Lumpur,  
Malaysia

## Business Problem:

- Location of the shopping mall is one of the most important decisions that will determine whether the mall will be a success or a failure
- Objective: To analyse and select the best locations in the city of Kuala Lumpur, Malaysia to open a new shopping mall
- This project is timely as the city is currently suffering from oversupply of shopping malls
- Business question

In the city of Kuala Lumpur, Malaysia, if a property developer is looking to open a new shopping mall, where would you recommend that they open it?

# Data:

- Data required

List of neighbourhoods in Kuala Lumpur

Latitude and longitude coordinates of the neighbourhoods

Venue data, particularly data related to shopping malls

- Sources of data

Wikipedia page for neighbourhoods([https://en.wikipedia.org/wiki/Category:Suburbs\\_in\\_Kuala\\_Lumpur](https://en.wikipedia.org/wiki/Category:Suburbs_in_Kuala_Lumpur))

Geocoder package for latitude and longitude coordinates

Foursquare API for venue data

## Methodology:

- Web scraping Wikipedia page for neighbourhoods list
- Get latitude and longitude coordinates using Geocoder
- Use Foursquare API to get venue data
- Group data by neighbourhood and taking the mean of the frequency of occurrence of each venue category
- Filter venue category by ShoppingMall
- Perform clustering on the data by using k-means clustering
- Visualize the clusters in a map using Folium

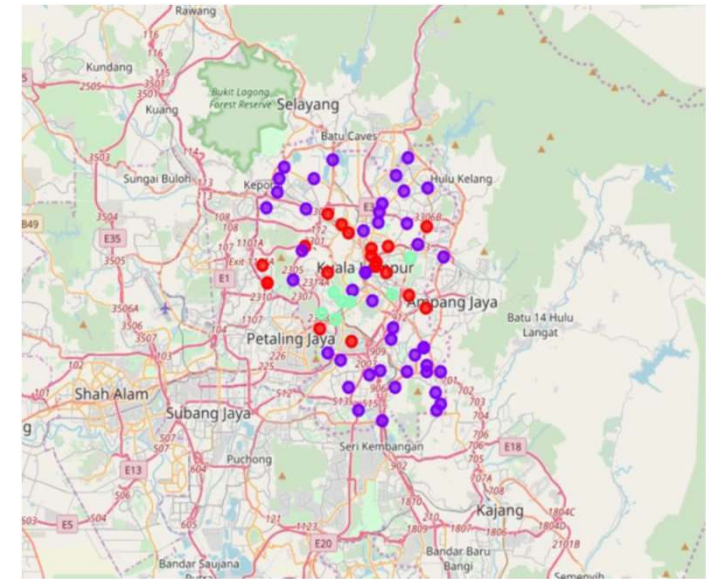
## Results:

- Categorized the neighbourhoods into 3 clusters :

Cluster 0: Neighbourhoods with moderate number of shopping malls

Cluster 1: Neighbourhoods with low number to no existence of shopping malls

Cluster 2: Neighbourhoods with high concentration of shopping



## Discussion:

- Most of the shopping malls are concentrated in the central area of the city
- Highest number in cluster 2 and moderate number in cluster 0
- Cluster 1 has very low number to no shopping mall in the neighbourhoods
- Oversupply of shopping malls mostly happened in the central area of the city, with the suburb area still have very few shopping malls

## Recommendations:

- Open new shopping malls in neighbourhoods in cluster 1 with little to no competition
- Can also open in neighbourhoods in cluster 0 with moderate competition if have unique selling propositions to stand out from the competition
- Avoid neighbourhoods in cluster 2, already high concentration of shopping malls and intense competition

## Conclusion:

- Answer to business question: The neighbourhoods in cluster 1 are the most preferred locations to open a new shopping mall
- Findings of this project will help the relevant stakeholders to capitalize on the opportunities on high potential locations while avoiding overcrowded areas in their decisions to open a new shopping mall.



# Thank you

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