

Clustering results -

1. Number of cluster

By RFM model based customer segmentation => 5

RFM score > 4.5 = Top customer

4 < RFM score < 4.5 = high level customer

3 < RFM score < 4 = medium level customer

1.6 < RFM score < 3 = low level customer

RFM score < 1.6 = Lost customer

By automated hierarchical clustering => 3

2. DB Index value = 0.8767819373829943

3. Silhouette score = 0.389