**client\_data.csv**

• id = client company identifier

• activity\_new = category of the company’s activity

• channel\_sales = code of the sales channel

• cons\_12m = electricity consumption of the past 12 months

• cons\_gas\_12m = gas consumption of the past 12 months

• cons\_last\_month = electricity consumption of the last month

• date\_activ = date of activation of the contract

• date\_end = registered date of the end of the contract

• date\_modif\_prod = date of the last modification of the product

• date\_renewal = date of the next contract renewal

• forecast\_cons\_12m = forecasted electricity consumption for next 12 months

• forecast\_cons\_year = forecasted electricity consumption for the next calendar year

• forecast\_discount\_energy = forecasted value of current discount

• forecast\_meter\_rent\_12m = forecasted bill of meter rental for the next 2 months

• forecast\_price\_energy\_off\_peak = forecasted energy price for 1st period (off peak)

• forecast\_price\_energy\_peak = forecasted energy price for 2nd period (peak)

• forecast\_price\_pow\_off\_peak = forecasted power price for 1st period (off peak)

• has\_gas = indicated if client is also a gas client

• imp\_cons = current paid consumption

• margin\_gross\_pow\_ele = gross margin on power subscription

• margin\_net\_pow\_ele = net margin on power subscription

• nb\_prod\_act = number of active products and services

• net\_margin = total net margin

• num\_years\_antig = antiquity of the client (in number of years)

• origin\_up = code of the electricity campaign the customer first subscribed to

• pow\_max = subscribed power

• churn = has the client churned over the next 3 months

**price\_data.csv**

• id = client company identifier

• price\_date = reference date

• price\_off\_peak\_var = price of energy for the 1st period (off peak)

• price\_peak\_var = price of energy for the 2nd period (peak)

• price\_mid\_peak\_var = price of energy for the 3rd period (mid peak)

• price\_off\_peak\_fix = price of power for the 1st period (off peak)

• price\_peak\_fix = price of power for the 2nd period (peak)

• price\_mid\_peak\_fix = price of power for the 3rd period (mid peak)

Note: some fields are hashed text strings. This preserves the privacy of the original data but the commercial meaning is retained and so they may have predictive power