!pip install openpyxl

Requirement already satisfied: openpyxl in /usr/local/lib/python3.11/dist-packages (3.1.5)
Requirement already satisfied: et-xmlfile in /usr/local/lib/python3.11/dist-packages (from openpyxl) (2.0.0)

import pandas as pd
from matplotlib import pyplot as plt

!unzip /content/online+retail.zip

Archive: /content/online+retail.zip extracting: Online Retail.xlsx

Start coding or generate with AI.

df1=pd.read\_excel('Online Retail.xlsx',dtype={'InvoiceNo':'string','StockCode':'string','Description':'string','InvoiceNo':'string','Country

df1.head(10)

<del>}</del>	InvoiceNo	StockCode	Description	Quantity	InvoiceDate	UnitPrice	CustomerID	Country
0	536365	85123A	WHITE HANGING HEART T-LIGHT HOLDER	6	2010-12-01 08:26:00	2.55	17850.0	United Kingdom
1	536365	71053	WHITE METAL LANTERN	6	2010-12-01 08:26:00	3.39	17850.0	United Kingdom
2	536365	84406B	CREAM CUPID HEARTS COAT HANGER	8	2010-12-01 08:26:00	2.75	17850.0	United Kingdom
3	536365	84029G	KNITTED UNION FLAG HOT WATER BOTTLE	6	2010-12-01 08:26:00	3.39	17850.0	United Kingdom
4	536365	84029E	RED WOOLLY HOTTIE WHITE HEART.	6	2010-12-01 08:26:00	3.39	17850.0	United Kingdom
5	536365	22752	SET 7 BABUSHKA NESTING BOXES	2	2010-12-01 08:26:00	7.65	17850.0	United Kingdom
6	536365	21730	GLASS STAR FROSTED T-LIGHT HOLDER	6	2010-12-01 08:26:00	4.25	17850.0	United Kingdom
7	536366	22633	HAND WARMER UNION JACK	6	2010-12-01 08:28:00	1.85	17850.0	United Kingdom
8	536366	22632	HAND WARMER RED POLKA DOT	6	2010-12-01 08:28:00	1.85	17850.0	United Kingdom
9	536367	84879	ASSORTED COLOUR BIRD ORNAMENT	32	2010-12-01 08:34:00	1.69	13047.0	United Kinadom

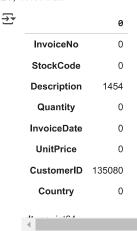
#for detailed info
df1.info()

Data	columns (tota	al 8 columns):	
#	Column	Non-Null Count	Dtype
0	InvoiceNo	541909 non-null	string
1	StockCode	541909 non-null	string
2	Description	540455 non-null	string
3	Quantity	541909 non-null	int64
4	InvoiceDate	541909 non-null	datetime64[ns]
5	UnitPrice	541909 non-null	float64
6	CustomerID	406829 non-null	float64
7	Country	541909 non-null	string
44		4[1/1\ Cl+C4	(2) ====(4)

dtypes: datetime64[ns](1), float64(2), int64(1), string(4) memory usage: 33.1 MB  $\,$ 

#### data cleaning and missing value###
df1.isnull().sum()
# gives count of null values with column

# gives count of null values with column
#description have 1454 records as empty



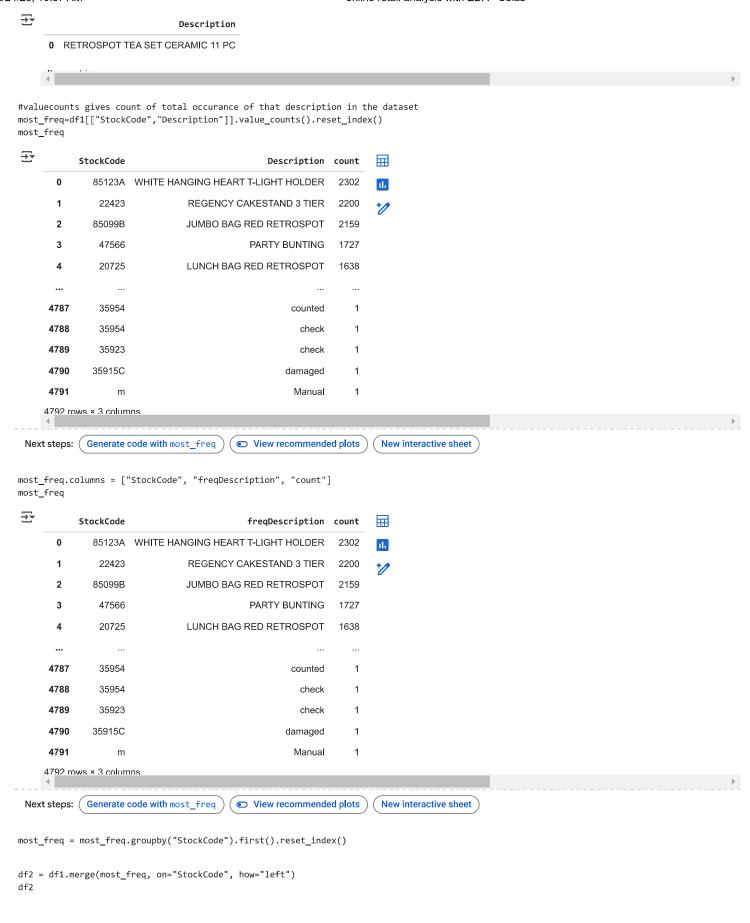
df1[df1.Description.isnull()]
# gives only null values

Country	CustomerID	UnitPrice	InvoiceDate	Quantity	Description	StockCode	InvoiceNo	
United Kingdom	NaN	0.0	2010-12-01 11:52:00	56	<na></na>	22139	536414	622
United Kingdom	NaN	0.0	2010-12-01 14:32:00	1	<na></na>	21134	536545	1970
United Kingdom	NaN	0.0	2010-12-01 14:33:00	1	<na></na>	22145	536546	1971
United Kingdom	NaN	0.0	2010-12-01 14:33:00	1	<na></na>	37509	536547	1972
United Kingdom	NaN	0.0	2010-12-01 14:34:00	1	<na></na>	85226A	536549	1987
United Kingdom	NaN	0.0	2011-12-07 18:26:00	-2	<na></na>	84581	581199	535322
United Kingdom	NaN	0.0	2011-12-07 18:31:00	15	<na></na>	23406	581203	535326
United Kingdom	NaN	0.0	2011-12-07 18:35:00	6	<na></na>	21620	581209	535332
United Kingdom	NaN	0.0	2011-12-08 10:33:00	27	<na></na>	72817	581234	536981
United Kingdom	NaN	0.0	2011-12-08 14:06:00	20	<na></na>	85175	581408	538554

#check the description of stockcode=22139 with other records and may be the most occuring result is the description
#IF DESCRIPTION IS NULL THEN LOOK AT OTHER RECORDS WITH SAME STOCK CODE WHICH EVER THE DESCREIPTION OCCURS FREQUENTLY OCCURED THEN CONSIDER
df1[df1.StockCode=='22139']

<del>_</del> →		InvoiceNo	StockCode	Description	Quantity	InvoiceDate	UnitPrice	CustomerID	Country	
	106	536381	22139	RETROSPOT TEA SET CERAMIC 11 PC	23	2010-12-01 09:41:00	4.25	15311.0	United Kingdom	11.
	622	536414	22139	<na></na>	56	2010-12-01 11:52:00	0.00	NaN	United Kingdom	
	6392	536942	22139	amazon	15	2010-12-03 12:08:00	0.00	NaN	United Kingdom	
	6885	536982	22139	RETROSPOT TEA SET CERAMIC 11 PC	10	2010-12-03 14:27:00	11.02	NaN	United Kingdom	
	7203	537011	22139	<na></na>	-5	2010-12-03 15:38:00	0.00	NaN	United Kingdom	
	538411	581405	22139	RETROSPOT TEA SET CERAMIC 11 PC	1	2011-12-08 13:50:00	4.95	13521.0	United Kingdom	
	539531	581439	22139	RETROSPOT TEA SET CERAMIC 11 PC	1	2011-12-08 16:30:00	10.79	NaN	United Kingdom	<b>&gt;</b>

#TO FIND MOST FREQUENTLY OCCURED RECORD USE MODE() AS IT HELPS TO RETRIEVE THE EXACT RECORD df1[df1.StockCode=='22139'].Description.mode()



	InvoiceNo	StockCode	Description	Quantity	InvoiceDate	UnitPrice	CustomerID	Country	freqDescription	count	-
0	536365	85123A	WHITE HANGING HEART T-LIGHT HOLDER	6	2010-12-01 08:26:00	2.55	17850.0	United Kingdom	WHITE HANGING HEART T-LIGHT HOLDER	2302.0	11.
1	536365	71053	WHITE METAL LANTERN	6	2010-12-01 08:26:00	3.39	17850.0	United Kingdom	WHITE METAL LANTERN	328.0	
2	536365	84406B	CREAM CUPID HEARTS COAT HANGER	8	2010-12-01 08:26:00	2.75	17850.0	United Kingdom	CREAM CUPID HEARTS COAT HANGER	293.0	
3	536365	84029G	KNITTED UNION FLAG HOT WATER BOTTLE	6	2010-12-01 08:26:00	3.39	17850.0	United Kingdom	KNITTED UNION FLAG HOT WATER BOTTLE	473.0	
4	536365	84029E	RED WOOLLY HOTTIE WHITE HEART.	6	2010-12-01 08:26:00	3.39	17850.0	United Kingdom	RED WOOLLY HOTTIE WHITE HEART.	449.0	
							***				
541904	581587	22613	PACK OF 20 SPACEBOY NAPKINS	12	2011-12-09 12:50:00	0.85	12680.0	France	PACK OF 20 SPACEBOY NAPKINS	148.0	
541905	581587	22899	CHILDREN'S APRON DOLLY GIRL	6	2011-12-09 12:50:00	2.10	12680.0	France	CHILDREN'S APRON DOLLY GIRL	320.0	
541906	581587	23254	CHILDRENS CUTLERY DOLLY GIRL	4	2011-12-09 12:50:00	4.15	12680.0	France	CHILDRENS CUTLERY DOLLY GIRL	307.0	
4											<b>&gt;</b>

df2.isnull().sum()



df2['Description']=df2['freqDescription']
df2

	InvoiceNo	StockCode	Description	Quantity	InvoiceDate	UnitPrice	CustomerID	Country	freqDescription	count	
0	536365	85123A	WHITE HANGING HEART T-LIGHT HOLDER	6	2010-12-01 08:26:00	2.55	17850.0	United Kingdom	WHITE HANGING HEART T-LIGHT HOLDER	2302.0	
1	536365	71053	WHITE METAL LANTERN	6	2010-12-01 08:26:00	3.39	17850.0	United Kingdom	WHITE METAL LANTERN	328.0	
2	536365	84406B	CREAM CUPID HEARTS COAT HANGER	8	2010-12-01 08:26:00	2.75	17850.0	United Kingdom	CREAM CUPID HEARTS COAT HANGER	293.0	
3	536365	84029G	KNITTED UNION FLAG HOT WATER BOTTLE	6	2010-12-01 08:26:00	3.39	17850.0	United Kingdom	KNITTED UNION FLAG HOT WATER BOTTLE	473.0	
4	536365	84029E	RED WOOLLY HOTTIE WHITE HEART.	6	2010-12-01 08:26:00	3.39	17850.0	United Kingdom	RED WOOLLY HOTTIE WHITE HEART.	449.0	
541904	581587	22613	PACK OF 20 SPACEBOY NAPKINS	12	2011-12-09 12:50:00	0.85	12680.0	France	PACK OF 20 SPACEBOY NAPKINS	148.0	
541905	581587	22899	CHILDREN'S APRON DOLLY GIRL	6	2011-12-09 12:50:00	2.10	12680.0	France	CHILDREN'S APRON DOLLY GIRL	320.0	
541906	581587	23254	CHILDRENS CUTLERY DOLLY GIRL	4	2011-12-09 12:50:00	4.15	12680.0	France	CHILDRENS CUTLERY DOLLY GIRL	307.0	

df2.isnull().sum()



#now drop the records if the value is "NA"
df2.dropna(subset=['Description'],inplace=True)
df2.isnull().sum()



df2.shape

**→** (541797, 10)

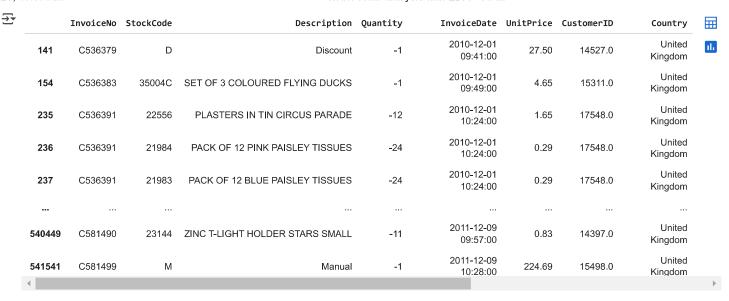
#now drop unwanted columns i.e freqdescription,count
df2.drop(columns=['freqDescription','count'],inplace=True)
df2

	InvoiceNo	StockCode	Description	Quantity	InvoiceDate	UnitPrice	CustomerID	Country
0	536365	85123A	WHITE HANGING HEART T-LIGHT HOLDER	6	2010-12-01 08:26:00	2.55	17850.0	United Kingdom
1	536365	71053	WHITE METAL LANTERN	6	2010-12-01 08:26:00	3.39	17850.0	United Kingdom
<b>2</b> 5363		84406B	CREAM CUPID HEARTS COAT HANGER	8	2010-12-01 08:26:00	2.75	17850.0	United Kingdom
3	3 536365 84029G KNITTED UNIO		KNITTED UNION FLAG HOT WATER BOTTLE	6	2010-12-01 08:26:00	3.39	17850.0	United Kingdom
4	536365	84029E	RED WOOLLY HOTTIE WHITE HEART.	6	2010-12-01 08:26:00	3.39	17850.0	United Kingdom
	•••							
<b>541904</b> 581587 22613 PACK 0		PACK OF 20 SPACEBOY NAPKINS	12	2011-12-09 12:50:00	0.85	12680.0	France	
541905	581587	22899	CHILDREN'S APRON DOLLY GIRL	6	2011-12-09 12:50:00	2.10	12680.0	France
4								

df2.describe()

<del>_</del>		Quantity	InvoiceDate	UnitPrice	CustomerID	
	count	541797.000000	541797	541797.000000	406829.000000	ılı
	mean	9.555919	2011-07-04 14:06:48.671255296	4.612067	15287.690570	
	min	-80995.000000	2010-12-01 08:26:00	-11062.060000	12346.000000	
	25%	1.000000	2011-03-28 11:36:00	1.250000	13953.000000	
	50%	3.000000	2011-07-20 08:59:00	2.080000	15152.000000	
	75%	10.000000	2011-10-19 11:41:00	4.130000	16791.000000	
	max	80995.000000	2011-12-09 12:50:00	38970.000000	18287.000000	
	std	218.103428	NaN	96.769831	1713.600303	
	4					

df2[df2.Quantity<0]</pre>



df2[df2.UnitPrice<0]



#now remove quantity<0 and unitprice<0 from the dataset
#solution
df3=df2[(df2.Quantity>0) & (df2.UnitPrice>0)]
df3.describe()

₹		Quantity	InvoiceDate	UnitPrice	CustomerID	E
	count	530104.000000	530104	530104.000000	397884.000000	ıl
	mean	10.542037	2011-07-04 20:16:05.225087744	3.907625	15294.423453	
	min	1.000000	2010-12-01 08:26:00	0.001000	12346.000000	
	25%	1.000000	2011-03-28 12:22:00	1.250000	13969.000000	
	50%	3.000000	2011-07-20 12:58:00	2.080000	15159.000000	
	75%	10.000000	2011-10-19 12:39:00	4.130000	16795.000000	
	max	80995.000000	2011-12-09 12:50:00	13541.330000	18287.000000	
	std ∢	155.524124	NaN	35.915681	1713.141560	

df3.Quantity.quantile(0.9999)

**→** 1439.8763999990188

#feature engineering to add new columns
# in the dataset we have quantity and unitprice so we can solve saleamount
copy=df3.copy()

copy['TotalSales'] = copy['Quantity'] \* copy['UnitPrice']
copy

	InvoiceNo	StockCode	Description	Quantity	InvoiceDate	UnitPrice	CustomerID	Country	TotalSales	
0	536365	85123A	WHITE HANGING HEART T- LIGHT HOLDER	6	2010-12-01 08:26:00	2.55	17850.0	United Kingdom	15.30	- 1
1	536365	71053	WHITE METAL LANTERN	6	2010-12-01 08:26:00	3.39	17850.0	United Kingdom	20.34	7
2	536365	84406B	CREAM CUPID HEARTS COAT HANGER	8	2010-12-01 08:26:00	2.75	17850.0	United Kingdom	22.00	
3	536365	84029G	KNITTED UNION FLAG HOT WATER BOTTLE	6	2010-12-01 08:26:00	3.39	17850.0	United Kingdom	20.34	
4	536365	84029E	RED WOOLLY HOTTIE WHITE HEART.	6	2010-12-01 08:26:00	3.39	17850.0	United Kingdom	20.34	
541904	581587	22613	PACK OF 20 SPACEBOY NAPKINS	12	2011-12-09 12:50:00	0.85	12680.0	France	10.20	
541905	581587	22899	CHILDREN'S APRON DOLLY GIRL	6	2011-12-09 12:50:00	2.10	12680.0	France	12.60	
4										)

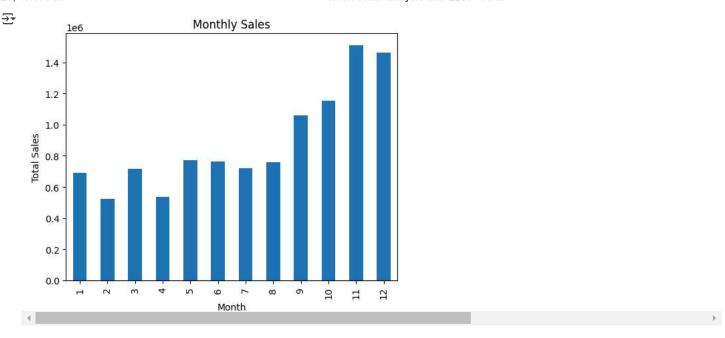
# Extract the month
copy['Month'] = copy['InvoiceDate'].dt.month
copy

7	InvoiceNo	StockCode	Description	Quantity	InvoiceDate	UnitPrice	CustomerID	Country	TotalSales	Month
0	536365	85123A	WHITE HANGING HEART T-LIGHT HOLDER	6	2010-12-01 08:26:00	2.55	17850.0	United Kingdom	15.30	12
1	536365	71053	WHITE METAL LANTERN	6	2010-12-01 08:26:00	3.39	17850.0	United Kingdom	20.34	12
2	536365	84406B	CREAM CUPID HEARTS COAT HANGER	8	2010-12-01 08:26:00	2.75	17850.0	United Kingdom	22.00	12
3	536365	84029G	KNITTED UNION FLAG HOT WATER BOTTLE	6	2010-12-01 08:26:00	3.39	17850.0	United Kingdom	20.34	12
4	536365	84029E	RED WOOLLY HOTTIE WHITE HEART.	6	2010-12-01 08:26:00	3.39	17850.0	United Kingdom	20.34	12
541904	581587	22613	PACK OF 20 SPACEBOY NAPKINS	12	2011-12-09 12:50:00	0.85	12680.0	France	10.20	12
11000	504507	2222	CHILDREN'S APRON	^	2011-12-09	2.12	10000 0	_	10.00	10

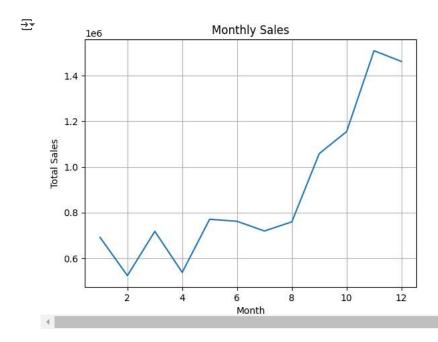
## visualizattion and EDA

### 1.plot monthly sales

monthlysales=copy.groupby('Month')['TotalSales'].sum()
monthlysales.plot(kind='bar',title='Monthly Sales')
plt.xlabel('Month')
plt.ylabel('Total Sales')
plt.show()



```
monthlysales = copy.groupby('Month')['TotalSales'].sum()
monthlysales.plot(kind='line', title='Monthly Sales') # Changed to line plot
plt.xlabel('Month')
plt.ylabel('Total Sales')
plt.grid(True)
plt.show()
```

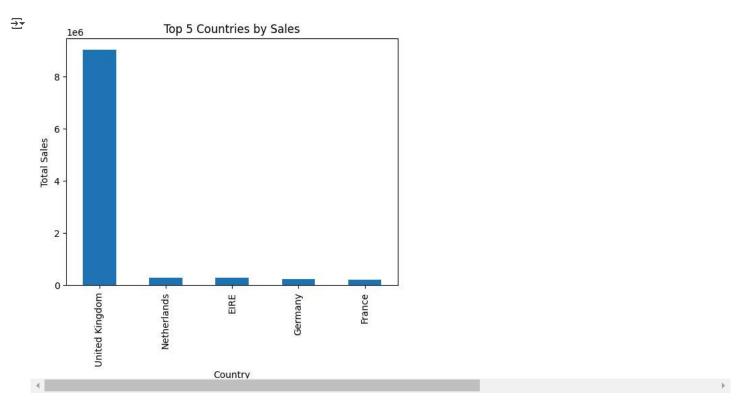


# insights

total sales rising up from august and having a peek in november.most likely due to holiday season at end of year.

## Top 5 countries by sales

```
top_5_countries = copy.groupby('Country')['TotalSales'].sum().nlargest(5)
top_5_countries.plot(kind='bar', title='Top 5 Countries by Sales')
plt.xlabel('Country')
plt.ylabel('Total Sales')
plt.show()
```



top\_5\_countries = copy.groupby('Country')['TotalSales'].sum().nlargest(5)
top\_5\_countries

```
TotalSales

Country

United Kingdom 9025222.084

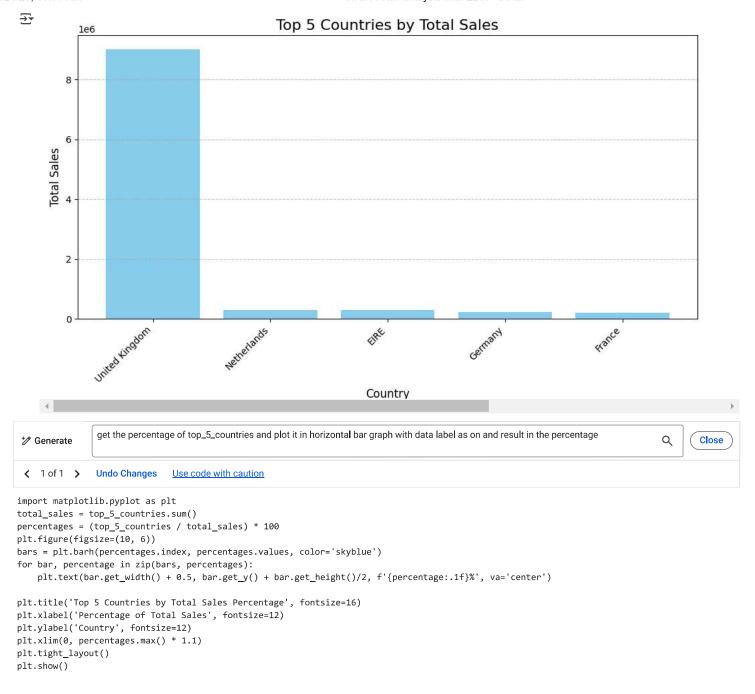
Netherlands 285446.340

EIRE 283453.960

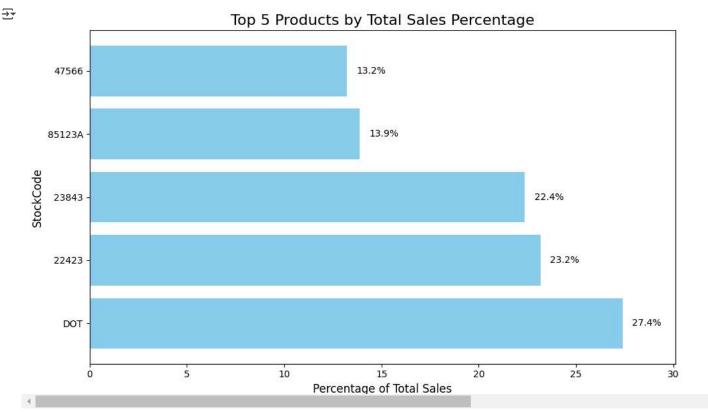
Germany 228867.140

France 209715.110
```

```
top_5_countries = copy.groupby('Country')['TotalSales'].sum().nlargest(5)
plt.figure(figsize=(10, 6))
plt.bar(top_5_countries.index, top_5_countries.values, color='skyblue')
plt.title('Top 5 Countries by Total Sales', fontsize=16)
plt.xlabel('Country', fontsize=12)
plt.ylabel('Total Sales', fontsize=12)
plt.xticks(rotation=45, ha='right')
plt.yticks(fontsize=10)
plt.grid(axis='y', linestyle='--', alpha=0.7)
plt.tight_layout()
plt.show()
```







Start coding or generate with AI.

#### 4.RFM ANALYSIS

```
current_dt =copy['InvoiceDate'].max()+pd.DateOffset(days=1)
current_dt
```

Timestamp('2011-12-10 12:50:00')

```
rfm=copy.groupby("CustomerID").agg({
    "InvoiceDate": lambda date: (current_dt - date.max()).days,
"InvoiceNo": "count",
    "TotalSales": "sum"
})
rfm.columns = ['Recency','frequency','monetary']
rfm
₹
                                                      \blacksquare
                   Recency frequency monetary
      CustomerID
                                                       th
        12346.0
                        326
                                      1 77183.60
        12347.0
                                           4310.00
                          2
                                    182
        12348.0
                         75
                                     31
                                           1797.24
        12349.0
                         19
                                     73
                                           1757.55
        12350.0
                        310
                                     17
                                            334.40
           ...
                         ...
                                                 ...
        18280.0
                        278
                                     10
                                            180.60
        18281.0
                        181
                                      7
                                              80.82
        18282.0
                          8
                                     12
                                            178.05
        18283.0
                          4
                                    756
                                           2094.88
```

4338 rows × 3 columns

18287.0

Next steps: (Generate code with rfm)

43

View recommended plots

New interactive sheet

copy[copy.CustomerID==12349]

# for the customerid=12349 the recent transaction was 19 days ago

70

1837.28

<del>_</del>		InvoiceNo	StockCode	Description	Quantity	InvoiceDate	UnitPrice	CustomerID	Country	TotalSales	Month	
	485502	577609	23112	PARISIENNE CURIO CABINET	2	2011-11-21 09:51:00	7.50	12349.0	Italy	15.00	11	11.
	485503	577609	23460	SWEETHEART WALL TIDY	2	2011-11-21 09:51:00	9.95	12349.0	Italy	19.90	11	
	485504	577609	21564	PINK HEART SHAPE LOVE BUCKET	6	2011-11-21 09:51:00	2.95	12349.0	Italy	17.70	11	
	485505	577609	21411	GINGHAM HEART DOORSTOP RED	3	2011-11-21 09:51:00	4.25	12349.0	Italy	12.75	11	
	485506	577609	21563	RED HEART SHAPE LOVE BUCKET	6	2011-11-21 09:51:00	2.95	12349.0	Italy	17.70	11	
	485570	577609	22064	PINK DOUGHNUT TRINKET POT	12	2011-11-21 09:51:00	1.65	12349.0	Italy	19.80	11	
	485571	577609	37448	CERAMIC CAKE DESIGN SPOTTED MUG	12	2011-11-21 09:51:00	1.49	12349.0	Italy	17.88	11	
	4											<b>&gt;</b>

copy[copy.CustomerID==12349]["TotalSales"].sum()