AML_Group_18_Section_2_FinalProject

April 29, 2023

[]: !pip install category_encoders

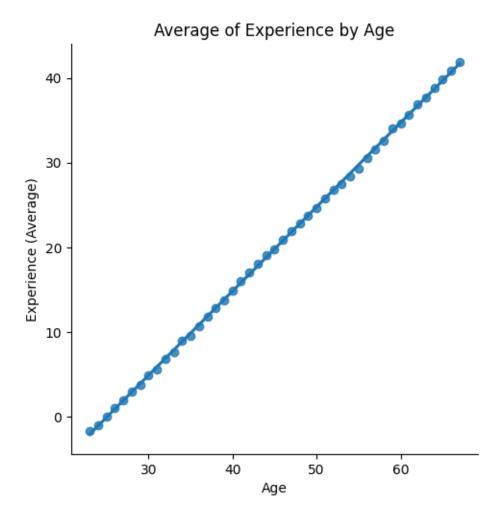
```
Looking in indexes: https://pypi.org/simple, https://us-python.pkg.dev/colab-
wheels/public/simple/
Collecting category encoders
 Downloading category_encoders-2.6.0-py2.py3-none-any.whl (81 kB)
                           81.2/81.2 kB
9.0 MB/s eta 0:00:00
Requirement already satisfied: statsmodels>=0.9.0 in
/usr/local/lib/python3.9/dist-packages (from category_encoders) (0.13.5)
Requirement already satisfied: patsy>=0.5.1 in /usr/local/lib/python3.9/dist-
packages (from category_encoders) (0.5.3)
Requirement already satisfied: numpy>=1.14.0 in /usr/local/lib/python3.9/dist-
packages (from category_encoders) (1.22.4)
Requirement already satisfied: scipy>=1.0.0 in /usr/local/lib/python3.9/dist-
packages (from category_encoders) (1.10.1)
Requirement already satisfied: scikit-learn>=0.20.0 in
/usr/local/lib/python3.9/dist-packages (from category_encoders) (1.2.2)
Requirement already satisfied: pandas>=1.0.5 in /usr/local/lib/python3.9/dist-
packages (from category encoders) (1.5.3)
Requirement already satisfied: python-dateutil>=2.8.1 in
/usr/local/lib/python3.9/dist-packages (from pandas>=1.0.5->category_encoders)
(2.8.2)
Requirement already satisfied: pytz>=2020.1 in /usr/local/lib/python3.9/dist-
packages (from pandas>=1.0.5->category_encoders) (2022.7.1)
Requirement already satisfied: six in /usr/local/lib/python3.9/dist-packages
(from patsy>=0.5.1->category_encoders) (1.16.0)
Requirement already satisfied: threadpoolctl>=2.0.0 in
/usr/local/lib/python3.9/dist-packages (from scikit-
learn>=0.20.0->category_encoders) (3.1.0)
Requirement already satisfied: joblib>=1.1.1 in /usr/local/lib/python3.9/dist-
packages (from scikit-learn>=0.20.0->category_encoders) (1.2.0)
Requirement already satisfied: packaging>=21.3 in /usr/local/lib/python3.9/dist-
packages (from statsmodels>=0.9.0->category_encoders) (23.1)
Installing collected packages: category_encoders
Successfully installed category_encoders-2.6.0
```

```
[]: import numpy as np
     import pandas as pd
     import matplotlib.pyplot as plt
     import seaborn as sns
     import warnings
     from sklearn.preprocessing import KBinsDiscretizer, OneHotEncoder,
      ⇔StandardScaler
     warnings.filterwarnings('ignore')
[]:!ls
    sample_data
[]: from google.colab import drive
     drive.mount('/content/drive/')
    Mounted at /content/drive/
[]: !ls
    drive sample_data
[]: loan_data = data = pd.read_excel('/content/drive/MyDrive/
      →AML_FinalProject_Group18/Bank_Personal_Loan_Modelling.xlsx', 'Data')
        Exploratory Data Analysis
[]: loan_data.head()
[]:
                 Experience
                             Income
                                      ZIP Code Family
                                                        CCAvg Education Mortgage
        ID
            Age
             25
                                  49
     0
         1
                                         91107
                                                     4
                                                           1.6
     1
         2
             45
                         19
                                  34
                                         90089
                                                     3
                                                          1.5
                                                                        1
                                                                                  0
     2
         3
             39
                         15
                                  11
                                         94720
                                                     1
                                                          1.0
                                                                        1
                                                                                  0
     3
                          9
                                 100
                                         94112
                                                          2.7
                                                                        2
                                                                                  0
         4
             35
                                                     1
         5
             35
                          8
                                  45
                                         91330
                                                          1.0
                                                                        2
                                                                                  0
        Personal Loan Securities Account CD Account
                                                                CreditCard
                                                        Online
     0
                                                     0
                                                             0
                                                                          0
                    0
     1
                    0
                                         1
                                                     0
                                                             0
                                                                          0
     2
                    0
                                         0
                                                             0
                                                                          0
                                                     0
     3
                    0
                                         0
                                                     0
                                                             0
                                                                          0
                                         0
                                                     0
                                                             0
                                                                          1
[]: loan_data.shape
[]: (5000, 14)
```

[]: loan_data.info() <class 'pandas.core.frame.DataFrame'> RangeIndex: 5000 entries, 0 to 4999 Data columns (total 14 columns): Non-Null Count # Column Dtype 0 ID 5000 non-null int64 5000 non-null 1 Age int64 2 Experience 5000 non-null int64 3 Income 5000 non-null int.64 ZIP Code 4 5000 non-null int64 5 Family 5000 non-null int64 6 CCAvg 5000 non-null float64 7 Education 5000 non-null int64 Mortgage 5000 non-null int64 9 Personal Loan 5000 non-null int64 Securities Account 5000 non-null int64 CD Account 5000 non-null 11 int64 12 Online 5000 non-null int64 13 CreditCard 5000 non-null int64 dtypes: float64(1), int64(13) memory usage: 547.0 KB 1.1 Data Analysis []: edu_exp = loan_data.groupby("Education").Experience.mean(). ⇔sort_values(ascending=True) edu_exp []: Education 2 19.770492 20.065363 1 20.471686 Name: Experience, dtype: float64 []: age_exp = loan_data.groupby('Age')['Experience'].mean(). sort_values(ascending=False).reset_index() age_exp []: Age Experience 67 41.833333 1 66 40.875000 2 65 39.812500 3 64 38.846154 4 63 37.638889 5 36.829268 62

```
6
          61
                35.672131
     7
          60
                34.645669
     8
          59
                34.000000
     9
          58
                32.559441
     10
          57
                31.590909
     11
                30.488889
          56
     12
          55
                29.312000
     13
                28.412587
          54
     14
                27.464286
          53
     15
          52
                26.813793
     16
                25.806202
          51
     17
          50
                24.652174
     18
          49
                23.756522
     19
                22.838983
          48
     20
          47
                21.893805
     21
          46
                20.834646
     22
          45
                19.724409
     23
          44
                19.057851
     24
                18.033557
          43
     25
          42
                17.000000
     26
          41
                16.029412
     27
          40
                14.904000
     28
          39
                13.766917
     29
                12.860870
          38
     30
          37
                11.820755
     31
          36
                10.635514
     32
          35
                 9.556291
     33
          34
                 8.932836
     34
          33
                 7.641667
     35
          32
                 6.850000
     36
          31
                 5.552000
     37
          30
                 4.860294
     38
          29
                 3.715447
     39
                 2.961165
          28
     40
          27
                 1.923077
     41
          26
                 0.961538
     42
          25
                -0.018868
     43
          24
                -1.071429
     44
          23
                -1.666667
[]: plt.figure(figsize=(10,7))
     sns.lmplot(x="Age", y="Experience", data=age_exp)
     plt.ylabel("Experience (Average)")
     plt.title("Average of Experience by Age")
[]: Text(0.5, 1.0, 'Average of Experience by Age')
```

<Figure size 1000x700 with 0 Axes>



Notice there are inconsistent data in our dataset. The number of years of experience couldn't be a negative number. After exploring the dataset, we found there are only few entries containing negative years of experience. Removing few entries will not influence our later model and prediction. So we'll remove these entries in data preprocessing part.

```
[]: summ = loan_data.describe()
pd.DataFrame(summ, columns=summ.columns).transpose()
```

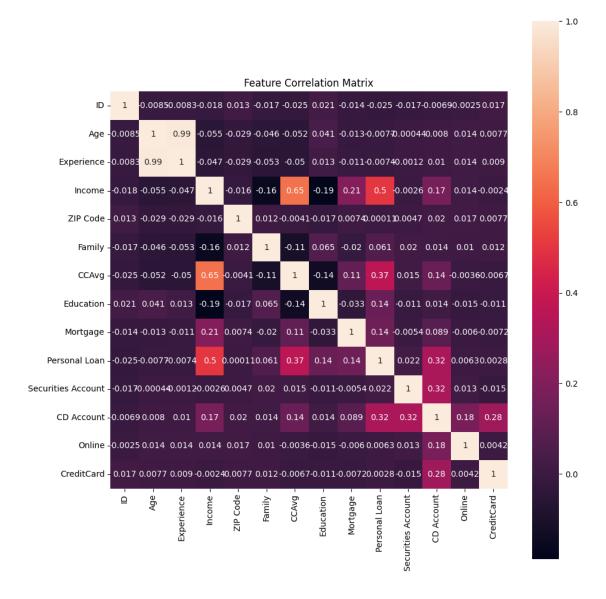
[]:		count	mean	std	min	25%	\
]	ID	5000.0	2500.500000	1443.520003	1.0	1250.75	
I	Age	5000.0	45.338400	11.463166	23.0	35.00	
E	Experience	5000.0	20.104600	11.467954	-3.0	10.00	
]	Income	5000.0	73.774200	46.033729	8.0	39.00	
2	ZIP Code	5000.0	93152.503000	2121.852197	9307.0	91911.00	
F	Family	5000.0	2.396400	1.147663	1.0	1.00	

CCAvg	5000.0	1.937913	1.747666	0.0	0.70
Education	5000.0	1.881000	0.839869	1.0	1.00
Mortgage	5000.0	56.498800	101.713802	0.0	0.00
Personal Loan	5000.0	0.096000	0.294621	0.0	0.00
Securities Account	5000.0	0.104400	0.305809	0.0	0.00
CD Account	5000.0	0.060400	0.238250	0.0	0.00
Online	5000.0	0.596800	0.490589	0.0	0.00
CreditCard	5000.0	0.294000	0.455637	0.0	0.00
	50%	75%	max		

	50%	75%	max
ID	2500.5	3750.25	5000.0
Age	45.0	55.00	67.0
Experience	20.0	30.00	43.0
Income	64.0	98.00	224.0
ZIP Code	93437.0	94608.00	96651.0
Family	2.0	3.00	4.0
CCAvg	1.5	2.50	10.0
Education	2.0	3.00	3.0
Mortgage	0.0	101.00	635.0
Personal Loan	0.0	0.00	1.0
Securities Account	0.0	0.00	1.0
CD Account	0.0	0.00	1.0
Online	1.0	1.00	1.0
CreditCard	0.0	1.00	1.0

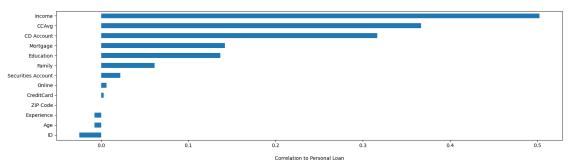
1.2 Feature Correlation Analysis

```
[]: corr = loan_data.corr()
  plt.subplots(figsize=(10,10));
  sns.heatmap(corr, annot=True, square=True)
  plt.title("Feature Correlation Matrix")
  plt.tight_layout()
```



```
[]: plt.figure(figsize=(16,5))
    corr["Personal Loan"].sort_values(ascending=True)[:-1].plot(kind="barh")
    plt.title("Correlation of features to Personal Loan\n", fontsize=15)
    plt.xlabel("\nCorrelation to Personal Loan")
    plt.tight_layout()
    plt.show()
```





Analysis:

According to the correlation heatmap and the bar graph we plot above, we have the following initial observations:

- 1. The top 3 most important features to Personal_Loan is "Income", "CCAvg", and "CD Account"
- 2. "ZIP Code" have no correlation with our target variable "Personal_Loan".
- 3. From the Data Analysis part and the correlation heatmap, we can find "Age" and "Experience" are highly correlated and almost linearly related to each other, with correlation 0.99 with each other. Thus, we processing our data for model training, we can consider this pair of features as "Multicollinearity" and drop either one of them to avoid some negative influence on our model.

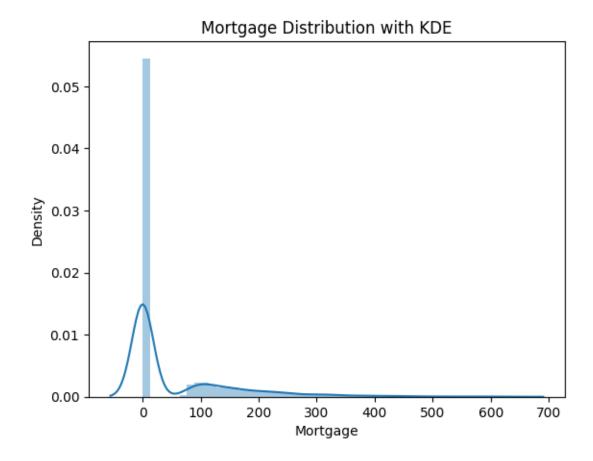
1.3 Univariate Analysis

1.3.1 Numerical Feature Distribution

Mortgage

```
[]: sns.distplot(loan_data["Mortgage"])
plt.title("Mortgage Distribution with KDE")
```

[]: Text(0.5, 1.0, 'Mortgage Distribution with KDE')

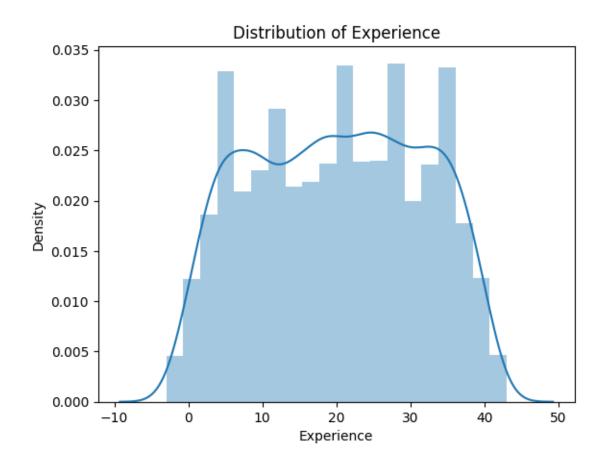


According to the plot above, we can find this plot of "Mortgage" is skewed to the right, meaning most people have no or only little mortgage. From this observation, we know we need to transform/standardize/normalize this feature for later data processing to avoid bias/distortation in our prediction results.

Experience

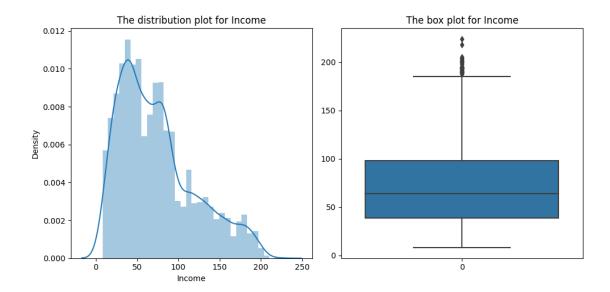
```
[]: sns.distplot(loan_data['Experience'])
plt.title("Distribution of Experience")
```

[]: Text(0.5, 1.0, 'Distribution of Experience')



Income

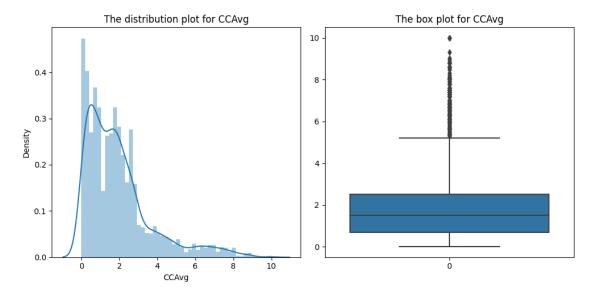
```
fig, axes = plt.subplots(1, 2, figsize=(10,5))
sns.distplot(loan_data['Income'], ax=axes[0])
axes[0].title.set_text("The distribution plot for Income")
sns.boxplot(loan_data['Income'], orient="v", ax=axes[1])
axes[1].title.set_text("The box plot for Income")
plt.tight_layout()
```



Notice that the "Income" feature is also a little bit right skewed. From its box plot, we can find there are some outliers. So we also need to normalize this feature when feeding data into our model.

CCAvg

```
[]: fig, axes = plt.subplots(1, 2, figsize=(10,5))
    sns.distplot(loan_data['CCAvg'], ax=axes[0])
    sns.boxplot(loan_data['CCAvg'], orient="v", ax=axes[1])
    axes[0].title.set_text("The distribution plot for CCAvg")
    axes[1].title.set_text("The box plot for CCAvg")
    plt.tight_layout()
```



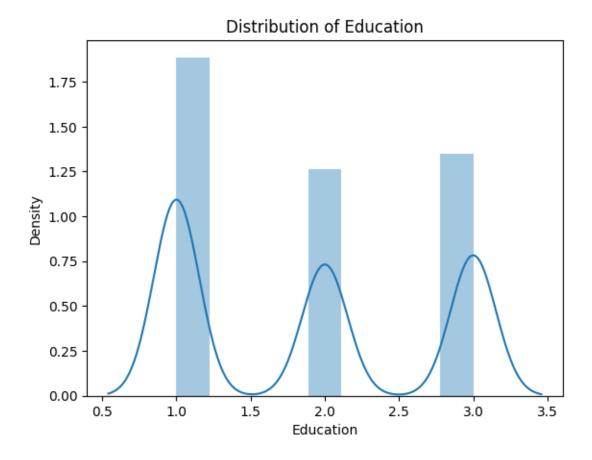
According to the distribution and the box plot above, we can also find "CCAvg" is also right skewed. Moreover, outliers exist in the box plot. So we need to do normalization to avoid data imbalance issues.

1.3.2 Categorical Feature Analysis

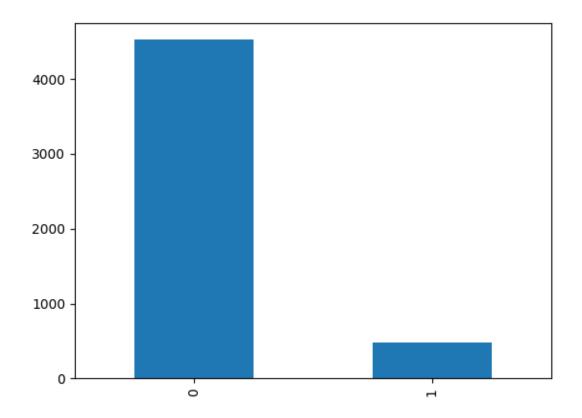
Education

```
[]: sns.distplot(loan_data['Education'])
plt.title("Distribution of Education")
```

[]: Text(0.5, 1.0, 'Distribution of Education')

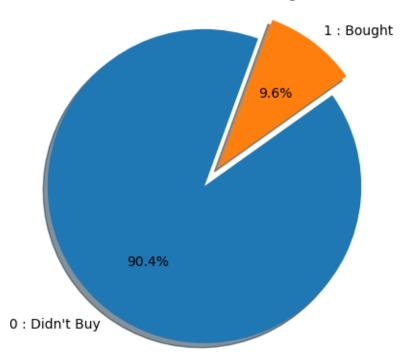


```
Personal Loan
[ ]: loan_data["Personal Loan"].value_counts().plot(kind='bar')
[ ]: <Axes: >
```



```
fig1, ax1 = plt.subplots()
explode = (0, 0.15)
ax1.pie(loan_data["Personal Loan"].value_counts(), explode=explode, labels=["0 :
    Didn't Buy", "1 : Bought"], autopct='%1.1f%%',
        shadow=True, startangle=70)
ax1.axis('equal')
plt.title("Personal Loan Percentage")
plt.show()
```



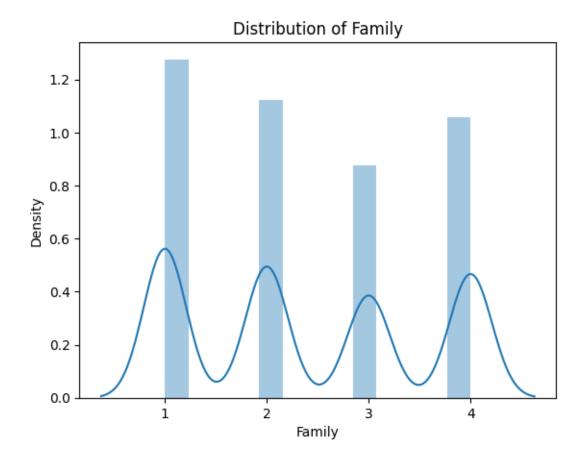


According to the pie chart above, we can find out of all customers, only 9.6% customers bought loan in the last campaign. So data imbalance issues exist in our dataset. We need to deal with this imbalance issue in the later part.

Family

```
[]: sns.distplot(loan_data['Family'])
plt.title("Distribution of Family")
```

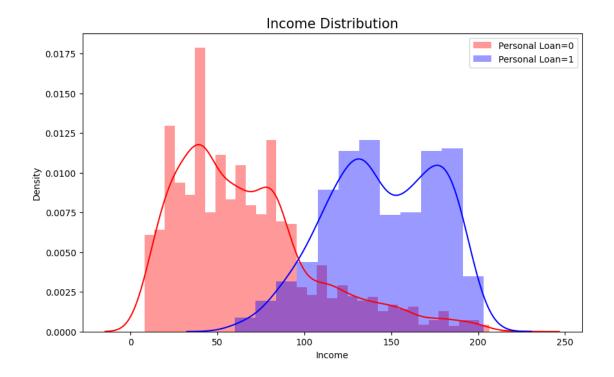
[]: Text(0.5, 1.0, 'Distribution of Family')



1.4 Bivariate Analysis

1.4.1 Income VS. Peronal Loan

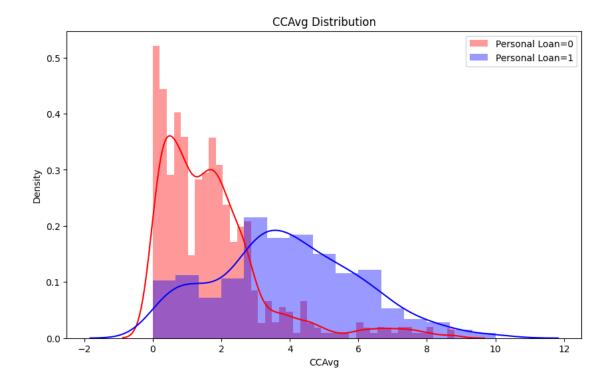
[]: Text(0.5, 1.0, 'Income Distribution')



According to the distrubition graph between income and personal loan, we can find people who has personal load usually have higher income. For people whose income is lower, they are less likely to have personal loan.

1.4.2 CCAvg VS. Personal Loan

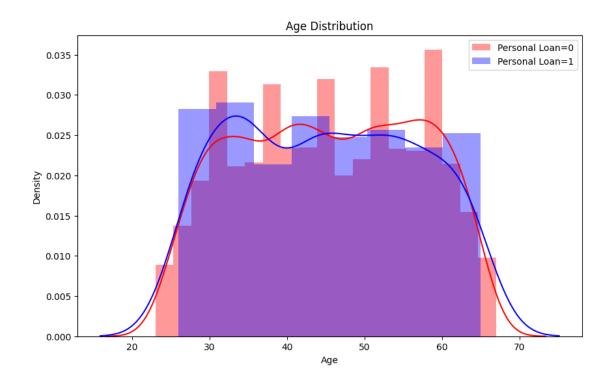
[]: Text(0.5, 1.0, 'CCAvg Distribution')



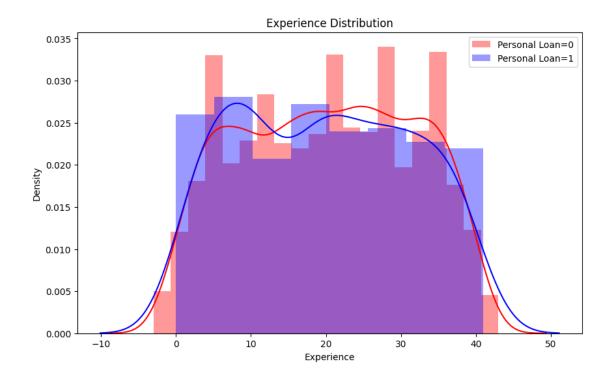
According to the distrubition graph between CCAvg and personal loan, we can find people who has personal load usually have higher monthly spending with the credit card. For people whose income is lower, they spend less with the credit card each month.

1.4.3 Age & Experience VS. Personal Loan

[]: Text(0.5, 1.0, 'Age Distribution')



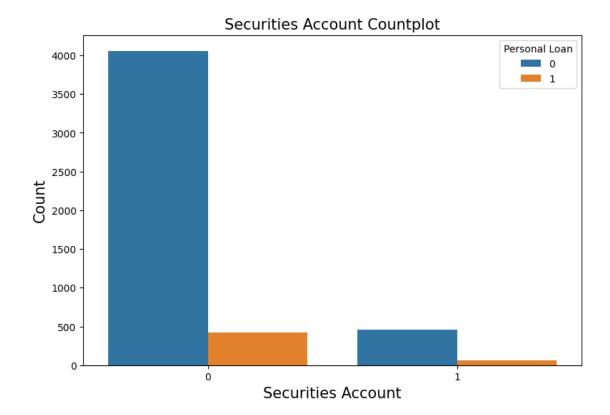
[]: Text(0.5, 1.0, 'Experience Distribution')



Based on our previous conclusion, we know age and year of experience are closed positively related to each other. So their distribution graphs show roughly the same pattern. Moreover, the distribution are kind of average for these two features vs. personal loan. Thus, these two features might not influence our target variable too much.

1.4.4 Securities Account VS. Personal Loan

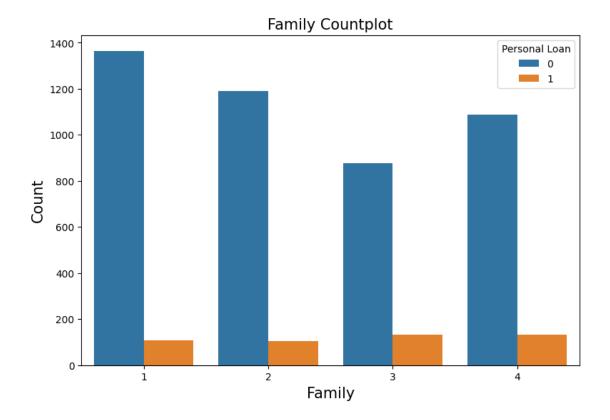
```
[]: plt.figure(figsize=(9,6))
    sns.countplot(x="Securities Account", hue="Personal Loan", data=loan_data)
    plt.xticks(horizontalalignment='center')
    plt.yticks(horizontalalignment='right')
    plt.title('Securities Account Countplot', fontsize=15)
    plt.xlabel('Securities Account', fontsize=15)
    plt.ylabel('Count', fontsize=15)
```



From the count plot above, we can find most people do not have securities account. Moreover, out of which, most people do not have personal loans either.

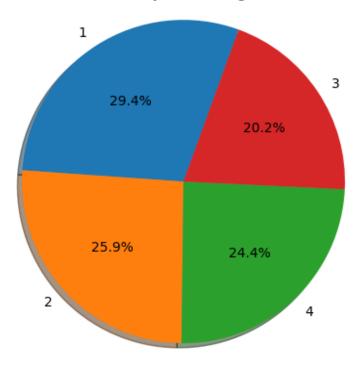
1.4.5 Family Countplot VS. Personal Loan

```
[]: plt.figure(figsize=(9,6))
    sns.countplot(x="Family", hue="Personal Loan", data=loan_data)
    plt.xticks(horizontalalignment='center')
    plt.yticks(horizontalalignment='right')
    plt.title('Family Countplot', fontsize=15)
    plt.xlabel('Family', fontsize=15)
    plt.ylabel('Count', fontsize=15)
```



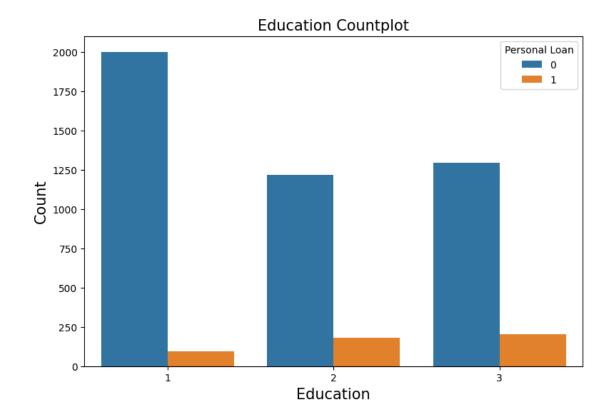
From the countplot above, we can find from the person who do not have personal loan, their family size tend to be 1, followed by 2. This is a reasonable observation since their expense is less than other categories of customers. Then for people who have personal loan, they usually have a larger family size.



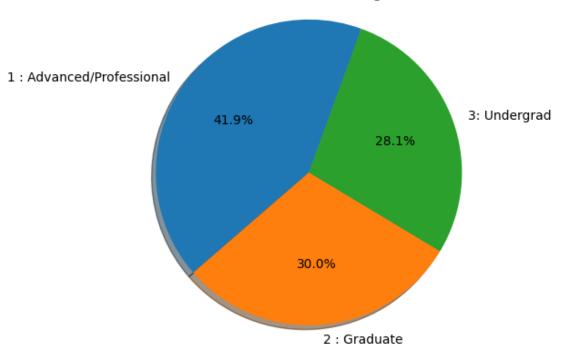


1.4.6 Education VS. Personal Loan

```
[]: plt.figure(figsize=(9,6))
    sns.countplot(x="Education", hue="Personal Loan", data=loan_data)
    plt.xticks(horizontalalignment='center')
    plt.yticks(horizontalalignment='right')
    plt.title('Education Countplot', fontsize=15)
    plt.xlabel('Education', fontsize=15)
    plt.ylabel('Count', fontsize=15)
```



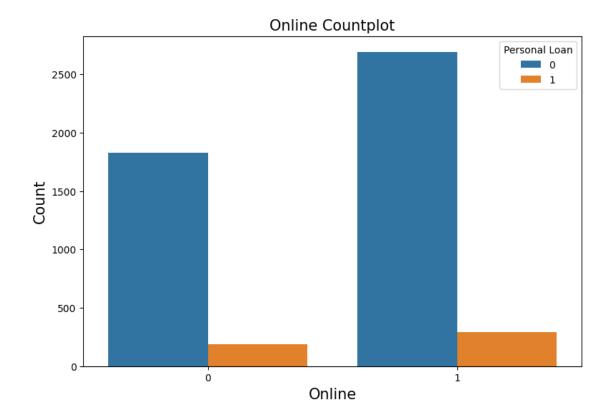




Customers with lower educational qualification are more likely to buy personal loan. As they should have a lower income. But customers who have high qualified education background are less prone to buy personal loan.

1.4.7 Online VS. Personal Loan

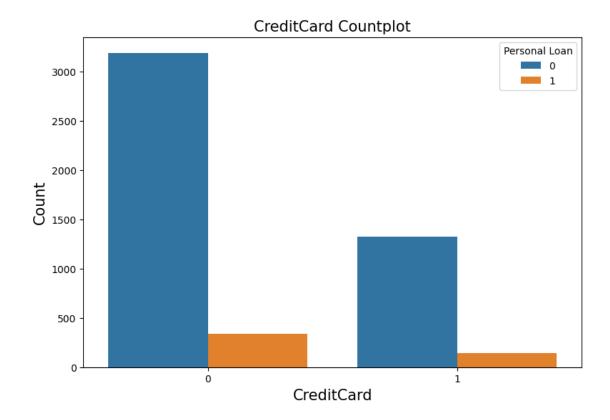
```
[]: plt.figure(figsize=(9,6))
    sns.countplot(x="Online", hue="Personal Loan", data=loan_data)
    plt.xticks(horizontalalignment='center')
    plt.yticks(horizontalalignment='right')
    plt.title('Online Countplot', fontsize=15)
    plt.xlabel('Online', fontsize=15)
    plt.ylabel('Count', fontsize=15)
```



Most customers has online internet banking facility and the people who have these facility have bought more number of personal loans.

1.4.8 Credit Card VS. Personal Loan

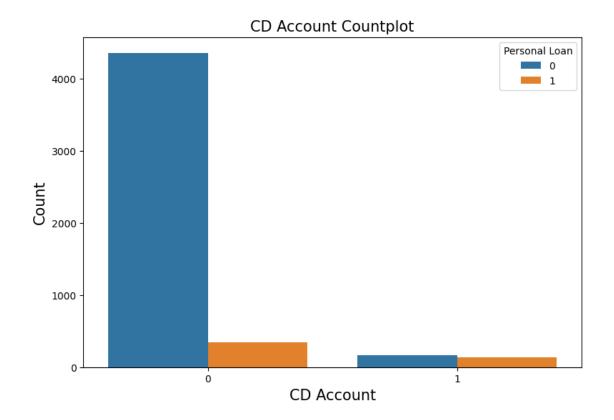
```
[]: plt.figure(figsize=(9,6))
    sns.countplot(x="CreditCard", hue="Personal Loan", data=loan_data)
    plt.xticks(horizontalalignment='center')
    plt.yticks(horizontalalignment='right')
    plt.title('CreditCard Countplot', fontsize=15)
    plt.xlabel('CreditCard', fontsize=15)
    plt.ylabel('Count', fontsize=15)
```



Most customers don't have a credit card. And the maximum number of customers who bought personal loan falls in this category, as they don't have the privilage to buy anything on credit using credit card. So they are more likely to buy things with personal loan.

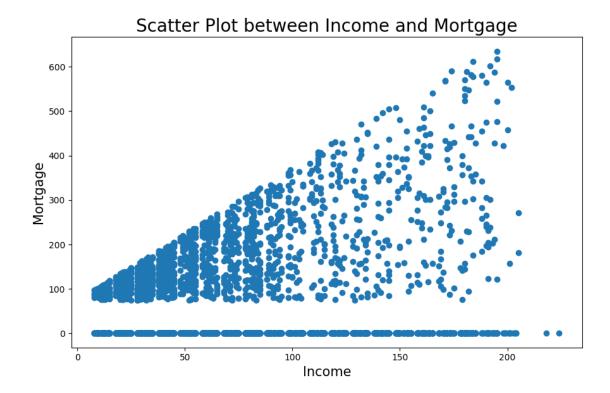
1.4.9 CD Account VS. Personal Loan

```
[]: plt.figure(figsize=(9,6))
    sns.countplot(x="CD Account", hue="Personal Loan", data=loan_data)
    plt.xticks(horizontalalignment='center')
    plt.yticks(horizontalalignment='right')
    plt.title('CD Account Countplot', fontsize=15)
    plt.xlabel('CD Account', fontsize=15)
    plt.ylabel('Count', fontsize=15)
```



1.4.10 Income VS. Mortgage

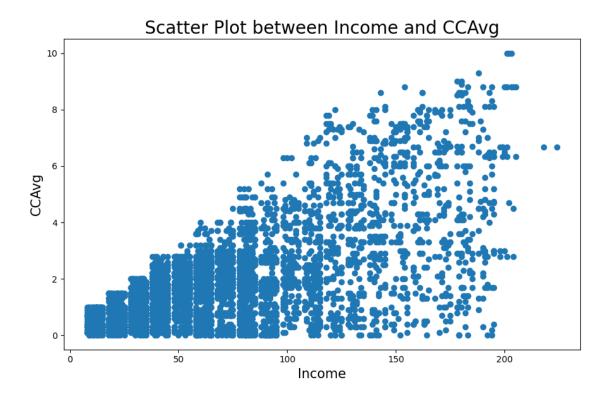
```
plt.figure(figsize=(9,6))
  plt.scatter(x=loan_data["Income"], y=loan_data["Mortgage"])
  plt.title("Scatter Plot between Income and Mortgage", fontsize=20)
  plt.xlabel("Income", fontsize=15)
  plt.ylabel("Mortgage", fontsize=15)
  plt.xticks(horizontalalignment='center')
  plt.yticks(horizontalalignment='right')
  plt.tight_layout()
```



Many of the customers don't have any mortgage in their name. So we can observe a line along the mortgage value zero. And the mortgage value for the customers increases with increase in their income.

1.4.11 Income VS. CCAvg

```
[]: plt.figure(figsize=(9,6))
  plt.scatter(x=loan_data["Income"], y=loan_data["CCAvg"])
  plt.title("Scatter Plot between Income and CCAvg", fontsize=20)
  plt.xlabel("Income", fontsize=15)
  plt.ylabel("CCAvg", fontsize=15)
  plt.xticks(horizontalalignment='center')
  plt.yticks(horizontalalignment='right')
  plt.tight_layout()
```



2 Data Preprocessing

2.1 Data Cleaning

- 1. After the initial data exploration, we found that the dataset doesn't contain any missing or duplicate values.
- 2. Based on the Univariate Analysis, we need to drop all the noise records whose 'Experience' <0 or 'ZIP Code' <5 digits.
- 3. Drop The variable ID, since it only acts as a customer identifier without adding any useful information to the dataset.
- 4. Drop 'Age' (strongly correlated with Experience.)

```
[]: # No missing Values
loan_data.isnull().sum().sum()
```

[]: 0

```
[]: # No duplicated Values
loan_data[loan_data.duplicated(keep=False)].sum().sum()
```

[]: 0.0

```
[]: loan_data[loan_data['Experience']<0]['Experience'].value_counts()
[]: -1
           33
     -2
           15
     -3
            4
     Name: Experience, dtype: int64
[]: loan_data[loan_data['ZIP Code']<10000]
                                Income ZIP Code Family
[]:
          ID
               Age Experience
                                                          CCAvg Education \
     384
         385
                51
                            25
                                    21
                                            9307
                                                            0.6
                                                                         3
          Mortgage Personal Loan Securities Account CD Account Online
     384
                 0
                                0
                                                    0
          CreditCard
     384
[]: # Drop 'Experience' <0 or 'ZIP Code' < 5 digits.
     loan_data = loan_data[loan_data['Experience'] >=0]
     loan_data = loan_data[loan_data['ZIP Code'] >= 10000]
[]: # Drop The variable ID, since it only acts as a customer identifier without
     ⇒adding any useful information to the dataset.
     loan_data.drop(columns = {'ID'}, inplace = True)
[]: # Drop 'Age' (strongly correlated with Experience.)
     loan_data.drop(columns = {'Age'}, inplace = True)
[]: loan_data.info()
    <class 'pandas.core.frame.DataFrame'>
    Int64Index: 4947 entries, 0 to 4999
    Data columns (total 12 columns):
     #
         Column
                             Non-Null Count
                                             Dtype
         _____
                             _____
         Experience
                             4947 non-null
                                             int64
     0
     1
         Income
                             4947 non-null
                                             int64
     2
         ZIP Code
                             4947 non-null
                                             int64
     3
                             4947 non-null
         Family
                                             int64
     4
                             4947 non-null
                                             float64
         CCAvg
                             4947 non-null
     5
         Education
                                             int64
                             4947 non-null
         Mortgage
                                             int64
     7
         Personal Loan
                             4947 non-null
                                             int64
         Securities Account 4947 non-null
     8
                                             int64
         CD Account
                             4947 non-null
                                             int64
```

10 Online 4947 non-null int64 11 CreditCard 4947 non-null int64

dtypes: float64(1), int64(11)

memory usage: 502.4 KB

2.2 Feature Enginneering

- 1. Log transformation will be applied to remove the right skewness in 'Income', "CCAvg', and 'Mortgage' (too many zeros and plus one before log transformation).
- 2. Convert 'CCAvg' average monthly credit card spending to annual spending by times 12 (Equal the unit in the Income)
- 3. Category Encoding will be selected to convert 'Family', 'Education' and 'Zip Code' into numerical values.

```
[]: # Log transformation removes the right skewness in 'Income', ''CCAvg', and 'Mortgage'
# (too many zeros and plus one before log transformation)

for i in ['Income', 'CCAvg', 'Mortgage']:
    loan_data[i] = (loan_data[i] + 1).apply(np.log10)
```

[]: # Convert 'CCAvg' average monthly credit card spending to annual spending by_______
times 12
loan_data['CCAvg'] = loan_data['CCAvg']*12

[]: loan_data

[]:	Experience	Income	ZIP Code	Family	CCAvg	Education	Mortgage	\
0	1	1.698970	91107	4	4.979680	1	0.000000	
1	19	1.544068	90089	3	4.775280	1	0.000000	
2	15	1.079181	94720	1	3.612360	1	0.000000	
3	9	2.004321	94112	1	6.818421	2	0.000000	
4	8	1.662758	91330	4	3.612360	2	0.000000	
•••	•••	•••		•••	•••	•••		
4995	3	1.612784	92697	1	5.548776	3	0.000000	
4996	4	1.204120	92037	4	1.753536	1	1.934498	
4997	39	1.397940	93023	2	1.367320	3	0.000000	
4998	40	1.698970	90034	3	2.113095	2	0.000000	
4999	4	1.924279	92612	3	3.063270	1	0.000000	

	Personal Loan	Securities Account	CD Account	Online	CreditCard
0	0	1	0	0	0
1	0	1	0	0	0
2	0	0	0	0	0
3	0	0	0	0	0
4	0	0	0	0	1
•••	•••	•••	•••		

4995	0	0	0	1	0
4996	0	0	0	1	0
4997	0	0	0	0	0
4998	0	0	0	1	0
4999	0	0	0	1	1

[4947 rows x 12 columns]

```
[]: te_df = pd.concat((te_df, loan_data_y) , axis = 1)
te_df.head(5)
```

```
[]:
       Experience
                    Income ZIP Code
                                       Family
                                                 CCAvg Education Mortgage \
               1 1.698970 0.113775 0.111481 4.979680
                                                         0.044712
                                                                       0.0
    1
               19 1.544068 0.174766 0.132867 4.775280
                                                         0.044712
                                                                       0.0
    2
               15 1.079181 0.115854 0.072789 3.612360
                                                         0.044712
                                                                       0.0
                                                                       0.0
    3
               9 2.004321 0.068982 0.072789 6.818421
                                                         0.131218
    4
               8 1.662758 0.067417 0.111481 3.612360
                                                         0.131218
                                                                       0.0
```

	Securities Account	CD Account	Online	CreditCard	Personal Loan
0	1	0	0	0	0
1	1	0	0	0	0
2	0	0	0	0	0
3	0	0	0	0	0
4	0	0	0	1	0

[]: te_df.info()

<class 'pandas.core.frame.DataFrame'>
Int64Index: 4947 entries, 0 to 4999
Data columns (total 12 columns):

#	Column	Non-Null Count	Dtype
0	Experience	4947 non-null	int64
1	Income	4947 non-null	float64
2	ZIP Code	4947 non-null	float64

```
Family
                         4947 non-null
                                          float64
 3
 4
    CCAvg
                         4947 non-null
                                          float64
                                          float64
 5
    Education
                         4947 non-null
 6
                         4947 non-null
                                          float64
    Mortgage
     Securities Account 4947 non-null
 7
                                          int64
 8
     CD Account
                         4947 non-null
                                          int64
 9
     Online
                         4947 non-null
                                          int64
 10 CreditCard
                         4947 non-null
                                          int64
 11 Personal Loan
                         4947 non-null
                                          int64
dtypes: float64(6), int64(6)
memory usage: 502.4 KB
```

2.3 Address Imbalanced Data

- 1. Target Variable: Personal Loan (Whether the potential customers have a higher probability of purchasing the loan)
- 2. Only 9.6% customers bought loan in the last campaign
- 3. Synthetic Minority Oversampling Technique & Train-Test Split (80:20)- Reduce Overfitting incurred by Oversampling
- 4. After All the above steps:
 - 1. The shape of my development set is (3957, 11)
 - 2. The shape of my test set is (990, 11)
 - 3. The shape of my development set after SMOTE is (5588, 11)
 - 4. The shape of my development target after SMOTE is (5588,)
 - 5. The number of positive labels in the development set are 2794
 - 6. The number of negative labels in the development set are 2794

```
[]: from sklearn.model_selection import train_test_split
    X = te_df.drop(columns = 'Personal Loan')
    y = te_df['Personal Loan']
    X_dev, X_test, y_dev, y_test = train_test_split(X,y, test_size=0.2,
                                              stratify = y, random_state=42)
    print('The shape of my development set is {}'.format(X_dev.shape) )
    print('The shape of my test set is {}'.format(X test.shape) )
    print('The shape of my development target is {}'.format(y_dev.shape) )
    print('The shape of my test target is {}'.format(y_test.shape) )
   The shape of my development set is (3957, 11)
   The shape of my test set is (990, 11)
   ************************
   The shape of my development target is (3957,)
   The shape of my test target is (990,)
[]: te_df['Personal Loan'].value_counts(normalize = True)
```

```
[]: 0
         0.902971
          0.097029
    Name: Personal Loan, dtype: float64
[]: y_dev.value_counts(normalize = True)
[]: 0
         0.902957
          0.097043
     Name: Personal Loan, dtype: float64
[]: y_test.value_counts(normalize = True)
[]: 0
         0.90303
          0.09697
     1
     Name: Personal Loan, dtype: float64
[]: from imblearn.over_sampling import SMOTE
     smote = SMOTE(random_state=42)
     X dev_subsample_smote, y_dev_subsample_smote = smote.fit_resample(X_dev,y_dev)
     print('The shape of my development set after SMOTE is {}'.

¬format(X_dev_subsample_smote.shape))
     print('The shape of my development target after SMOTE is {}'.
      →format(y_dev_subsample_smote.shape))
     print("The number of positive labels in the development set are {}".

¬format(y_dev_subsample_smote.value_counts()[1]))

     print("The number of negative labels in the development set are {}".
      →format(y_dev_subsample_smote.value_counts()[0]))
    The shape of my development set after SMOTE is (7146, 11)
    The shape of my development target after SMOTE is (7146,)
    The number of positive labels in the development set are 3573
```

3 ML Techniques

```
from sklearn.linear_model import LogisticRegression
from sklearn.tree import DecisionTreeClassifier, plot_tree
from sklearn.ensemble import RandomForestClassifier, ExtraTreesClassifier
from sklearn.ensemble import AdaBoostClassifier, GradientBoostingClassifier
from xgboost import XGBClassifier
from sklearn.metrics import accuracy_score, recall_score, precision_score,

fl_score, roc_auc_score
from sklearn.model_selection import GridSearchCV, StratifiedKFold,

cross_val_score
```

The number of negative labels in the development set are 3573

To train machine learning models for classifying personal loans, we will define several functions that help select best hyperparameters for each model.

3.1 Logistic Regression Model

Logistic Regression ML classifier:

To train logistric regression classifier, we will follow the below steps: 1. Train and test the classifier using the dataset after SMOTE method 2. Visulize the confusion metric and ROC plot of the trained classifier in test dataset

- 3. Train and test the classifier using the dataset without using SMOTE method
- 4. Visulize the confusion metric and ROC plot of the trained classifer in test dataset

3.1.1 With SMOTE Technique

Training Dataset With SMOTE Technique

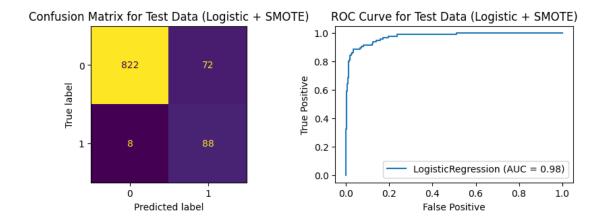
```
print("-"*60)
print(classification report(y_dev subsample smote, y_pred_train smote))
y_pred_test_smote = logistic_smote_opt.predict(X_test)
print('')
print("Classification performance (logistic regression) for test dataset")
print("-"*60)
print(classification_report(y_test, y_pred_test_smote))
# Confusion Matrix
fig, (ax1, ax2) = plt.subplots(1, 2, figsize=(10, 3))
ConfusionMatrixDisplay.from_estimator(logistic_smote_opt, X_test, y_test, u
 ⇔colorbar=False, ax=ax1)
ax1.set_title('Confusion Matrix for Test Data (Logistic + SMOTE)')
# ROC Curve
RocCurveDisplay.from_estimator(logistic_smote_opt, X_test, y_test, ax=ax2)
ax2.set_title('ROC Curve for Test Data (Logistic + SMOTE)')
ax2.set_xlabel('False Positive')
ax2.set_ylabel('True Positive')
plt.show()
```

Classification performance (logistic regression) for SMOTE-based training dataset

		precision	recall	f1-score	support
	0	0.94	0.92	0.93	3573
	1	0.92	0.94	0.93	3573
accur	acv			0.93	7146
macro	•	0.93	0.93	0.93	7146
weighted	avg	0.93	0.93	0.93	7146

Classification performance (logistic regression) for test dataset

	precision	recall	f1-score	support
0	0.99	0.92	0.95	894
1	0.55	0.92	0.69	96
accuracy			0.92	990
macro avg	0.77	0.92	0.82	990
weighted avg	0.95	0.92	0.93	990



3.1.2 Without SMOTE Technique

```
Best hyperparameters based on the 5-fold corss-validation: {'C': 10.0, 'l1_ratio': 0.0, 'penalty': 'l1', 'solver': 'liblinear'}
```

```
[]: y_pred_train_ori = logistic_ori_opt.predict(X_dev)
     print("Classification performance (logistic regression) for training dataset ⊔
      ⇔without SMOTE technique")
     print("-"*60)
     print(classification_report(y_dev, y_pred_train_ori))
     y_pred_test_ori = logistic_ori_opt.predict(X_test)
     print('')
     print("Classification performance (logistic regression) for test dataset")
     print("-"*60)
     print(classification_report(y_test, y_pred_test_ori))
     # Confusion Matrix
     fig, (ax1, ax2) = plt.subplots(1, 2, figsize=(10, 3))
     ConfusionMatrixDisplay from_estimator(logistic_ori_opt, X_test, y_test, u
      ⇔colorbar=False, ax=ax1)
     ax1.set_title('Confusion Matrix for Test Data (Logistic)')
     # ROC Curve
```

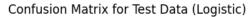
```
RocCurveDisplay.from_estimator(logistic_ori_opt, X_test, y_test, ax=ax2)
ax2.set_title('ROC Curve for Test Data (Logistic)')
ax2.set_xlabel('False Positive Rate')
ax2.set_ylabel('True Positive Rate')
plt.show()
```

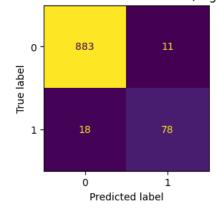
Classification performance (logistic regression) for training dataset without ${\tt SMOTE}$ technique

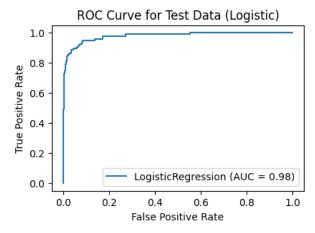
	precision	recall	f1-score	support	
0 1	0.97 0.91	0.99 0.76	0.98 0.82	3573 384	
accuracy macro avg weighted avg	0.94 0.97	0.87 0.97	0.97 0.90 0.97	3957 3957 3957	

Classification performance (logistic regression) for test dataset

	precision	recall	f1-score	support
0	0.98	0.99	0.98	894
1	0.88	0.81	0.84	96
accuracy			0.97	990
macro avg	0.93	0.90	0.91	990
weighted avg	0.97	0.97	0.97	990







3.2 Random Forest Model

Random Forest ML classifier:

To train Random Forest classifier, we will follow the below steps: 1. Train and test the RF classifier using the SMOTE-based dataset 2. Visulize the confusion metric and ROC plot of the trained RF classifier in test dataset

- 3. Train and test the RF classifier using the dataset without SMOTE technique
- 4. Visulize the confusion metric and ROC plot of the trained classifer in test dataset

3.2.1 With SMOTE Technique

SMOTE-based Dataset (Random Forest)

```
[]: y_pred_train_smote = rf_opt_smote.predict(X_dev_subsample_smote)
     print("Classification performance (Random Forest) for SMOTE-based training_

dataset")

     print("-"*60)
     print(classification_report(y_dev_subsample_smote, y_pred_train_smote))
     y_pred_test_smote = rf_opt_smote.predict(X_test)
     print('')
     print("Classification performance (Random Forest) for test dataset")
     print("-"*60)
     print(classification_report(y_test, y_pred_test_smote))
     # Confusion Matrix
     fig, (ax1, ax2) = plt.subplots(1, 2, figsize=(11, 3))
     ConfusionMatrixDisplay.from_estimator(rf_opt_smote, X_test, y_test,_
      ⇔colorbar=False, ax=ax1)
     ax1.set_title('Confusion Matrix for Test Data (Random Forest + SMOTE)')
     # ROC Curve
     RocCurveDisplay.from_estimator(rf_opt_smote, X_test, y_test, ax=ax2)
     ax2.set_title('ROC Curve for Test Data (Random Forest + SMOTE)')
     ax2.set_xlabel('False Positive')
     ax2.set_ylabel('True Positive')
     plt.show()
```

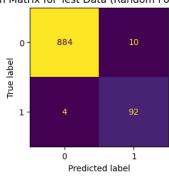
Classification performance (Random Forest) for SMOTE-based training dataset

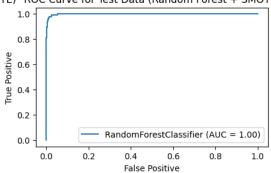
	precision	recall	f1-score	support	
0 1	1.00 1.00	1.00	1.00 1.00	3573 3573	
accuracy			1.00	7146	
macro avg	1.00	1.00	1.00	7146 7146	

Classification performance (Random Forest) for test dataset

	precision	recall	f1-score	support	
0 1	1.00 0.90	0.99 0.96	0.99 0.93	894 96	
accuracy macro avg weighted avg	0.95 0.99	0.97 0.99	0.99 0.96 0.99	990 990 990	

Confusion Matrix for Test Data (Random Forest + SMOTE) ROC Curve for Test Data (Random Forest + SMOTE)





3.2.2 Without SMOTE Technique

Dataset without using SMOTE technique (Random Forest)

```
Best hyperparameters based on the 5-fold corss-validation:
    {'max_depth': 9, 'min_samples_leaf': 1, 'min_samples_split': 4, 'n_estimators':
100}
```

```
[]: y_pred_train_ori = rf_opt_ori.predict(X_dev)
     print("Classification performance (Random Forest) for training dataset without ⊔
      →SMOTE technique")
     print("-"*60)
     print(classification_report(y_dev, y_pred_train_ori))
     y_pred_test_ori = rf_opt_ori.predict(X_test)
     print('')
     print("Classification performance (Random Forest) for test dataset")
     print("-"*60)
     print(classification_report(y_test, y_pred_test_ori))
     # Confusion Matrix
     fig, (ax1, ax2) = plt.subplots(1, 2, figsize=(10, 3))
     ConfusionMatrixDisplay.from_estimator(rf_opt_ori, X_test, y_test,_
     ⇔colorbar=False, ax=ax1)
     ax1.set_title('Confusion Matrix for Test Data (Random Forest)')
     # ROC Curve
     RocCurveDisplay.from_estimator(rf_opt_ori, X_test, y_test, ax=ax2)
     ax2.set title('ROC Curve for Test Data (Random Forest)')
     ax2.set_xlabel('False Positive')
     ax2.set_ylabel('True Positive')
     plt.show()
```

Classification performance (Random Forest) for training dataset without SMOTE technique

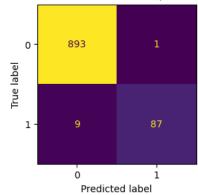
	precision	recall	f1-score	support	
0 1	1.00 1.00	1.00 0.96	1.00 0.98	3573 384	
accuracy macro avg weighted avg	1.00 1.00	0.98 1.00	1.00 0.99 1.00	3957 3957 3957	

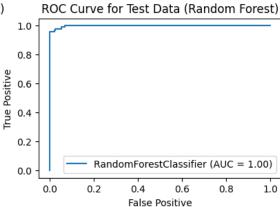
Classification performance (Random Forest) for test dataset

	precision	recall	f1-score	support
0	0.99	1.00	0.99	894
1	0.99	0.91	0.95	96

accuracy			0.99	990
macro avg	0.99	0.95	0.97	990
weighted avg	0.99	0.99	0.99	990







3.3 XGBoost Model

XGBoost ML classifier:

To train XGBoost classifier, we will follow the below steps:

- 1. Train and test the XGBoost classifier using the SMOTE-based dataset
- 2. Visulize the confusion metric and ROC plot of the trained XGBoost classifier in test dataset
- 3. Train and test the XGBoost classifier using the dataset without SMOTE technique
- 4. Visulize the confusion metric and ROC plot of the trained classifier in test dataset

3.3.1 With SMOTE Technique

SMOTE-based Dataset

```
Best hyperparameters based on the 5-fold corss-validation: {'learning_rate': 0.2, 'n_estimators': 50, 'reg_alpha': 0, 'reg_lambda': 1, 'subsample': 1.0}
```

```
[ ]: y_pred_train_smote = xgb_opt_smote.predict(X_dev_subsample_smote)
print("Classification performance (XGBoost) for SMOTE-based training dataset")
```

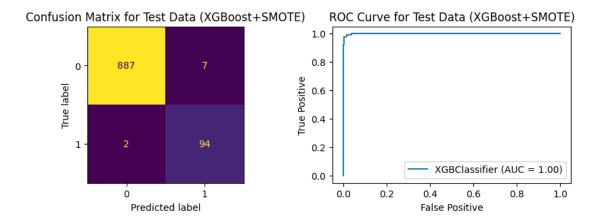
```
print("-"*60)
print(classification_report(y_dev_subsample_smote, y_pred_train_smote))
y_pred_test_smote = xgb_opt_smote.predict(X_test)
print('')
print("Classification performance (XGBoost) for test dataset")
print("-"*60)
print(classification_report(y_test, y_pred_test_smote))
# Confusion Matrix
fig, (ax1, ax2) = plt.subplots(1, 2, figsize=(10, 3))
ConfusionMatrixDisplay.from_estimator(xgb_opt_smote, X_test, y_test, __
 ⇔colorbar=False, ax=ax1)
ax1.set_title('Confusion Matrix for Test Data (XGBoost+SMOTE)')
# ROC Curve
RocCurveDisplay.from_estimator(xgb_opt_smote, X_test, y_test, ax=ax2)
ax2.set_title('ROC Curve for Test Data (XGBoost+SMOTE)')
ax2.set_xlabel('False Positive')
ax2.set_ylabel('True Positive')
plt.show()
```

Classification performance (XGBoost) for SMOTE-based training dataset

	precision	recall	f1-score	support
0 1	1.00 1.00	1.00 1.00	1.00 1.00	3573 3573
accuracy macro avg	1.00	1.00	1.00	7146 7146
weighted avg	1.00	1.00	1.00	7146

Classification performance (XGBoost) for test dataset

	precision	recall	f1-score	support
0	1.00	0.99	0.99	894
1	0.93	0.98	0.95	96
accuracy			0.99	990
macro avg	0.96	0.99	0.97	990
weighted avg	0.99	0.99	0.99	990



```
3.3.2 Without SMOTE Technique
    Dataset without using SMOTE technique
[]: hyper params = {'learning rate': [0.05, 0.1, 0.2], 'n_estimators': [30,__
      →50], 'subsample': [0.6, 0.8, 1.0], 'reg_alpha': [0, 0.1, 1], 'reg_lambda': [0, ⊔
     0.1, 1
     xgb ori = XGBClassifier(random state=0)
     xgb_opt_ori = tune_hyperparameters(xgb_ori, hyper_params, X_dev, y_dev)
    Best hyperparameters based on the 5-fold corss-validation:
     {'learning_rate': 0.2, 'n_estimators': 30, 'reg_alpha': 0, 'reg_lambda': 0,
    'subsample': 0.6}
[]: y_pred_train_ori = xgb_opt_ori.predict(X_dev)
     print("Classification performance (XGBoost) for training dataset without SMOTE ⊔
      ⇔technique")
     print("-"*60)
     print(classification_report(y_dev, y_pred_train_ori))
     y_pred_test_ori = xgb_opt_ori.predict(X_test)
     print('')
     print("Classification performance (XGBoost) for test dataset")
     print("-"*60)
     print(classification_report(y_test, y_pred_test_ori))
     # Confusion Matrix
     fig, (ax1, ax2) = plt.subplots(1, 2, figsize=(10, 3))
     ConfusionMatrixDisplay.from_estimator(xgb_opt_ori, X_test, y_test,_u
      ⇔colorbar=False, ax=ax1)
     ax1.set_title('Confusion Matrix for Test Data (XGBoost)')
```

```
# ROC Curve
RocCurveDisplay.from_estimator(xgb_opt_ori, X_test, y_test, ax=ax2)
ax2.set_title('ROC Curve for Test Data (XGBoost)')
ax2.set_xlabel('False Positive')
ax2.set_ylabel('True Positive')
plt.show()
```

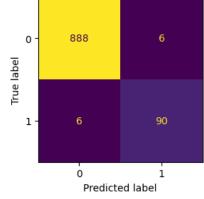
Classification performance (XGBoost) for training dataset without SMOTE technique

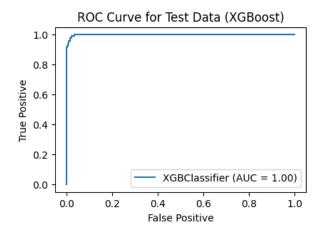
	precision	recall	f1-score	support	
0	1.00	1.00	1.00	3573	
1	0.99	0.98	0.99	384	
accuracy			1.00	3957	
·	1.00	0.99	0.99	3957	
macro avg					
weighted avg	1.00	1.00	1.00	3957	

Classification performance (XGBoost) for test dataset

	precision	recall	f1-score	support	
0	0.99	0.99	0.99	894	
1	0.94	0.94	0.94	96	
accuracy			0.99	990	
macro avg	0.97	0.97	0.97	990	
weighted avg	0.99	0.99	0.99	990	







3.4 Support Vector Machine(SVM)

SVM ML classifier:

To train SVM classifier, we will follow the below steps:

- 1. Train and test the SVM classifier using the SMOTE-based dataset
- 2. Visulize the confusion metric and ROC plot of the trained SVM classifer in test dataset
- 3. Train and test the SVM classifier using the dataset without SMOTE technique
- 4. Visulize the confusion metric and ROC plot of the trained classifer in test dataset

3.4.1 With SMOTE Technique

SMOTE-based Dataset

Best hyperparameters based on the 5-fold corss-validation: {'C': 10, 'gamma': 1, 'kernel': 'rbf'}

```
[]: y_pred_train_smote = svm_opt_smote.predict(X_dev_subsample_smote)
     print("Classification performance (SVM) for SMOTE-based training dataset")
     print("-"*60)
     print(classification_report(y_dev_subsample_smote, y_pred_train_smote))
     y_pred_test_smote = svm_opt_smote.predict(X_test)
     print('')
     print("Classification performance (SVM) for test dataset")
     print("-"*60)
     print(classification_report(y_test, y_pred_test_smote))
     # Confusion Matrix
     fig, (ax1, ax2) = plt.subplots(1, 2, figsize=(10, 3))
     ConfusionMatrixDisplay.from_estimator(svm_opt_smote, X_test, y_test,_

colorbar=False, ax=ax1)
     ax1.set_title('Confusion Matrix for Test Data (SVM+SMOTE)')
     # ROC Curve
     RocCurveDisplay.from_estimator(svm_opt_smote, X_test, y_test, ax=ax2)
     ax2.set_title('ROC Curve for Test Data (SVM+SMOTE)')
     ax2.set_xlabel('False Positive')
     ax2.set ylabel('True Positive')
     plt.show()
```

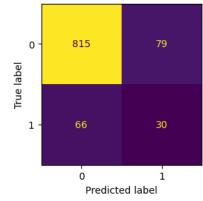
Classification performance (SVM) for SMOTE-based training dataset

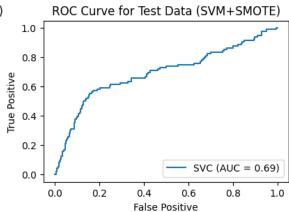
	precision	recall	f1-score	support
0	0.95	0.98	0.96	3573
1	0.98	0.95	0.96	3573
accuracy			0.96	7146
macro avg	0.96	0.96	0.96	7146
weighted avg	0.96	0.96	0.96	7146

Classification performance (SVM) for test dataset

	precision	recall	f1-score	support	
0 1	0.93 0.28	0.91 0.31	0.92 0.29	894 96	
accuracy macro avg weighted avg	0.60 0.86	0.61 0.85	0.85 0.61 0.86	990 990 990	







3.4.2 Without SMOTE Technique

Best hyperparameters based on the 5-fold corss-validation:
 {'C': 1000, 'gamma': 0.1, 'kernel': 'rbf'}

```
[]: y_pred_train_ori = svm_opt_ori.predict(X_dev)
     print("Classification performance (SVM) for training dataset without SMOTE ⊔
      →technique")
     print("-"*60)
     print(classification_report(y_dev, y_pred_train_ori))
     y_pred_test_ori = svm_opt_ori.predict(X_test)
     print('')
     print("Classification performance (SVM) for test dataset")
     print("-"*60)
     print(classification_report(y_test, y_pred_test_ori))
     # Confusion Matrix
     fig, (ax1, ax2) = plt.subplots(1, 2, figsize=(10, 3))
     ConfusionMatrixDisplay.from_estimator(svm_opt_ori, X_test, y_test,_
      ⇔colorbar=False, ax=ax1)
     ax1.set_title('Confusion Matrix for Test Data (SVM)')
     # ROC Curve
     RocCurveDisplay.from_estimator(svm_opt_ori, X_test, y_test, ax=ax2)
     ax2.set_title('ROC Curve for Test Data (SVM)')
     ax2.set_xlabel('False Positive')
     ax2.set_ylabel('True Positive')
     plt.show()
```

Classification performance (SVM) for training dataset without SMOTE technique

	precision	recall	f1-score	support
0 1	0.97 0.59	0.95 0.70	0.96 0.64	3573 384
accuracy macro avg weighted avg	0.78 0.93	0.83 0.92	0.92 0.80 0.93	3957 3957 3957

Classification performance (SVM) for test dataset

	precision	recall	f1-score	support
0 1	0.94 0.41	0.93 0.47	0.94 0.44	894 96
accuracy macro avg weighted avg	0.68 0.89	0.70 0.88	0.88 0.69 0.89	990 990 990

