Import Libraries

```
import numpy as np
import pandas as pd
import matplotlib.pyplot as plt
%matplotlib inline
import seaborn as sns
df=pd.read csv('Amazon Sale Report.csv',encoding= 'unicode escape')
df.shape
(128976, 21)
df.head(2)
{"type": "dataframe", "variable_name": "df"}
df.tail(2)
{"type": "dataframe"}
df.info()
<class 'pandas.core.frame.DataFrame'>
RangeIndex: 128976 entries, 0 to 128975
Data columns (total 21 columns):
#
     Column
                         Non-Null Count
                                          Dtype
     -----
 0
     index
                         128976 non-null
                                          int64
 1
     Order ID
                         128976 non-null
                                          object
 2
     Date
                         128976 non-null
                                          object
 3
                         128976 non-null
     Status
                                          object
4
    Fulfilment
                         128976 non-null
                                          object
 5
                        128976 non-null
     Sales Channel
                                          object
    ship-service-level 128976 non-null
 6
                                          object
 7
    Category
                         128976 non-null
                                          object
 8
    Size
                         128976 non-null
                                          object
 9
    Courier Status
                         128976 non-null
                                          object
 10 Qty
                         128976 non-null
                                          int64
 11 currency
                         121176 non-null
                                          object
 12 Amount
                         121176 non-null float64
 13
    ship-city
                         128941 non-null
                                          object
 14 ship-state
                         128941 non-null
                                          object
 15 ship-postal-code
                         128941 non-null
                                          float64
 16
    ship-country
                         128941 non-null
                                          object
 17
                         128976 non-null
    B2B
                                          bool
                         39263 non-null
 18
    fulfilled-by
                                          object
 19
    New
                         0 non-null
                                          float64
 20 PendingS
                         0 non-null
                                          float64
```

```
dtypes: bool(1), float64(4), int64(2), object(14)
memory usage: 19.8+ MB
#drop unrelated/blank columns
df.drop(['New', 'PendingS'], axis=1, inplace=True)
df.info()
<class 'pandas.core.frame.DataFrame'>
RangeIndex: 128976 entries, 0 to 128975
Data columns (total 19 columns):
 #
     Column
                         Non-Null Count
                                          Dtvpe
- - -
                                          int64
 0
     index
                         128976 non-null
     Order ID
 1
                         128976 non-null object
 2
     Date
                         128976 non-null
                                          object
 3
                         128976 non-null
     Status
                                          object
 4
     Fulfilment
                         128976 non-null
                                          object
 5
     Sales Channel
                         128976 non-null
                                          object
 6
     ship-service-level 128976 non-null
                                          object
 7
     Category
                         128976 non-null
                                          object
                         128976 non-null
 8
     Size
                                          object
 9
     Courier Status
                         128976 non-null object
 10 Otv
                         128976 non-null
                                          int64
 11 currency
                         121176 non-null object
 12 Amount
                         121176 non-null
                                          float64
 13 ship-city
                         128941 non-null
                                          object
 14 ship-state
                         128941 non-null object
 15 ship-postal-code
                         128941 non-null
                                          float64
 16 ship-country
                         128941 non-null
                                          object
 17
                         128976 non-null
                                          bool
     B<sub>2</sub>B
    fulfilled-by
 18
                         39263 non-null
                                          object
dtypes: bool(1), float64(2), int64(2), object(14)
memory usage: 17.8+ MB
pd.isnull(df)
# checking null value
{"type": "dataframe"}
```

Data Cleaning

```
pd.isnull(df).sum()
# sum will give total values of null values

index
Order ID
O
Date
Status
Fulfilment
0
```

```
Sales Channel
                          0
ship-service-level
                          0
Category
                          0
Size
                          0
Courier Status
                          0
                          0
Qty
                       7800
currency
Amount
                       7800
ship-city
                         35
ship-state
                         35
                         35
ship-postal-code
ship-country
                         35
B2B
                          0
fulfilled-by
                      89713
dtype: int64
df.shape
(128976, 19)
#drop null values
df.dropna(inplace=True)
df.shape
(37514, 19)
df.columns
Index(['index', 'Order ID', 'Date', 'Status', 'Fulfilment', 'Sales
Channel',
       'ship-service-level', 'Category', 'Size', 'Courier Status',
'Qty',
       'currency', 'Amount', 'ship-city', 'ship-state', 'ship-postal-
code',
       'ship-country', 'B2B', 'fulfilled-by'],
      dtype='object')
# change data type
df['ship-postal-code']=df['ship-postal-code'].astype('int')
#checking whether the data type change or not
df['ship-postal-code'].dtype
dtype('int64')
df['Date']=pd.to_datetime (df['Date'])
<ipython-input-18-5c207e96e7cb>:1: UserWarning: Could not infer
format, so each element will be parsed individually, falling back to
`dateutil`. To ensure parsing is consistent and as-expected, please
```

```
specify a format.
 df['Date']=pd.to datetime (df['Date'])
df.columns
Index(['index', 'Order ID', 'Date', 'Status', 'Fulfilment', 'Sales
Channel',
        'ship-service-level', 'Category', 'Size', 'Courier Status',
        'currency', 'Amount', 'ship-city', 'ship-state', 'ship-postal-
code',
        'ship-country', 'B2B', 'fulfilled-by'],
       dtype='object')
#rename Columns
df.rename(columns={'Qty':'Quantity'})
{"summary":"{\n \"name\": \"df\",\n \"rows\": 37514,\n \"fields\":
[\n {\n \"column\": \"index\",\n \"properties\": {\n
\"dtype\": \"number\",\n \"std\": 36844,\n \"min\": 0,\n
\"max\": 128891,\n \"num_unique_values\": 37464,\n \"samples\": [\n 68140,\n 71868,\n 104098\n ],\n \"semantic_type\": \"\",\n \"description\": \"\"\n
                                                                           104098\n
\"num_unique_values\": 34664,\n \"samples\": [\n \"403-3148026-7474712\",\n \"171-3343065-8758738\",\n \"171-2686399-8780363\"\n ],\n \"semantic_type\": \"\",\n \"description\": \"\"\n }\n },\n {\n
\"column\": \"Date\",\n \"properties\": {\n
                                                                \"dtype\":
\"date\",\n \"min\": \"2022-03-31 00:00:00\",\n
\"2022-06-29 00:00:00\",\n \"num_unique_values\": 91,\n
\"samples\": [\n \"2022-05-22 00:00:00\",\n \"2022-
04-08 00:00:00\",\n \"2022-05-07 00:00:00\"\n ],\n
\"semantic_type\": \"\",\n \"description\": \"\"\n }\
n },\n {\n \"column\": \"Status\",\n \"properties\":
{\n \"dtype\": \"category\",\n \"num_unique_values\":
11,\n \"samples\": [\n \"Shipped - Out for
Delivery\",\n \"Cancelled\",\n \"Pending - Waiting
for Pick Up\"\n ],\n \"semantic_type\": \"\",\n
\"description\": \"\"\n }\n {\n \"column\":
\"Fulfilment\",\n \"properties\": {\n \"dtype\":
\"category\",\n \"num_unique_values\": 1,\n \"samples\":
[\n \"Merchant\"\n ],\n \"semantic_type\":
\"\",\n \"description\": \"\"n }\n },\n {\n
\"column\": \"Sales Channel\",\n \"properties\": {\n
\"dtype\": \"category\",\n \"num_unique_values\": 1,\n
\"samples\": [\n \"Amazon.in\"\n ],\n
\"semantic_type\": \"\",\n \"description\": \"\"\n
      },\n {\n \"column\": \"ship-service-level\",\n
```

```
\"properties\": {\n \"dtype\": \"category\",\n
\"num_unique_values\": 1,\n \"samples\": [\n
\"Standard\"\n ],\n \"semantic_type\": \"\",\n
\"description\": \"\"\n }\n {\n \"column\":
\"Category\",\n \"properties\": {\n \"dtype\":
\"category\",\n \"num_unique_values\": 8,\n \"samples\":
\"category\",\n \"num_unique_values\": 8,\n \"samples\":
[\n \"Shirt\"\n ],\n \"semantic_type\": \"\",\n \"description\": \"\"\n }\n },\n {\n \"column\": \"Size\",\n \"properties\": {\n \"dtype\": \"category\",\n \"num_unique_values\": 11,\n \"samples\": [\n \"XXL\"\n ],\n \"semantic_type\": \"\",\n
\"description\": \"\"\n }\n {\n \"column\":
\"Courier Status\",\n \"properties\": {\n \"dtype\":
\"category\",\n \"num_unique_values\": 3,\n \"samples\":
[\n \"On the Way\"\n ],\n \"semantic_type\":
\"\",\n \"description\": \"\"\n }\n {\n
\"column\": \"Quantity\",\n \"properties\": {\n
\"semantic_type\": \"\",\n \"description\": \"\"\n }\
n },\n {\n \"column\": \"ship-state\",\n \"properties\": {\n \"dtype\": \"category\",\n
},\n {\n \"column\": \"B2B\",\n \"properties\": {\
 }\n
```

```
n \"dtype\": \"boolean\",\n \"num_unique_values\": 2,\n
\"samples\": [\n true\n ],\n \"semantic_type\":
\"\",\n \"description\": \"\"\n }\n },\n {\n
\"column\": \"fulfilled-by\",\n \"properties\": {\n
\"dtype\": \"category\",\n \"num_unique_values\": 1,\n
\"samples\": [\n \"Facy Chin\"\"
\"samples\": [\n \"Easy Ship\"\n ],\n
\"semantic type\": \"\",\n \"description\": \"\"\n }\
n }\n \[ \]\n}", "type": "dataframe"}
#describe() method return description of the data in the DataFrame(i.e
count, mean, std, min..etc)
df.describe()
{"summary":"{\n \"name\": \"df\",\n \"rows\": 8,\n \"fields\": [\n
{\n \"column\": \"index\",\n \"properties\": {\n
\"dtype\": \"number\",\n \"std\": 40260.3593865165,\n
\"min\": 0.0,\n \"max\": 128891.0,\n
\"num_unique_values\": 8,\n \"samples\": [\n
60953.80985765314,\n 91790.75,\n 37514.0\
n ],\n \"semantic_type\": \"\",\n
06-29 00:00:00\",\n \"num_unique_values\": 7,\n \"samples\": [\n \"37514\",\n \"2022-05-11 \"2022-06-01 00:00:00\"\n ],\n \"semantic_type\": \"\",\n \"description\": \"\"\n }\n \\"dtype\": \"number\",\n \"std\": 13262.736226567698,\n \"min\": 0 0 \n \"max\": 37514 0 \n
                                                                                  ],\n
\"min\": 0.0,\n \"max\": 37514.0,\n \"num_unique_values\": 6,\n \"samples\": [\n n 0.8673828437383377,\n 0.354160004012791\
           ],\n \"semantic_type\": \"\",\n
\"description\": \"\"\n \\n \\n \\"column\": \"Amount\",\n \"properties\": \\n \"dtype\": \"number\",\n \"std\": 12967.326077075897,\n \"min\": 0.0,\n \"max\": 37514.0,\n \"num_unique_values\": 8,\n \"samples\": [\n
df.describe(include='object')
```

```
{"summary":"{\n \"name\": \"df\",\n \"rows\": 4,\n \"fields\": [\n
{\n \"column\": \"Order ID\",\n \"properties\": {\n
\"dtype\": \"string\",\n \"num_unique_values\": 4,\n
\"num_unique_values\": 4,\n \"samples\": [\n 11,\n \"28741\",\n \"37514\"\n ],\n
\"num_unique_values\": 3,\n \"samples\": [\n \"37514\",\n \"Merchant\"\n ],\n \"semantic_type\": \"\",\n \"description\": \"\"\n }\
n },\n {\n \"column\": \"Sales Channel\",\n \"properties\": {\n \"dtype\": \"string\",\n
\"num_unique_values\": 3,\n \"samples\": [\n \"37514\",\n 1,\n \"Amazon.in\"\n ],\n \"semantic_type\": \"\",\n \"description\": \"\"\n }\
n },\n {\n \"column\": \"ship-service-level\",\n \"properties\": {\n \"dtype\": \"string\",\n
\"num_unique_values\": 3,\n \"samples\": [\n \"37514\",\n \",\n \"Standard\"\n ],\n \"semantic_type\": \"\",\n \"description\": \"\"\n }\
n },\n {\n \"column\": \"Category\",\n \"properties\":
{\n \"dtype\": \"string\",\n \"num_unique_values\": 4,\n
\"samples\": [\n 8,\n \"14062\",\n
\"37514\"\n ],\n \"semantic_type\": \"\",\n
\"description\": \"\"\n }\n },\n {\n \"column\":
\"Size\",\n \"properties\": {\n \"dtype\": \"string\",\n
\"""
\"num_unique_values\": 4,\n \"samples\": [\n 11,\n \"6806\",\n \"37514\"\n ],\n \"semantic_type\": \"\",\n \"description\": \"\"\n }\n },\n {\n \"column\": \"Courier Status\",\n \"properties\": {\n
\"dtype\": \"string\",\n \"num_unique_values\": 4,\n \"samples\": [\n 3,\n \"31859\",\n
```

```
\"samples\": [\n 58,\n \"6236\",\n \"37514\"\n ],\n \"semantic_type\": \"\",\n \"description\": \"\"\n }\n {\n \"column\": \"ship-country\",\n \"properties\": {\n \"dtype\": \"string\",\n \"num_unique_values\": 3,\n \"samples\":
n },\n {\n \"column\": \"fulfilled-by\",\n
\"properties\": {\n \"dtype\": \"string\",\n
\"num_unique_values\": 3,\n \"samples\": [\n \"37514\",\n 1,\n \"Easy Ship\"\n ],\n \"semantic_type\": \"\",\n \"description\": \"\"\n }\
n }\n \(\bar{1}\n\)","type":"dataframe"}
#use describe() for specific columns
df[['Qty','Amount']].describe()
{"summary":"{\n \"name\": \"df[['Qty','Amount']]\",\n \"rows\": 8,\n
\"fields\": [\n \\"column\": \"Qty\\",\n \\"properties\\": \\n \\"dtype\\": \"number\\",\n \\"std\\": \\\\"ax\\": \\\\"min\\": 0.0,\n \\\\"max\\": \\\\"
n \"num_unique_values\": 6,\n \"samples\": [\n 37514.0,\n 0.8673828437383377,\n 5.0\n
                                                                                     ],\n
\"semantic_type\": \"\",\n \"description\": \"\"\n
                                                                                     }\
n },\n {\n \"column\": \"Amount\",\n \"properties\":
{\n \"dtype\": \"number\",\n \"std\":
12967.326077075899,\n \"min\": 0.0,\n \"max\": 37514.0,\
n \"num_unique_values\": 8,\n \"samples\": [\n 646.5539598549875,\n 629.0,\n 37514.0\n \"semantic_type\": \"\",\n \"description\": \"\"\n
                                                                                       ],\n
                                                                                     }\
      }\n ]\n}","type":"dataframe"}
```

(EDA) Exploratory Data Analysis

Size

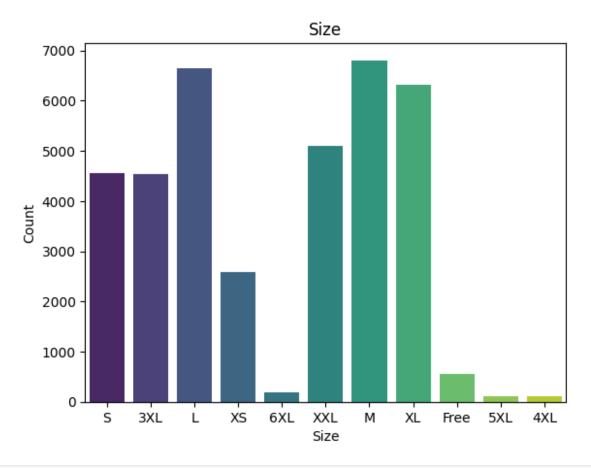
```
ax = sns.countplot(x='Size', data=df, palette='viridis')
plt.xlabel('Size')
```

```
plt.ylabel('Count')
plt.title('Size')
plt.show()

<ipython-input-31-9fb6ac693d8a>:1: FutureWarning:

Passing `palette` without assigning `hue` is deprecated and will be removed in v0.14.0. Assign the `x` variable to `hue` and set `legend=False` for the same effect.

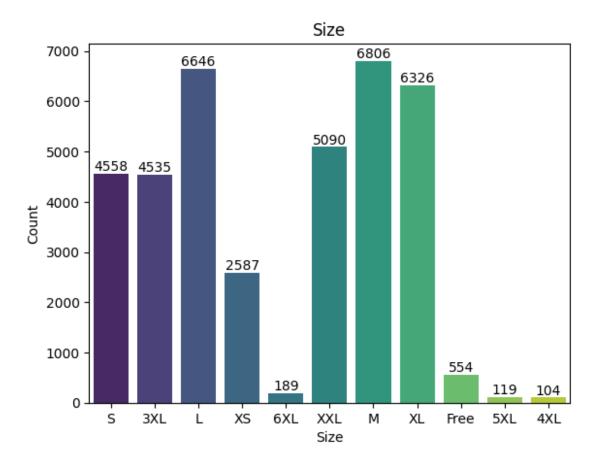
ax = sns.countplot(x='Size', data=df, palette='viridis')
```



```
ax=sns.countplot(x='Size' ,data=df, palette='viridis')
for bars in ax.containers:
    ax.bar_label(bars)
plt.xlabel('Size')
plt.ylabel('Count')
plt.title('Size')
plt.show()
<ipython-input-35-3fa2991d4739>:1: FutureWarning:
Passing `palette` without assigning `hue` is deprecated and will be
```

```
removed in v0.14.0. Assign the `x` variable to `hue` and set `legend=False` for the same effect.

ax=sns.countplot(x='Size' ,data=df, palette='viridis')
```



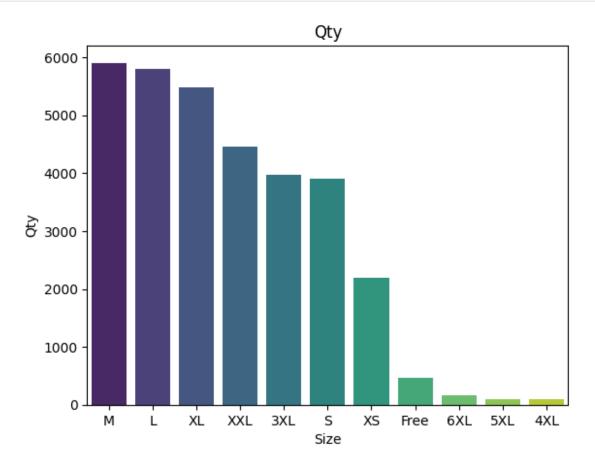
Note: From above Graph you can see that most of the people buys M-Size

Group By: The groupby() function in pandas is used to group data based on one or more columns in a DataFrame

```
df.groupby(['Size'], as_index=False)
['Qty'].sum().sort_values(by='Qty',ascending=False)

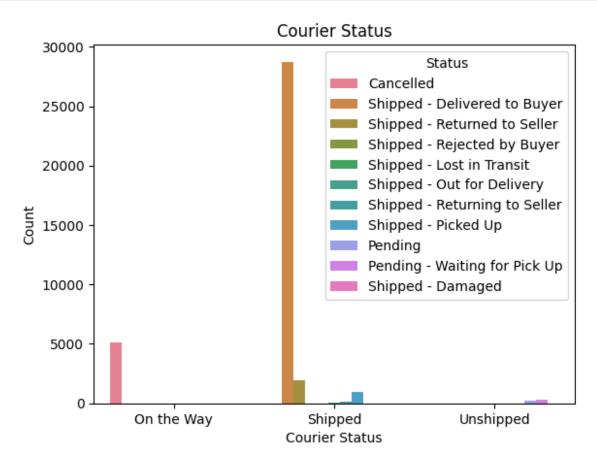
{"summary":"{\n \"name\": \"df\",\n \"rows\": 11,\n \"fields\": [\n \"column\": \"Size\",\n \"num_unique_values\": 11,\n \"5XL\"\n ],\n \"semantic_type\": \"\",\n \"dtype\": \"number\",\n \"0ty\",\n \"properties\": {\n \"dtype\": \"number\",\n \"std\": 2412,\n \"min\": 93,\n \"max\": 5905,\n \"num_unique_values\": [\n \3896,\n
```

```
\"semantic_type\": \"\",\n
5905,\n
                             ],\n
                 104\n
                                    }\n ]\n}","type":"dataframe"}
\"description\": \"\"\n
                             }\n
S_Qty = df.groupby(['Size'], as_index=False)
['Qty'].sum().sort_values(by='Qty', ascending=False)
sns.barplot(x='Size', y='Qty', data=S Qty, palette='viridis')
plt.xlabel('Size')
plt.ylabel('Qty')
plt.title('Qty')
plt.show()
<ipython-input-40-a9d82880199c>:2: FutureWarning:
Passing `palette` without assigning `hue` is deprecated and will be
removed in v0.14.0. Assign the `x` variable to `hue` and set
`legend=False` for the same effect.
  sns.barplot(x='Size', y='Qty', data=S Qty, palette='viridis')
```

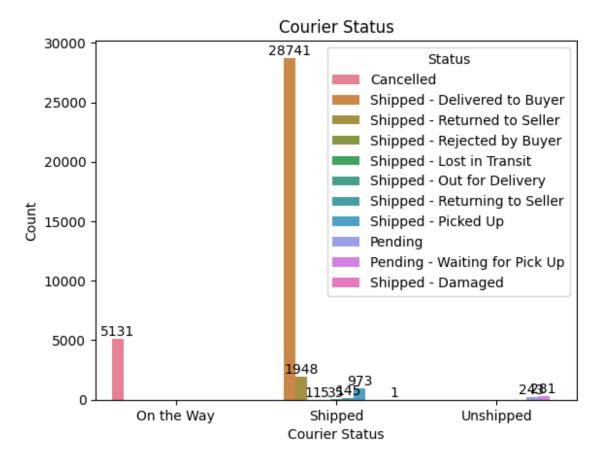


Note: From above Graph you can see that most of the Qty buys M-Size in the sales
Courier Status

```
sns.countplot(data=df, x='Courier Status',hue= 'Status')
plt.xlabel('Courier Status')
plt.ylabel('Count')
plt.title('Courier Status')
plt.show()
```

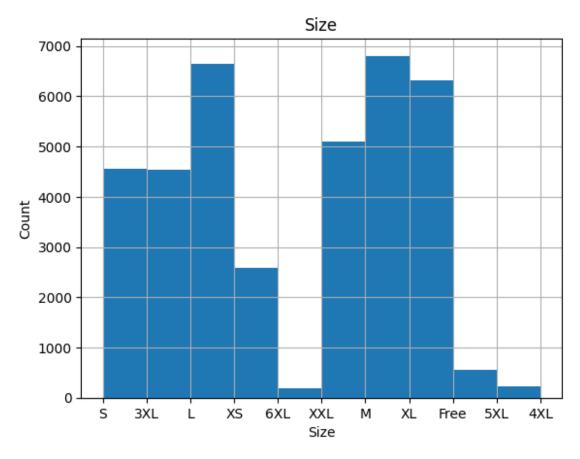


```
plt.figure()
ax=sns.countplot(data=df, x='Courier Status',hue= 'Status')
for bars in ax.containers:
    ax.bar_label(bars)
plt.xlabel('Courier Status')
plt.ylabel('Count')
plt.title('Courier Status')
plt.show()
```

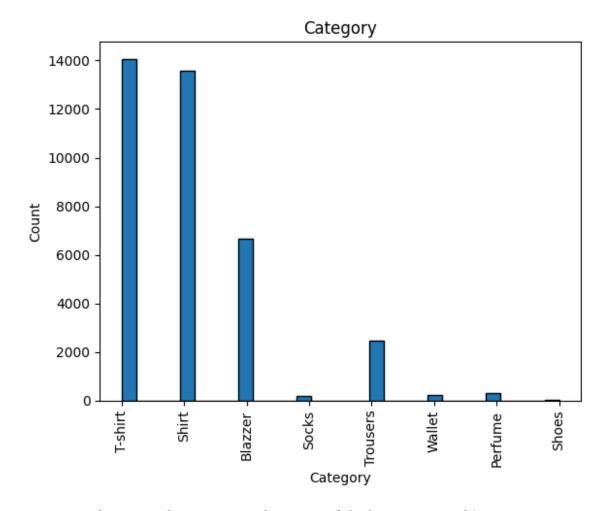


Note: From above Graph the majority of the orders are shipped through the courier.

```
#histogram
df['Size'].hist()
plt.xlabel('Size', color='black')
plt.ylabel('Count')
plt.title('Size')
plt.show()
```



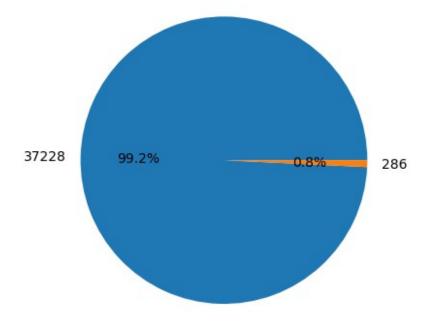
```
df['Category'] = df['Category'].astype(str)
column_data = df['Category']
plt.figure()
plt.hist(column_data, bins=30, edgecolor='Black')
plt.xticks(rotation=90)
plt.xlabel('Category')
plt.ylabel('Count')
plt.title('Category')
plt.show()
```



Note: From above Graph you can see that most of the buyers are T-shirt

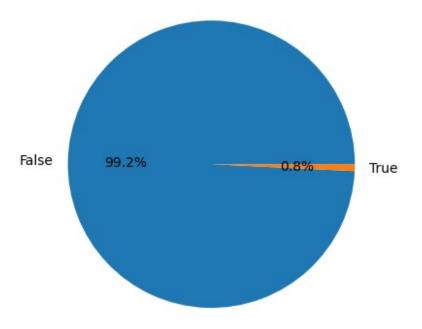
```
# Checking B2B Data by using pie chart
B2B_Check = df['B2B'].value_counts()

# Plot the pie chart
plt.pie(B2B_Check, labels=B2B_Check, autopct='%1.1f%%')
#plt.axis('equal')
plt.show()
```



```
# Checking B2B Data by using pie chart
B2B_Check = df['B2B'].value_counts()

# Plot the pie chart
plt.pie(B2B_Check, labels=B2B_Check.index, autopct='%1.1f%%')
#plt.axis('equal')
plt.show()
```



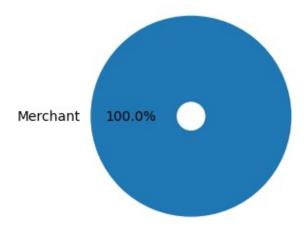
Note: From above chart we can see that maximum i.e. 99.3% of buyers are retailers and 0.7% are B2B buyers

```
# Prepare data for pie chart
al = df['Fulfilment'].value_counts()

# Step 4: Plot the pie chart
fig, ax = plt.subplots()

ax.pie(al, labels=al.index, autopct='%1.1f%%', radius=0.7,
wedgeprops=dict(width=0.6))
ax.set(aspect="equal")

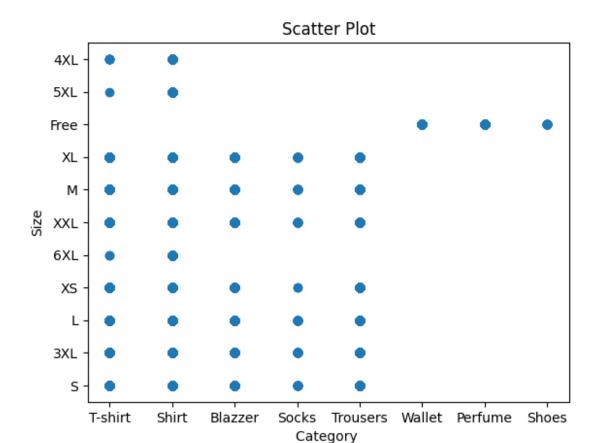
plt.show()
```



Note: From above chart you can see that most of the Fulfilment are amazon

```
# Prepare data for scatter plot
x_data = df['Category']
y_data = df['Size']

# Plot the scatter plot
plt.scatter(x_data, y_data)
plt.xlabel('Category ')
plt.ylabel('Size')
plt.title('Scatter Plot')
plt.show()
```

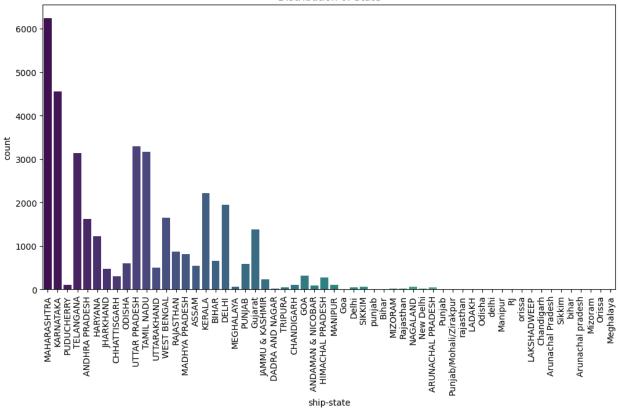


```
# Plot count of cities by state
plt.figure(figsize=(12, 6))
sns.countplot(data=df, x='ship-state', palette="viridis")
plt.xlabel('ship-state')
plt.ylabel('count')
plt.title('Distribution of State')
plt.xticks(rotation=90)
plt.show()
<ipython-input-75-5eee6ab98447>:3: FutureWarning:

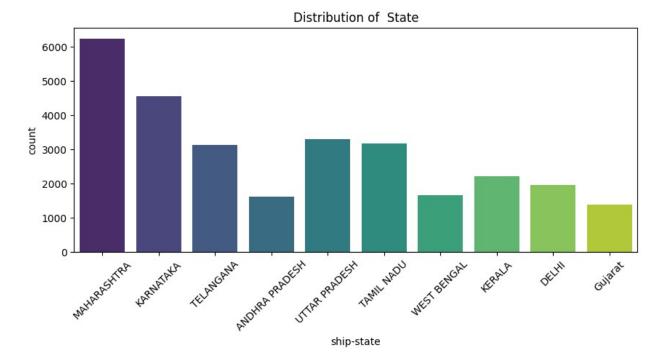
Passing `palette` without assigning `hue` is deprecated and will be removed in v0.14.0. Assign the `x` variable to `hue` and set `legend=False` for the same effect.

sns.countplot(data=df, x='ship-state', palette="viridis")
```

Distribution of State



```
# top 10 States
top 10 state = df['ship-state'].value counts().head(10)
# Plot count of cities by state
plt.figure(figsize=(10, 4))
sns.countplot(data=df[df['ship-state'].isin(top_10_state.index)],
x='ship-state', palette="viridis")
plt.xlabel('ship-state')
plt.ylabel('count')
plt.title('Distribution of State')
plt.xticks(rotation=45)
plt.show()
<ipython-input-76-a00c8f2c90f7>:5: FutureWarning:
Passing `palette` without assigning `hue` is deprecated and will be
removed in v0.14.0. Assign the `x` variable to `hue` and set
`legend=False` for the same effect.
  sns.countplot(data=df[df['ship-state'].isin(top 10 state.index)],
x='ship-state', palette="viridis")
```



Note: From above Graph you can see that most of the buyers are Maharashtra state

Conclusion: The data analysis reveals that the business has a significant customer base in Maharashtra state, mainly serves retailers, fulfills orders through Amazon, experiences high demand for T-shirts, and sees M-Size as the preferred choice among buyers.