GROUP ASSIGNMENT ON DATA MINING (GROUP-3)

Done by:

- 1. Akshay Subramanian
- 2. Gokul
- 3. Priyanka Ponraj
- 4. Rajendran Swetha

Tool used: R Studio

Submitted on:22-02-2020

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ABOUT THE DATASET

Dataset name: Thera Bank-Data Set.xlsx

This dataset is all about earning interest from the loans given by "<u>Thera Bank</u>" to the potential customers (who are able to repay the loan). This dataset also plays a major role in finding the potential customer for disbursing the loans considering their **Income**, **Family size**, **Credit card usage**, **Education** and the amount of **mortgage** available in their name.

PROBLEM STATEMENT

• Build a model which can help the bank to identify the customers who have high potential of purchasing the personal loan and to find the areas to be focused for making the customers to take the personal loan.

ANALYSING THE DATASET

Since the given dataset is a *.xlsx file, to read that file, the package "readxl" has to be installed. On analyzing the column names of the dataset, we found that the column names Age (in Years), Experience (in Years) and Income (in K/Month) are not getting detected by the R studio during analysis as the word in is used as a keyword in R.

Hence, to avoid that error, the above mentioned column names have been renamed as **Age**, **Experience** and **Income** in the assigned data frame.

Number of records: 5000

Number of columns: 14

```
setwd("D:/BABI/BABI-5th Residency/Data Mining/Group Assignment")
getwd()
library(readxl) #package to read the excel file
bank <- read_excel("Thera Bank-Data Set.xlsx", sheet = "Bank_Personal_Loan_Modelling")
View(bank)
dim(bank) #checking the dimensions</pre>
```

INSTALLED PACKAGES

Since various models and functionalities have been used for analyzing the dataset, the following packages have been installed and loaded.

The packages are:

- readr
- deplyr
- ggplot2
- gridExtra
- lattice
- DataExplorer
- factoextra
- caret
- e1071
- rpart
- rpart.plot
- randomForest
- Metrics
- ROCit
- kableExtra

```
library(readr)
library(dplyr)
library(ggplot2)
library(gridExtra)
library(lattice)
library(DataExplorer)
library(factoextra)
library(caret)
library(e1071)
library(rpart)
library(rpart.plot)
library(randomForest)
library(Metrics)
library(ROCit)
library(kableExtra)
```

PRELIMINARY ANALYSIS OF DATA SET

Since the first and fifth column of the dataset (**ID** and **ZIP code**) are not required for the analysis, they are dropped from the data frame.

```
bank = bank[,-c(1,5)] #dropping the first and 5th columns of the dataset
```

Summary of the data frame:

```
ary(bank)
ID
               Age (in years)
                               Experience (in years) Income (in K/month)
                                                                           ZIP Code
Min.
                     :23.00
               Min.
                                                           : 8.00
                                                                        Min. : 9307
                               Min.
                                     :-3.0
                                                    Min.
1st Qu.:1251
               1st Qu.:35.00
                               1st Qu.:10.0
                                                     1st Qu.: 39.00
                                                                         1st Qu.:91911
               Median :45.00
                                                    Median : 64.00
                                                                        Median :93437
Median :2500
                               Median :20.0
Mean :2500
               Mean :45.34
                                                    Mean : 73.77
                                                                        Mean :93153
                               Mean :20.1
               3rd Qu.:55.00
                                                    3rd Qu.: 98.00
3rd Qu.:3750
                               3rd Qu.:30.0
                                                                         3rd Ou.:94608
Max.
       :5000
               Max.
                     :67.00
                              Max.
                                     :43.0
                                                    Max.
                                                          :224.00
                                                                        Max.
                                                                                :96651
Family members
                   CCAvg
                                  Education
                                                   Mortgage
                                                                 Personal Loan
                                                                                 Securities Account
                                                Min. : 0.0
1st Qu.: 0.0
               Min. : 0.000
Min.
      :0.000
                                Min. :1.000
                                                                Min.
                                                                       :0.000
                                                                                Min.
                                                                                       :0.0000
1st Qu.:1.000
                1st Qu.: 0.700
                                 1st Qu.:1.000
                                                                 1st Qu.:0.000
                                                                                 1st Qu.:0.0000
Median :2.000
               Median : 1.500
                                 Median :2.000
                                                 Median : 0.0
                                                                Median :0.000
                                                                                Median :0.0000
                                                       : 56.5
      :2.389
                Mean
                        1.938
                                 Mean
                                       :1.881
                                                 Mean
                                                                Mean :0.096
                                                                                Mean
                                                                                      :0.1044
3rd Qu.:3.000
                3rd Qu.: 2.500
                                 3rd Qu.:3.000
                                                 3rd Qu.:101.0
                                                                 3rd Qu.:0.000
                                                                                 3rd Qu.:0.0000
                      :10.000
                                                       :635.0
       :4.000
               Max.
                                 Max.
                                       :3.000
                                                                Max.
                                                                        :1.000
                                                                                       :1.0000
Max.
                                                 Max.
                                                                                Max.
 CD Account
                    Online
                                   CreditCard
Min.
                                 Min.
       :0.0000
                Min.
                      :0.0000
                                       :0.000
1st Qu.:0.0000
                 1st Qu.:0.0000
                                  1st Qu.:0.000
Median :0.0000
                 Median :1.0000
                                  Median :0.000
                                       :0.294
Mean
      :0.0604
                 Mean
                       :0.5968
                                  Mean
3rd Qu.:0.0000
                 3rd Qu.:1.0000
                                  3rd Qu.:1.000
      :1.0000
                        :1.0000
                 Max.
                                  Max.
                                         :1.000
```

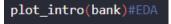
On checking the **Experience** (in years) column, we can find that there are negative values in that column. Hence, to make the negative values positive, the function **abs** () was used.

```
head(bank[bank$Experience<0,]) #checking for negative values in experience col
bank$Experience = abs(bank$Experience) #modulo function for the negative values
dim(bank)
summary(bank)</pre>
```

Summary of the data frame after applying the **abs** () function for the **Experience** column:

```
summary(bank)
                   Experience
                                                     Family members
                                                                          CCAvg
                                                                                         Education
     Age
                                       Income
                                         : 8.00
Min.
       :23.00
                 Min. : 0.00
                                  Min.
                                                            :0.000
                                                                      Min.
                                                                             : 0.000
                                                                                         1:2096
                                                     Min.
1st Qu.:35.00
                 1st Qu.:10.00
                                  1st Qu.: 39.00
                                                     1st Qu.:1.000
                                                                      1st Qu.: 0.700
                                                                                         2:1403
Median :45.00
                 Median :20.00
                                  Median : 64.00
                                                     Median :2.000
                                                                      Median : 1.500
                                                                                         3:1501
Mean :45.34
                 Mean :20.13
                                  Mean
                                        : 73.77
                                                     Mean :2.389
                                                                      Mean
                                                                             : 1.938
                 3rd Qu.:30.00
3rd Qu.:55.00
                                  3rd Qu.: 98.00
                                                     3rd Qu.:3.000
                                                                      3rd Qu.: 2.500
                 Max. :43.00 Max. :224.00 Max. :4.000 Ma
Personal Loan Securities Account CD Account Online
      :67.00
                                                                      Max.
                                                                             :10.000
   Mortgage
                                                                          CreditCard
Min. : 0.0
1st Qu.: 0.0
Median
                 0:4520
                                0:4478
                                                     0:4698
                                                                 0:2016
                                                                          0:3530
                 1: 480
                                1: 522
                                                     1: 302
                                                                 1:2984
                                                                           1:1470
Median :
          0.0
      : 56.5
Mean
3rd Qu.:101.0
Max.
       :635.0
```

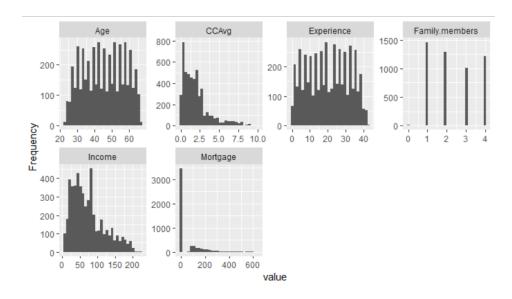
Introduction Plot



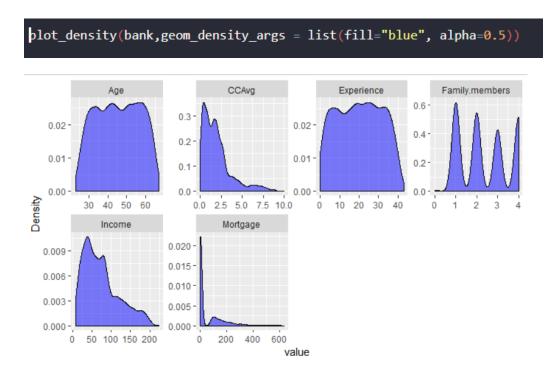


Histogram Plot

plot_histogram(bank)



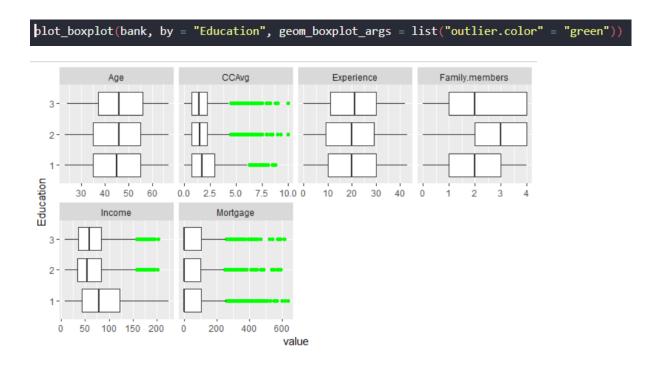
Density Plot



From the histograms and the density plots above we could conclude there are not much outliers in the parameters such as age, Family members and the parameters such as CCAvg and Income seem to be left skewed and with outliers.

Boxplots

With respect to Education

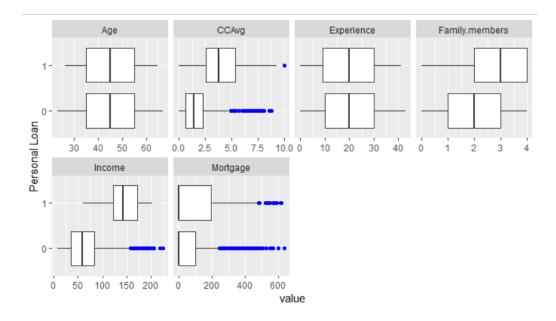


On analyzing the above box plots, we can infer that:

- 1. The columns **CCAvg** (Avg. spending on Credit card) and **Mortgage** have the highest number of outliers irrespective of the Education.
- 2. Education level **2** (**Graduate**) and **3** (**Advanced/Professional**) have the highest number of outliers in the **Income** column.

With respect to Personal Loan

```
plot_boxplot(bank, by = "Personal Loan", geom_boxplot_args = list("outlier.color" = "blue"))
```



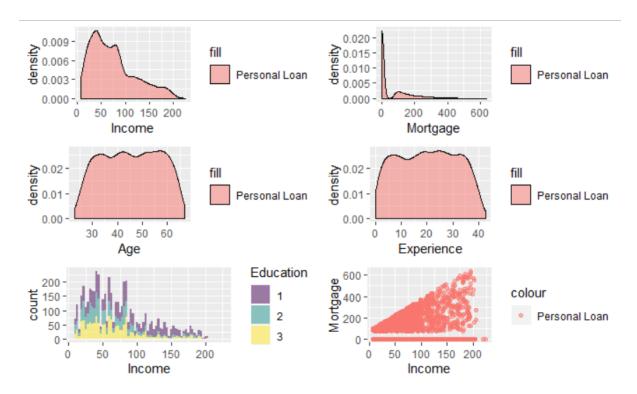
On analyzing the above box plots, we can infer that:

Lots of class 0 (people who don't take Personal Loan) are present as outliers in the columns CCAvg, Mortgage and Income columns. Hence the bank can find more prospective loan customers in the higher income and higher mortgage values groups.

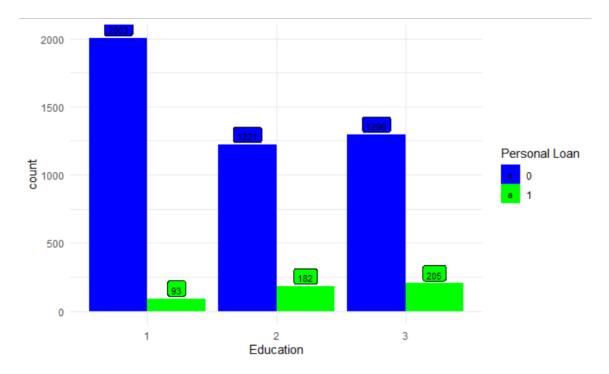
Density, Scatter and Bar plots

- 1. Income
- 2. Mortgage
- 3. Age
- 4. Experience
- 5. Income vs. Mortgage
- 6. Income vs. Education

```
p1 = ggplot(bank, aes(Income, fill= "Personal Loan")) + geom_density(alpha=0.5)
p2 = ggplot(bank, aes(Mortgage, fill= "Personal Loan")) + geom_density(alpha=0.5)
p3 = ggplot(bank, aes(Age, fill= "Personal Loan")) + geom_density(alpha=0.5)
p4 = ggplot(bank, aes(Experience, fill= "Personal Loan")) + geom_density(alpha=0.5)
p5 = ggplot(bank, aes(Income, fill= Education)) + geom_histogram(alpha=0.5, bins = 70)
p6 = ggplot(bank, aes(Income, Mortgage, color = "Personal Loan")) +
    geom_point(alpha = 0.5)
grid.arrange(p1, p2, p3, p4, p5, p6, ncol = 2, nrow = 3)
```



Bar plot for Education



On analyzing the above bar graph, we can infer that:

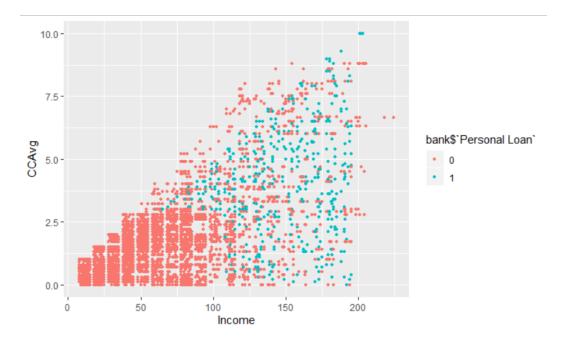
- 1. Most of the customers are not willing to take up Personal loans.
- 2. The distribution is somewhat left-skewed and inclined more towards class 0 (People who don't take up Personal Loans)
- 3. Also, the number of customers who take up Personal Loans increases as the Education level increases from 1 (Undergrad) to 3 (Advanced/Professional).

On looking on the above results, there seems to be a lot of prospective customer base and the bank must enlighten the customers on the perks and prospects of the Personal Loan in order to increase the revenue from the Personal Loans.

Scatter plot for CCAvg and Income

Credit card usage can be used as a performance metric and also to manipulate a certain customer for taking a Personal Loan.

```
ggplot(bank, aes(Income,y = CCAvg, color = bank$`Personal Loan`)) +
  geom_point(size = 1)
```



On analyzing the above scatter plot, we can infer that customers:

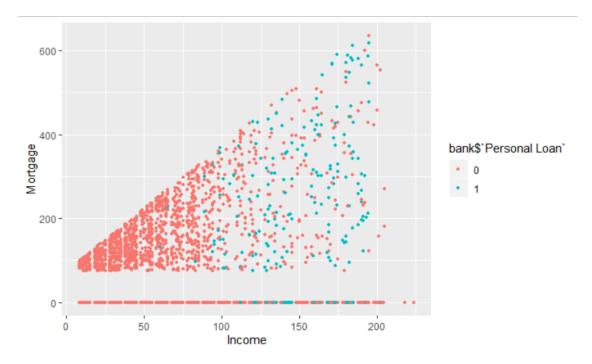
- 1. Who are in the **income group** between **0K and 40K**, spend **very less** or **don't even spend** on Credit cards. Hence, there won't be a need of Personal loan for them to clear off the debts.
- 2. Who are in the **income group** between **40K** and **90K**, spend a **considerable amount** using the Credit cards.
- 3. Who are in the **income group** of **greater than 100K**, spend **more** using credit cards. Hence, they will surely need a Personal loan to clear off their debts.

Hence, the bank must concentrate on the customers who are in the income group between 40K and 90K to take up Personal loans.

Scatter plot for Income and Mortgage

Mortgage is another good indicator with which the customers can be targeted.

```
ggplot(bank, aes(Income,y = Mortgage, color = bank$`Personal Loan`)) +
   geom_point(size = 1)
```



On analyzing the above scatter plot, we can infer that:

- 1. Customers having moderate Income and Mortgage are least interested in taking up Personal loans.
- 2. Customers having high Mortgage value take up the personal loans which have low rate of interest in order to retrieve their property from mortgage.

CLUSTERING

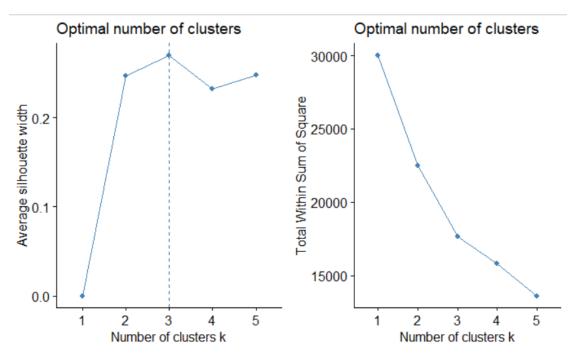
Clustering is one of the non-supervised learning techniques which are used to find similarities and dissimilarities of the pattern in the given dataset. In a dataset each row itself clustered.

Clustering is one of the non-supervised learning techniques which are very helpful in handling real-time data. It can be broadly classified into Hierarchical and Non-hierarchical.

Since our dataset has a large volume of data with 5000 observations, non-hierarchical clustering (K-means clustering) is used for analyzing.

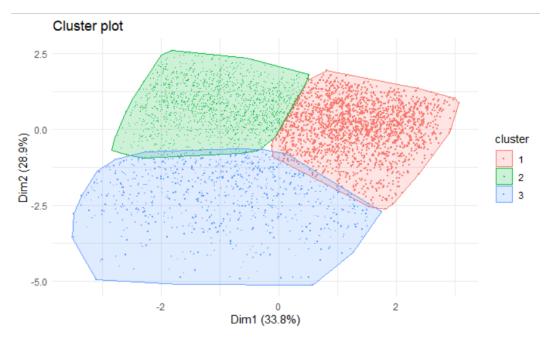
Before starting with the clustering, the ideal cluster size can be determined with the given number of datasets.

```
bank.clust = bank %>% select_if(is.numeric)
bank.scale = scale(bank.clust, center = TRUE) #scaling the cluster
bank.dist = dist(bank.scale, method = "euclidean") #calculating the euclidean distance
## checking optimal number of clusters to categorize dataset
p12 = fviz_nbclust(bank.scale, kmeans, method = "silhouette", k.max = 5) # k-means clustering is used
p21 = fviz_nbclust(bank.scale, kmeans, method = "wss", k.max = 5)
grid.arrange(p12, p21, ncol=2)
```



Hence, the optimal number of clusters can be formed is 3 with 3 centroids (1 for each).

Hence, the k-means clustering is performed using the scaled data since the actual values of the variables are not uniformed:



From this, we came to know that:

- 1. The clusters that are formed with the "Euclidean distance" method co-incidentally coincide with the number of education levels (which is also 3).
- 2. As the education level increases, people's financial needs increase due to increase in the personal needs. Hence, personal loans will be preferred.
- 3. The dataset has been split into 3 clusters of size 2149, 2012 and 839 respectively.

SPLITTING OF DATASET

To analyze the dataset with various models, the model is split into two datasets namely:

1. Training dataset

2. Test dataset

Out of the 5000 observations, 70% of the observation is used as the training dataset and rest of them is used as test dataset. Here, we have taken the test dataset for analyzing purpose.

```
#splitting dataset into train and test
set.seed(1233)

## sampling 70% of data for training the algorithms using random sampling
bank.index = sample(1:nrow(bank), nrow(bank)*0.70)
bank.train = bank[bank.index,]
bank.test = bank[-bank.index,]
dim(bank.test)
dim(bank.train)
table(bank.train$`Personal Loan`)
table(bank.test$`Personal Loan`)
```

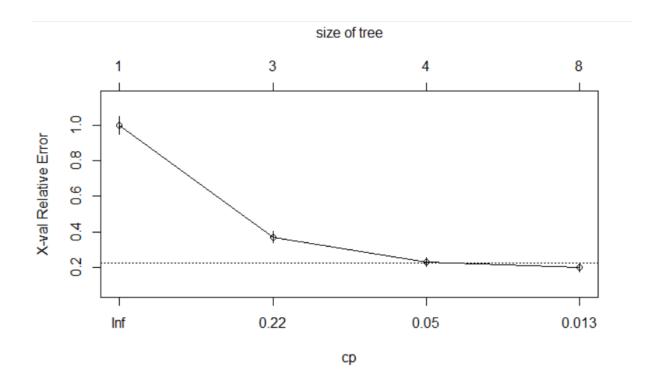
```
> set.seed(1233)
> bank.index = sample(1:nrow(bank), nrow(bank)*0.70)
> bank.train = bank[bank.index,]
> bank.test = bank[-bank.index,]
> dim(bank.test)
[1] 1500
          12
> dim(bank.train)
[1] 3500
          12
> table(bank.train$`Personal Loan`)
   0
        1
3151 349
> table(bank.test$`Personal Loan`)
   0
1369 131
```

CART MODEL

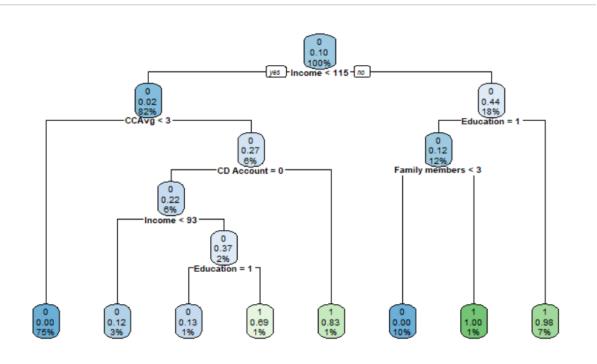
Classification tree models use GINI gain for analyzing purpose. The independent variable with the highest GINI gain is used for splitting the parent node. For running the CART model in R, the packages **rpart** and **rpart.control** are installed.

```
> set.seed(233)
> cart.model.gini = rpart(bank.train$ Personal Loan`~., data = bank.train, method = "class",
> ## checking the complexity parameter
> ## checking the cptable to gauge the best crossvalidated error and correspoding
> ## Complexity paramter
> cart.model.gini$cptable
           CP nsplit rel error
                                     xerror
1 0.32521490
                    0 1.0000000 1.0000000 0.05078991
2 0.14326648
                    2 0.3495702 0.3696275 0.03193852
                    3 0.2063037 0.2263610 0.02517855
7 0.1346705 0.1977077 0.02356543
3 0.01719198
4 0.01000000
> ## checking for the variable importance for splitting of tree
> cart.model.gini$variable.importance
     Education
                         Income Family members
                                                              CCAvg
                                                                          CD Account
                                                                                              Mortgage
                                                                                                             Experience
    232.137107
                      188.541598
                                       142.501489
                                                         106.606257
                                                                           56.904176
                                                                                             27.306276
                                                                                                                3.445512
                         Online
            Age
       3.437672
                        1.751040
> ## checking the complexity parameter
> plotcp(cart.model.gini)
> ## plotting the classification tree
```

Checking the complexity parameter



Plotting of the CART model



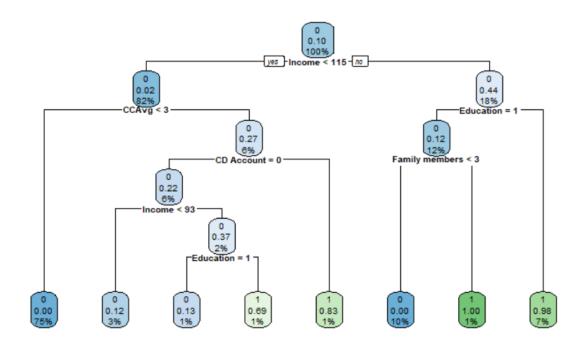
PRUNED CART MODEL

The CART model can be pruned using the complexity parameter in order to prevent the over-fitting in the model.

```
#Pruned CART Tree

## prunning the tree using the best complexity parameter
pruned.model = prune(cart.model.gini, cp = 0.015)

## plotting the prunned tree
rpart.plot(pruned.model, cex=0.65)
```



PREDICTION USING THE CART MODEL

For predicting whether the CART model is suitable or not for analysis, the pruned model is used. Since, loan prediction is done; a threshold value is set to find the defaulters.

Here, probability value greater than **0.7** is treated as **class 1** and lesser than those are considered as **class 0**.

The confusion matrix can also be used to determine the performance of the model.

```
cart.pred = predict(pruned.model, bank.test, type = "prob")
> cart.pred.prob.1 = cart.pred[,1]
0.99734244 0.99734244 0.99734244 0.99734244 0.02109705 0.31428571 0.02109705 0.99734244 0.02109705
        10
0.99734244
> ## setting the threshold for probabilities to be considered as 1
> bank.test$loanprediction = ifelse(cart.pred.prob.1 >= threshold, 1, 0)
> bank.test$loanprediction = as.factor(bank.test$loanprediction)
> Cart.Confusion.Matrix = confusionMatrix(bank.test$loanprediction,
                                         reference = bank.test$`Personal Loan`, positive = "1")
> Cart.Confusion.Matrix
Confusion Matrix and Statistics
          Reference
Prediction
             8 121
         0
         1 1361 10
               Accuracy: 0.012
                 95% CI : (0.0071, 0.0189)
    No Information Rate : 0.9127
    P-Value [Acc > NIR] : 1
                  Kappa: -0.1738
 Mcnemar's Test P-Value : <2e-16
            Sensitivity: 0.076336
            Specificity: 0.005844
         Pos Pred Value: 0.007294
         Neg Pred Value: 0.062016
             Prevalence: 0.087333
         Detection Rate: 0.006667
   Detection Prevalence: 0.914000
      Balanced Accuracy: 0.041090
       'Positive' Class : 1
```

From the above calculations, we can find that the **accuracy** of the pruned CART model is less i.e., **1.2%** even after pruning with respect to the complexity parameter. Hence we cannot conclude our observations based on CART model.

RANDOM FOREST TECHNIQUE

Random Forest is an ensemble technique in which we have used the bagging method that comprises of strong and weak learners which comprises of Decision Trees for studying the dataset, thereby providing better accuracy or output. To analyze the given dataset using the Random Forest technique in R, the package **randomForest** is used.

```
RF = randomForest(formula = bank.test$`Personal Loan`~(bank.test$Age+bank.test$Experience+
                                                                     bank.test$CCAvg+bank.test$Education+
                                                                     bank.test$Mortgage+
bank.test$`Securities Account`+
bank.test$`CD Account`+
                                                                     bank.test$Online+bank.test$CreditCard),
> print(RF)
 randomForest(formula = bank.test$`Personal Loan` ~ (bank.test$Age +
                                                                                    bank.test$Experience + bank.test$In
come + bank.test$`Family members` + bank.test$CCAvg
nk.test$`Securities Account` + bank.test$`CD Account` +
                                               bank.test$CCAvg + bank.test$Education + bank.test$Mortgage +
                                                                    bank.test$Online + bank.test$CreditCard), data =
 bank.test)
                 Type of random forest: classification
                        Number of trees: 500
No. of variables tried at each split: 3
         OOB estimate of error rate: 1.67%
Confusion matrix:
0 1 class.error
0 1363 6 0.004382761
    19 112 0.145038168
```

The error rate and OOB error rate for this technique are calculated as follows:

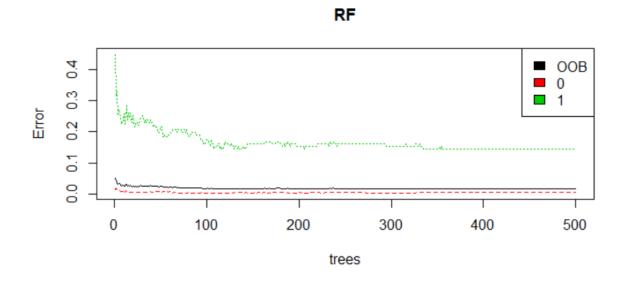
```
## Print the error rate
err = RF$err.rate
head(err)

## out of bag error
oob_err = err[nrow(err), "00B"]
print(oob_err) ## depicts the final out of bag error for all the samples
```

```
## plot the 00B error
plot(RF)
legend(x="topright", legend = colnames(err), fill = 1:ncol(err))
```

Plotting of the Random Forest graph:

```
> plot(RF)
> legend(x="topright", legend = colnames(err), fill = 1:ncol(err))
> |
```



The above graph depicts the Overall OOB error, class 0 error and class 1 error.

PREDICTION OF THE RANDOM FOREST MODEL

```
#Prediction for Random Forest package
ranfost.pred = predict(RF, bank.test, type = "prob")[,1]
bank.test$RFpred = ifelse(ranfost.pred>=0.8,"1","0")
bank.test$RFpred = as.factor(bank.test$RFpred)
levels(bank.test$RFpred)

RFConf.Matx = confusionMatrix(bank.test$RFpred, bank.test$^Personal Loan^, positive = "1")
RFConf.Matx
table(bank.test$^Personal Loan^)
```

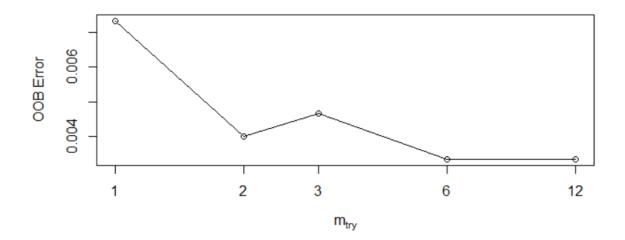
```
> ranfost.pred = predict(RF, bank.test, type = "prob")[,1]
> bank.test$RFpred = ifelse(ranfost.pred>=0.8,"1","0")
> bank.test$RFpred = as.factor(bank.test$RFpred)
> levels(bank.test$RFpred)
[1] "0" "1"
> RFConf.Matx = confusionMatrix(bank.test$RFpred, bank.test$`Personal Loan`, positive = "1")
> RFConf.Matx
Confusion Matrix and Statistics
           Reference
Prediction 0 1
0 5 131
                  Accuracy : 0.0033
                    95% CI : (0.0011, 0.0078)
    No Information Rate : 0.9127
    P-Value [Acc > NIR] : 1
                     Kappa : -0.1896
 Mcnemar's Test P-Value : <2e-16
              Sensitivity: 0.000000
              Specificity: 0.003652
           Pos Pred Value : 0.000000
          Neg Pred Value: 0.036765
               Prevalence: 0.087333
          Detection Rate: 0.000000
   Detection Prevalence : 0.909333
       Balanced Accuracy : 0.001826
        'Positive' Class : 1
```

```
> table(bank.test$`Personal Loan`)
    0    1
1369   131
> |
```

TUNED RANDOM FOREST TECHNIQUE

The tuned Random forest technique can be used to find whether the performance can be improved.

```
set.seed(333)
 tunedRF = tuneRF(x = bank.test[,-8],
                           y= bank.test$`Personal Loan`,
                           ntreeTry = 501, doBest = T)
mtry = 3 00B error = 0.47%
Searching left ...
mtry = 2
                00B \text{ error} = 0.4\%
0.1428571 0.05
mtry = 1
                00B \ error = 0.73\%
-0.8333333 0.05
Searching right ...
mtry = 6
                00B error = 0.33\%
0.1666667 0.05
mtry = 12
                00B \text{ error} = 0.33\%
0 0.05
> print(tunedRF)
Call:
 randomForest(x = x, y = y, mtry = res[which.min(res[, 2]), 1])
               Type of random forest: classification
                     Number of trees: 500
No. of variables tried at each split: 6
        OOB estimate of error rate: 0.4%
Confusion matrix:
    0 1 class.error
0 1364 5 0.003652301
     1 130 0.007633588
```



CONCLUSION

On comparing the accuracy of the CART, Random Forest and tuned Random forest models, we can find that the **tuned Random Forest** model has **higher accuracy** which can be used for studying the dataset.

R SOURCE CODE

Please find attached the R code for reference:

