

CAPSTONE PROJECT

CUSTOMER SEGMENTATION



TEAM CONSISTS OF:

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TeamWork

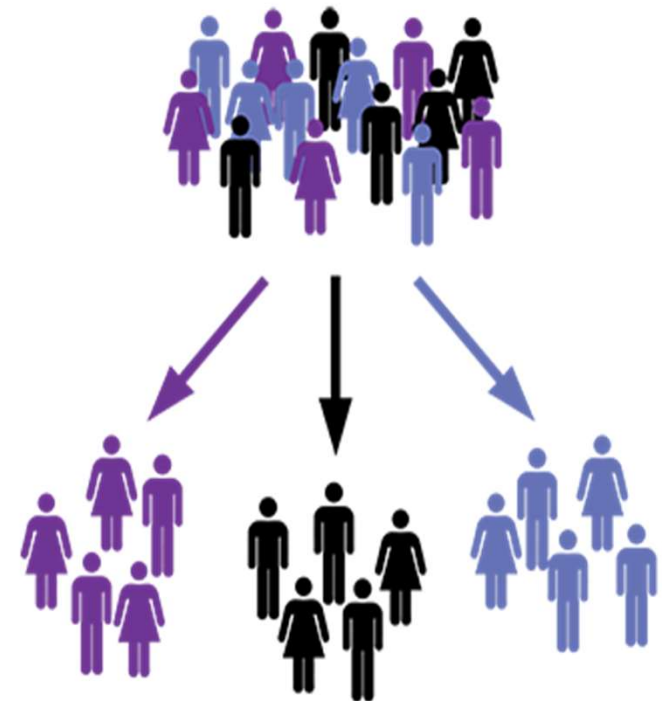
PROBLEM STATEMENT:

- Identify major customer segments on a transnational data set which contains all the transactions occurring between 01/12/2010 and 09/12/2011 for a UK-based and registered non-store online retail.
- The company mainly sells unique all-occasion gifts. Many customers of the company are wholesalers.
- Identify major customer segments on a transnational dataset
- contains all the transactions occurring between 01/12/2010
- 09/12/2011 for a UK-based and registered non-store online



WHAT IS CUSTOMER SEGMENTATION?

- 🔍 Practice of dividing a customer base into groups of individuals that are similar in specific ways relevant to marketing, such as age, gender, interests and spending habits.
- 🔍 Allows us to better understand our customers helping us target these customers in a more efficient manner and improve the customer experience.



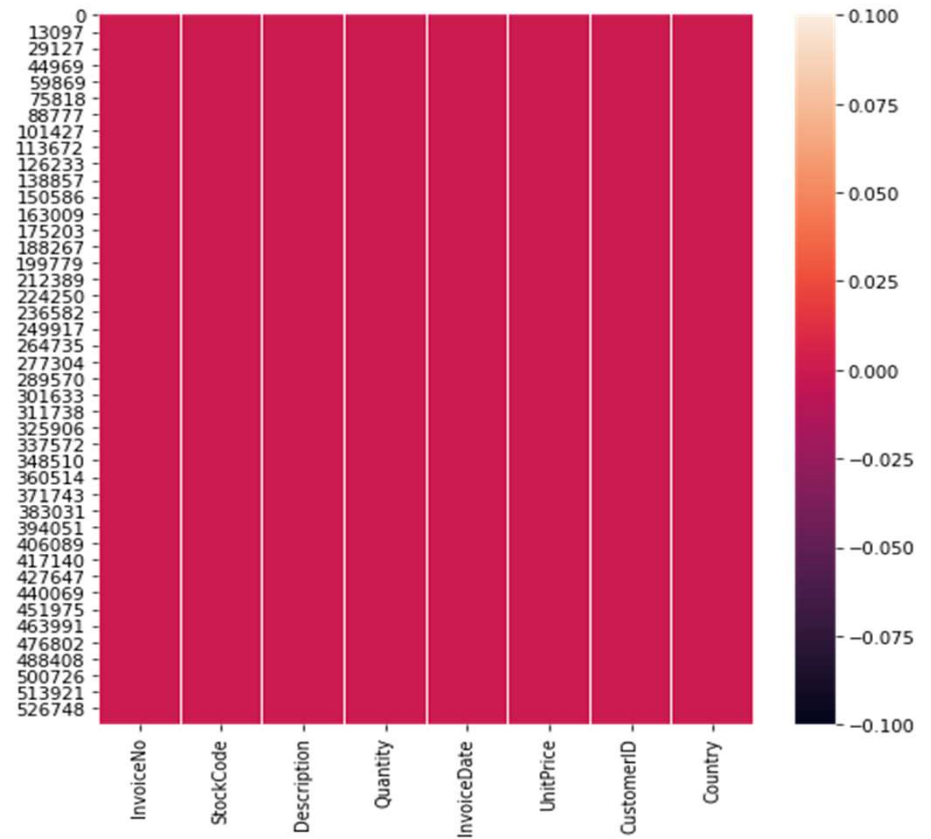
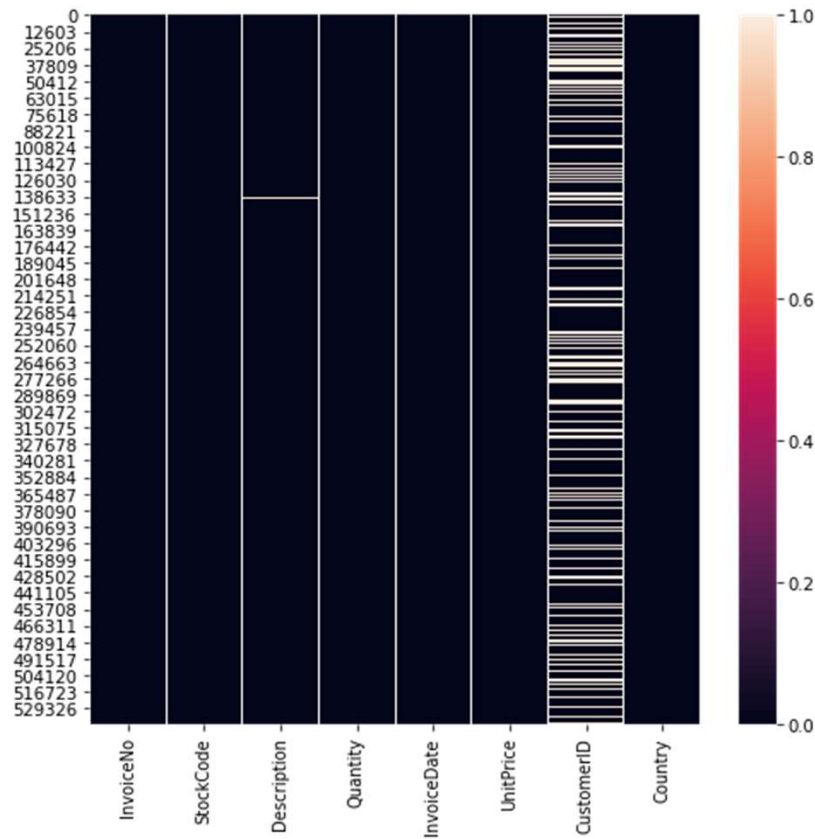
FACTORS FOR SEGMENTATION FOR A BUSINESS TO BUSINESS MARKETING COMPANY:

- ④ Industry
- ④ Number of Employees
- ④ Location
- ④ Market Cap/ Company Size
- ④ Age of Company

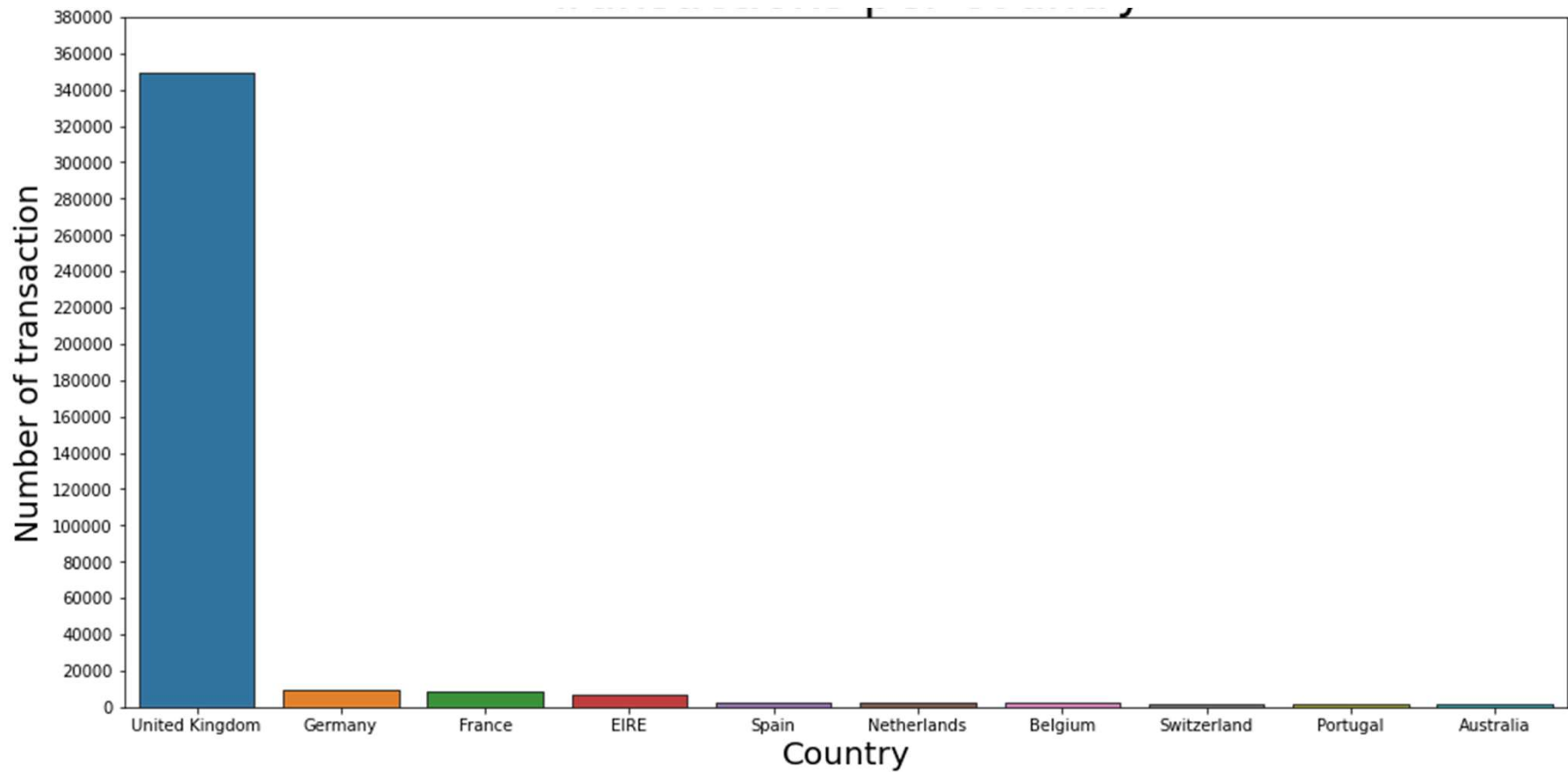
DATA DESCRIPTION:

- **InvoiceNo:** Invoice number. Nominal, a 6-digit integral number uniquely assigned to each transaction. If this code starts with letter 'c', it indicates a cancellation.
- **StockCode:** Product (item) code. Nominal, a 5-digit integral number uniquely assigned to each distinct product.
- **Description:** Product (item) name. Nominal.
- **Quantity:** The quantities of each product (item) per transaction. Numeric.
- **InvoiceDate:** Invoice Date and time. Numeric, the day and time when each transaction was generated.
- **UnitPrice:** Unit price. Numeric, Product price per unit in sterling.
- **CustomerID:** Customer number. Nominal, a 5-digit integral number uniquely assigned to each customer.
- **Country:** Country name. Nominal, the name of the country where each customer resides.

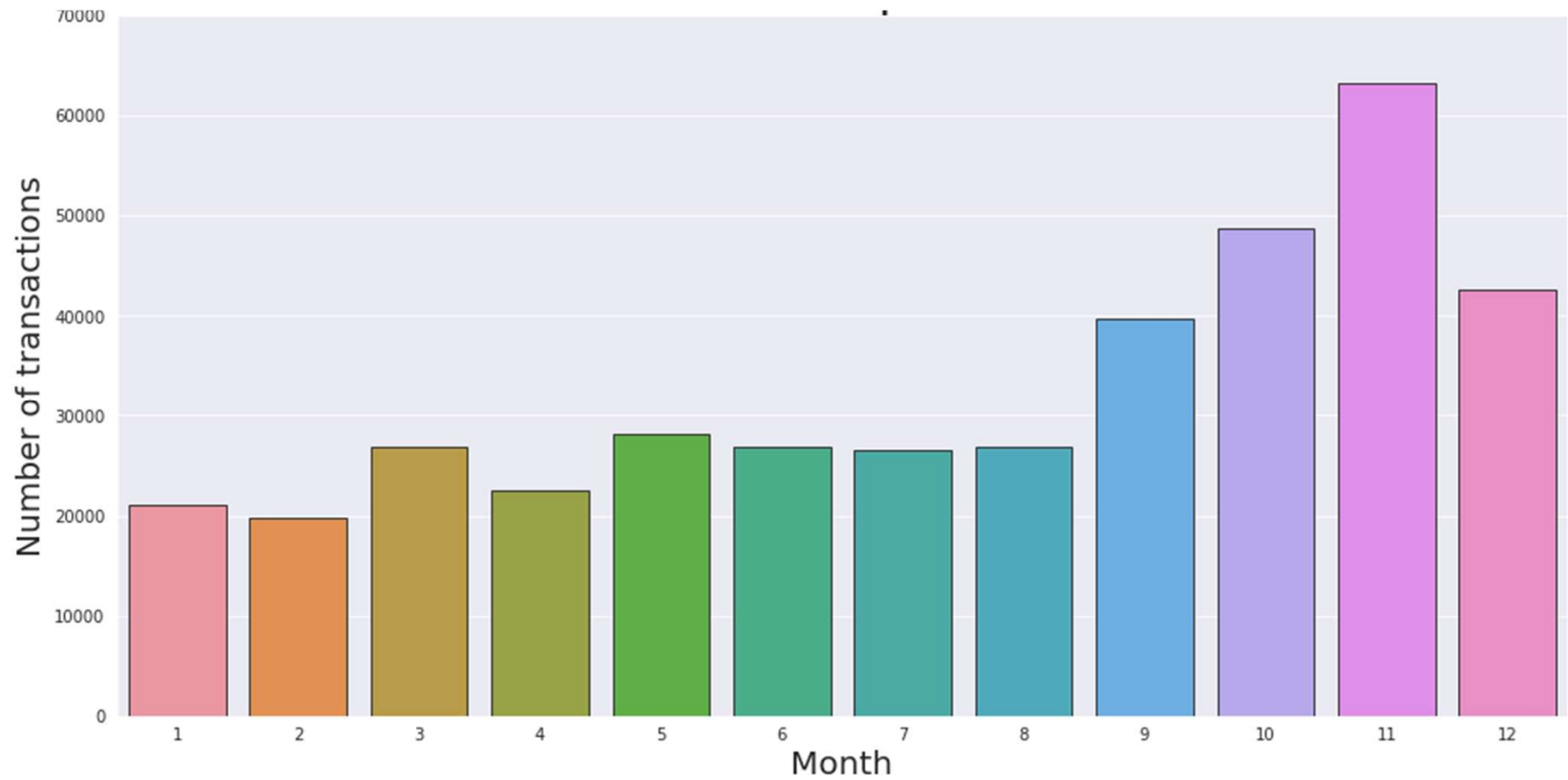
DATA EXPLORATION



TRANSACTIONS PER COUNTRY



TRANSACTIONS PER MONTH

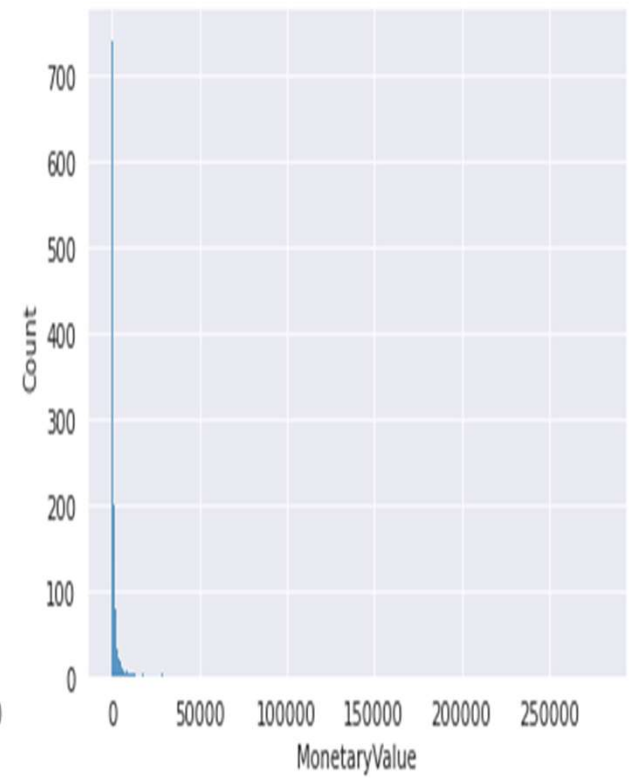
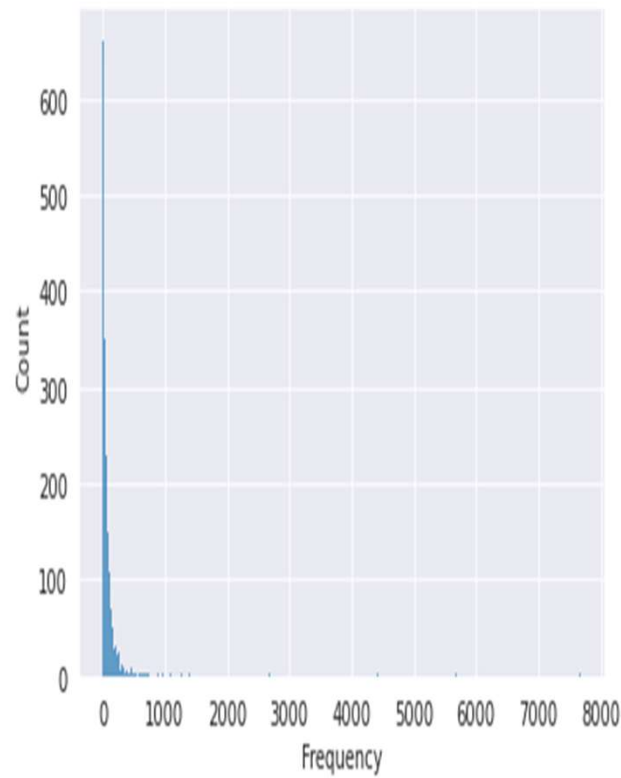
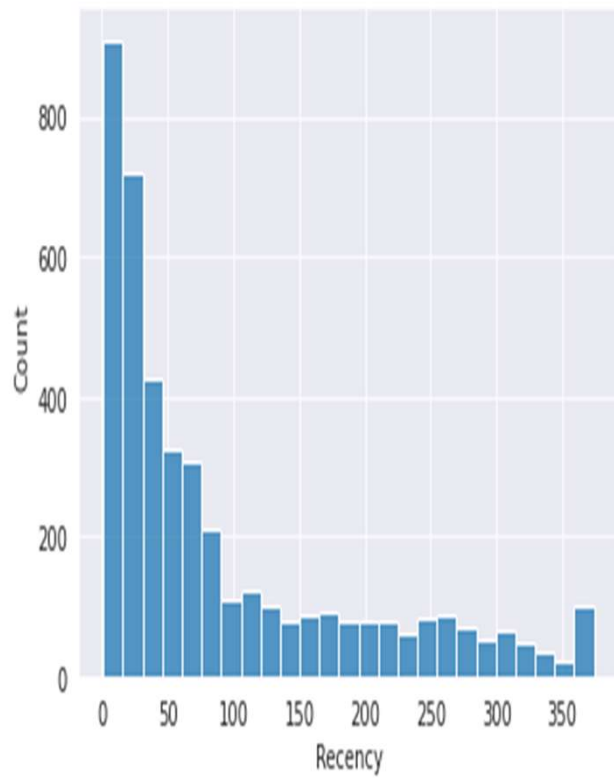


RFM SEGMENTATION

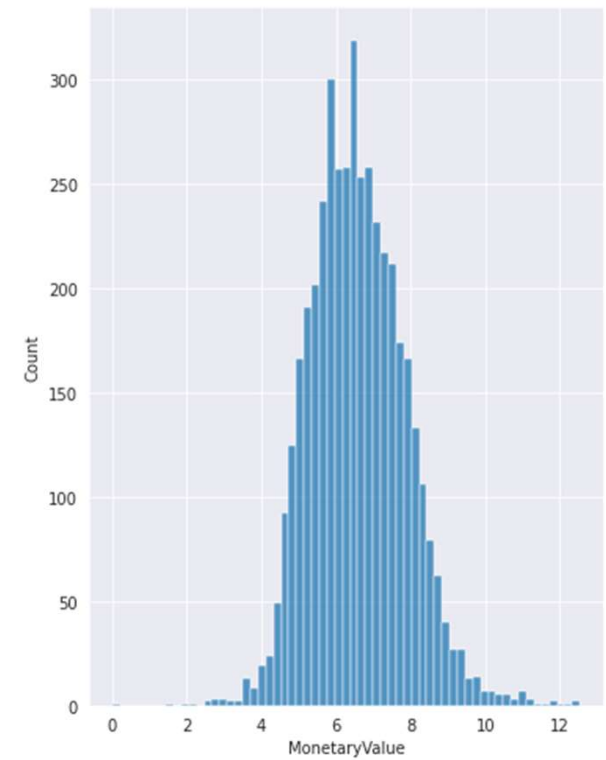
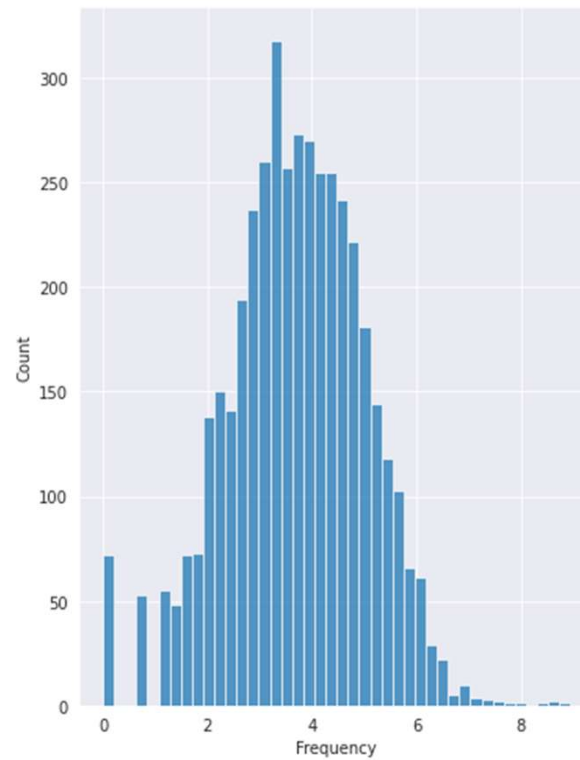
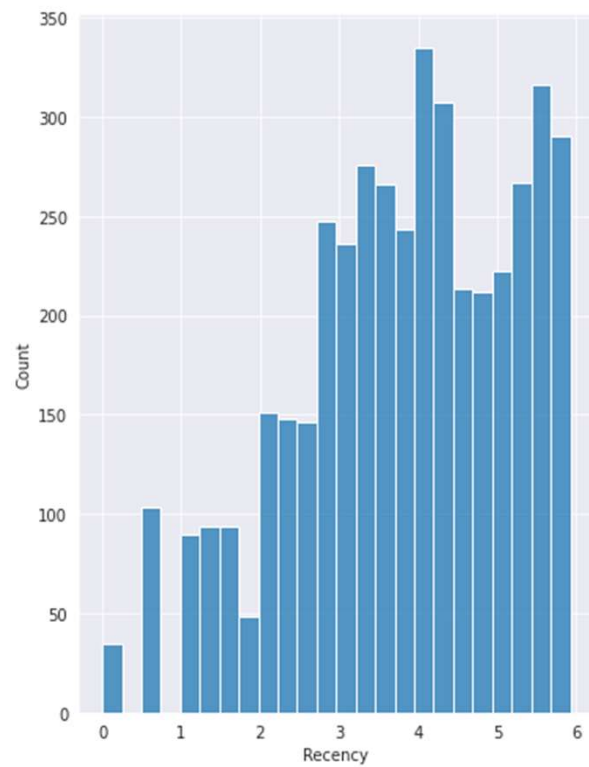
- 🔍 RFM stands for Recency, Frequency and Monetary.
- 🔍 RFM analysis is commonly used technique to generate and assign a score to each customer based on:
 - How recent their last transaction was (Recency)
 - How many transactions they have made in the last year (Frequency)
 - What monetary value of their transaction was (Monetary)



FEATURE EXTRACTION



DATA DISTRIBUTIONS AFTER LOG TRANSFORMATION

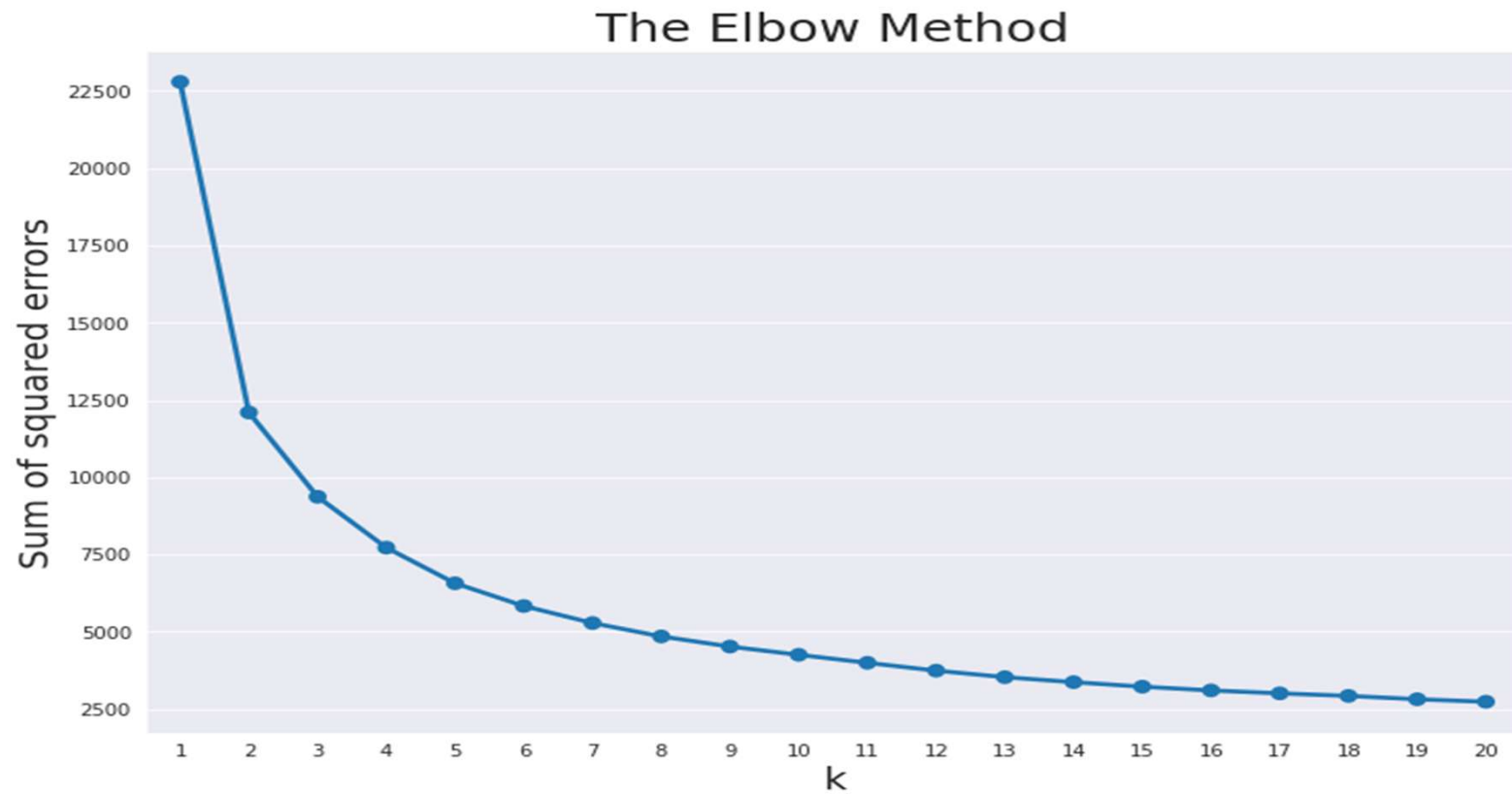


DATA VISUALIZATION



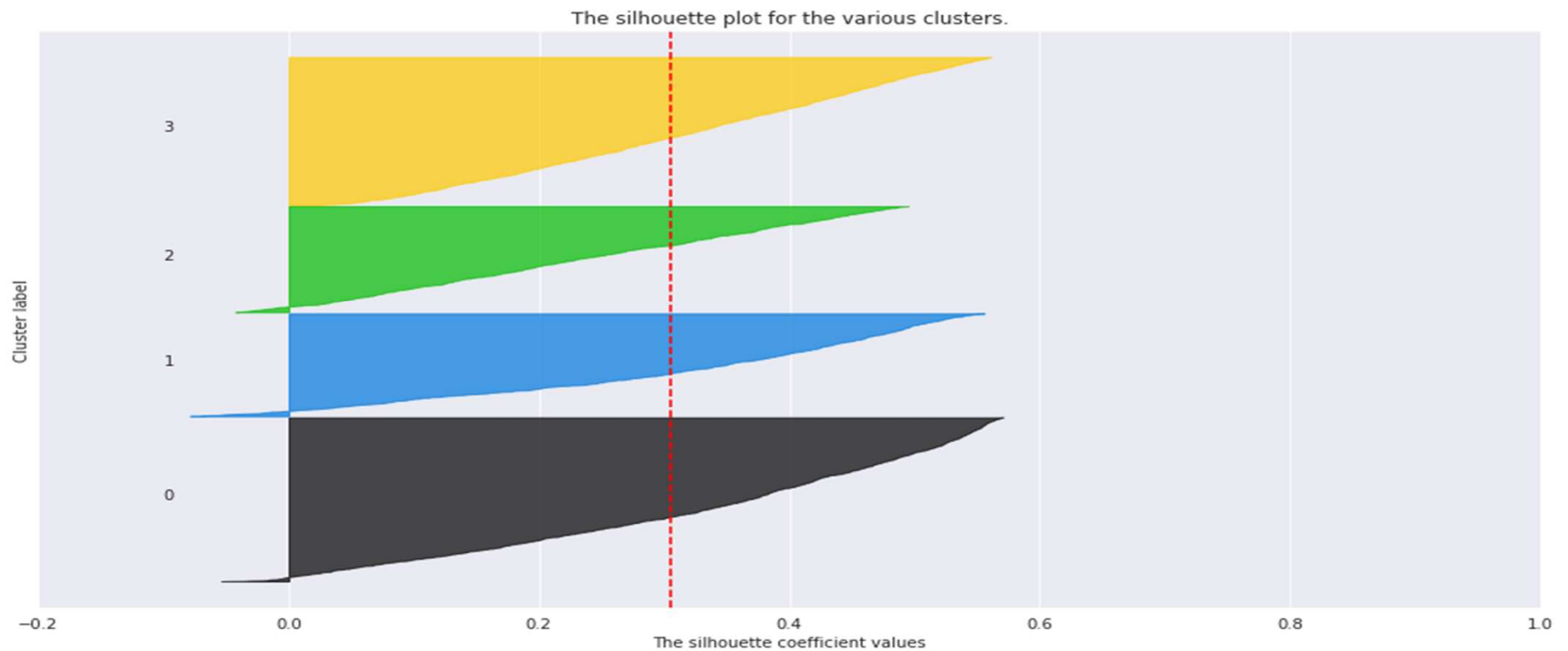
- 🔍 Each transaction is assigned values based on Recency, Frequency and Monetary.
- 🔍 Each point in plot represent a Transaction.

K-MEANS CLUSTERING



SILHOUETTE ANALYSIS FOR K-MEANS CLUSTERING

Silhouette analysis for KMeans clustering on sample data with `n_clusters = 4`





- 🔍 Each transaction is assigned a cluster based on Recency, Frequency and Monetary.
- 🔍 Optimal number of cluster by silhouette analysis is four.
- 🔍 Each color in plot represent a Cluster.

MEAN VALUE OF EACH FEATURE

CLUSTER	RECENCY	FREQUENCY	MONETARY VALUE
0	150	10	228
1	8	197	3697
2	15	30	486
3	77	65	1123

CONCLUSION

Cluster	RFM Interpretation	Type of Customer
0	Last purchase long ago, Least number of transactions, Least monetary spending	Churned
1	Recent transaction, Most frequent transactions, Highest monetary spending	Best (target)
2	Recent transaction, Low purchase frequency Low monetary spending	New
3	Last purchase while ago, Less frequent transactions Low monetary spending	At Risk