

**931,14K**

Count of CustomerID

**82bn**

Total\_order\_value

**1,03M**

Total\_time\_purchase

**1,11**

AVG\_time\_purchase

**7,27bn**

Sum of n\_GMV\_per\_month

**88,24K**

Average of total\_order\_value

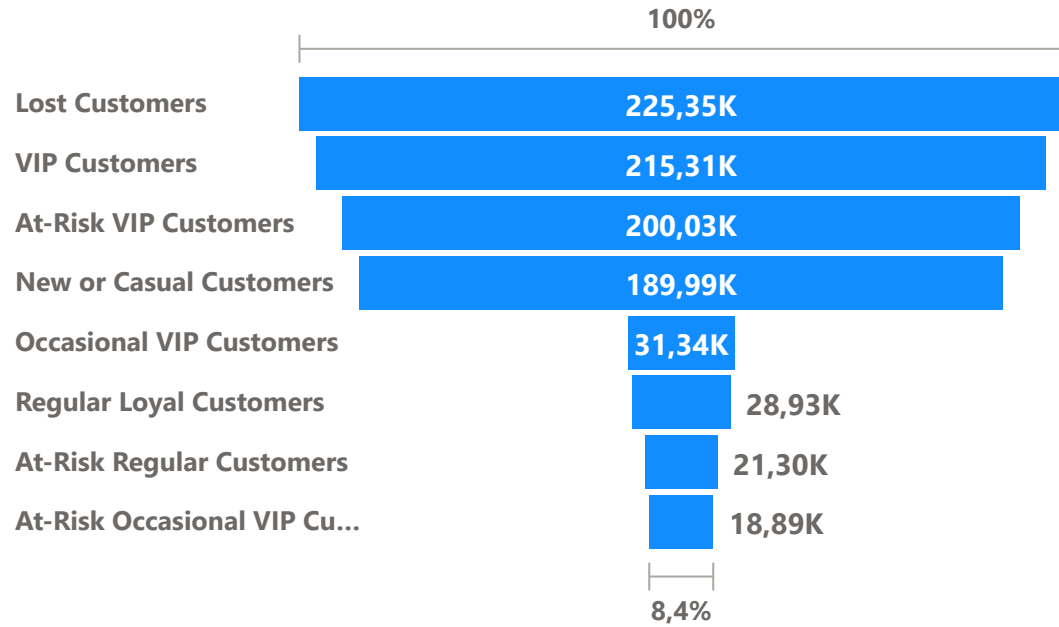
**90,81K**

Total purchase time per\_month

**38,54**

Average of Months\_Cus\_Lifetime

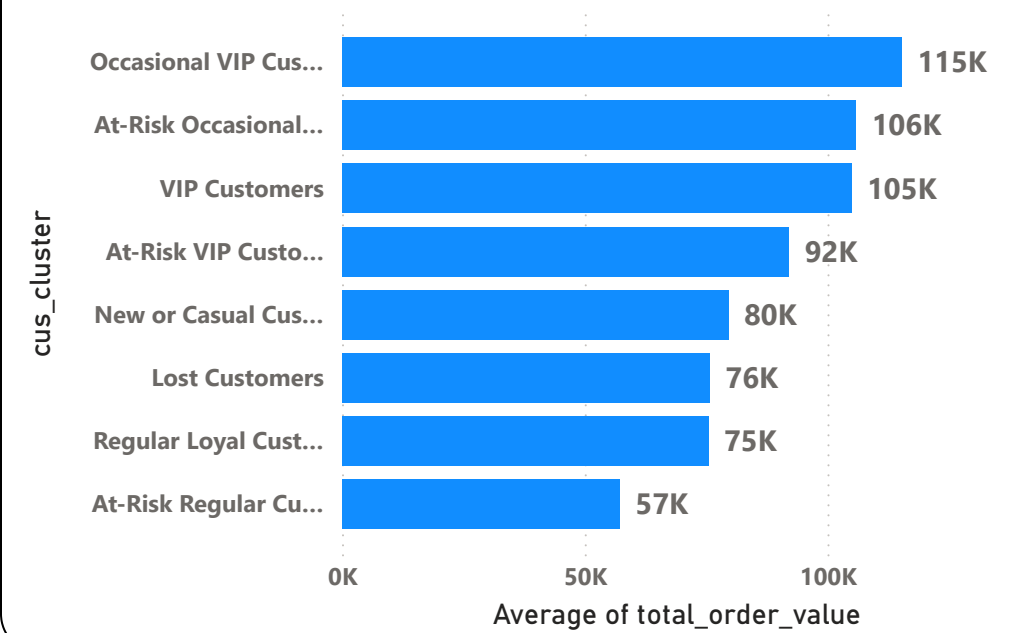
Count of cus\_cluster



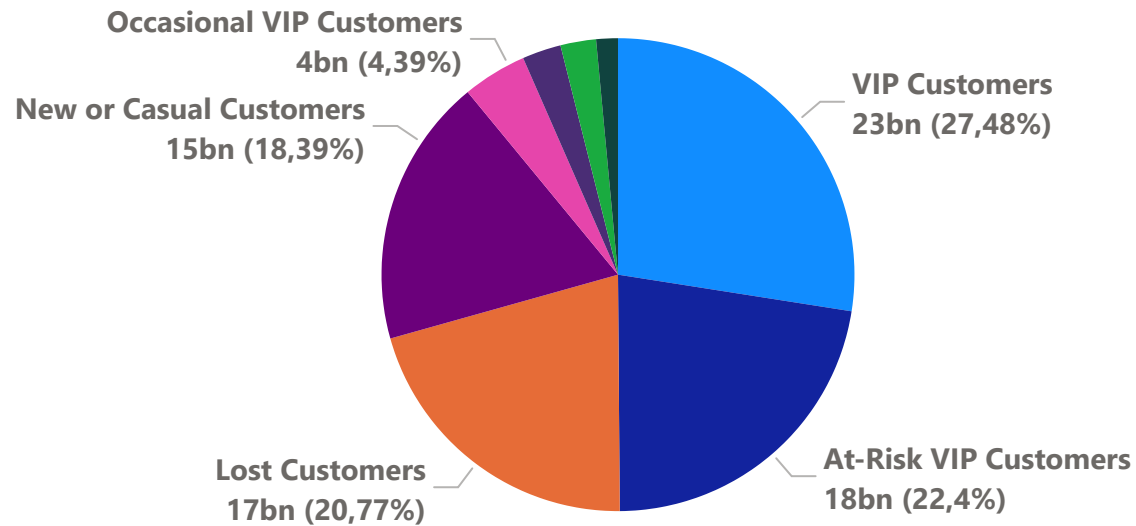
RFM

- ✓ ☐ At-Risk Occ...
- ✓ ☐ At-Risk Reg...
- ✓ ☐ At-Risk VIP ...
- ✓ ☐ Lost Custo...
- ✓ ☐ New or Cas...
- ✓ ☐ Occasional ...
- ✓ ☐ Regular Loy...
- ✓ ☐ VIP Custom...

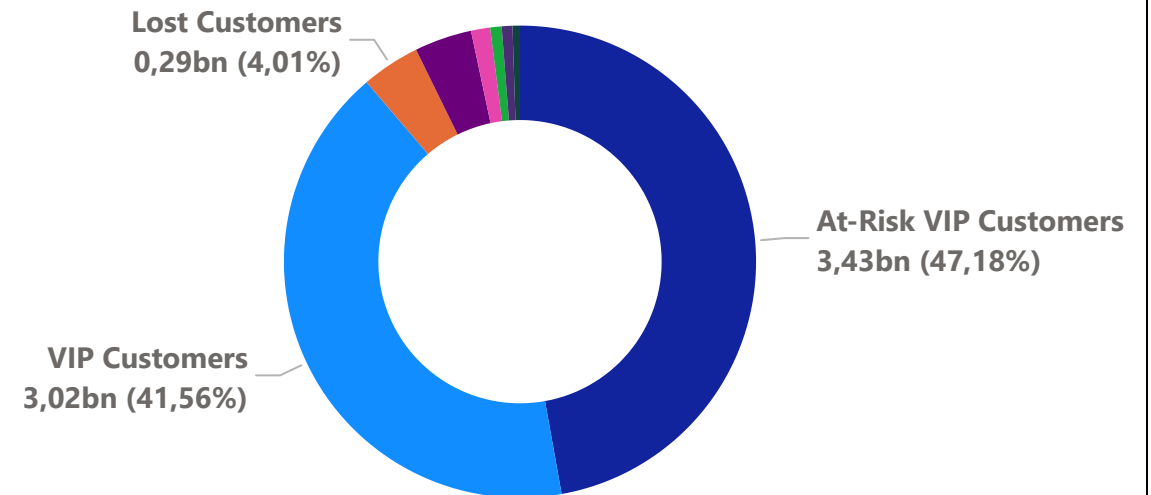
Average of total\_order\_value by cus\_cluster



Total\_order\_value by cus\_cluster

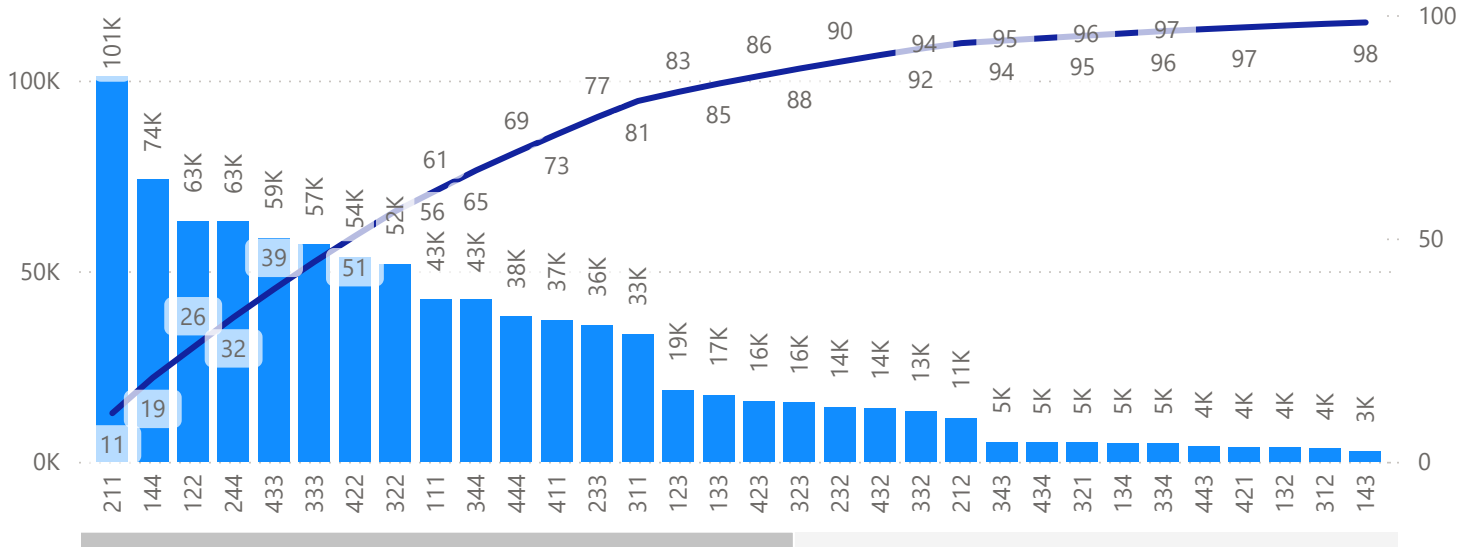


GMV\_per\_month by cus\_cluster

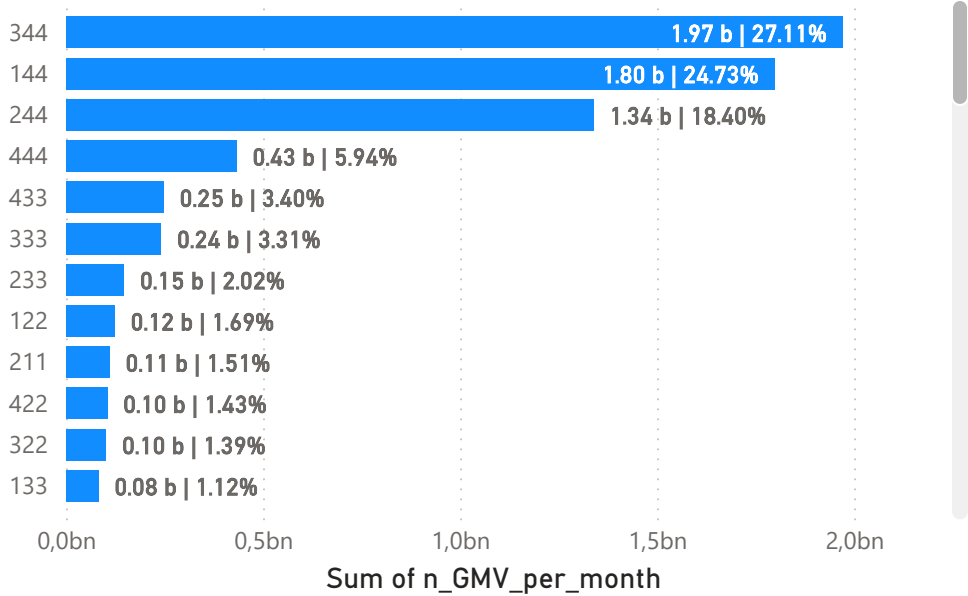


RFM frequency

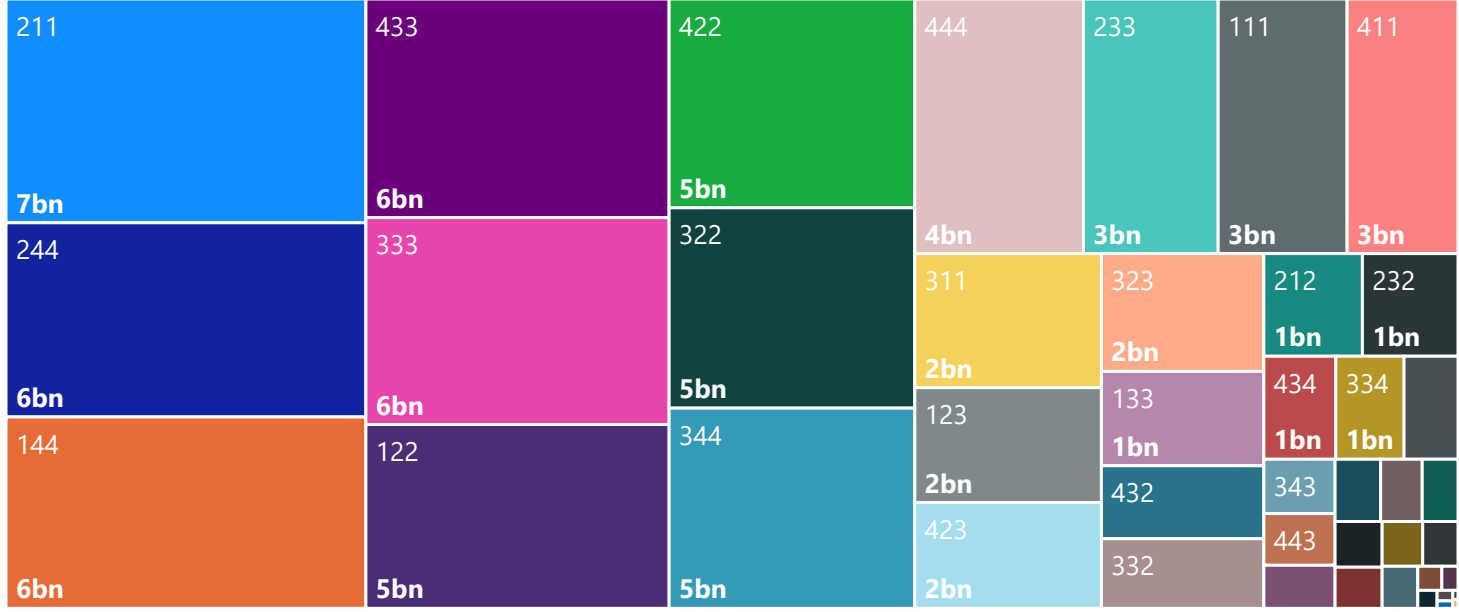
● Count of RFM ● Cumulative\_Percentage\_RFM



Total n\_GMV\_per\_month by RFM



Sum of total\_order\_value and %GT Sum of total\_order\_value by RFM



82bn

Total\_order\_value

1,00

%total\_order\_value

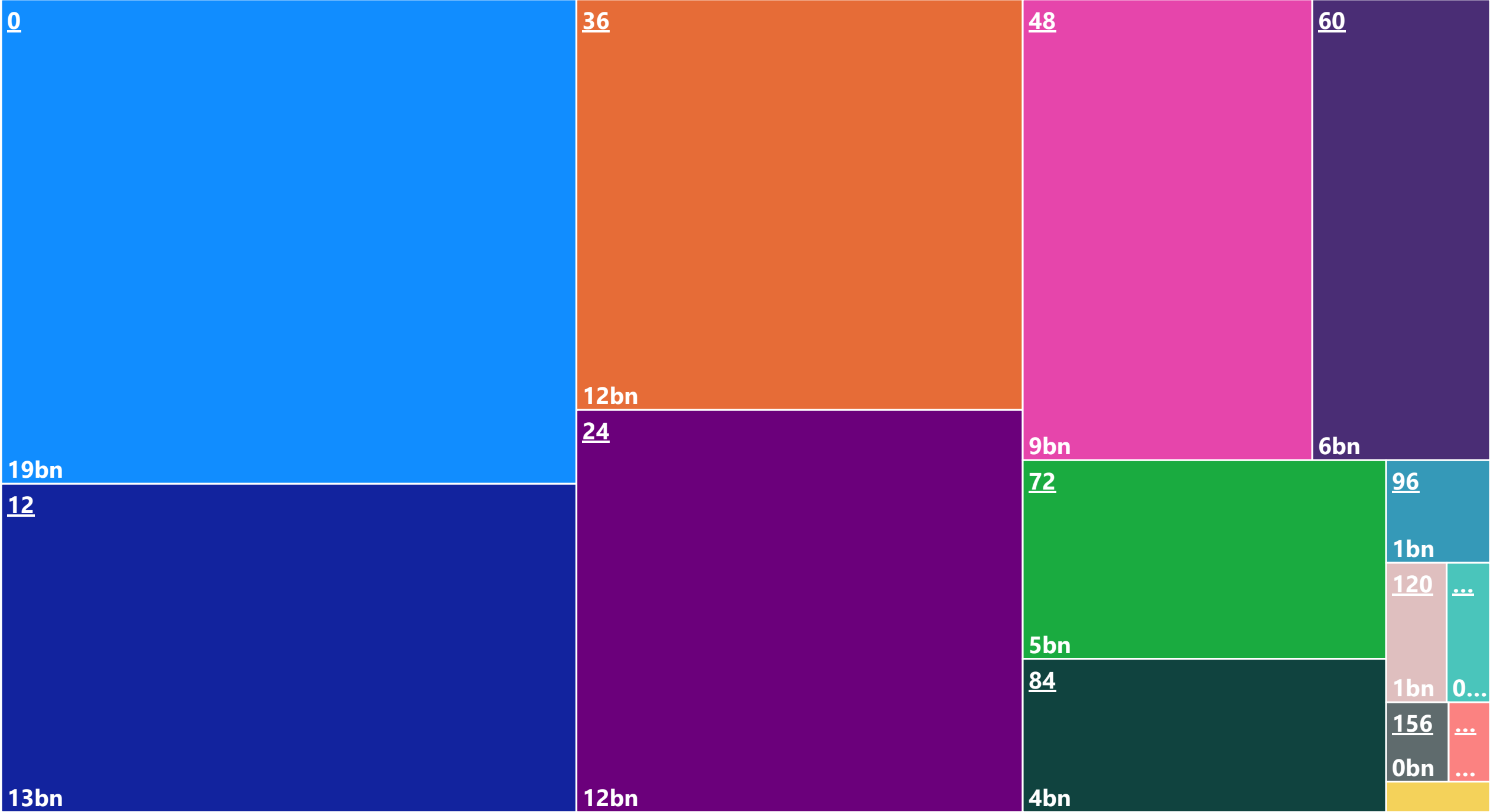
7,27bn

Sum of n\_GMV\_per\_month

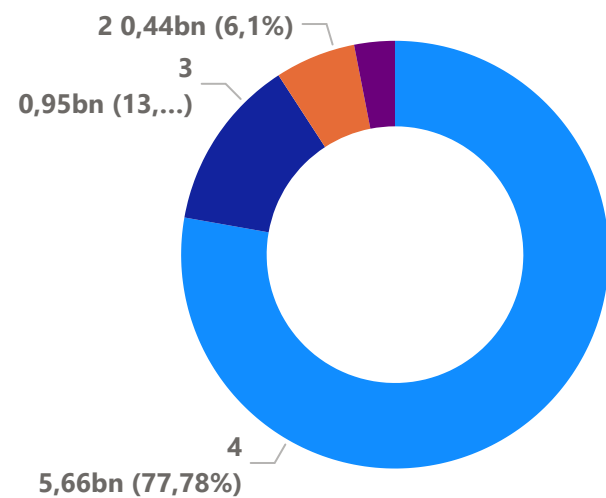
1,00

%monthly\_revenue

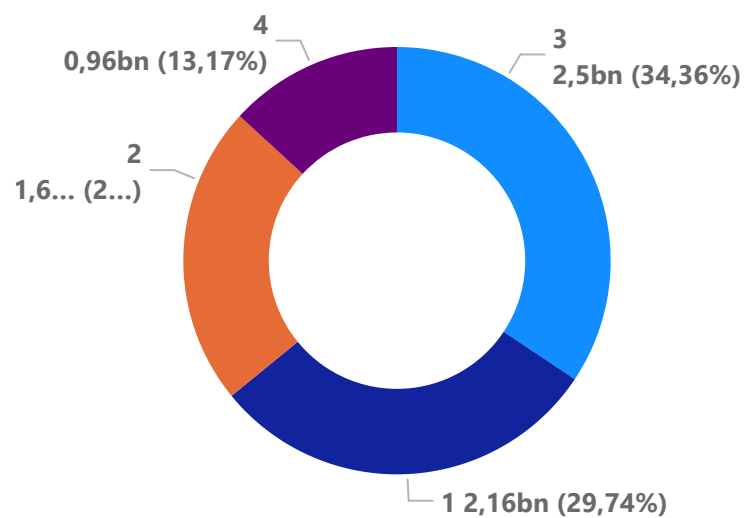
Yearly 'Total order value



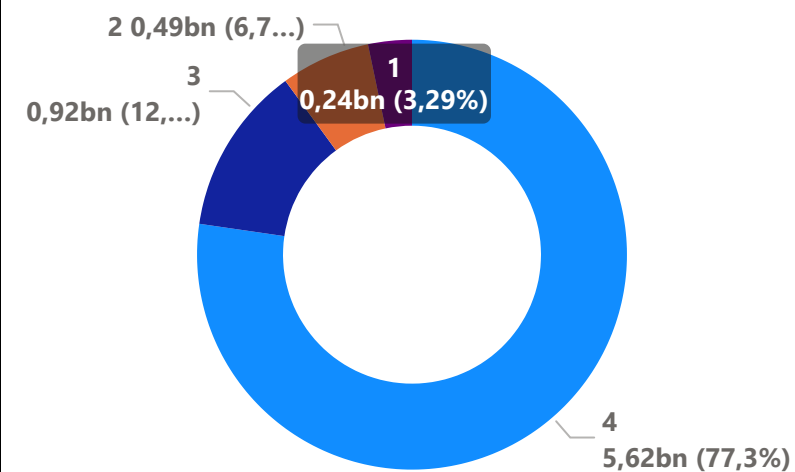
Sum of n\_GMV\_per\_month by money\_point



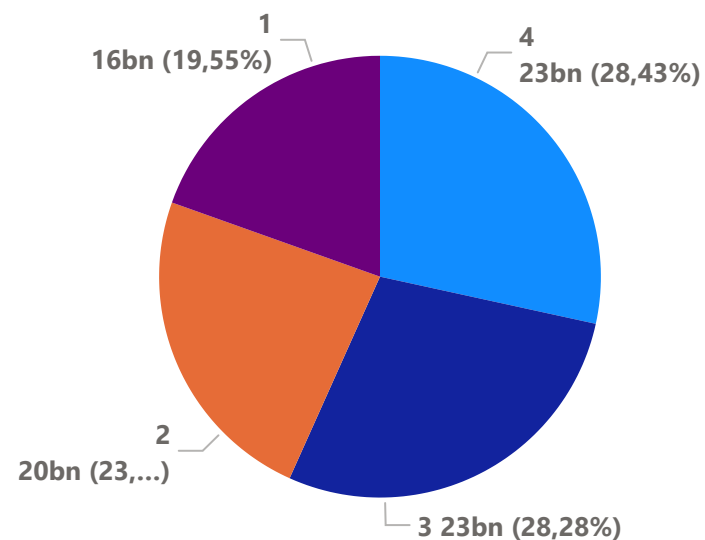
Sum of n\_GMV\_per\_month by R\_point



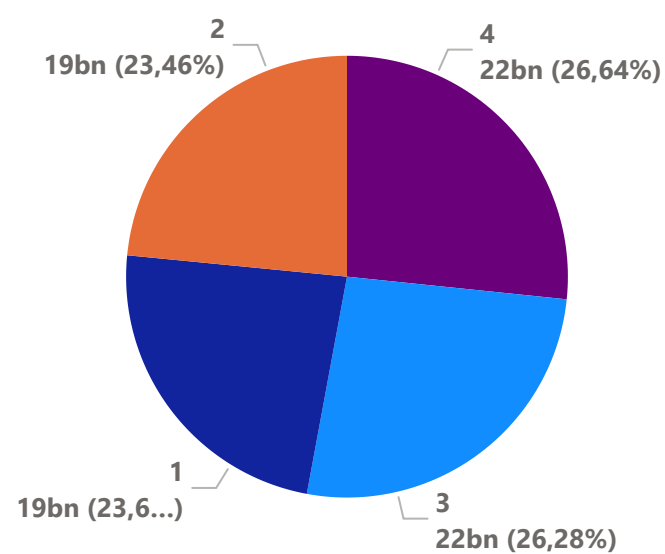
Sum of n\_GMV\_per\_month by F\_point



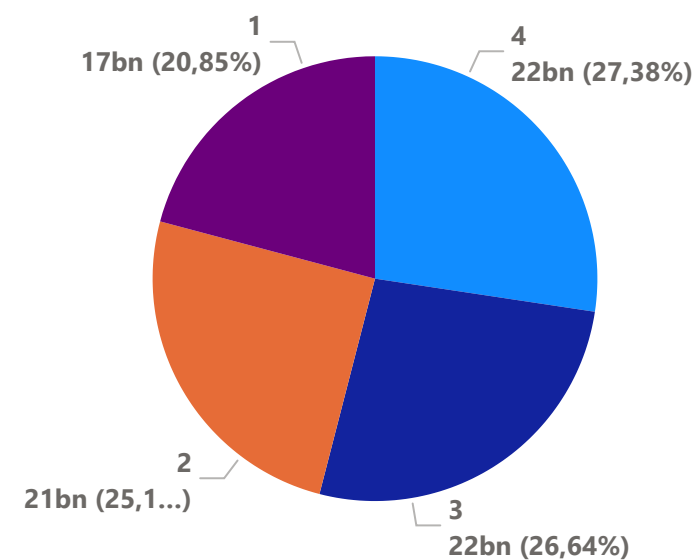
Sum of total\_order\_value by money\_point



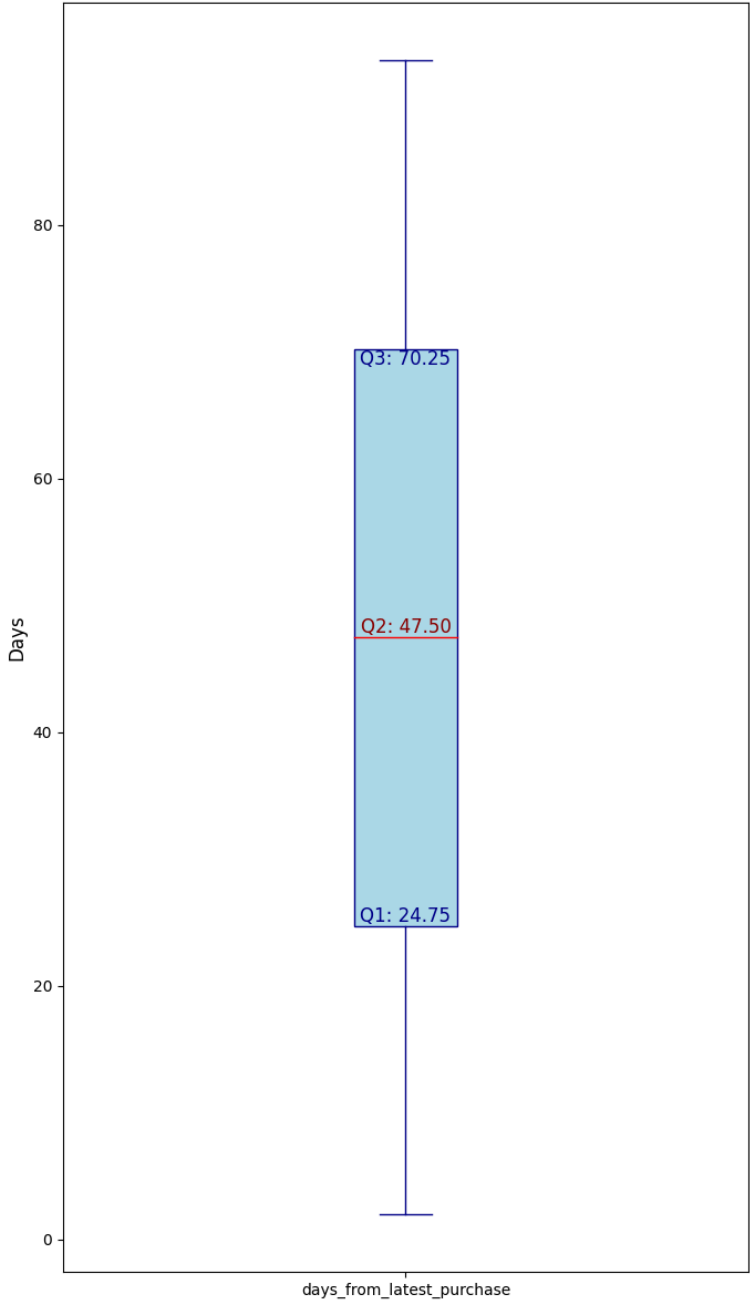
Sum of total\_order\_value by R\_point



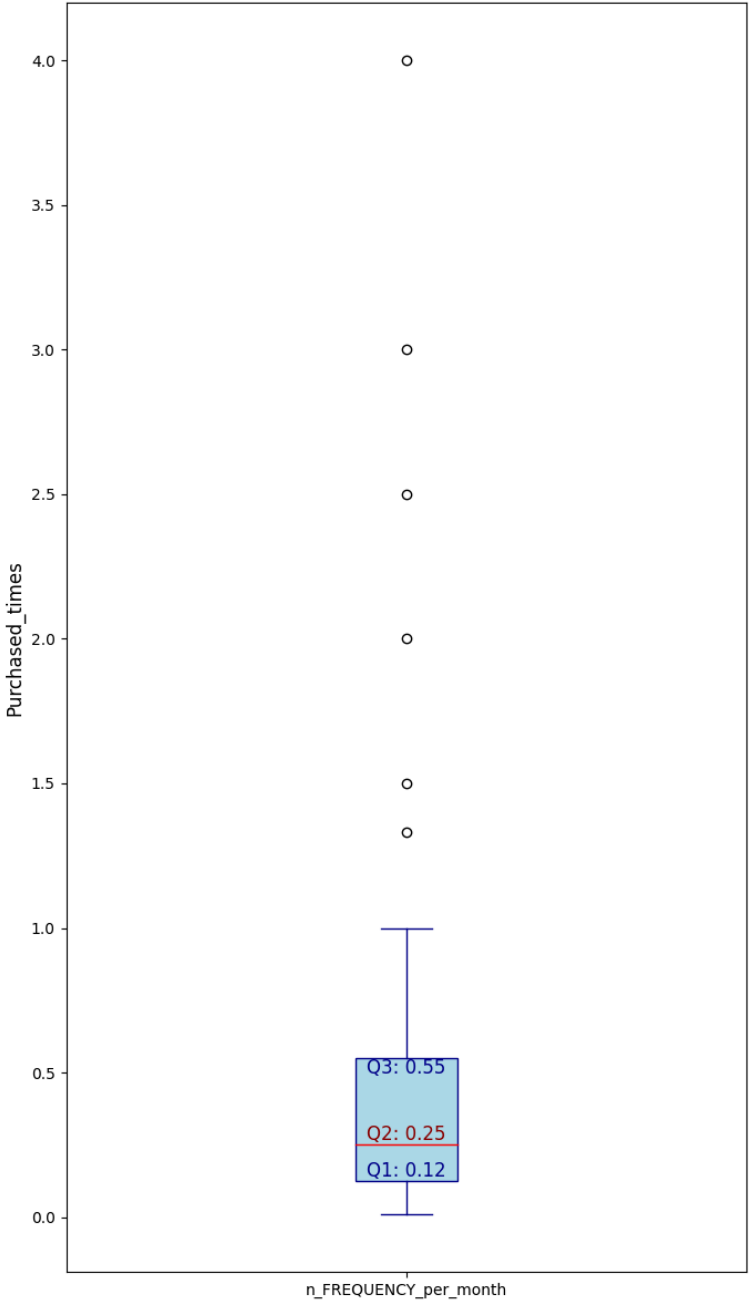
Sum of total\_order\_value by frequency\_point



days\_from\_latest\_purchase



n\_FREQUENCY\_per\_month



n\_GMV\_per\_month

