Churn Analysis

November 22, 2024

```
[5]: import numpy as np
     import pandas as pd
     import seaborn as sns
     import matplotlib.ticker as mtick
     import matplotlib.pyplot as plt
     %matplotlib inline
[6]: telco_base_data=pd.read_csv('churn.csv')
     #loading the file
[7]: telco_base_data.head()
     #looking at the top 5 records of
                                        the data
[7]:
        customerID
                    gender SeniorCitizen Partner Dependents
                                                                tenure PhoneService \
     0 7590-VHVEG
                   Female
                                         0
                                                Yes
                                                            No
                                                                      1
                                                                                  No
     1 5575-GNVDE
                      Male
                                         0
                                                            No
                                                                                 Yes
                                                 No
                                                                     34
     2 3668-QPYBK
                      Male
                                         0
                                                 No
                                                            No
                                                                                 Yes
     3 7795-CFOCW
                      Male
                                         0
                                                No
                                                            No
                                                                     45
                                                                                  No
     4 9237-HQITU Female
                                         0
                                                 Nο
                                                            Nο
                                                                      2
                                                                                 Yes
           MultipleLines InternetService OnlineSecurity
                                                           ... DeviceProtection
        No phone service
                                      DSL
                                                       No
                                                                            No
     1
                                      DSL
                                                                           Yes
                       No
                                                      Yes
     2
                       No
                                      DSL
                                                      Yes ...
                                                                            No
     3
       No phone service
                                      DSL
                                                      Yes ...
                                                                           Yes
                              Fiber optic
                                                       No
                                                                            No
       TechSupport StreamingTV StreamingMovies
                                                        Contract PaperlessBilling \
     0
                No
                             Nο
                                             No
                                                 Month-to-month
                                                                               Yes
     1
                No
                             No
                                                                                No
                                             No
                                                        One year
     2
                No
                             No
                                             No
                                                 Month-to-month
                                                                               Yes
     3
               Yes
                             No
                                             No
                                                        One year
                                                                                No
                No
                                             No
                                                Month-to-month
                                                                               Yes
                    PaymentMethod MonthlyCharges TotalCharges Churn
     0
                 Electronic check
                                            29.85
                                                           29.85
                                                                    No
     1
                     Mailed check
                                            56.95
                                                          1889.5
                                                                    No
     2
                                            53.85
                     Mailed check
                                                          108.15
                                                                   Yes
```

```
4
                  Electronic check
                                             70.70
                                                          151.65
                                                                   Yes
      [5 rows x 21 columns]
 [8]: telco_base_data.shape
      #checking no. of rows and columns
 [8]: (7043, 21)
 [9]: telco_base_data.columns.values
      #checking columns
 [9]: array(['customerID', 'gender', 'SeniorCitizen', 'Partner', 'Dependents',
             'tenure', 'PhoneService', 'MultipleLines', 'InternetService',
             'OnlineSecurity', 'OnlineBackup', 'DeviceProtection',
             'TechSupport', 'StreamingTV', 'StreamingMovies', 'Contract',
             'PaperlessBilling', 'PaymentMethod', 'MonthlyCharges',
             'TotalCharges', 'Churn'], dtype=object)
[10]: telco_base_data.dtypes
      #checking data types of columns
[10]: customerID
                           object
      gender
                           object
      SeniorCitizen
                            int64
      Partner
                           object
      Dependents
                           object
      tenure
                            int64
      PhoneService
                           object
      MultipleLines
                           object
      InternetService
                           object
      OnlineSecurity
                           object
      OnlineBackup
                           object
     DeviceProtection
                           object
      TechSupport
                           object
      StreamingTV
                           object
      StreamingMovies
                           object
      Contract
                           object
      PaperlessBilling
                           object
      PaymentMethod
                           object
      MonthlyCharges
                          float64
      TotalCharges
                           object
      Churn
                           object
```

42.30

1840.75

No

3 Bank transfer (automatic)

dtype: object

```
[11]: telco_base_data.describe()
      #viewing statictics of numerical data
「111]:
             SeniorCitizen
                                 tenure MonthlyCharges
               7043.000000 7043.000000
                                            7043.000000
      count
                  0.162147
     mean
                              32.371149
                                              64.761692
      std
                  0.368612
                              24.559481
                                              30.090047
     min
                  0.000000
                               0.000000
                                              18.250000
      25%
                  0.000000
                               9.000000
                                              35.500000
      50%
                  0.000000
                              29.000000
                                              70.350000
      75%
                  0.000000
                              55.000000
                                              89.850000
     max
                  1.000000
                              72.000000
                                              118.750000
[12]: telco_base_data['Churn'].value_counts()
      #count of YES and NO
[12]: Churn
      No
             5174
      Yes
             1869
      Name: count, dtype: int64
[13]: #clearly it is a imbalance data as no. of NO is much greater than no. of YES
[14]: | 100*telco_base_data['Churn'].value_counts()/len(telco_base_data['Churn'])
      #YES ,NO percentage
[14]: Churn
      Nο
             73.463013
      Yes
             26.536987
      Name: count, dtype: float64
[15]: #Yes:NO ratio is appx 27:73 , highly imbalanced
[16]: telco_base_data.info(verbose=True)
      #viewing no of non null objects in each column
     <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
                            7043 non-null
                                             object
          gender
      2
                                             int64
          SeniorCitizen
                            7043 non-null
      3
          Partner
                            7043 non-null
                                             object
      4
          Dependents
                            7043 non-null
                                             object
      5
          tenure
                            7043 non-null
                                             int64
          PhoneService
                            7043 non-null
                                             object
```

```
7
          MultipleLines
                            7043 non-null
                                             object
          InternetService
                                             object
                            7043 non-null
      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
         PaymentMethod
      17
                            7043 non-null
                                             object
          MonthlyCharges
                            7043 non-null
                                             float64
      18
          TotalCharges
      19
                            7043 non-null
                                             object
      20 Churn
                            7043 non-null
                                             object
     dtypes: float64(1), int64(2), object(18)
     memory usage: 1.1+ MB
[17]: telco_base_data.TotalCharges=pd.to_numeric(telco_base_data.
       →TotalCharges,errors='coerce')
      telco_base_data.isnull().sum()
      #converting onject data into numeric and again finding null values
[17]: customerID
                           0
      gender
                           0
      SeniorCitizen
                           0
                           0
      Partner
      Dependents
                           0
                           0
      tenure
      PhoneService
                           0
      MultipleLines
                           0
      InternetService
                           0
      OnlineSecurity
                           0
      OnlineBackup
                           0
      DeviceProtection
                           0
                           0
      TechSupport
      StreamingTV
                           0
      StreamingMovies
                           0
      Contract
                           0
                           0
      PaperlessBilling
      PaymentMethod
                           0
                           0
      MonthlyCharges
      TotalCharges
                          11
      Churn
                           0
      dtype: int64
[18]: #11 values are null values, viewing in records
[19]: telco_base_data.loc[telco_base_data['TotalCharges'].isnull()==True]
```

```
[19]:
            customerID gender SeniorCitizen Partner Dependents tenure
            4472-LVYGI
                        Female
      488
                                             0
                                                    Yes
                                                               Yes
                                                                          0
      753
            3115-CZMZD
                           Male
                                             0
                                                     Nο
                                                               Yes
                                                                          0
      936
            5709-LV0EQ
                       Female
                                             0
                                                    Yes
                                                               Yes
                                                                          0
      1082
                           Male
                                             0
                                                    Yes
                                                               Yes
           4367-NUYAO
                                                                          0
      1340
            1371-DWPAZ
                       Female
                                             0
                                                    Yes
                                                               Yes
                                                                          0
      3331
            7644-0MVMY
                           Male
                                             0
                                                    Yes
                                                               Yes
                                                                          0
      3826
            3213-VVOLG
                           Male
                                             0
                                                    Yes
                                                               Yes
      4380
            2520-SGTTA
                        Female
                                             0
                                                    Yes
                                                               Yes
                                                                          0
      5218
            2923-ARZLG
                           Male
                                             0
                                                    Yes
                                                               Yes
                                                                          0
      6670 4075-WKNIU
                                                    Yes
                                                                          0
                       Female
                                             0
                                                               Yes
      6754 2775-SEFEE
                           Male
                                              0
                                                     No
                                                               Yes
                                                                          0
                                                                  OnlineSecurity ...
           PhoneService
                             MultipleLines InternetService
                         No phone service
      488
                                                        DSL
                                                                              Yes
      753
                    Yes
                                                         No
                                                             No internet service
                                        No
      936
                    Yes
                                        Nο
                                                        DSL
                                                                              Yes
      1082
                                       Yes
                    Yes
                                                         No
                                                             No internet service
      1340
                     No
                         No phone service
                                                        DSL
                                                                              Yes
      3331
                    Yes
                                        No
                                                         No
                                                             No internet service
      3826
                    Yes
                                       Yes
                                                         No
                                                             No internet service
      4380
                                                         No
                                                             No internet service
                    Yes
                                        No
      5218
                    Yes
                                        No
                                                         No
                                                             No internet service
      6670
                                                        DSL
                    Yes
                                       Yes
      6754
                    Yes
                                       Yes
                                                        DSL
                                                                              Yes
               DeviceProtection
                                          TechSupport
                                                                StreamingTV
      488
                             Yes
                                                   Yes
                                                                         Yes
      753
            No internet service
                                  No internet service
                                                        No internet service
      936
                             Yes
      1082
            No internet service
                                  No internet service
                                                        No internet service
      1340
                             Yes
                                                   Yes
      3331
           No internet service No internet service No internet service
      3826 No internet service No internet service No internet service
      4380
           No internet service No internet service No internet service
      5218 No internet service No internet service No internet service
      6670
                             Yes
                                                   Yes
                                                                         Yes
      6754
                                                   Yes
                                                                          No
                StreamingMovies
                                  Contract PaperlessBilling \
      488
                                  Two year
                              No
                                                         Yes
      753
                                  Two year
            No internet service
                                                          No
      936
                             Yes
                                  Two year
                                                          No
                                  Two year
      1082
           No internet service
                                                          No
      1340
                                  Two year
                                                          No
      3331
            No internet service
                                  Two year
                                                          No
      3826
            No internet service
                                  Two year
                                                          No
```

```
4380 No internet service Two year
      5218 No internet service
                                  One year
                                                         Yes
      6670
                                  Two year
                                                           No
      6754
                              No
                                  Two year
                                                         Yes
                         PaymentMethod MonthlyCharges TotalCharges
      488
            Bank transfer (automatic)
                                                 52.55
                                                                  NaN
                                                                          No
      753
                          Mailed check
                                                 20.25
                                                                  NaN
                                                                          No
      936
                          Mailed check
                                                 80.85
                                                                  NaN
                                                                          No
      1082
                          Mailed check
                                                 25.75
                                                                  NaN
                                                                          No
      1340
              Credit card (automatic)
                                                 56.05
                                                                  NaN
                                                                          No
      3331
                          Mailed check
                                                 19.85
                                                                  NaN
                                                                          No
      3826
                          Mailed check
                                                 25.35
                                                                  NaN
                                                                          No
      4380
                          Mailed check
                                                 20.00
                                                                  {\tt NaN}
                                                                          No
      5218
                          Mailed check
                                                 19.70
                                                                  {\tt NaN}
                                                                          No
      6670
                          Mailed check
                                                 73.35
                                                                  {\tt NaN}
                                                                          No
      6754 Bank transfer (automatic)
                                                 61.90
                                                                  {\tt NaN}
                                                                          No
      [11 rows x 21 columns]
[20]: #only 11 missing valuess, ie. 0.15% so dropping these rows
      telco_base_data.dropna(how='any',inplace=True)
[21]: # creating bins/groups for tenure for easy analysis
[22]: #finding max of tenure
      print(telco_base_data['tenure'].max())
     72
[23]: #making groups of 12 months
      labels=["{0}-{1}".format(i,i+11) for i in range(1,72,12)]
      telco_base_data['tenure_group']=pd.cut(telco_base_data.tenure,range(1,80,12),__
       ⇔right=False,labels=labels)
[24]: telco_base_data['tenure_group'].value_counts()
[24]: tenure_group
      1-12
               2175
      61-72
               1407
      13-24
               1024
      25-36
                832
      49-60
                832
      37-48
                762
      Name: count, dtype: int64
[25]: # removing useless columns , for ex - name, customer id
```

No

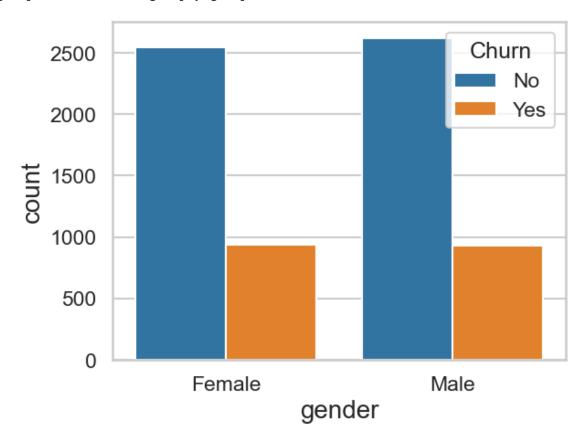
```
[26]: telco_base_data.drop(columns=['customerID', 'tenure'], axis=1, inplace=True)
       telco_base_data.head()
[26]:
                  SeniorCitizen Partner Dependents PhoneService
                                                                       MultipleLines \
          Female
                               0
                                     Yes
                                                  No
                                                                   No phone service
       0
                                                               No
                               0
       1
            Male
                                      No
                                                  Nο
                                                              Yes
                                                                                  No
       2
            Male
                               0
                                      No
                                                  No
                                                              Yes
                                                                                  No
            Male
       3
                               0
                                      No
                                                  No
                                                               No
                                                                    No phone service
         Female
                                      No
                                                  No
                                                              Yes
         InternetService OnlineSecurity OnlineBackup DeviceProtection TechSupport
       0
                     DSL
                                      No
                                                   Yes
                                                                      No
                                                                                  No
                     DSL
                                     Yes
                                                                     Yes
                                                                                  No
       1
                                                    No
       2
                     DSL
                                     Yes
                                                   Yes
                                                                      No
                                                                                  No
       3
                     DSL
                                     Yes
                                                    No
                                                                     Yes
                                                                                 Yes
       4
             Fiber optic
                                      No
                                                    No
                                                                      No
                                                                                  No
         StreamingTV StreamingMovies
                                              Contract PaperlessBilling
       0
                  No
                                   No
                                       Month-to-month
                                                                     Yes
       1
                  Nο
                                   No
                                              One year
                                                                      Nο
       2
                                   No Month-to-month
                  No
                                                                     Yes
       3
                  No
                                   No
                                              One year
                                                                      No
       4
                  No
                                      Month-to-month
                                                                     Yes
                                   No
                       PaymentMethod
                                      MonthlyCharges
                                                       TotalCharges Churn tenure_group
                                                29.85
                                                              29.85
       0
                   Electronic check
                                                                        No
                                                                                   1-12
       1
                       Mailed check
                                                56.95
                                                            1889.50
                                                                        No
                                                                                  25 - 36
       2
                       Mailed check
                                                53.85
                                                                                   1-12
                                                             108.15
                                                                       Yes
          Bank transfer (automatic)
                                                42.30
       3
                                                            1840.75
                                                                                  37 - 48
                                                                        No
       4
                   Electronic check
                                                70.70
                                                             151.65
                                                                       Yes
                                                                                    1-12
[27]:
       # data exploration
[28]:
       #univariate analysis
[151]: #plotting count of churners and non churners wrt each column
       for i, predictor in enumerate(telco_base_data.

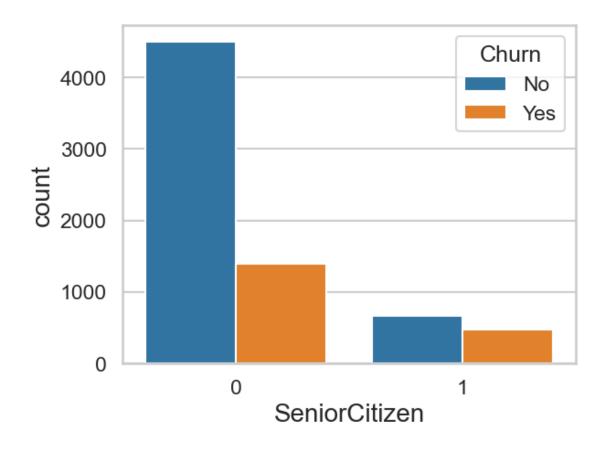
¬drop(columns=['Churn', 'TotalCharges', 'MonthlyCharges'])):
          plt.figure(i)
          sns.countplot(data=telco_base_data,x=predictor,hue='Churn')
      C:\Users\Aditya\anaconda3\Lib\site-packages\seaborn\categorical.py:641:
      FutureWarning: The default of observed=False is deprecated and will be changed
      to True in a future version of pandas. Pass observed=False to retain current
      behavior or observed=True to adopt the future default and silence this warning.
        grouped_vals = vals.groupby(grouper)
```

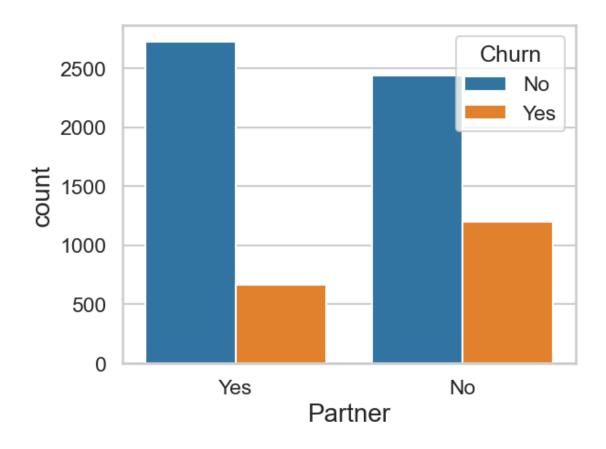
FutureWarning: The default of observed=False is deprecated and will be changed

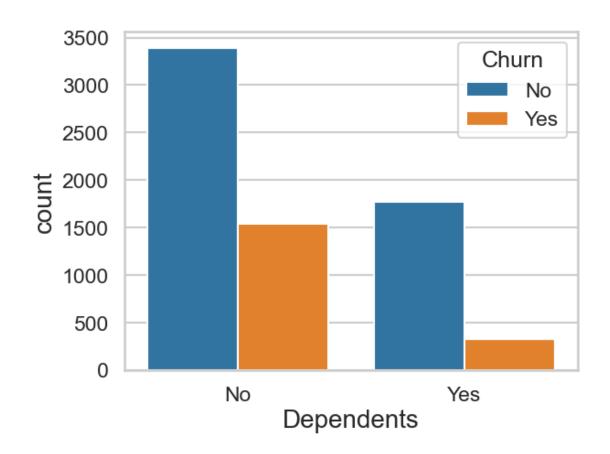
C:\Users\Aditya\anaconda3\Lib\site-packages\seaborn\categorical.py:641:

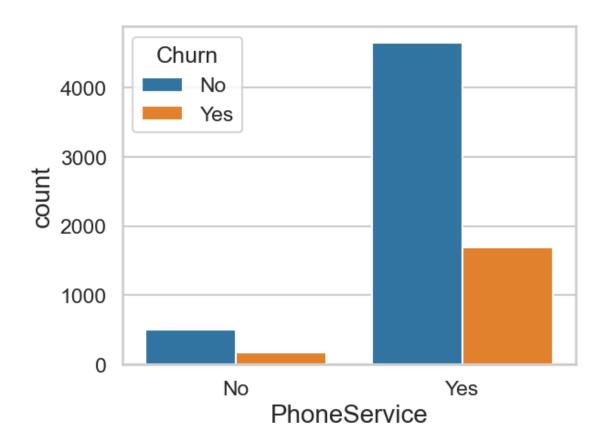
to True in a future version of pandas. Pass observed=False to retain current behavior or observed=True to adopt the future default and silence this warning. grouped_vals = vals.groupby(grouper)

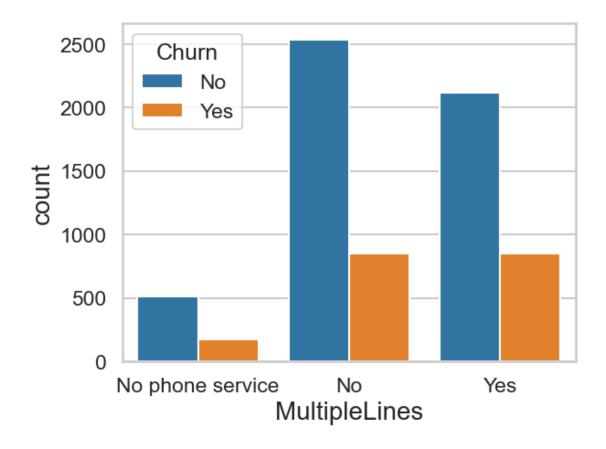


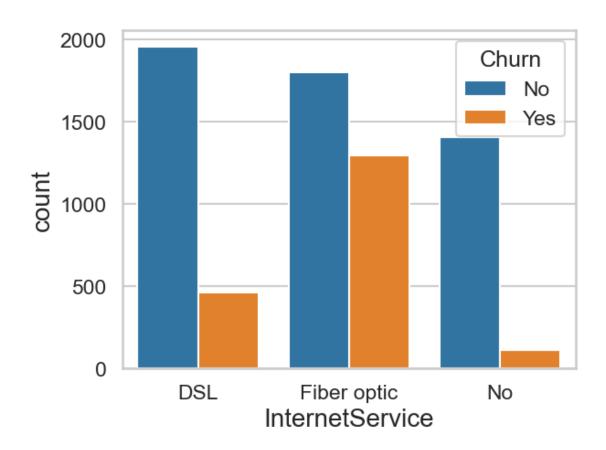


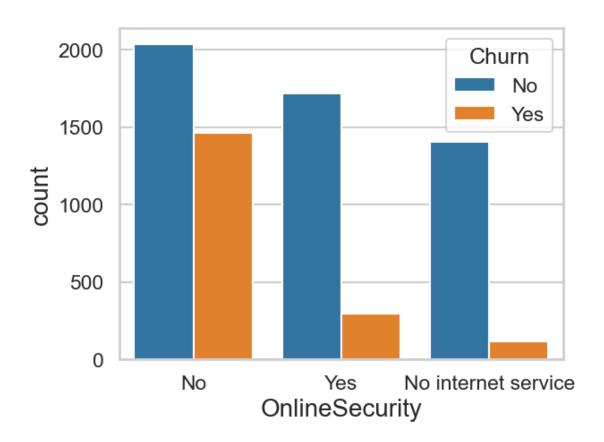


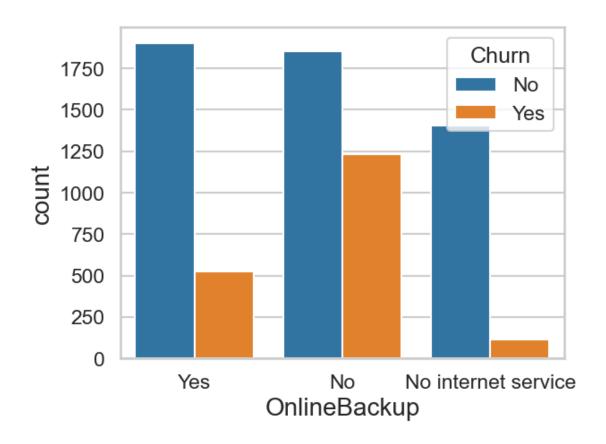


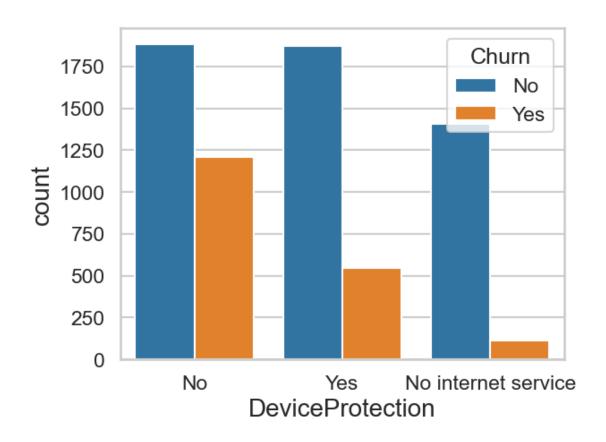


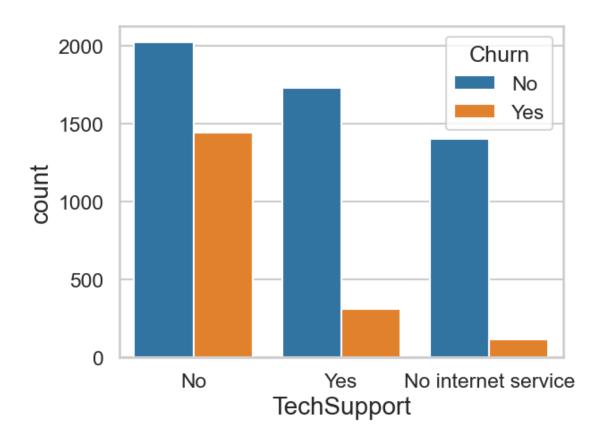


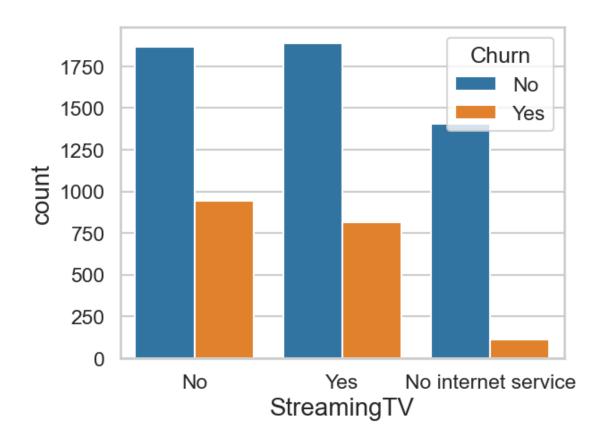


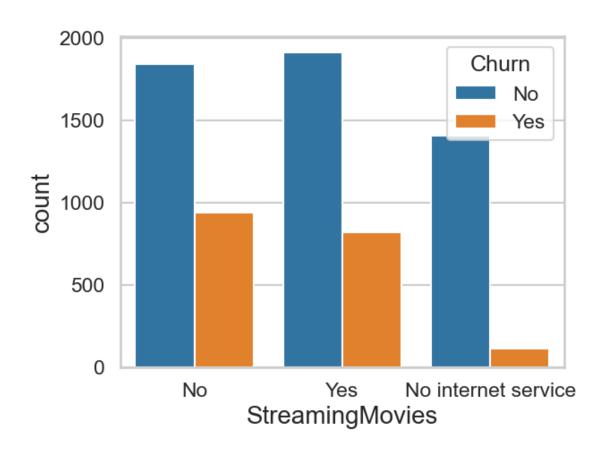


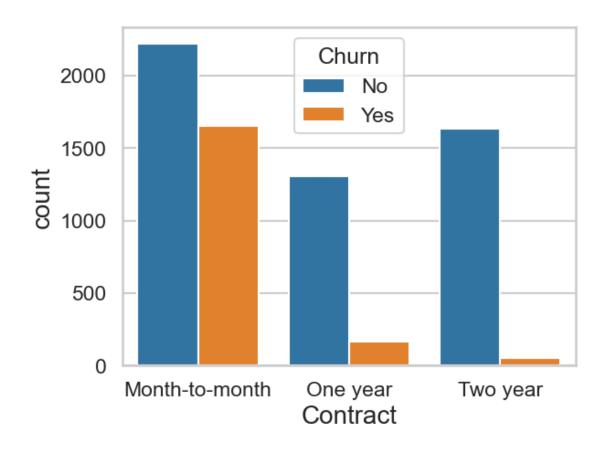


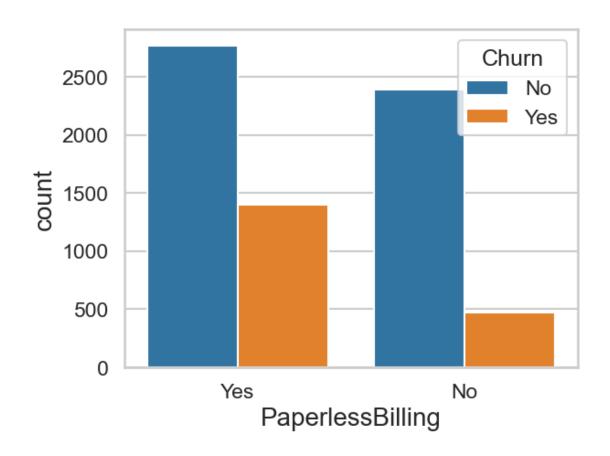


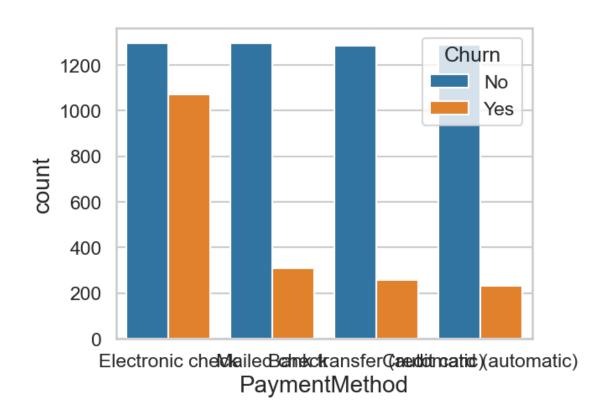


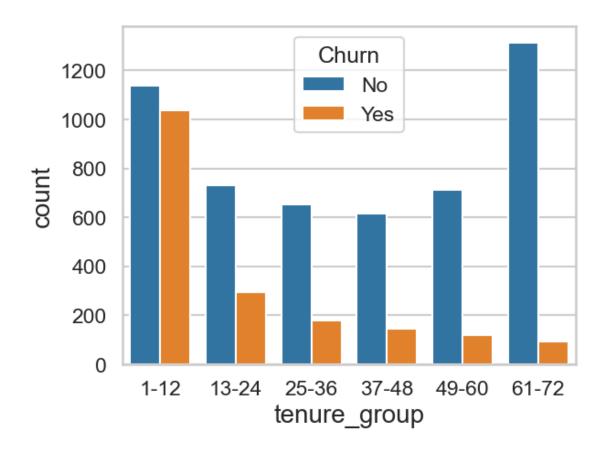










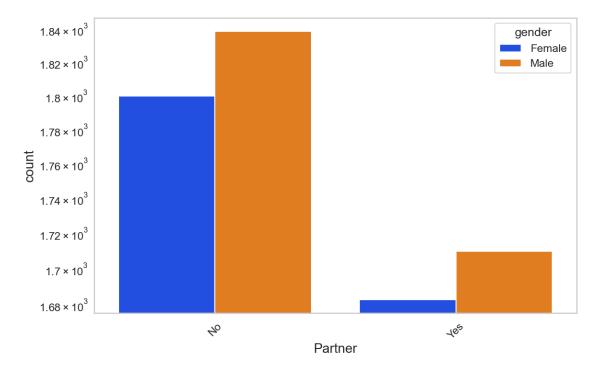


```
[37]: def uniplot(df,col,title,hue =None):
          sns.set_style('whitegrid')
          sns.set_context('talk')
          plt.rcParams["axes.labelsize"] = 20
          plt.rcParams['axes.titlesize'] = 22
          plt.rcParams['axes.titlepad'] = 30
          temp = pd.Series(data = hue)
          fig, ax = plt.subplots()
          width = len(df[col].unique()) + 7 + 4*len(temp.unique())
          fig.set_size_inches(width , 8)
          plt.xticks(rotation=45)
          plt.yscale('log')
          plt.title(title)
          ax = sns.countplot(data = df, x= col, order=df[col].value_counts().
       →index,hue = hue,palette='bright')
          plt.show()
```

[38]: uniplot(telco_base_data,col='Partner',title='Distribution of Gender for Churned

Gustomers',hue='gender')

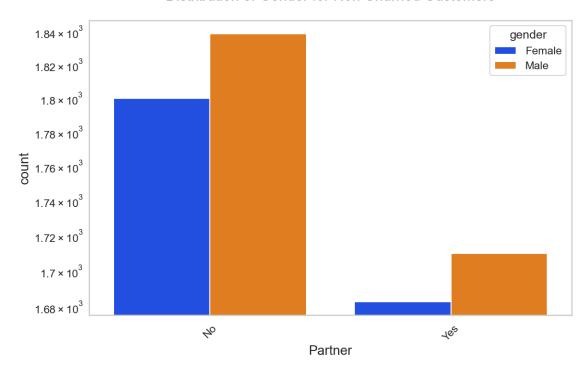
Distribution of Gender for Churned Customers



[39]: uniplot(telco_base_data,col='Partner',title='Distribution of Gender for Non⊔

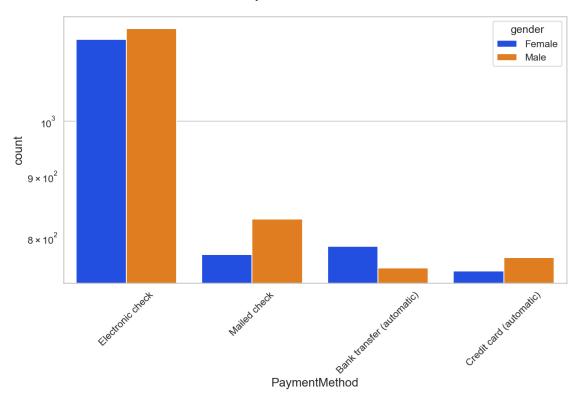
⇔Churned Customers',hue='gender')

Distribution of Gender for Non Churned Customers



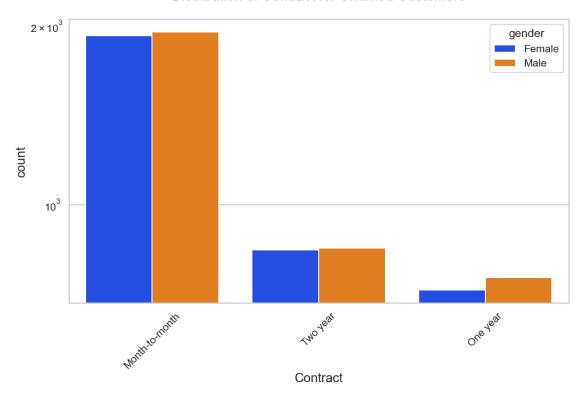
[40]: uniplot(telco_base_data,col='PaymentMethod',title='Distribution of □ → PaymentMethod for Churned Customers',hue='gender')

Distribution of PaymentMethod for Churned Customers



```
[41]: uniplot(telco_base_data,col='Contract',title='Distribution of Contract for Churned Customers',hue='gender')
```

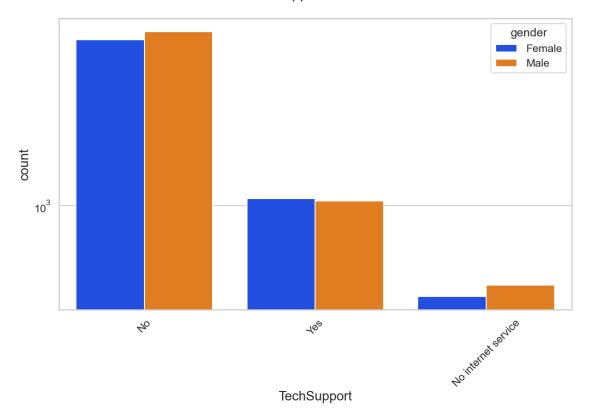
Distribution of Contract for Churned Customers



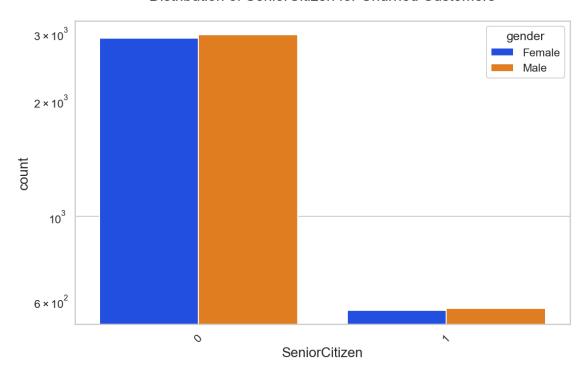
[42]: uniplot(telco_base_data,col='TechSupport',title='Distribution of TechSupport

→for Churned Customers',hue='gender')

Distribution of TechSupport for Churned Customers



Distribution of SeniorCitizen for Churned Customers



[44]: #Electronic check medium are the highest churners

#Contract Type - Monthly customers are more likely to churn because of nounce of contract terms, as they are free to go customers.

#No Online security, No Tech Support category are high churners

#Non senior Citizens are high churners

1 Model building

```
[46]: from sklearn import metrics
from sklearn.model_selection import train_test_split
from sklearn.metrics import recall_score
from sklearn.metrics import classification_report
from sklearn.metrics import confusion_matrix
from sklearn.tree import DecisionTreeClassifier
from imblearn.combine import SMOTEENN
```

```
[47]: #reading the database

df=pd.read_csv("tel_churn.csv")
df.head()
```

```
[47]:
         Unnamed: O SeniorCitizen MonthlyCharges TotalCharges Churn
                                                29.85
      0
                                                               29.85
                                                                           0
      1
                   1
                                   0
                                                56.95
                                                             1889.50
                                                                           0
      2
                   2
                                   0
                                                53.85
                                                              108.15
                                                                           1
      3
                   3
                                                42.30
                                   0
                                                             1840.75
                                                                           0
      4
                   4
                                                70.70
                                                              151.65
                                                                           1
         gender_Female gender_Male Partner_No Partner_Yes Dependents_No
      0
                                    0
                                                 0
                      1
                                                               1
                      0
                                    1
                                                 1
                                                               0
      1
                                                                               1
      2
                      0
                                                               0
                                    1
                                                 1
                                                                               1
      3
                      0
                                    1
                                                 1
                                                               0
                                                                               1
      4
                                    0
                                                               0
                      1
         PaymentMethod_Bank transfer (automatic)
      0
      1
                                                  0
      2
                                                  0
      3
                                                  1
      4
                                                  0
         PaymentMethod_Credit card (automatic) PaymentMethod_Electronic check \
      0
                                                0
                                                0
                                                                                  0
      1
      2
                                                0
                                                                                  0
      3
                                                0
                                                                                  0
      4
                                                0
                                                                                  1
         PaymentMethod_Mailed check tenure_group_1 - 12 tenure_group_13 - 24
      0
                                                          0
                                    1
                                                                                  0
      1
      2
                                    1
                                                          1
                                                                                  0
      3
                                    0
                                                          0
                                                                                  0
                                    0
      4
                                                                                  0
         tenure_group_25 - 36 tenure_group_37 - 48 tenure_group_49 - 60
      0
                                                                             0
                             0
                                                     0
                                                     0
                                                                             0
      1
                             1
      2
                             0
                                                     0
                                                                             0
      3
                              0
                                                                             0
                                                     1
      4
                                                                             0
                              0
                                                     0
         tenure_group_61 - 72
      0
      1
                              0
      2
                              0
      3
                              0
```

4 0

[5 rows x 52 columns]

```
[93]: #deleting extra column unnamed df=df.drop('Unnamed: 0',axis=1)
```

```
KeyError
                                           Traceback (most recent call last)
Cell In[93], line 2
      1 #deleting extra column unnamed
---> 2 df=df.drop('Unnamed: 0',axis=1)
File ~\anaconda3\Lib\site-packages\pandas\core\frame.py:5344, in DataFrame.
 drop(self, labels, axis, index, columns, level, inplace, errors)
   5196 def drop(
   5197
            self,
   5198
            labels: IndexLabel | None = None,
   (...)
   5205
            errors: IgnoreRaise = "raise",
   5206 ) -> DataFrame | None:
   5207
   5208
            Drop specified labels from rows or columns.
   5209
   (...)
   5342
                    weight 1.0
                                    0.8
   5343
            return super().drop(
-> 5344
   5345
                labels=labels,
   5346
                axis=axis,
   5347
                index=index,
   5348
                columns=columns,
   5349
                level=level,
                inplace=inplace,
   5350
                errors=errors,
   5351
   5352
            )
File ~\anaconda3\Lib\site-packages\pandas\core\generic.py:4711, in NDFrame.
 drop(self, labels, axis, index, columns, level, inplace, errors)
   4709 for axis, labels in axes.items():
   4710
            if labels is not None:
-> 4711
                obj = obj._drop_axis(labels, axis, level=level, errors=errors)
   4713 if inplace:
   4714
            self._update_inplace(obj)
File ~\anaconda3\Lib\site-packages\pandas\core\generic.py:4753, in NDFrame.

¬_drop_axis(self, labels, axis, level, errors, only_slice)
```

```
4752
                   else:
       -> 4753
                        new_axis = axis.drop(labels, errors=errors)
          4754
                   indexer = axis.get_indexer(new_axis)
          4756 # Case for non-unique axis
          4757 else:
       File ~\anaconda3\Lib\site-packages\pandas\core\indexes\base.py:7000, in Index.
        ⇔drop(self, labels, errors)
          6998 if mask.any():
          6999
                   if errors != "ignore":
       -> 7000
                        raise KeyError(f"{labels[mask].tolist()} not found in axis")
          7001
                   indexer = indexer[~mask]
          7002 return self.delete(indexer)
       KeyError: "['Unnamed: 0'] not found in axis"
[95]: #creating x variable
      x=df.drop('Churn',axis=1)
[95]:
            SeniorCitizen MonthlyCharges TotalCharges gender_Female
                                                                           gender Male \
      0
                         0
                                      29.85
                                                    29.85
                                                                         1
                                                                                      0
      1
                         0
                                      56.95
                                                  1889.50
                                                                         0
                                                                                      1
                         0
                                      53.85
                                                   108.15
                                                                         0
                                                                                      1
      3
                                      42.30
                                                  1840.75
                                                                         0
      4
                         0
                                      70.70
                                                   151.65
                                                                         1
      7027
                                      84.80
                         0
                                                  1990.50
                                                                         0
                                                                                      1
      7028
                         0
                                     103.20
                                                  7362.90
                                                                         1
                                                                                      0
                         0
                                                                                      0
      7029
                                     29.60
                                                   346.45
                                                                         1
      7030
                         1
                                     74.40
                                                   306.60
                                                                         0
                                                                                      1
      7031
                                     105.65
                                                  6844.50
            Partner_No Partner_Yes Dependents_No Dependents_Yes
                                                                       PhoneService_No
      0
                                    1
      1
                      1
                                   0
                                                   1
                                                                    0
                                                                                      0
      2
                      1
                                   0
                                                   1
                                                                    0
                                                                                      0
                                   0
      3
                      1
                                                   1
                                                                    0
                                                                                      1
      4
                      1
                                   0
                                                   1
                                                                    0
                                                                                      0
      7027
                      0
                                    1
                                                   0
                                                                    1
      7028
                      0
                                                   0
                                                                                      0
                                    1
                                                                    1
      7029
                      0
                                    1
                                                   0
                                                                    1
                                                                                      1
      7030
                      0
                                    1
                                                   1
                                                                    0
                                                                                      0
      7031
                                   0
                                                                    0
                                                                                      0
                      1
                                                   1
```

new_axis = axis.drop(labels, level=level, errors=errors)

```
PaymentMethod_Bank transfer (automatic)
0
                                                    0
1
2
                                                    0
3
                                                    1
4
                                                    0
7027
                                                    0
7028
                                                    0
7029
                                                    0
7030
                                                    0
7031
                                                    1
      PaymentMethod_Credit card (automatic) PaymentMethod_Electronic check
0
                                               0
                                                                                   1
1
                                               0
                                                                                  0
2
                                               0
                                                                                  0
3
                                               0
                                                                                  0
4
                                                                                  1
7027
                                               0
                                                                                  0
7028
                                                                                  0
                                               1
7029
                                               0
                                                                                  1
7030
                                               0
                                                                                  0
7031
                                               0
                                                                                  0
      PaymentMethod_Mailed check tenure_group_1 - 12 tenure_group_13 - 24
0
                                                          1
                                                                                  0
1
                                  1
                                                          0
                                                                                  0
2
                                  1
                                                                                  0
                                                          1
3
                                  0
                                                          0
                                                                                  0
4
                                  0
                                                                                  0
                                                          1
7027
                                  1
                                                          0
                                                                                  1
7028
                                  0
                                                          0
                                                                                  0
7029
                                  0
                                                          1
                                                                                  0
7030
                                  1
                                                          1
                                                                                  0
7031
                                  0
                                                          0
      tenure_group_25 - 36
                               tenure_group_37 - 48
                                                       tenure_group_49 - 60
0
                                                    0
                                                                             0
1
                           1
2
                           0
                                                    0
                                                                             0
3
                           0
                                                    1
                                                                             0
4
                           0
                                                                             0
                                                    0
7027
                           0
                                                    0
                                                                             0
```

```
0
                                                                              0
                                 0
       7029
                                 0
                                                        0
                                                                              0
       7030
                                 0
                                                        0
                                                                               0
       7031
                                 0
                                                        0
             tenure_group_61 - 72
       0
       1
                                 0
       2
                                 0
       3
                                 0
       4
                                 0
       7027
                                 0
       7028
                                 1
       7029
                                 0
       7030
                                 0
       7031
                                 1
       [7032 rows x 50 columns]
[97]: #creating y variable
       y=df['Churn']
       у
[97]: 0
               0
       1
               0
       2
               1
       3
               0
               1
       7027
               0
       7028
               0
       7029
               0
       7030
               1
       7031
       Name: Churn, Length: 7032, dtype: int64
[98]: #Train Test Split 80:20 ratio
       x_train,x_test,y_train,y_test=train_test_split(x,y,test_size=0.2)
          Decision Tree Classifier
[100]: #calling decision tree classifier
       model_dt=DecisionTreeClassifier(criterion = "gini",random_state =_
        →100,max_depth=6, min_samples_leaf=8)
```

```
[101]: #fitting
       model_dt.fit(x_train,y_train)
[101]: DecisionTreeClassifier(max_depth=6, min_samples_leaf=8, random_state=100)
[102]: #predicted values
       y_pred=model_dt.predict(x_test)
       y_pred
[102]: array([0, 1, 0, ..., 0, 0, 0], dtype=int64)
[103]: #comparing predicted and actual values
       print(classification_report(y_test, y_pred, labels=[0,1]))
                    precision
                                  recall f1-score
                                                     support
                                    0.87
                 0
                         0.84
                                              0.86
                                                         1042
                 1
                          0.59
                                    0.53
                                              0.56
                                                         365
          accuracy
                                              0.78
                                                         1407
                         0.72
                                    0.70
                                              0.71
                                                         1407
         macro avg
      weighted avg
                          0.78
                                    0.78
                                              0.78
                                                         1407
[104]: #upsampling to improve performance
       from imblearn.over_sampling import SMOTE
       oversample = SMOTE()
       X_resampled, y_resampled= oversample.fit_resample(x, y)
[105]: |xr_train,xr_test,yr_train,yr_test=train_test_split(X_resampled,__

y_resampled,test_size=0.2)
[106]: model_dt_smote=DecisionTreeClassifier(criterion = "gini", random_state = ___
        →100,max_depth=6, min_samples_leaf=8)
[107]: # values improved
       model_dt_smote.fit(xr_train,yr_train)
       yr_predict = model_dt_smote.predict(xr_test)
       model_score_r = model_dt_smote.score(xr_test, yr_test)
       print(model_score_r)
       print(metrics.classification_report(yr_test, yr_predict))
      0.8291384317521782
                    precision
                                 recall f1-score
                                                     support
                 0
                          0.83
                                    0.82
                                              0.82
                                                         1012
                          0.83
                                    0.84
                                              0.83
                                                         1054
```

```
0.83
                                                        2066
          accuracy
                                              0.83
                                                        2066
         macro avg
                         0.83
                                    0.83
      weighted avg
                         0.83
                                    0.83
                                              0.83
                                                        2066
[108]: print(metrics.confusion_matrix(yr_test, yr_predict))
      [[825 187]
       [166 888]]
         random forest classifier
[110]: from sklearn.ensemble import RandomForestClassifier
[111]: |model_rf=RandomForestClassifier(n_estimators=100, criterion='gini',
        Grandom state = 100, max depth=6, min samples leaf=8)
[112]: model_rf.fit(x_train,y_train)
[112]: RandomForestClassifier(max_depth=6, min_samples_leaf=8, random_state=100)
[113]: y_pred=model_rf.predict(x_test)
[114]: model_rf.score(x_test,y_test)
[114]: 0.8052594171997157
[115]: print(classification_report(y_test, y_pred, labels=[0,1]))
       # results are not very good
                    precision
                                 recall f1-score
                                                     support
                 0
                         0.84
                                    0.92
                                                        1042
                                              0.87
                 1
                         0.67
                                    0.49
                                              0.57
                                                         365
          accuracy
                                              0.81
                                                        1407
                         0.75
                                    0.70
                                              0.72
                                                        1407
         macro avg
      weighted avg
                         0.79
                                    0.81
                                              0.79
                                                        1407
[123]: from imblearn.combine import SMOTEENN
       sm = SMOTEENN()
       X_resampled1, y_resampled1 = sm.fit_resample(x,y)
[125]: xr_train1,xr_test1,yr_train1,yr_test1=train_test_split(X_resampled1,__
        →y_resampled1,test_size=0.2)
```

```
[126]: model_rf_smote=RandomForestClassifier(n_estimators=100, criterion='gini',
        arandom_state = 100,max_depth=6, min_samples_leaf=8)
[127]: model_rf_smote.fit(xr_train1,yr_train1)
[127]: RandomForestClassifier(max_depth=6, min_samples_leaf=8, random_state=100)
[128]: yr_predict1 = model_rf_smote.predict(xr_test1)
[129]: model_score_r1 = model_rf_smote.score(xr_test1, yr_test1)
[130]: print(model_score_r1)
       print(metrics.classification_report(yr_test1, yr_predict1))
      0.9426860564585116
                    precision
                                 recall f1-score
                                                     support
                 0
                                   0.91
                                              0.93
                         0.95
                                                         493
                         0.94
                 1
                                   0.97
                                              0.95
                                                         676
                                              0.94
                                                        1169
          accuracy
         macro avg
                         0.94
                                   0.94
                                              0.94
                                                        1169
      weighted avg
                         0.94
                                   0.94
                                              0.94
                                                        1169
[131]: print(metrics.confusion_matrix(yr_test1, yr_predict1))
      [[448 45]
       [ 22 654]]
[133]: #With RF Classifier, also we are able to get quite good results, infact better.
        →than Decision Tree
```

4 saving model with pickle

```
[136]: import pickle
[137]: filename = 'model.sav'
[138]:
      pickle.dump(model_rf_smote, open(filename, 'wb'))
[139]: load_model = pickle.load(open(filename, 'rb'))
[140]: model_score_r1 = load_model.score(xr_test1, yr_test1)
[141]: model_score_r1
[141]: 0.9426860564585116
```

[]:	
[]:	
[]:	