```
In [1]:
         import numpy as np
         import pandas as pd
         import matplotlib.pyplot as plt
         import seaborn as sns
         df = pd.read_csv("Customer Churn.csv")
In [3]:
Out[3]:
               customerID gender SeniorCitizen Partner Dependents tenure PhoneService
                     7590-
            0
                                               0
                            Female
                                                      Yes
                                                                   No
                                                                            1
                                                                                         No
                    VHVEG
                     5575-
            1
                                               0
                              Male
                                                                   No
                                                                           34
                                                                                         Yes
                                                      No
                    GNVDE
                     3668-
            2
                                               0
                                                                            2
                                                                                         Yes
                              Male
                                                      No
                                                                   No
                    QPYBK
                     7795-
            3
                              Male
                                               0
                                                                           45
                                                      No
                                                                   No
                                                                                         No
                   CFOCW
                     9237-
            4
                            Female
                                               0
                                                      No
                                                                   No
                                                                            2
                                                                                         Yes
                    HQITU
         7038
               6840-RESVB
                              Male
                                               0
                                                      Yes
                                                                   Yes
                                                                           24
                                                                                         Yes
                     2234-
         7039
                            Female
                                                                           72
                                                      Yes
                                                                   Yes
                                                                                         Yes
                   XADUH
         7040
                4801-JZAZL
                            Female
                                               0
                                                      Yes
                                                                   Yes
                                                                           11
                                                                                         No
                     8361-
         7041
                              Male
                                               1
                                                      Yes
                                                                   No
                                                                            4
                                                                                         Yes
                    LTMKD
         7042
                                               0
                3186-AJIEK
                              Male
                                                      No
                                                                   No
                                                                           66
                                                                                         Yes
        7043 rows × 21 columns
In [5]: df.info()
```

RangeIndex: 7043 entries, 0 to 7042 Data columns (total 21 columns): # Column Non-Null Count Dtype --- -----\_\_\_\_\_ 0 customerID 7043 non-null object 1 gender 7043 non-null object 2 SeniorCitizen 7043 non-null int64 7043 non-null object 3 Partner 4 Dependents 7043 non-null object 5 tenure 7043 non-null int64 6 PhoneService 7043 non-null object 7 MultipleLines 7043 non-null object InternetService 7043 non-null object 9 OnlineSecurity 7043 non-null object 10 OnlineBackup 7043 non-null object 11 DeviceProtection 7043 non-null object 12 TechSupport 7043 non-null object 13 StreamingTV 7043 non-null object 14 StreamingMovies 7043 non-null object 7043 non-null 15 Contract object 16 PaperlessBilling 7043 non-null object 17 PaymentMethod 7043 non-null object 18 MonthlyCharges 7043 non-null float64 19 TotalCharges 7043 non-null object 20 Churn 7043 non-null object dtypes: float64(1), int64(2), object(18) memory usage: 1.1+ MB

<class 'pandas.core.frame.DataFrame'>

# Replacing blank values in Total Charges as 0 so that we can convert the data type into float

```
In [8]: df["TotalCharges"] = df["TotalCharges"].replace(" ","0")
    df["TotalCharges"] = df["TotalCharges"].astype("float")
In [10]: df.info()
```

```
<class 'pandas.core.frame.DataFrame'>
RangeIndex: 7043 entries, 0 to 7042
Data columns (total 21 columns):
```

| #    | Column             | Non-Null Count   | Dtype   |  |
|------|--------------------|------------------|---------|--|
|      |                    |                  |         |  |
| 0    | customerID         | 7043 non-null    | object  |  |
| 1    | gender             | 7043 non-null    | object  |  |
| 2    | SeniorCitizen      | 7043 non-null    | int64   |  |
| 3    | Partner            | 7043 non-null    | object  |  |
| 4    | Dependents         | 7043 non-null    | object  |  |
| 5    | tenure             | 7043 non-null    | int64   |  |
| 6    | PhoneService       | 7043 non-null    | object  |  |
| 7    | MultipleLines      | 7043 non-null    | object  |  |
| 8    | InternetService    | 7043 non-null    | object  |  |
| 9    | OnlineSecurity     | 7043 non-null    | object  |  |
| 10   | OnlineBackup       | 7043 non-null    | object  |  |
| 11   | DeviceProtection   | 7043 non-null    | object  |  |
| 12   | TechSupport        | 7043 non-null    | object  |  |
| 13   | StreamingTV        | 7043 non-null    | object  |  |
| 14   | StreamingMovies    | 7043 non-null    | object  |  |
| 15   | Contract           | 7043 non-null    | object  |  |
| 16   | PaperlessBilling   | 7043 non-null    | object  |  |
| 17   | PaymentMethod      | 7043 non-null    | object  |  |
| 18   | MonthlyCharges     | 7043 non-null    | float64 |  |
| 19   | TotalCharges       | 7043 non-null    | float64 |  |
| 20   | Churn              | 7043 non-null    | object  |  |
| dtvn | es: float64(2), in | t64(2), object(1 | 7)      |  |

dtypes: float64(2), int64(2), object(17)

memory usage: 1.1+ MB

df.isnull().sum()

```
0
Out[12]: customerID
          gender
                               0
          SeniorCitizen
                               0
          Partner
                               0
          Dependents
                               0
                               0
          tenure
          PhoneService
          MultipleLines
                               0
          InternetService
                               0
          OnlineSecurity
                               0
          OnlineBackup
                               0
          DeviceProtection
                               0
                               0
          TechSupport
          StreamingTV
                               0
          StreamingMovies
                               0
          Contract
                               0
          PaperlessBilling
                               0
          PaymentMethod
          MonthlyCharges
                               0
          TotalCharges
                               0
          Churn
                               0
          dtype: int64
```

```
In [14]: df.isnull().sum().sum()
```

Out[14]: 0

In [12]:

```
In [16]: df.describe()
```

| Out[16]: | SeniorCitize |             | tenure      | MonthlyCharges | TotalCharges |  |
|----------|--------------|-------------|-------------|----------------|--------------|--|
|          | count        | 7043.000000 | 7043.000000 | 7043.000000    | 7043.000000  |  |
|          | mean         | 0.162147    | 32.371149   | 64.761692      | 2279.734304  |  |
|          | std          | 0.368612    | 24.559481   | 30.090047      | 2266.794470  |  |
|          | min          | 0.000000    | 0.000000    | 18.250000      | 0.000000     |  |
|          | 25%          | 0.000000    | 9.000000    | 35.500000      | 398.550000   |  |
|          | 50%          | 0.000000    | 29.000000   | 70.350000      | 1394.550000  |  |
|          | 75%          | 0.000000    | 55.000000   | 89.850000      | 3786.600000  |  |
|          | max          | 1.000000    | 72.000000   | 118.750000     | 8684.800000  |  |

```
In [18]: df.duplicated()
Out[18]: 0
                False
                False
         2
                False
         3
                False
         4
               False
                . . .
         7038 False
         7039
              False
         7040 False
         7041
               False
         7042
               False
         Length: 7043, dtype: bool
In [24]: df.duplicated().sum()
Out[24]: 0
In [26]: df["customerID"].duplicated().sum()
Out[26]: 0
```

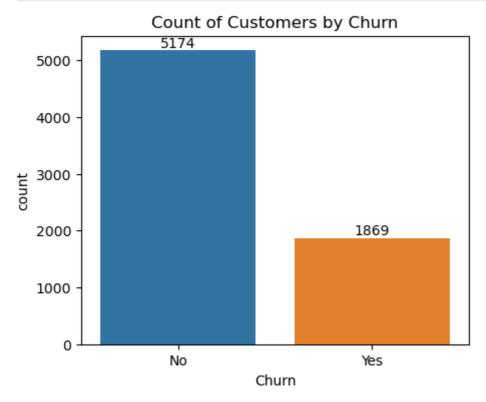
# Converting 0 and 1 value of Senior Citizen column to Yes and No to make it easier to unerstand to everyone

```
In [28]: def conv(value):
    if value == 1:
        return "Yes"
    else:
        return "No"
    df["SeniorCitizen"] = df["SeniorCitizen"].apply(conv)
In [30]: df.head()
```

| Out[30]: |   | customerID     | gender | SeniorCitizen | Partner | Dependents | tenure | PhoneService | Mul |
|----------|---|----------------|--------|---------------|---------|------------|--------|--------------|-----|
|          | 0 | 7590-<br>VHVEG | Female | No            | Yes     | No         | 1      | No           |     |
|          | 1 | 5575-<br>GNVDE | Male   | No            | No      | No         | 34     | Yes          |     |
|          | 2 | 3668-<br>QPYBK | Male   | No            | No      | No         | 2      | Yes          |     |
|          | 3 | 7795-<br>CFOCW | Male   | No            | No      | No         | 45     | No           |     |
|          | 4 | 9237-<br>HQITU | Female | No            | No      | No         | 2      | Yes          |     |

### 5 rows × 21 columns

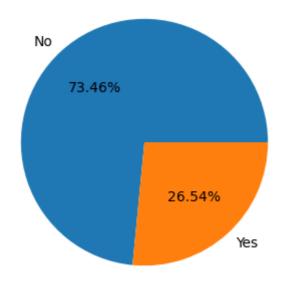
```
In [67]: plt.figure(figsize=(5,4))
    ax = sns.countplot(x = "Churn",data = df)
    ax.bar_label(ax.containers[0])
    plt.title("Count of Customers by Churn")
    plt.show()
```



```
In [ ]:
In [62]: plt.figure(figsize=(4,4))
    gb = df.groupby("Churn").agg({"Churn":"count"})
    plt.pie(gb["Churn"],labels=gb.index,autopct="%1.2f%%")
```

```
plt.title("Percentage of Churned Customers")
plt.show()
```

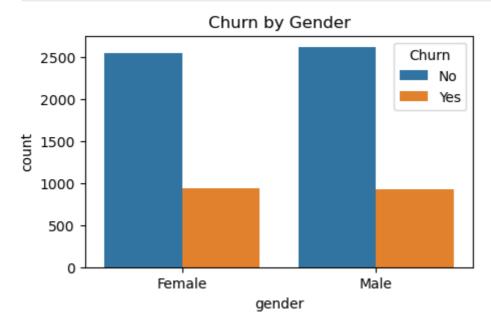
## Percentage of Churned Customers



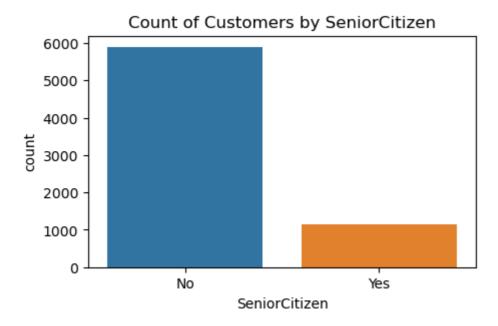
#### From the given pie chart we can conclude that 26.54% people have churned out

```
In [ ]:

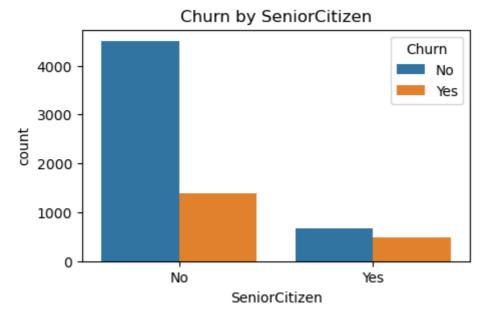
In [74]: plt.figure(figsize=(5,3))
    sns.countplot(x="gender",data = df,hue = "Churn")
    plt.title("Churn by Gender")
    plt.show()
```



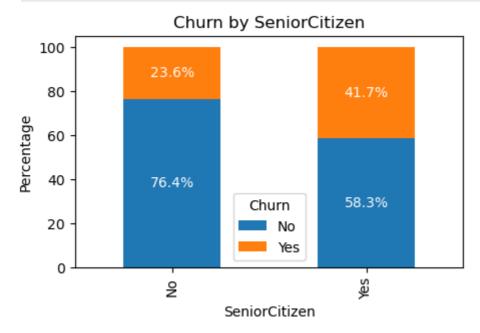
```
In []:
In [113... plt.figure(figsize=(5,3))
    sns.countplot(x="SeniorCitizen",data = df)
    plt.title("Count of Customers by SeniorCitizen")
    plt.show()
```



```
In []:
In [76]: plt.figure(figsize=(5,3))
    sns.countplot(x="SeniorCitizen",data = df,hue = "Churn")
    plt.title("Churn by SeniorCitizen")
    plt.show()
```



```
# Add percentage labels on top of the bars
for p in ax.patches:
    width = p.get_width()
    height = p.get_height()
    x, y = p.get_xy()
    ax.text(x + width / 2, y + height / 2, f'{height:.1f}%', ha='center', va='ce
plt.show()
```



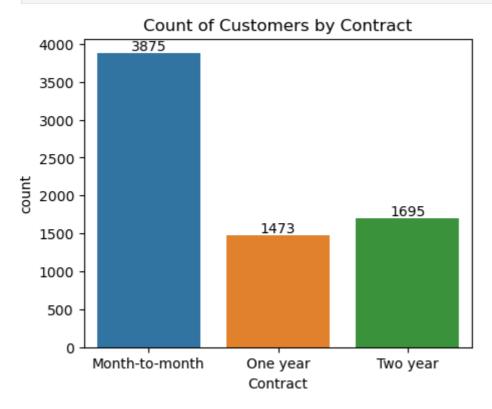
# Comparitively a greater percentage of people in Senior Citizen Category have Churned

```
In [ ]:
In [108...
           plt.figure(figsize=(9,4))
           sns.histplot(x="tenure", data=df, bins=72, hue="Churn")
           plt.show()
           df.replace([np.inf, -np.inf], np.nan, inplace=True)
                   Churn
            500
                    ■ No
                    ■ Yes
            400
            300
            200
            100
                                       20
                                                                                 60
                             10
                                                  30
                                                            40
                                                                      50
                                                      tenure
```

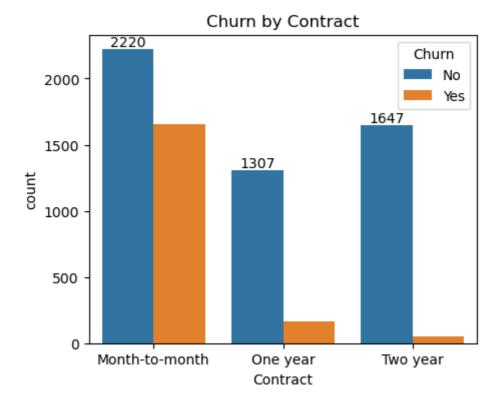
file:///C:/Users/User/Downloads/Customer\_Churn\_Analysis.html

In [ ]:

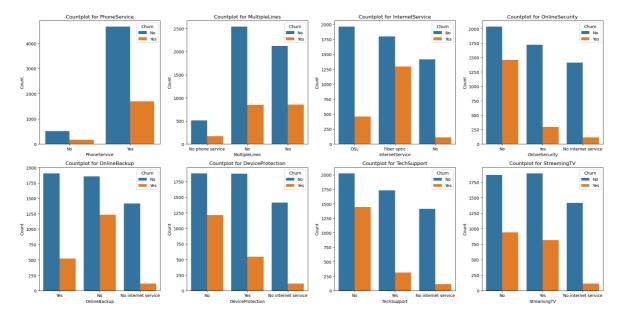
```
In [126... plt.figure(figsize=(5,4))
    ax = sns.countplot(x="Contract",data = df)
    ax.bar_label(ax.containers[0])
    plt.title("Count of Customers by Contract")
    plt.show()
```



```
In []:
In [130... plt.figure(figsize=(5,4))
    ax = sns.countplot(x="Contract",data = df,hue = "Churn")
    ax.bar_label(ax.containers[0])
    plt.title("Churn by Contract")
    plt.show()
```



People who have month to month contract are likely to churn, than from those who have 1 or 2 years of contract

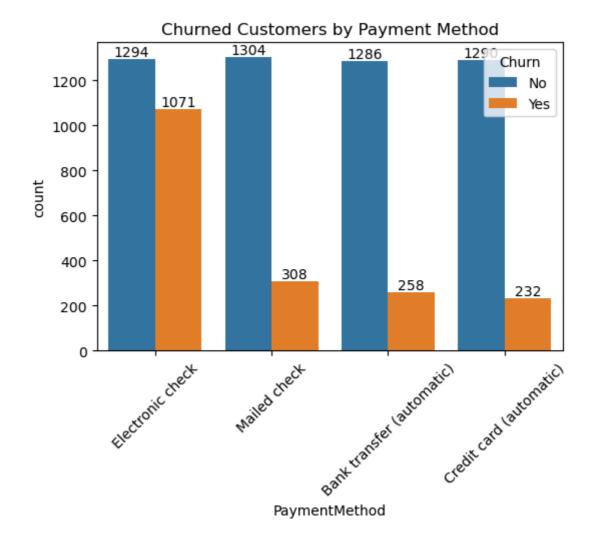


The data shows that customers without additional services like OnlineSecurity, TechSupport, and DeviceProtection tend to churn more. Fiber optic internet users and those without PhoneService or MultipleLines also show higher churn rates. In general, having these services seems to reduce customer churn.

```
In []:

In [143...

plt.figure(figsize=(6,4))
    ax = sns.countplot(x="PaymentMethod",data = df,hue = "Churn")
    ax.bar_label(ax.containers[0])
    ax.bar_label(ax.containers[1])
    plt.title("Churned Customers by Payment Method")
    plt.xticks(rotation = 45)
    plt.show()
```



Customer is likely to Churn when he is using Electronic check as a Payment Method

In [ ]: