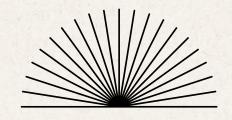


# ONLINE FOOD ORDERING PLATFORM CUSTOMER ANALYSIS AND PREDICTION MODELLING

BY NOAH ALEXANDER LIE





# Importance of this Project

By analyzing customer data, food companies can:

- Increasing Customer Satisfaction
   Through Personalized Services
- Improve service by addressing customer feedback proactively

## **QUESTIONS TO ANSWER**

- 01 What are the demographics of customers that the food platform caters to?
- O2 How can the demographic of a customer and their feedback help the platform determine whether the customer is likely to reorder?



- O1 Demographic Analysis: Exploring demographic data of customers
- O2 Customer Feedback
  Analysis: which
  demographic
  liked/disliked the service,
  etc
- O3 Predictive Modelling:
  Predicting whether a
  customer would reorder
  based on demographic
  data and order details

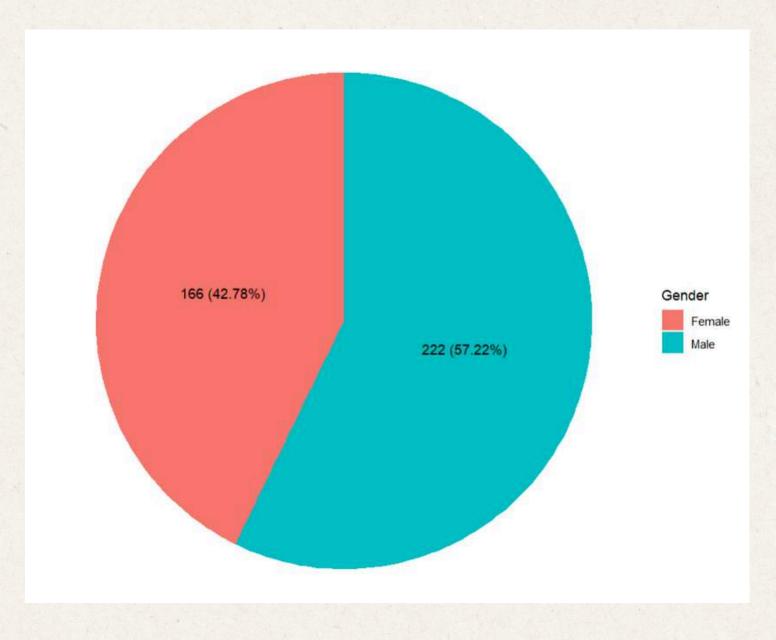
## OVERVIEW OF THE PROJECT

# IMPORTING DATA, ORGANIZING DATA, AND INSTALLING PACKAGES

```
# RUN install.packages(c("ggplot2", "ggthemes", "tidyverse", "gridExtra", "corrplot", "randomForest", "caret", "MLmetrics"))
 library(ggplot2)
 library(ggthemes)
 library(tidyverse)
 library(readr)
 library(dplyr)
 library(gridExtra)
 library(corrplot)
 library(randomForest)
 library(caret)
 library(MLmetrics)
 data <- read_csv("onlinefoods.csv") # load the dataset
 data <- select(data, -...13) # removes a column that the original creator of the dataset says is an error
 data <- rename(data, 'Ordered Again' = Output) # creator of dataset mistaken the name of this column
 data <- data |> mutate('Monthly Income' = factor('Monthly Income', levels = c("No Income", "Below Rs.10000", "10001 to 25000", "25001 to 50000", "More than 50000")))
 data <- data |> mutate('Family size' = factor('Family size', levels = c(1, 2, 3, 4, 5, 6), ordered=TRUE))
 data <- data |> mutate(`Educational Qualifications' = factor(`Educational Qualifications', levels = c("Uneducated", "School", "Graduate", "Post Graduate", "Ph.D"), ordered=TRUE))
str(data) #displays all variables in the data, along with their class
> head(data, 10)
# A tibble: 10 x 12
     Age Gender 'Marital Status' Occupation 'Monthly Income' 'Educational Qualifications' 'Family size' latitude longitude 'Pin code' 'Ordered Again' Feedback
    <db1> <chr> <chr>
                                <chr>
                                          <fct>
                                                            <ord>
                                                                                        <ord>
                                                                                                          <db7>
                                                                                                                   <db7>
                                                                                                                              <db1> <chr>
      20 Female Single
                                Student No Income
                                                            Post Graduate
                                                                                                                             560001 Yes
                                                                                                                                                    Positive
                                                           Graduate
      24 Female Single
                                Student
                                           Below Rs.10000
                                                                                                          13.0
                                                                                                                    77.6
                                                                                                                             560009 Yes
                                                                                                                                                    Positive
                                                                                                                    77.7
      22 Male Single
                                Student
                                           Below Rs.10000
                                                            Post Graduate
                                                                                                          13.0
                                                                                                                             560017 Yes
                                                                                                                                                    Negative
                                                                                                                    77.6
      22 Female Single
                                Student
                                           No Income
                                                            Graduate
                                                                                                          12.9
                                                                                                                             560019 Yes
                                                                                                                                                    Positive
                                                                                                                    77.6
      22 Male Single
                                Student
                                           Below Rs.10000 Post Graduate
                                                                                                          13.0
                                                                                                                             560010 Yes
                                                                                                                                                    Positive
      27 Female Married
                                Employee More than 50000 Post Graduate
                                                                                                                    77.7
                                                                                                                             560103 Yes
                                                                                                                                                    Positive
      22 Male Single
                                Student No Income
                                                            Graduate
                                                                                                          13.0
                                                                                                                             560009 Yes
                                                                                                                                                    Positive
      24 Female Single
                                Student
                                           No Income
                                                            Post Graduate
                                                                                                          13.0
                                                                                                                    77.6
                                                                                                                             560042 Yes
                                                                                                                                                    Positive
                                                                                                                    77.6
      23 Female Single
                                Student No Income
                                                            Post Graduate
                                                                                                          13.0
                                                                                                                             560001 Yes
                                                                                                                                                    Positive
     23 Female Single
                                Student
                                                            Post Graduate
                                                                                                                             560048 Yes
                                           No Income
                                                                                                                                                    Positive
> str(data) #displays all variables in the data, along with their class
tibble [388 \times 12] (S3: tbl_df/tbl/data.frame)
 $ Age
                            : num [1:388] 20 24 22 22 22 27 22 24 23 23 ...
 § Gender
                            : chr [1:388] "Female" "Female" "Male" "Female" ...
                            : chr [1:388] "Single" "Single" "Single" "Single" ...
 § Marital Status
                            : chr [1:388] "Student" "Student" "Student" "Student" ...
 $ Occupation
                            : Factor w/ 5 levels "No Income", "Below Rs.10000",..: 1 2 2 1 2 5 1 1 1 1 ...
 § Monthly Income
 $ Educational Qualifications: Ord.factor w/ 5 levels "Uneducated"<"School"<..: 4 3 4 3 4 4 3 4 4 4 ...
 $ Family size
                            : Ord.factor w/ 6 levels "1"<"2"<"3"<"4"<..: 4 3 3 6 4 2 3 3 2 4 ...
                            : num [1:388] 13 13 13 12.9 13 ...
 § latitude
  $ longitude
                            : num [1:388] 77.6 77.6 77.7 77.6 77.6 ...
 § Pin code
                            : num [1:388] 560001 560009 560017 560019 560010 ...
 § Ordered Again
                            : chr [1:388] "Yes" "Yes" "Yes" "Yes" ...
                            : chr [1:388] "Positive" "Positive" "Negative" "Positive" ...
 $ Feedback
```

#### Pie Chart of Male Vs Female

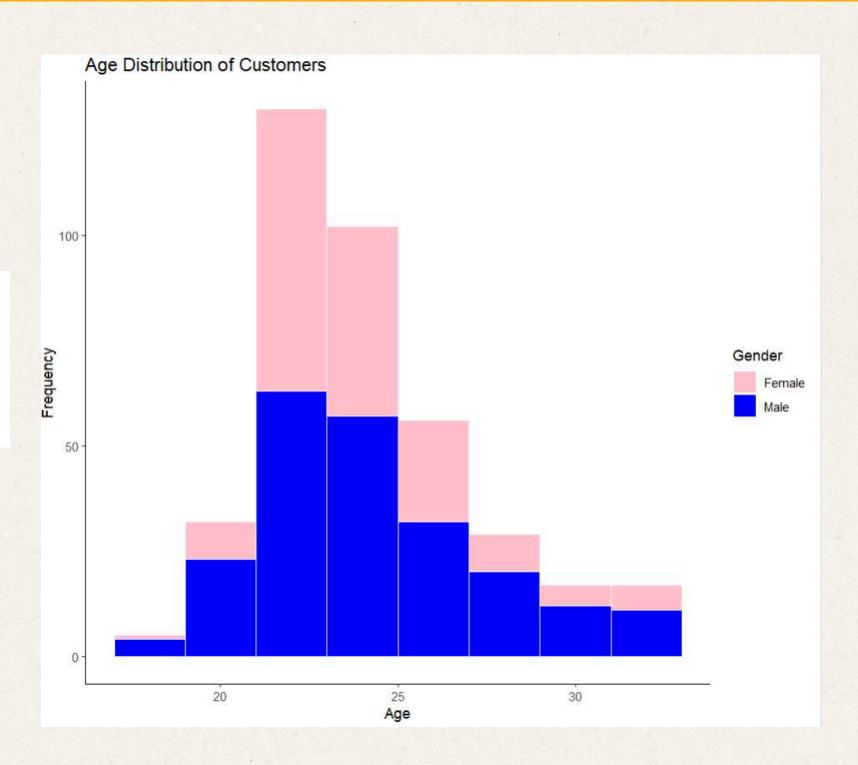
```
# pie chart showcasing the gender demographic among the customers
gender_count <- data |> group_by(Gender) |> summarize(count = n())
gender_count <- mutate(gender_count, percentage = round(count / sum(count) * 100, 2))
pie_chart <- gender_count |> ggplot(aes(x="", y = count, fill = Gender)) +
    geom_bar(width = 1, stat = "identity") +
    coord_polar(theta = "y") +
    theme_void() +
    labs(title = "Pie Chart with ggplot2", fill = "Gender") +
    geom_text(aes(label = paste(count, " (", percentage, "%)", sep="")), position = position_stack(vjust = 0.5))
pie chart
```



#### <u>Histogram of Age Distribution</u>

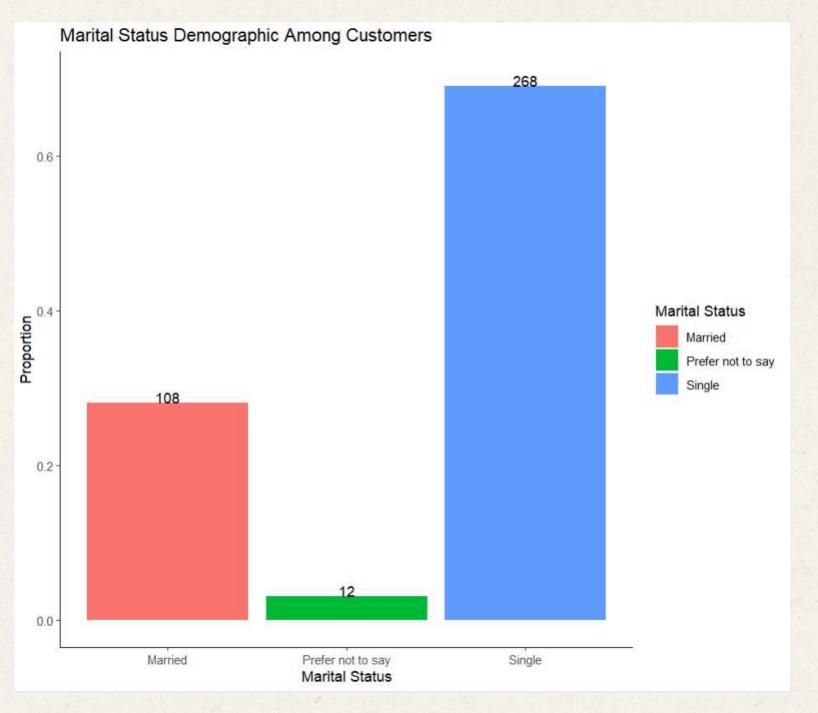
```
# Age Count Histogram
age_histogram <- data |> ggplot(aes(x = Age, fill = Gender)) +
    geom_histogram(position = "stack", binwidth = 2, color = "white") +
    labs(x = "Age", y = "Frequency", title = "Age Distribution of Customers") +
    scale_fill_manual(values = c("Male" = "blue", "Female" = "pink")) +
    theme_classic()
age_histogram # Instead of stack, we can overlap male, female, and all genders
```

Mostly used by males among ages below 21 & ages above 25. For ages between 21 to 25, gender proportions are similar



#### Count Graph of Marital Status

```
marital_status_numbers <- data |> group_by( Marital Status ) |>
    summarize(count = n()) |>
    mutate(proportion = round(count / sum(count), 2)) |> arrange(desc(proportion))
bar_graph_1 <- marital_status_numbers |>
    ggplot(aes(x = `Marital Status`, y = proportion, fill = `Marital Status`)) +
    geom_bar(stat = "identity") +
    geom_text(aes(label = count), vjust = 0, color = "black") + scale_y_continuous(limit = c(0, 0.7)) +
    labs(x = "Marital Status", y = "Proportion", title = "Marital Status Demographic Among Customers") +
    theme_classic()
```

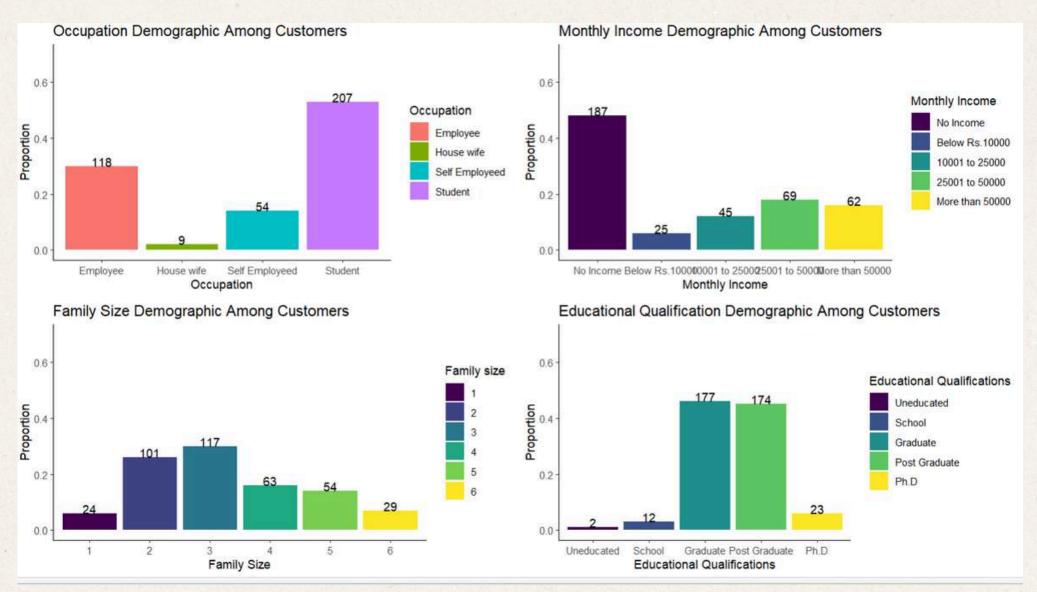


#### Count Graph of Occupation, Monthly Income, Educational Qualifications

grid.arrange(bar\_graph\_2, bar\_graph\_3, bar\_graph\_4, bar\_graph\_5, ncol = 2)

```
# Occupation Demographic in Occupation
 occupation_numbers <- data |> group_by(Occupation) |> summarize(count = n()) |> mutate(proportion = round(count / sum(count), 2)) |> arrange(desc(proportion))
bar_graph_2 <- occupation_numbers |>
 ggplot(aes(x = Occupation, y = proportion, fill = Occupation)) +
 geom_bar(stat = "identity")
 theme_classic()
bar_graph_2
# Monthly Income Demographic in Monthly Income
income_numbers <- data |> group_by(`Monthly Income`) |> summarize(count = n()) |> mutate(proportion = round(count / sum(count), 2))
bar_graph_3 <- income_numbers |>
 ggplot(aes(x = 'Monthly Income', y = proportion, fill = 'Monthly Income')) +
 geom_bar(stat = "identity") +
 bar_graph_3
# Family Size Demographic in Family Size
family_size_numbers <- data |> group_by(`Family size`) |> summarize(count = n()) |> mutate(proportion = round(count / sum(count), 2))
bar_graph_4 <- family_size_numbers |>
 ggplot(aes(x = 'Family size', y = proportion, fill = 'Family size')) +
 theme_classic()
bar_graph_4
# Educational Qualifications Demographic in Educational Qualifications
educational_qualifications_numbers <- data |> group_by('Educational qualifications') |> summarize(count = n()) |> mutate(proportion = round(count / sum(count), 2))
bar_graph_5 <- educational_qualifications_numbers |>
 ggplot(aes(x = 'Educational Qualifications', y = proportion, fill = 'Educational Qualifications')) +
 geom_bar(stat = "identity") +
 theme_classic()
bar_graph_5
```

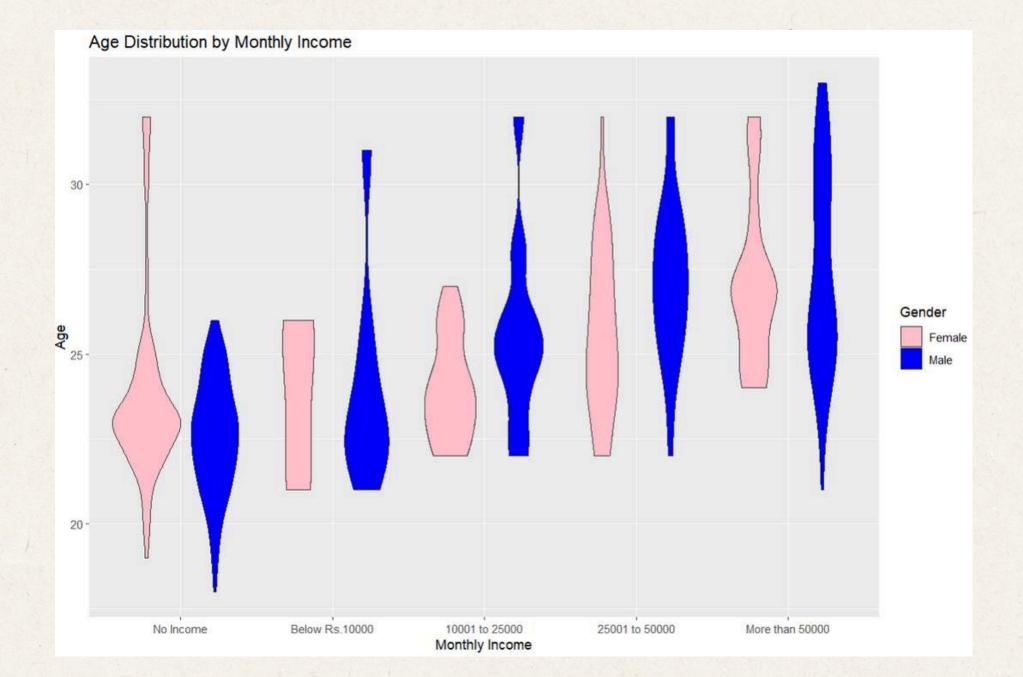
#### scales made the same to make them easier for comparison



#### **Conclusions from Count Graph**

- Most of the customers are Single
- The service is popular among young adults, particularly students, who may prioritize convenience.
- The customer base is diverse in terms of monthly income
- The service seems to appeal more to individuals and small families, potentially due to lifestyle and convenience factors.
- The educational level of the customer base skews higher, with a significant representation of graduates and postgraduates.

```
#Violin Plot of Age Vs Monthly Income
violin_plot <- data |> group_by(Gender) |> ggplot(aes(x = `Monthly Income`, y = Age, fill = Gender)) +
    geom_violin() +
    labs(x = "Monthly Income", y = "Age", title = "Age Distribution by Monthly Income") +
    scale_fill_manual(values = c("Male" = "blue", "Female" = "pink"))
violin_plot
```

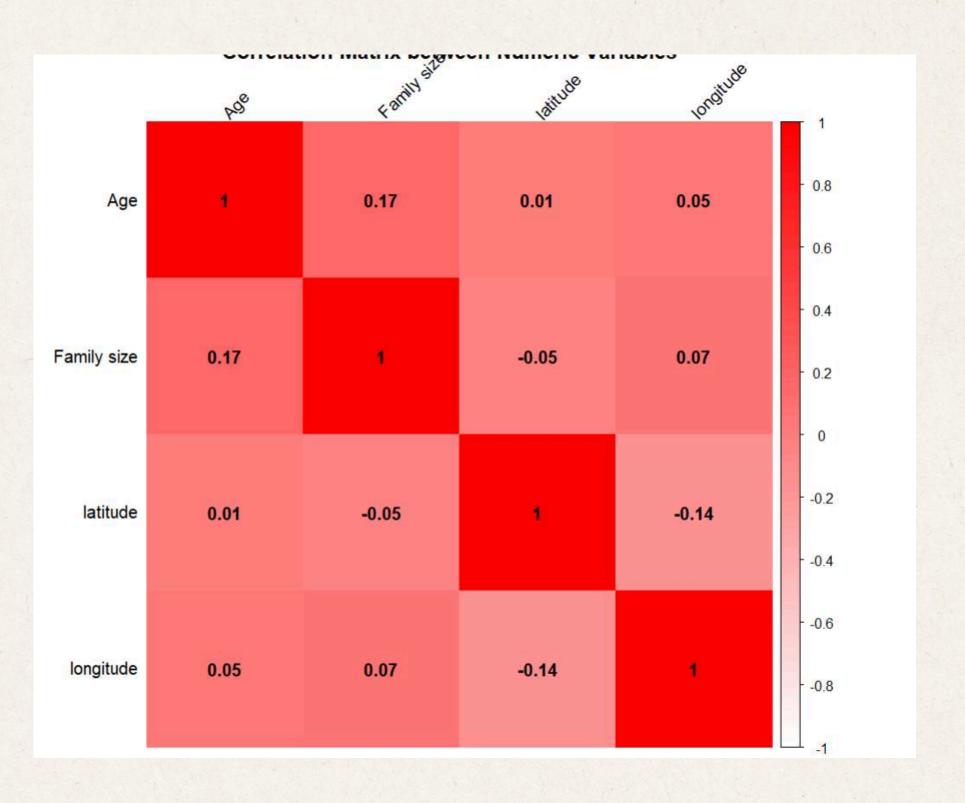


#### Violin Plot of Age Distribution by Monthly Income

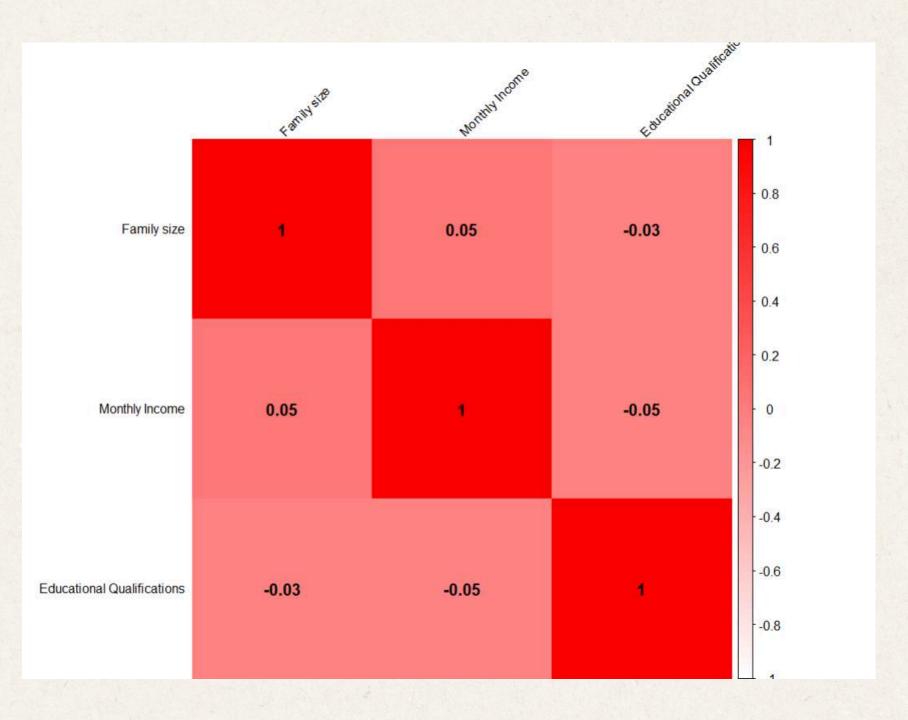
- The higher the income bracket, the older the age range and the more the plot skews towards an older age range
- Dominant age range around ~25
- Outliers present

#### Correlation Matrix Among Numeric Data

## Weak Correlation among customer variables



#### Correlation Matrix Among Ordinal Data

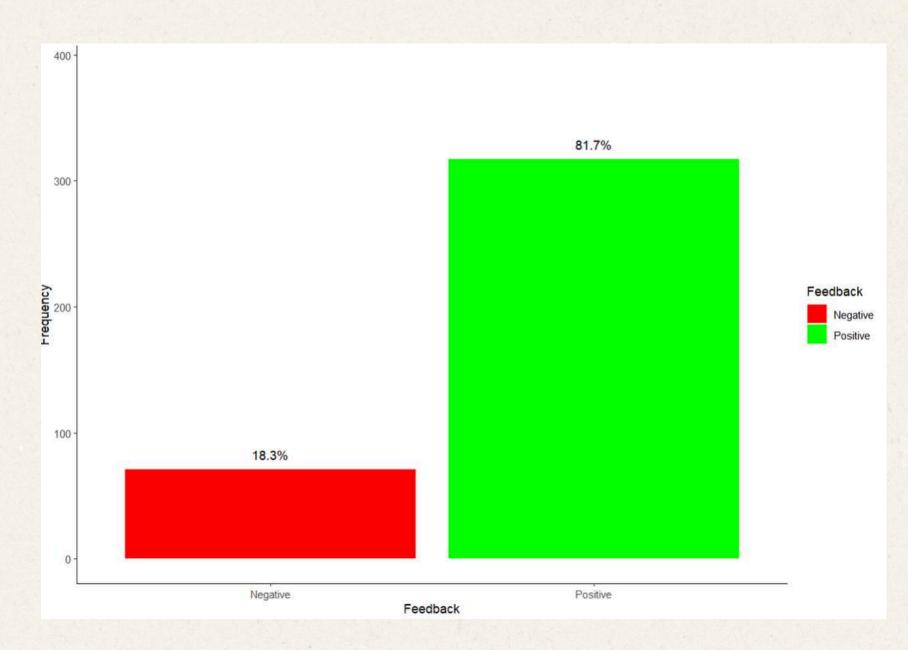


## FEEDBACK ANALYSIS

#### Count plot of Feedback

```
# Basic Feedback Analysis
feedbacks <- data |> group_by(Feedback) |> summarize(count = n()) |> mutate(percentage = round(count/sum(count) * 100, 2))
feedback_bar_graph <- feedbacks |> ggplot(aes(x = Feedback, y = count, fill = Feedback)) +
    geom_bar(stat = "identity") +
    labs(x = "Feedback", y = "Frequency") + scale_y_continuous(limit = c(0, sum(feedbacks$count))) +
    geom_text(aes(label = paste(percentage, "%", sep="")), vjust = -1) +
    scale_fill_manual(values = c("Positive" = "green", "Negative" = "red")) +
    theme_classic()
feedback_bar_graph
```

#### Most feedback are positive

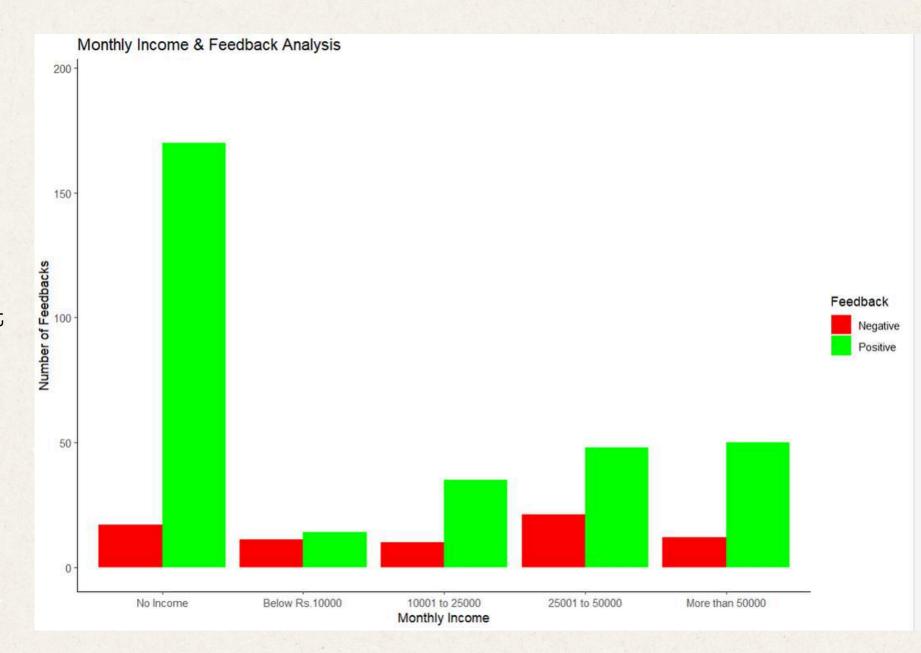


## FEEDBACK ANALYSIS

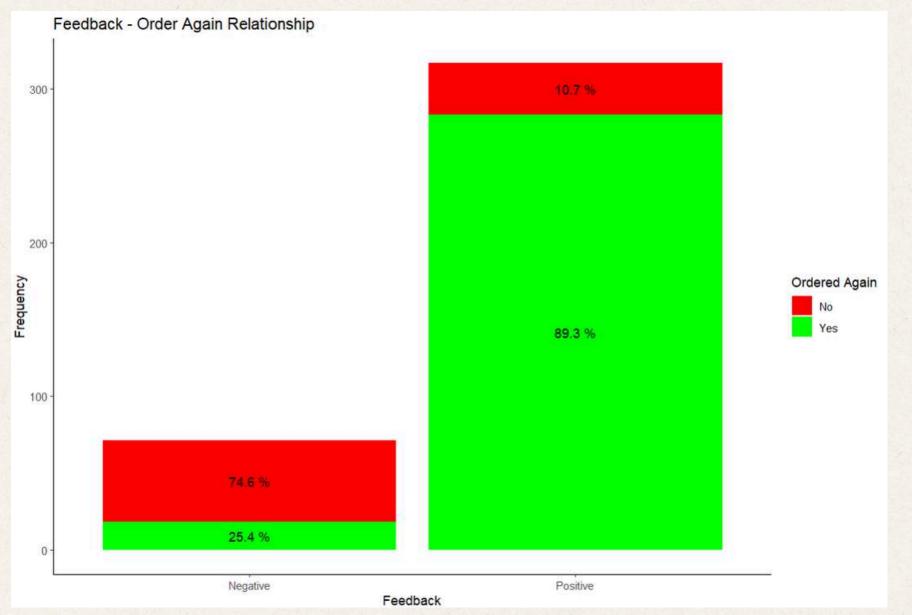
#### Feedback by Monthly Income

```
# Feedback by Monthly Income
feedback_by_monthlyincome_graph <- data |> group_by(Feedback) |> ggplot(aes(x = `Monthly Income`, fill = Feedback)) +
    geom_bar(position = "dodge") +
    labs(x = "Monthly Income", y = "Number of Feedbacks", title = "Monthly Income & Feedback Analysis") +
    scale_y_continuous(limit = c(0, sum(feedbacks$count) / 2)) +
    scale_fill_manual(values = c("Positive" = "green", "Negative" = "red")) +
    theme_classic()
feedback_by_monthlyincome_graph
```

- The "No Income" group left the most positive feedback, also showing the best positivity ratio.
- Customers earning "Below Rs. 10000" provided an equal mix of positive and negative feedback.
- Uniform negative feedback across all income levels hints at common-faced issues in service.



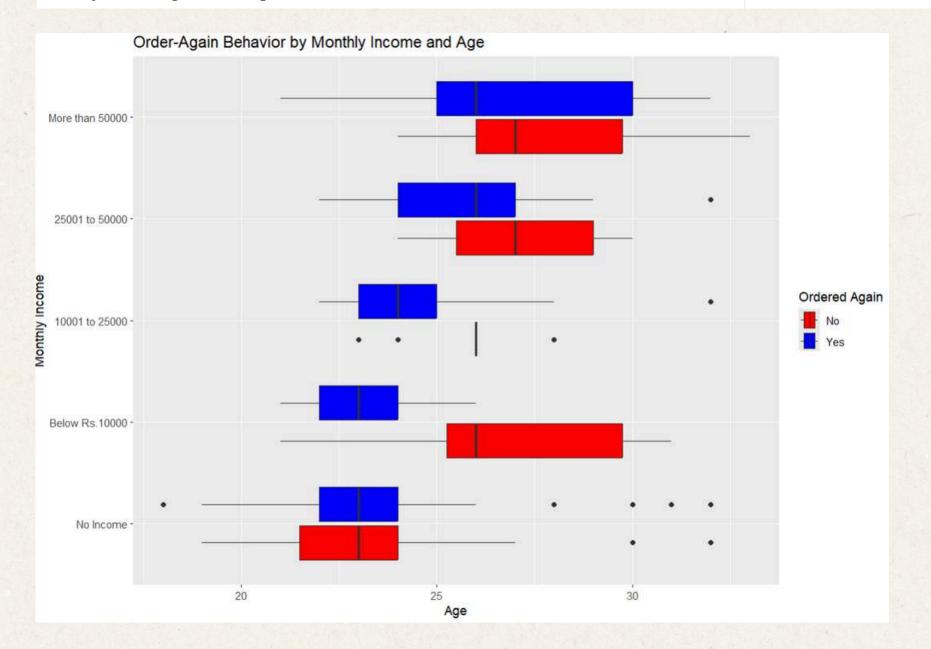
## FEEDBACK ANALYSIS



#### <u>Feedback - Ordered Again</u> <u>Relationship</u>

When feedbacks are positive, customers are more likely to order again.
When feedbacks are negative, customers are less likely to order again.

```
#Ordering Behavior by Monthly Income and Age
monthlyincome_age_orderingbehavior <- data |> ggplot(aes(x = Age, y = `Monthly Income`, fill = `Ordered Again`)) +
   geom_boxplot() +
   scale_fill_manual(values = c("Yes" = "blue", "No" = "red"), seq(min(data$Age), max(data$Age), by = 1)) +
   labs(x = "Age", y = "Monthly Income", title = "Order-Again Behavior by Monthly
monthlyincome_age_orderingbehavior
```



#### Boxplot on Age Distribution by Monthly Income

#### Observations:

- The age distribution of those who ordered again and those who didn't are particularly different for Income groups "Below Rs.10000", "10001 to 25000" and "25001 to 50000", suggesting that age plays a big factor
- The age distribution of those who ordered again and those who didn't for the other income groups ("No Income" and "More than 50000" are overlapping, suggesting that age does not play a huge factor in the decision within these income groups

#### Preparing the data for Machine Learning Feeding

```
> str(data)
tibble [388 \times 9] (S3: tbl_df/tbl/data.frame)
$ Age
                            : num [1:388] 20 24 22 22 22 27 22 24 23 23 ...
                            : int [1:388] 2 2 1 2 1 2 1 2 2 2 ...
$ Gender
$ MaritalStatus
                            : int [1:388] 2 2 2 2 2 3 2 2 2 2 ...
$ Occupation
                            : int [1:388] 4 4 4 4 4 1 4 4 4 4 ...
                            : Ord.factor w/ 5 levels "No Income"<"Below Rs.10000"<...: 1 2 2 1 2 5 1 1 1 1 ...
$ MonthlyIncome
$ EducationalQualifications: Ord.factor w/ 5 levels "Uneducated"<"School"<..: 4 3 4 3 4 4 3 4 4 4 ...
                            : Ord.factor w/ 6 levels "1"<"2"<"3"<"4"<...: 4 3 3 6 4 2 3 3 2 4 ...
$ FamilySize
                           : Factor w/ 2 levels "Yes", "No": 1 1 1 1 1 1 1 1 1 1 ...
$ Ordered Again
$ Feedback
                            : num [1:388] 1 1 0 1 1 1 1 1 1 1 ...
```

All nominal data are converted to numerical for easy processing. All ordinal data converted to their level equivalents

#### Preparing the data for Machine Learning Feeding

```
set.seed(2024) # For reproducibility of results
split_data <- createDataPartition(y=1:nrow(data), p = 0.7, list = FALSE) # splits our existing dataset 7:3
train_set <- data[split_data, ] # 70% of our data is used for training our model
test_set <- data[-split_data, ] # 30% of our data is used for testing our model</pre>
```

The data is split by 7:3 to a training set and a testing set.

A seed is set for reproducibility of results.

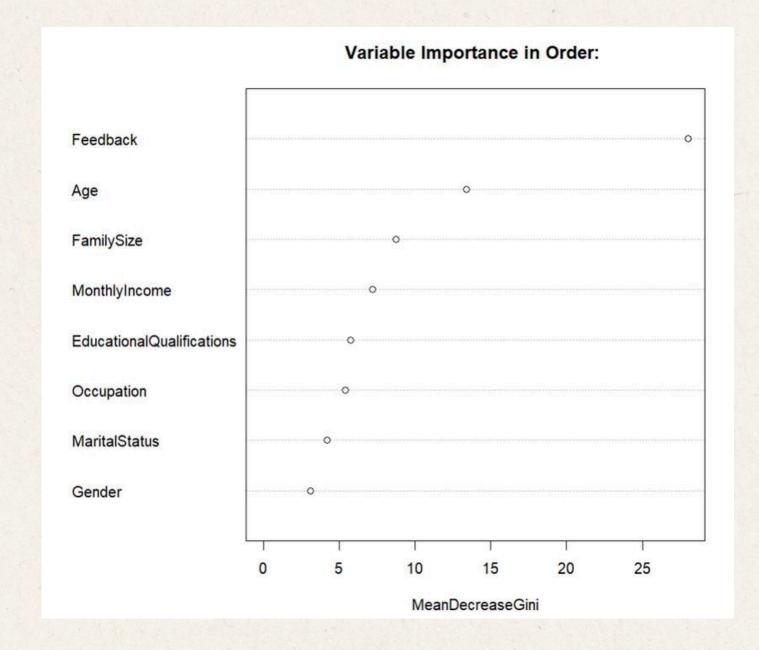
#### Random Forest Model Creation: Original Model

```
randomforest_model <- randomForest(`Ordered Again`\sim ., data = train_set, ntree = 100) print(randomforest_model)
```

Training data set is fed into random forest model

#### Which variables affect customer reordering behavior the most?

varImpPlot(randomforest\_model, main = paste("Variable Importance in Order: "))



Unsurprisingly, the feedback of the customer is the greatest indicator as to whether the customer would reorder in the future.

#### **Evaluating the Average Customer**

Levels: Yes No

```
# Creating the average customer and predicting whether they will reorder
average_customer <- data.frame(</pre>
 Age = median(data$Age),
  MaritalStatus = as.integer(median(as.integer(data$MaritalStatus))),
 Gender = as.integer(median(as.integer(data$Gender))),
 Occupation = as.integer(median(as.integer(data$Occupation))),
 Feedback = as.integer(median(as.integer(data$Feedback))),
 MonthlyIncome = as.integer(median(as.integer(data$MonthlyIncome))),
  EducationalQualifications = as.integer(median(as.integer(data$EducationalQualifications))),
 FamilySize = as.integer(median(as.integer(data$FamilySize)))
print(average_customer)
# Predicting with the random forest model
average_customer_prediction <- predict(randomforest_model, newdata = average_customer)</pre>
print(average_customer_prediction)
> print(average_customer)
 Age MaritalStatus Gender Occupation Feedback MonthlyIncome EducationalQualifications FamilySize
> print(average_customer_prediction)
```

Created one observation in a data frame with the average values of all the variables, thereby creating the average customer. Evaluated this customer with our model to see whether they would reorder again. The answer was YES.

#### Random Forest Model Creation: Prediction Generation and Testing

#### Prediction generation creation of confusion matrix

```
predictions <- predict(randomforest_model, test_set) #generate predictions with our test set

cm_yes <- confusionMatrix(predictions, test_set$`Ordered Again`, positive = "Yes") # positive class is Yes</pre>
```

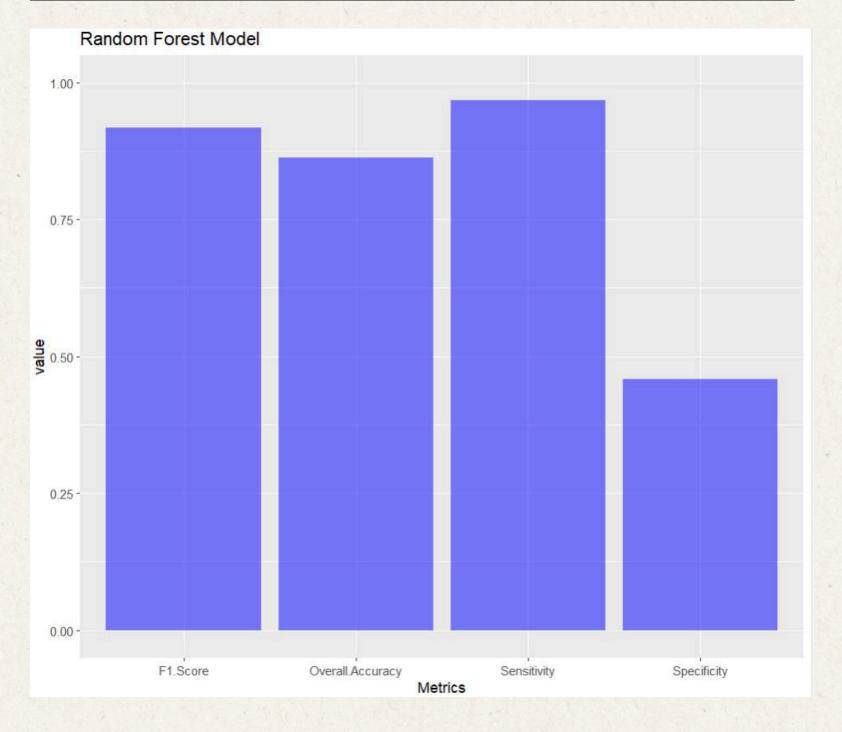
#### Extracting metrics from the confusion matrix and putting it in a summary table

Predictions were generated using our test data set

Predictions were compared against my test data set.

Metrics were retrieved.

#### **Random Forest Model Creation: Results**



#### Random Forest Model Creation: Improving the Model

```
## Method Cross-Validation & Emphasizing on Optimizing Specificity
train_control <- trainControl(method = "cv", number = 5, summaryFunction = twoClassSummary) # Standard 5-fold cross validation
# Train the Random Forest model with cross-validation this time
randomforest_model_cv <- train(`Ordered Again` ~ ., data = train_set, method = "rf", trControl = train_control, metric = "Spec", tuneLength = 20)</pre>
```

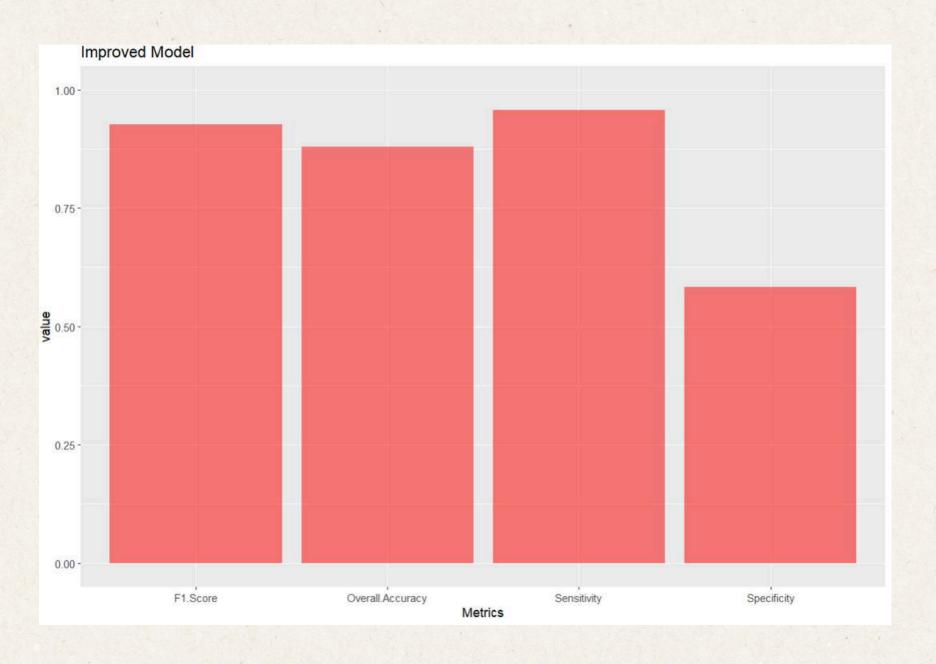
Utilized trainControl() function for 5-fold cross validation. Set metric parameter to emphasize on Specificity.

#### Random Forest Model Creation: Improving the Model

#### Same steps as before

```
predictions_cv <- predict(randomforest_model_cv, newdata = test_set)</pre>
# Generate Confusion Matrix
cm_cv <- confusionMatrix(predictions_cv, test_set$`Ordered Again`, positive = "Yes")</pre>
print(cm_cv)
accuracy_v2 <- cm_cv$overall[["Accuracy"]]
sensitivity_v2 <- cm_cv$byClass['Sensitivity']
specificity_v2 <- cm_cv$byClass['Specificity']</pre>
#Generate f1
f1_score_v2 <- F_meas(predictions_cv, test_set$`Ordered Again`, positive = "Yes")
summary_table_v2 <- pivot_longer(data.frame(`Overall Accuracy` = accuracy_v2, Sensitivity = sensitivity_v2,
                                             Specificity = specificity_v2, `F1 Score` = f1_score_v2), cols = everything())
print(summary_table_v2)
summary_graph_v2 <- summary_table_v2 |> ggplot(aes(x = name, y = value)) + geom_bar(stat = "identity", fill = "red", alpha = 0.5) +
  scale_y_continuous(limits = c(0, 1)) +
 labs(x = "Metrics", title = "Improved Model")
print(summary_graph_v2)
```

#### Random Forest Model Creation: Improved Results



#### Random Forest Model Creation: Comparison Between Results

```
summary_table$Model <- "Original"
summary_table_v2$Model <- "Improved"

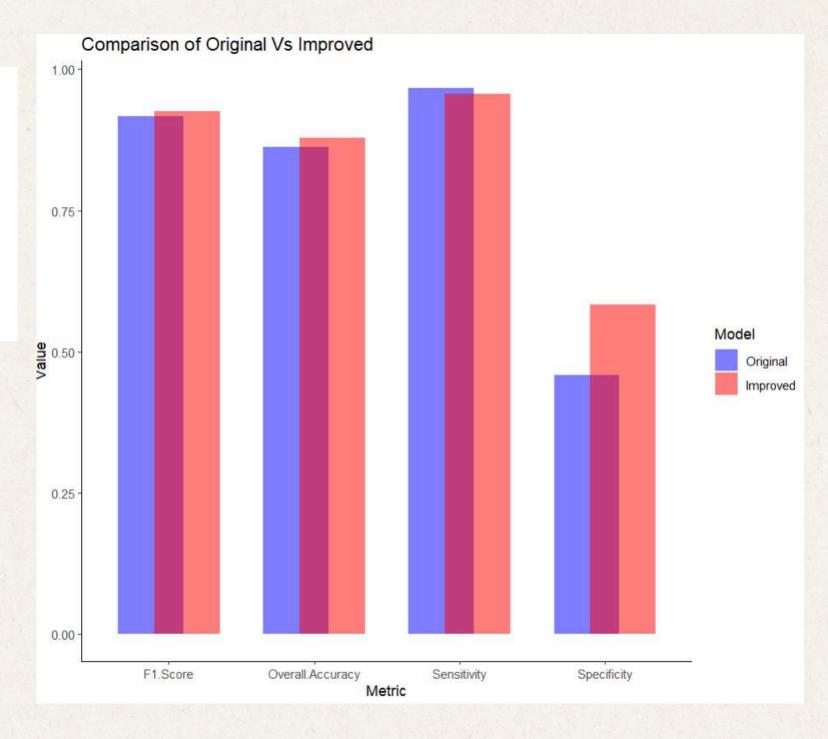
# Combine summary tables
combined_summary table, summary_table_v2) |> mutate(Model = factor(Model, levels = c("Original", "Improved")))

# Plot combined summary tables
combined_summary_plot <- ggplot(combined_summary, aes(x = name, y = value, fill = Model)) +
    geom_bar(stat = "identity", position = position_dodge(width = 0.5), alpha = 0.5) +
    scale_fill_manual(values = c("Original" = "blue", "Improved" = "red")) +
    labs(title = "Comparison of Original vs Improved", x = "Metric", y = "value") +
    theme(legend.position = "top") +
    theme_classic()

# Print the combined plot
print(combined_summary_plot)</pre>
```

Although there is a slight decrease in sensitivity, F1 Score and Overall Accuracy both slightly increased.

Most positively, the specificity of the model increased tremendously



## Limitations

- 1. Limited Observations
- 2. Limited Variables
- 3. Concentrated cultural demographic

## CONCLUSIONS



## THANK YOU

Reach out for inquiries.

