**Netflix – Project Report**

In the modern digital era, the entertainment landscape has undergone a profound transformation, with streaming services emerging as the predominant medium for content consumption and at-home entertainment. These platforms, boasting millions of global subscribers, offer an extensive repository of multimedia content, accessible at users' convenience. However, the triumph of a streaming service is contingent not merely on content volume but, critically, on its adeptness in personalizing content recommendations, elevating user experiences, and retaining a loyal subscriber base. This juxtaposition of data understanding and machine learning, central to the streaming industry, forms the nucleus of our investigation.

At the heart of effective machine learning lies an intricate comprehension of data. In the context of streaming services, this entails a holistic understanding of user behaviors, content preferences, and consumption patterns. Through meticulous scrutiny of the vast expanse of user-generated data, streaming platforms can unearth invaluable insights, empowering them to refine content curation, amplify user engagement, and optimize core business functions. Therefore, the fusion of data understanding and machine learning stands as an unequivocal prerequisite for attaining a competitive advantage in the fiercely competitive streaming domain.

Machine learning algorithms, driven by profound data understanding, equip streaming services with the capacity to furnish personalized content recommendations that captivate users. These algorithms harness historical user interactions, demographic information, and even real-time data to serve tailored content suggestions that resonate with individual tastes. This not only augments user satisfaction but also bolsters user retention—a pivotal metric underpinning the profitability and durability of streaming platforms. Additionally, machine learning techniques have the potential to fine-tune content delivery, ensuring judicious bandwidth allocation and mitigating user frustration arising from buffering or sluggish loading times.

As we plunge deeper into the intricacies of the interconnected world of streaming services, it becomes obvious that an adept understanding of data coupled with the application of machine learning is quintessential for amplifying business performance. In this report, we address the approach we took, models we used, and our insights we derived to help highlight how streaming services, can leverage their data to optimize their business.

**About the Data – Netflix Userbase Dataset & Netflix UK Audience Behavior**

The Netflix Userbase Dataset offers a comprehensive glimpse into a simulated sample of Netflix users, encompassing a wide array of data facets pertaining to user subscriptions, financial metrics, account particulars, and user activity. Each row within the dataset corresponds to a distinct user and is identified by a unique User ID. Vital information contained within the dataset comprises the user's subscription tier (Basic, Standard, or Premium), the monthly revenue attributed to their subscription, their Netflix registration date (Join Date), the date of their most recent payment (Last Payment Date), and their geographical location.

In addition to these fundamental attributes, the dataset incorporates supplementary columns designed to provide insights into user behaviors and preferences. These supplementary columns encompass Device Type, encompassing device categories such as Smart TV, Mobile, Desktop, and Tablet, as well as Account Status, which signifies whether an account is currently active or inactive. It is essential to note that the dataset is entirely synthetic, thus bearing no resemblance to real Netflix user data. However, it serves as a valuable resource for analytical pursuits and model development, facilitating a deep exploration of hypothetical user trends, preferences, and revenue generation patterns within an artificial Netflix userbase.

The Netflix Audience Behavior - UK Movies dataset offers a unique window into user behavior on the Netflix platform, focusing on users in the United Kingdom who willingly consented to have their anonymous browsing activities tracked. This dataset exclusively encompasses desktop and laptop interactions, accounting for approximately 25% of global Netflix traffic, and spans a fixed timeframe from January 2017 to June 2019. It meticulously records each instance when a member of the tracked user panel in the UK accessed a Netflix.com/watch URL associated with a movie, providing valuable insights into audience engagement.

The 'Duration' attribute within the dataset quantifies the time (in seconds) until a user interacted with another URL after visiting a movie page. A watch time of zero seconds signifies that the user briefly visited the page without further engagement. This data holds profound significance as it addresses a critical need in the media industry - the ability to bridge the gap between content creators and audience preferences. In an increasingly privatized media landscape, where streaming dominates content distribution, this dataset becomes a vital resource for filmmakers and businesses. It sheds light on audience behavior and consumption patterns, facilitating the creation of commercially viable projects and informed business strategies in an era where data is the bedrock of decision-making, especially in the realm of streaming media. Despite its imperfections, this dataset remains a crucial global measure of VOD (Video on Demand) activity, serving as a beacon of insights in the face of a data scarcity that surrounds this evolving industry.

*Figure 1 – First 10 Rows of the netflixUsersData Dataframe*

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*Figure 2 – Data Structure: NetflixUsersData*

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**Exploratory Data Analysis / Macro – Level Understanding**

Exploratory data analysis (EDA) plays a pivotal role in unraveling the underlying insights within the Netflix user dataset, enabling the formulation of actionable business recommendations. The dataset contains three key categorical attributes: Subscription Types (Basic, Standard, Premium), Country (providing a global view of users), and Device (comprising Tablet, Laptop, Smart TV, and Device). Each of these attributes holds immense significance in the context of the analysis.

Firstly, Subscription Type offers a lens through which we can discern the revenue contribution of different regions. By understanding which subscription tiers are prevalent in specific geographic areas, Netflix can strategically tailor its content offerings and pricing structures to maximize revenue.

Secondly, the Country attribute is instrumental in comprehending the geographical distribution of the user base. This insight not only aids in infrastructure planning and capacity forecasting but also informs Netflix's global expansion strategies, ensuring that it can cater to its diverse user base without compromising service quality.

Finally, the Device attribute is invaluable for developers seeking to optimize the streaming experience. Analyzing how users access Netflix on various devices provides essential insights into device-specific streaming quality and allows developers to fine-tune content formats for enhanced user satisfaction, aligning with Netflix's commitment to delivering top-notch viewing experiences across devices.

EDA of these attributes empowers Netflix to make data-driven decisions, ranging from revenue optimization and global scalability to tailored content formatting, ultimately enhancing the user experience and solidifying Netflix's position as a leading streaming service provider. This was the approach our data analytics team took to understand the macro-level implications of our data.

**User Subscription Breakdown**

Our team has adopted a multifaceted approach to comprehending the breakdown of user subscriptions on Netflix, with a keen focus on categorizing users into three distinct subscription types: Basic, Standard, and Premium. Leveraging advanced data analytics techniques, we are meticulously analyzing the dataset to determine the distribution of users across these subscription tiers. This involves conducting descriptive statistics, such as frequency counts and percentages, to quantify the proportion of users subscribed to each category. Additionally, we are employing data visualization tools to craft intuitive graphs and charts that vividly illustrate the subscription breakdown, making it easier for stakeholders to grasp the distribution patterns.

*Figure 3 – User Subscription Breakdown – Pie Chart*

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*Figure 4 – User Subscription Type Percentage Breakdown*

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Understanding the breakdown of user subscriptions is of paramount importance to Netflix for several compelling reasons. Firstly, it provides critical insights into the revenue landscape of the streaming service. By discerning which subscription types are the most prevalent among their user base, Netflix can strategically adjust pricing strategies and promotional campaigns to maximize revenue generation. Secondly, subscription breakdown analysis aids in tailoring content and feature offerings to cater to the distinct preferences and expectations of users in each subscription category. This personalization not only bolsters user satisfaction but also contributes to user retention, a cornerstone of Netflix's long-term profitability. Furthermore, this granular understanding empowers Netflix to make informed decisions regarding content investments and global expansion strategies, ensuring they can allocate resources efficiently and effectively to meet the diverse needs of their user base across different subscription tiers. In essence, a nuanced grasp of user subscription breakdown equips Netflix with a competitive edge and a data-driven foundation for strategic decision-making in an increasingly dynamic streaming landscape.

**Users By Country Analysis**

Understanding the user base per country is of paramount significance for a streaming service like Netflix due to its global reach and diverse audience. This insight provides Netflix with a nuanced view of its user demographics, preferences, and behaviors, enabling the customization of content libraries to cater to the specific tastes and cultural nuances of each region. Moreover, it plays a pivotal role in infrastructure planning, ensuring that Netflix can allocate resources efficiently to maintain seamless service quality as it expands into new markets and scales existing ones. Additionally, understanding the geographical distribution of users is instrumental in crafting targeted marketing campaigns, optimizing pricing strategies, and tailoring customer support services to enhance user satisfaction and foster long-term loyalty. Ultimately, a profound grasp of the user base per country empowers Netflix to not only adapt its content offerings but also make informed decisions that contribute to its sustained growth and competitive advantage in the global streaming landscape.

*Figure 5 – Number of Netflix Users by Country*

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The observations regarding user counts by country in the dataset hold significant implications for understanding Netflix's global reach and potential limitations. It's evident that Spain, the United States, and Canada boast the highest user counts, underscoring Netflix's stronghold in these regions. However, the uniformity of user counts across the "Rest of World" category raises questions about the dataset's completeness, particularly given the absence of India, one of the world's most populous nations. This observation highlights a potential data gap, emphasizing that the dataset might not fully represent Netflix's user base worldwide.

Recognizing this limitation is crucial for any analysis or business decision-making, as it suggests that insights drawn from the dataset may not summarize the entire field of Netflix's global user demographics and behaviors.

*Figure 6 – Global Heatmap of Users*

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This heatmap was another means for the team to understand the user breakdown of the dataset. This Heatmap shows clusters of users in each country to potentially highlight which areas of the world has the most active users.

This is imperative when it comes to ensuring your service is highly available and fault tolerant. This type of study can help Netflix understand where to have servers to ensure there is capacity to accommodate all its users.

**User Subscription Type by Country – Revenue Implications**

Next, it is important how different users are arrayed across the globe, and to see if there is a specific region where one specific subscription type is dominant. To accomplish this, we created a simple bar chart to highlight this information requirement.

*Figure 7 – Subscription Type breakdown per Country*

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*Figure – 8 – Monthly Revenue Analysis – Country View*

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During this phase of analysis, we were made two distinct observations:

1. The top three countries are the same, but in different order. We can see that U.S generates the most revenue where it was ranked as the 2nd highest country with the most users. This can be attributed to the subscription breakdown per country.
2. We can also see more variance between revenue figures compared to user base.

Our observations regarding monthly revenue analysis for Netflix by country reveal an intriguing interplay between user counts and revenue generation. While the top three countries remain consistent, albeit in varying order, the data underscores the critical role of subscription breakdown per country in shaping revenue patterns. Notably, the United States emerges as the top revenue generator, despite being the second-highest in terms of user count. This highlights the influence of subscription types and pricing strategies on revenue dynamics. Moreover, the greater variance observed in revenue figures, compared to user base statistics, emphasizes the intricate web of factors—ranging from subscription choices to regional economic disparities—that contribute to Netflix's financial landscape. These insights underscore the complexity of the streaming industry and underscore the importance of data-driven decision-making in optimizing revenue streams for a global service like Netflix.

**Conclusions**