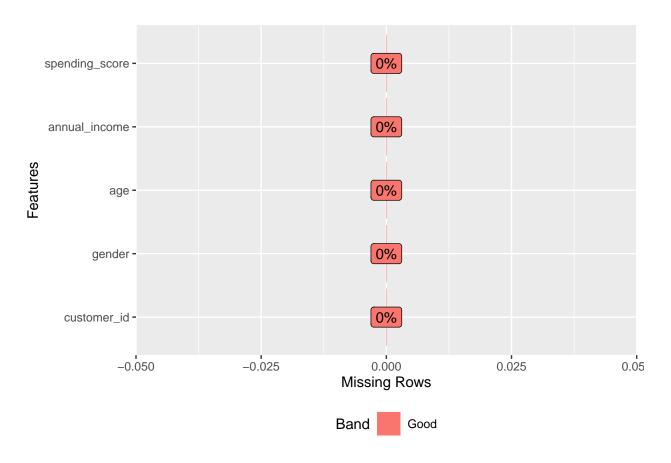
## **LIBRARIES**

```
library(knitr)
library(readr)
library(ggplot2)
library(ggthemes)
library(wesanderson)
library(dplyr)
## Attaching package: 'dplyr'
## The following objects are masked from 'package:stats':
##
##
       filter, lag
## The following objects are masked from 'package:base':
##
##
       intersect, setdiff, setequal, union
library(tidyr)
library(magrittr)
##
## Attaching package: 'magrittr'
## The following object is masked from 'package:tidyr':
##
##
       extract
library(stats)
library(corrplot)
## corrplot 0.92 loaded
library(factoextra)
## Welcome! Want to learn more? See two factoextra-related books at https://goo.gl/ve3WBa
library(DataExplorer)
library("psych")
##
## Attaching package: 'psych'
## The following objects are masked from 'package:ggplot2':
##
##
       %+%, alpha
```

```
## Rows: 200 Columns: 5
## -- Column specification -----
## Delimiter: ","
## chr (1): Gender
## dbl (4): CustomerID, Age, Annual Income (k$), Spending Score (1-100)
## i Use 'spec()' to retrieve the full column specification for this data.
## i Specify the column types or set 'show_col_types = FALSE' to quiet this message.
head(custom)
## # A tibble: 6 x 5
   CustomerID Gender Age 'Annual Income (k$)' 'Spending Score (1-100)'
##
        <dbl> <chr> <dbl>
                                        <dbl>
                                                                 <dbl>
## 1
           1 Male
                                            15
           2 Male
                                                                    81
## 2
                        21
                                            15
           3 Female
## 3
                        20
                                            16
                                                                    6
## 4
           4 Female
                      23
                                                                    77
                                            16
## 5
           5 Female
                        31
                                           17
                                                                    40
## 6
           6 Female
                                                                    76
                                            17
custom <- custom %>%
 rename(customer_id = 1,
        gender = 2,
        age = 3,
        annual_income = 4,
        spending_score = 5)
head(custom)
## # A tibble: 6 x 5
   customer_id gender age annual_income spending_score
##
         <dbl> <chr> <dbl>
                             <dbl>
## 1
                                                    39
            1 Male
                        19
                                     15
## 2
            2 Male
                         21
                                      15
                                                    81
## 3
             3 Female
                         20
                                      16
                                                     6
## 4
             4 Female
                         23
                                      16
                                                    77
## 5
             5 Female
                         31
                                     17
                                                    40
## 6
             6 Female
                         22
                                     17
                                                    76
# unique customers
n_distinct(custom$customer_id)
## [1] 200
plot_missing(custom)
```



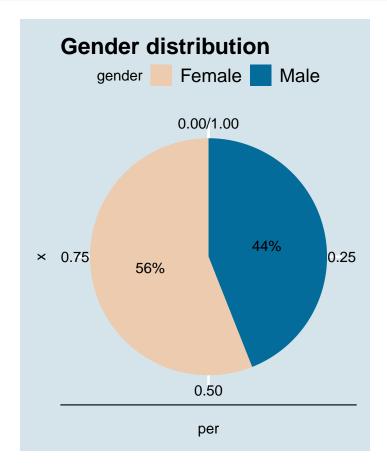
```
# Summary of dataset
summary_custom <- psych::describe(custom, fast = TRUE)</pre>
## Warning in FUN(newX[, i], ...): no non-missing arguments to min; returning Inf
## Warning in FUN(newX[, i], ...): no non-missing arguments to max; returning -Inf
summary_custom
                  vars
                         n
                             mean
                                     sd min max range
## customer_id
                    1 200 100.50 57.88
                                             200
                                                   199 4.09
                                          1
## gender
                     2 200
                              {\tt NaN}
                                     NA Inf -Inf
                                                  -Inf
                     3 200 38.85 13.97 18
## age
                                              70
                                                    52 0.99
## annual_income
                     4 200 60.56 26.26 15 137
                                                   122 1.86
## spending_score
                     5 200 50.20 25.82
                                                    98 1.83
                                              99
#path_out = '' #Set path
#write.csv(summary_custom,paste(path_out,'summary_custom.csv'))
```

# Data analysis

```
theme_set(theme_economist())
```

```
df1 <- custom %>%
  group_by(gender) %>%
  count() %>%
  ungroup() %>%
  mutate(per=`n`/sum(`n`)) %>%
  arrange(desc(gender))

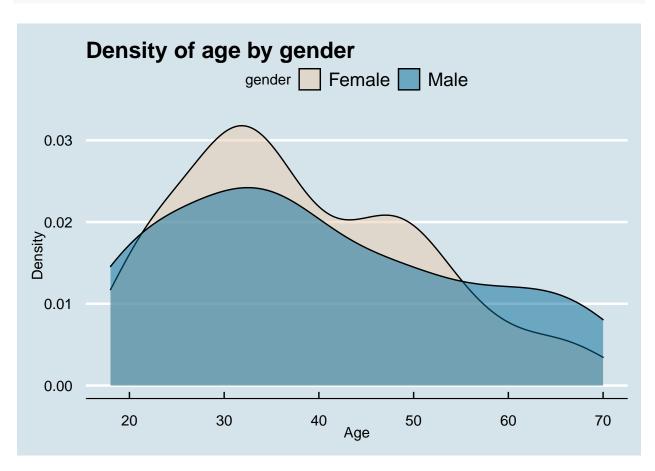
df1$label <- scales::percent(df1$per)
gender_plt <- ggplot(data=df1)+
  geom_bar(aes(x="", y=per, fill=gender), stat="identity", width = 1)+
  coord_polar("y", start=0)+
  ggtitle(paste0("Gender distribution")) +
  geom_text(aes(x=1, y = cumsum(per) - per/2, label=label)) +
  scale_fill_manual(values=wes_palette(n=2, name="Darjeeling2"))
gender_plt</pre>
```



 $\#ggsave("gender\_plt.png", plot = gender\_plt, path = "") \#Set path$ 

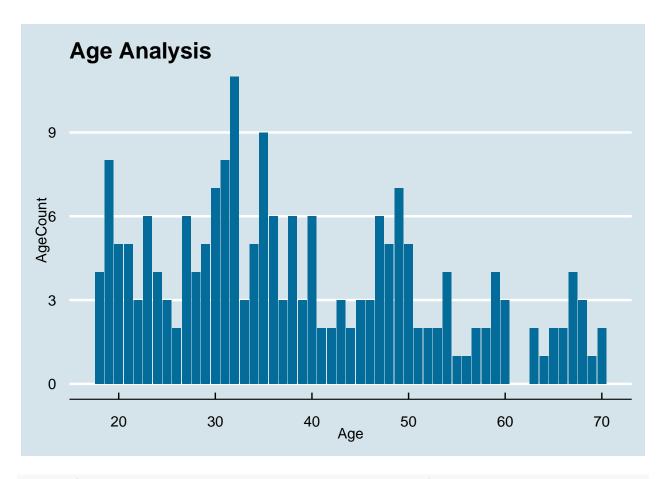
```
# Density of age by gender
pl1 <- custom %>%
    ggplot( aes(x=age, fill = gender)) +
    geom_density(alpha = 0.5) +
    xlab("Age") +
```

```
ylab("Density") +
  ggtitle("Density of age by gender")+ scale_fill_manual(values=wes_palette(n=2, name="Darjeeling2"))
pl1
```



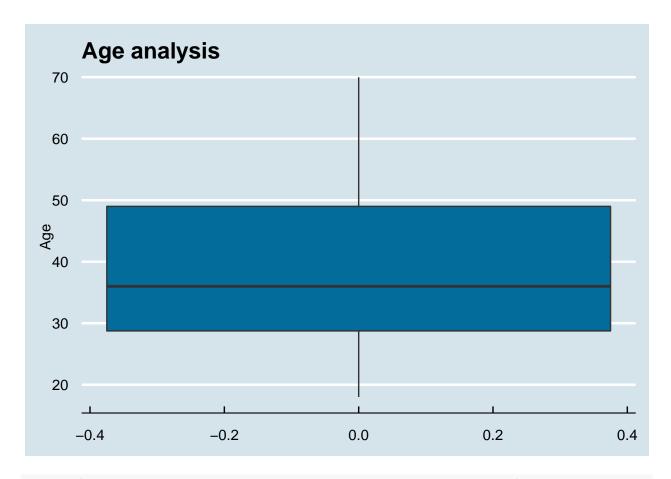
#ggsave("pl1.png", plot = pl1, path = "") #Set path

```
# Counting the frequency of the values of the age
age_analysis <- custom %>%
  group_by(age) %>%
  count() %>%
  ggplot()+
  geom_col(aes(age, n), fill = "#046C9A") +
  ggtitle("Age Analysis") +
  xlab("Age") +
  ylab("AgeCount")
age_analysis
```



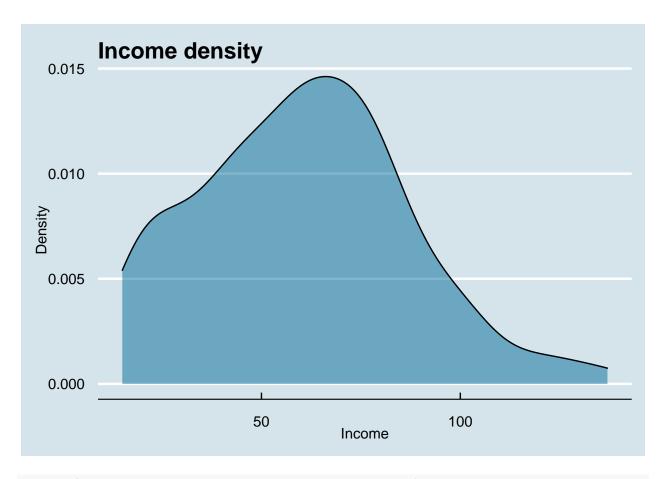
 $\#ggsave("age\_analysis.png", \ plot = age\_analysis, \ path = "") \ \#Set \ path$ 

```
age_analysis_boxpl<-ggplot(custom, aes(y = age)) +
  geom_boxplot(fill='#046C9A')+
  ggtitle("Age analysis") +
  ylab("Age")
age_analysis_boxpl</pre>
```



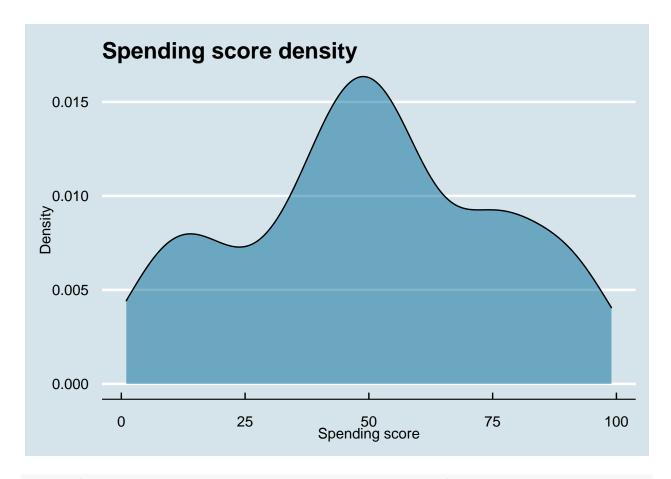
 $\#ggsave("age\_analysis\_boxpl.png", \ plot = age\_analysis\_boxpl, \ path = "") \ \#Set \ path$ 

```
# Density income
income_dens<-custom %>%
    ggplot( aes(x=annual_income)) +
    geom_density(alpha = 0.5, fill = "#046C9A") +
    xlab("Income") +
    ylab("Density") +
    ggtitle("Income density")
income_dens
```



 $\#ggsave("income\_dens.png", \ plot = income\_dens, \ path = "") \ \#Set \ path$ 

```
# Spending score
spending_dens <- custom %>%
    ggplot( aes(x=spending_score)) +
    geom_density(alpha = 0.5, fill = "#046C9A") +
        xlab("Spending score") +
    ylab("Density") +
    ggtitle("Spending score density")
spending_dens
```



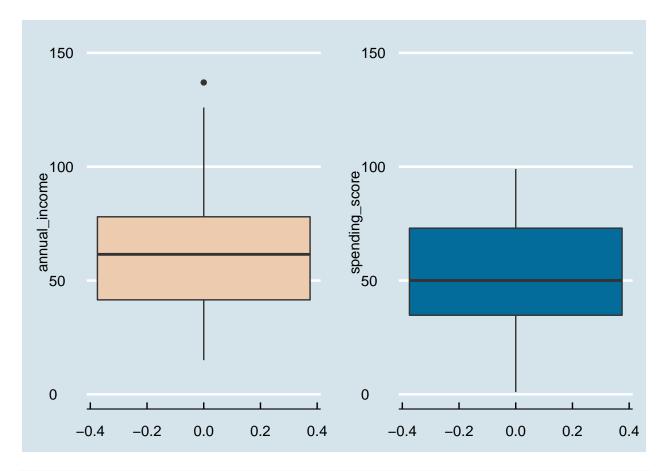
#ggsave("spending\_dens.png", plot = spending\_dens, path = "") #Set path

```
#Annual income and spending score bo library(gridExtra)
```

```
##
## Attaching package: 'gridExtra'

## The following object is masked from 'package:dplyr':
##
## combine

p1 <- ggplot(custom, aes(y = annual_income)) + geom_boxplot(fill='#ECCBAE') + ylim(c(1,150))
p2 <- ggplot(custom, aes(y = spending_score)) + geom_boxplot(fill='#046C9A') + ylim(c(1,150))
p_1_2 <- grid.arrange(p1, p2, ncol = 2)</pre>
```



#### p\_1\_2

```
## TableGrob (1 x 2) "arrange": 2 grobs
## z cells name grob
## 1 1 (1-1,1-1) arrange gtable[layout]
## 2 2 (1-1,2-2) arrange gtable[layout]
```

#### p\_1\_2

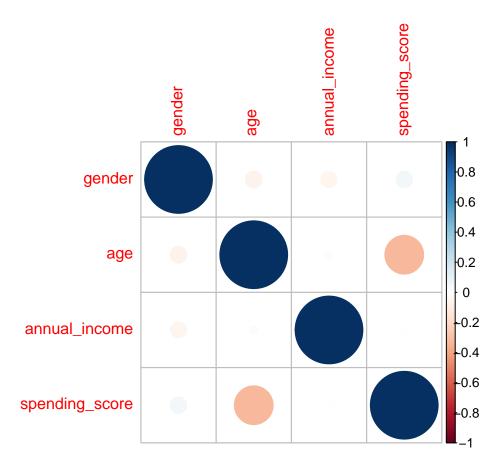
```
## TableGrob (1 x 2) "arrange": 2 grobs
## z cells name grob
## 1 1 (1-1,1-1) arrange gtable[layout]
## 2 2 (1-1,2-2) arrange gtable[layout]
```

## $\#ggsave("p_1_2.png", plot = p_1_2, path = "") \#Set path$

```
custom$gender <- as.factor(custom$gender)
custom$gender <- as.numeric(custom$gender)
lapply(custom, class)</pre>
```

```
## $customer_id
## [1] "numeric"
##
```

```
## $gender
## [1] "numeric"
##
## $age
## [1] "numeric"
##
## $annual_income
## [1] "numeric"
##
## $spending_score
## [1] "numeric"
custom$gender[custom$gender == 2 ] <- 0 # Male = 0 Female = 1</pre>
head(custom)
## # A tibble: 6 x 5
                          age annual_income spending_score
     customer_id gender
##
           <dbl> <dbl> <dbl>
                                       <dbl>
                                                      <dbl>
## 1
              1
                      0
                           19
                                          15
                                                         39
## 2
               2
                      0
                           21
                                          15
                                                         81
## 3
               3
                      1
                            20
                                          16
                                                          6
               4
## 4
                      1
                           23
                                          16
                                                         77
## 5
               5
                      1
                            31
                                          17
                                                         40
## 6
               6
                      1
                            22
                                          17
                                                         76
cor_custom<- cor(custom[,-1])</pre>
cor_custom
##
                       gender
                                       age annual_income spending_score
## gender
                   1.00000000 -0.06086739
                                            -0.056409810
                                                             0.058108739
## age
                  -0.06086739 1.00000000 -0.012398043
                                                            -0.327226846
## annual_income -0.05640981 -0.01239804
                                            1.000000000
                                                             0.009902848
## spending_score 0.05810874 -0.32722685
                                             0.009902848
                                                             1.00000000
corrplot(cor_custom)
```

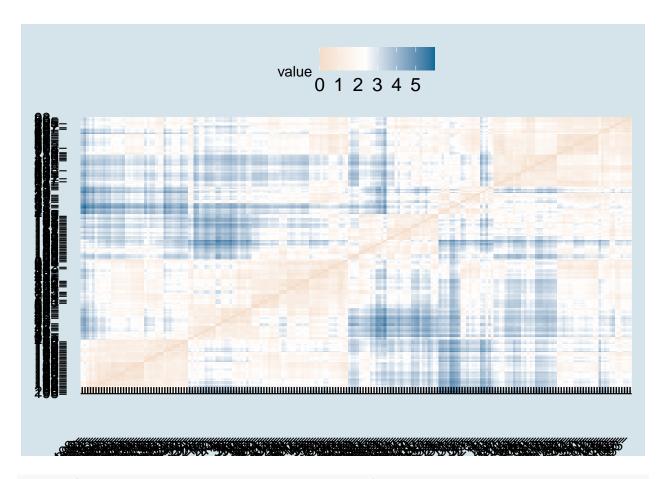


```
custom_norm <- lapply(custom[c(3,4,5)], function(x) c(scale(x)))
custom_norm <- as.data.frame(custom_norm)
custom_norm[, 'gender'] <- custom$gender
custom_norm <- custom_norm %>%
    select(gender, everything())
head(as_tibble(custom_norm))
```

```
## # A tibble: 6 x 4
##
     gender
               age annual_income spending_score
      <dbl> <dbl>
##
                            <dbl>
                                           <dbl>
                                          -0.434
## 1
          0 -1.42
                           -1.73
## 2
          0 -1.28
                           -1.73
                                           1.19
                           -1.70
## 3
          1 -1.35
                                          -1.71
## 4
          1 -1.13
                            -1.70
                                           1.04
## 5
          1 -0.562
                           -1.66
                                          -0.395
          1 -1.21
                           -1.66
                                           0.999
```

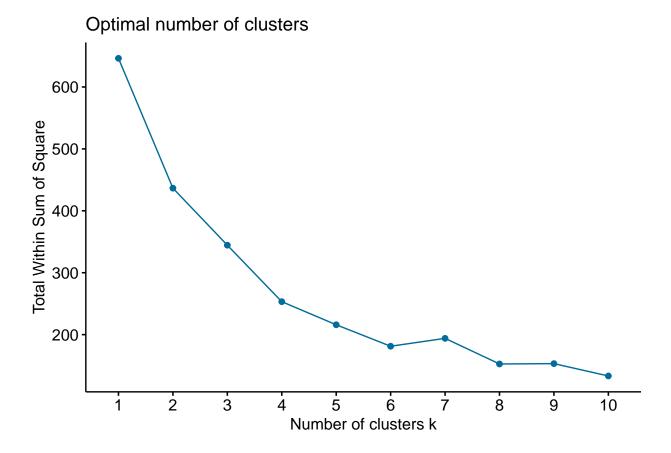
```
distance <- get_dist(custom_norm)</pre>
```

```
distance <- fviz_dist(distance, gradient = list(low = "#ECCBAE", mid = "white", high = "#046C9A"))
distance</pre>
```



#ggsave("distance.png", plot = distance, path = "") #Set path

```
# Elbow Method
set.seed(86)
elb_pl <- fviz_nbclust(custom_norm, kmeans, method = "wss", linecolor = "#046C9A")
elb_pl</pre>
```



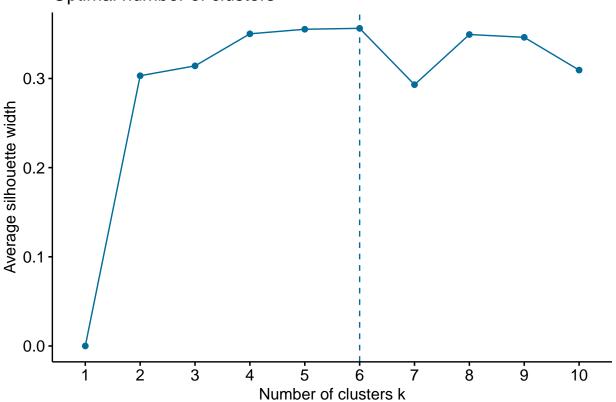
```
#ggsave("elb_pl.png", plot = elb_pl, path = "") #Set path
\# K = 4
kmodel_4 = kmeans(custom_norm, centers = 4)
kmodel 4
## K-means clustering with 4 clusters of sizes 38, 65, 57, 40
##
## Cluster means:
##
     gender
               age annual_income spending_score
## 1 0.5000000 0.03711223
                     0.9876366
                              -1.1857814
## 2 0.5692308 1.08344244
                               -0.3961802
                    -0.4893373
## 3 0.5964912 -0.96008279
                    -0.7827991
                               0.3910484
## 4 0.5500000 -0.42773261
                     0.9724070
                               1.2130414
##
## Clustering vector:
   ##
  [75] 2 3 2 2 3 2 2 3 2 2 3 2 2 3 2 2 3 2 2 3 2 2 3 2 2 3 2 2 3 2 2 3 2 2 2 2 2 2
## [186] 4 1 4 1 4 1 4 1 4 1 4 1 4 1 4
## Within cluster sum of squares by cluster:
## [1] 53.51863 90.77126 75.15145 33.81544
```

```
## (between_SS / total_SS = 60.8 %)
##
## Available components:
##
## [1] "cluster"
                 "centers"
                            "totss"
                                       "withinss"
                                                   "tot.withinss"
## [6] "betweenss"
                "size"
                            "iter"
                                       "ifault"
table(kmodel_4$cluster)
##
## 1 2 3 4
## 38 65 57 40
\# K = 5
kmodel_5 = kmeans(custom_norm, centers = 5)
kmodel_5
## K-means clustering with 5 clusters of sizes 39, 47, 58, 34, 22
## Cluster means:
      gender
                age annual_income spending_score
## 1 0.5384615 -0.4408110 0.9891010 1.2364001
## 2 0.6595745 -0.7797657 -0.4020602
                                -0.2153735
## 3 0.5689655 1.1956271
                    -0.4598275
                                -0.3262196
## 4 0.4117647 0.1728617
                     1.0637844
                                -1.2947612
## 5 0.5909091 -0.9719569 -1.3262173
                                 1.1293439
## Clustering vector:
  ## [75] 3 2 3 2 2 3 3 2 3 3 2 3 3 2 3 3 2 2 3 3 2 2 3 3 2 2 2 3 2 2 2 3 3 2 2 3 3 2 3 3 3 3 3 3
## [186] 1 4 1 4 1 4 1 4 1 4 1 4 1 4 1
## Within cluster sum of squares by cluster:
## [1] 32.05498 53.46660 71.15581 45.75370 13.51000
## (between_SS / total_SS = 66.6 %)
## Available components:
##
## [1] "cluster"
                 "centers"
                            "totss"
                                        "withinss"
                                                   "tot.withinss"
## [6] "betweenss"
                            "iter"
                                       "ifault"
                 "size"
table(kmodel_5$cluster)
##
```

## 1 2 3 4 5 ## 39 47 58 34 22

```
# Average Silouette Method
avg_sil <- fviz_nbclust(custom_norm, kmeans, method = "silhouette", k.max = 10, linecolor = "#046C9A")
avg_sil</pre>
```

# Optimal number of clusters

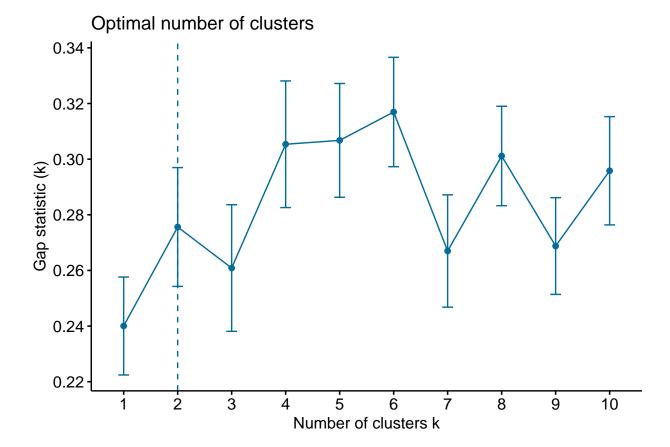


#ggsave("avg\_sil.png", plot = avg\_sil, path = "") #Set path

```
# K = 6
kmodel_6 = kmeans(custom_norm, centers = 6)
kmodel_6
```

```
## K-means clustering with 6 clusters of sizes 24, 58, 22, 10, 39, 47
## Cluster means:
      gender
                 age annual_income spending_score
## 1 0.2500000 0.21058523
                       0.7449156
                                 -1.3985957
## 2 0.5689655 1.19562713
                      -0.4598275
                                 -0.3262196
## 3 0.5909091 -0.97195688
                      -1.3262173
                                  1.1293439
## 4 0.8000000 0.08232511
                       1.8290695
                                 -1.0455584
## 5 0.5384615 -0.44081102
                       0.9891010
                                  1.2364001
## 6 0.6595745 -0.77976573
                      -0.4020602
                                 -0.2153735
##
## Clustering vector:
```

```
## [75] 2 6 2 6 6 2 2 6 2 2 6 2 2 6 6 2 2 6 6 2 2 6 2 6 6 6 2 6 6 2 6 6 2 6 2 6 2 2 2 2 2 2
## [186] 5 4 5 4 5 4 5 4 5 4 5 4 5 4 5
## Within cluster sum of squares by cluster:
## [1] 26.365728 71.155809 13.510004 7.959912 32.054981 53.466595
  (between_SS / total_SS = 68.4 %)
##
## Available components:
## [1] "cluster"
                    "centers"
                                 "totss"
                                               "withinss"
                                                             "tot.withinss"
## [6] "betweenss"
                    "size"
                                 "iter"
                                               "ifault"
table(kmodel_6$cluster)
##
## 1 2 3 4 5 6
## 24 58 22 10 39 47
library(cluster)
set.seed(86)
gap_stat <- clusGap(custom_norm, FUN = kmeans, K.max = 10)</pre>
print(gap_stat, method = "firstmax")
## Clustering Gap statistic ["clusGap"] from call:
## clusGap(x = custom_norm, FUNcluster = kmeans, K.max = 10)
## B=100 simulated reference sets, k = 1..10; spaceHO="scaledPCA"
## --> Number of clusters (method 'firstmax'): 2
           logW
##
                 E.logW
                              gap
## [1,] 4.774565 5.014596 0.2400310 0.01760184
## [2,] 4.564499 4.840114 0.2756152 0.02134867
## [3,] 4.441858 4.702724 0.2608659 0.02275679
## [4,] 4.289733 4.595089 0.3053559 0.02275647
## [5,] 4.203516 4.510262 0.3067463 0.02044863
## [6,] 4.116303 4.433249 0.3169463 0.01965395
## [7,] 4.106016 4.373006 0.2669894 0.02018157
## [8,] 4.018735 4.319877 0.3011418 0.01787485
## [9,] 4.008020 4.276791 0.2687713 0.01738714
## [10,] 3.939734 4.235560 0.2958267 0.01946202
opt_clus<-fviz_gap_stat(gap_stat, linecolor = "#046C9A")</pre>
opt_clus
```



# K = 2kmodel\_2 = kmeans(custom\_norm, centers = 2) kmodel 2 ## K-means clustering with 2 clusters of sizes 97, 103 ## ## Cluster means: ## gender age annual\_income spending\_score ## 1 0.5876289 -0.7508891 0.002621995 0.7407935 ## 2 0.5339806 0.7071480 -0.002469258 -0.6976405 ## ## Clustering vector: ## ## [75] 2 1 2 2 1 2 2 1 2 2 1 2 2 1 2 2 1 1 2 2 1 2 2 1 1 2 2 1 2 2 2 2 2 2 ## [186] 1 2 1 2 1 2 1 2 1 2 1 2 1 2 1 ## ## Within cluster sum of squares by cluster: ## [1] 193.1955 243.3800 (between\_SS / total\_SS = 32.4 %)

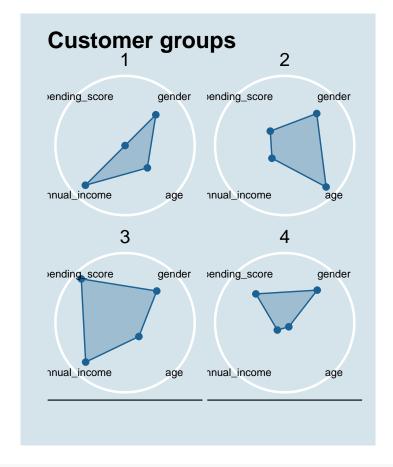
#ggsave("opt\_clus.png", plot = opt\_clus, path = "") #Set path

##

```
## Available components:
##
## [1] "cluster"
                         "centers"
                                          "totss"
                                                            "withinss"
                                                                             "tot.withinss"
## [6] "betweenss"
                         "size"
                                          "iter"
                                                            "ifault"
table(kmodel_2$cluster)
##
##
    97 103
##
k2 <- kmeans(custom_norm, centers = 2, nstart = 25)</pre>
k4 <- kmeans(custom_norm, centers = 4, nstart = 25)</pre>
k5 <- kmeans(custom_norm, centers = 5, nstart = 25)
k6 <- kmeans(custom_norm, centers = 6, nstart = 25)</pre>
p1 <- fviz_cluster(k2, geom = "point", data = custom_norm)+
  ggtitle("k = 2")
p3 <- fviz_cluster(k4, geom = "point", data = custom_norm)+
  ggtitle("k = 4")
p4 <- fviz_cluster(k5, geom = "point", data = custom_norm)+
  ggtitle("k = 5")
p5 <- fviz_cluster(k6, geom = "point", data = custom_norm)+
  ggtitle("k = 6")
library(gridExtra)
kmn_division <- grid.arrange(p1,p3,p4,p5, nrow = 2)</pre>
       k = 2
                                                          k = 4
     3 -
                                                        3 -
                                                                                             cluster
Dim2 (26.2%)
     2 -
                                                        2 -
                                                    Dim2 (26.2%)
                                          cluster
                                                                                                  1
     1 -
                                                        1 -
                                                                                                  2
     0 -
                                                        0 -
                                              2
                                                                                                  3
   -2 -
-3
                                                         -3
            -2
                                                               -2
                        ò
                                   2
                                                                           Ö
                                                                                       2
                 -1
                                                                  Dim1 (33.7%)
               Dim1 (33.7%)
       k = 5
                                                          k = 6
                                                                                             cluster
     3 -
                                                        3 -
                                          cluster
Dim2 (26.2%)
     2 -
                                                    Dim2 (26.2%)
                                                        2 -
                                                                                                  2
     1 -
                                                        1 -
                                                                                                  3
                                               3
     0 -
                                                        0 -
                                                                                                  4
                                                                                                  5
                                                       -2 -3
                                              5
   -2 -
                                                                                                  6
                                                                           0
      -3
                        0
                                                                   Dim1 (33.7%)
               Dim1 (33.7%)
```

```
kmn_division
## TableGrob (2 x 2) "arrange": 4 grobs
           cells
                    name
## 1 1 (1-1,1-1) arrange gtable[layout]
## 2 2 (1-1,2-2) arrange gtable[layout]
## 3 3 (2-2,1-1) arrange gtable[layout]
## 4 4 (2-2,2-2) arrange gtable[layout]
#ggsave("kmn_division.png", plot = kmn_division, path = "") #Set path
library(radiant.data)
## Loading required package: lubridate
## Attaching package: 'lubridate'
## The following objects are masked from 'package:base':
##
##
       date, intersect, setdiff, union
## Attaching package: 'radiant.data'
## The following objects are masked from 'package:lubridate':
##
##
       month, wday
## The following object is masked from 'package:psych':
##
##
       describe
## The following object is masked from 'package:magrittr':
##
##
       set_attr
## The following object is masked from 'package:ggplot2':
##
##
       diamonds
## The following object is masked from 'package:base':
##
##
       date
library(ggiraphExtra)
##
## Attaching package: 'ggiraphExtra'
```

```
## The following object is masked from 'package:ggthemes':
##
##
       theme_clean
final <- kmeans(custom_norm, 4, nstart = 30)</pre>
custom_df <- as.data.frame(custom_norm) %>% rownames_to_column()
cluster_pos <- as.data.frame(final$cluster) %>% rownames_to_column()
colnames(cluster_pos) <- c("rowname", "cluster")</pre>
custom_final <- inner_join(cluster_pos, custom_df)</pre>
## Joining, by = "rowname"
radar_plt<-ggRadar(custom_final[-1], aes(group = cluster), rescale = FALSE, legend.position = "none", s
  facet_wrap(~cluster) +
  scale_y_discrete(breaks = NULL) +
  theme(axis.text.x = element text(size = 8)) +
  scale_fill_manual(values = rep("#1c6193", nrow(custom_final))) +
  scale_color_manual(values = rep("#1c6193", nrow(custom_final))) +
  ggtitle("Customer groups")
radar_plt
```

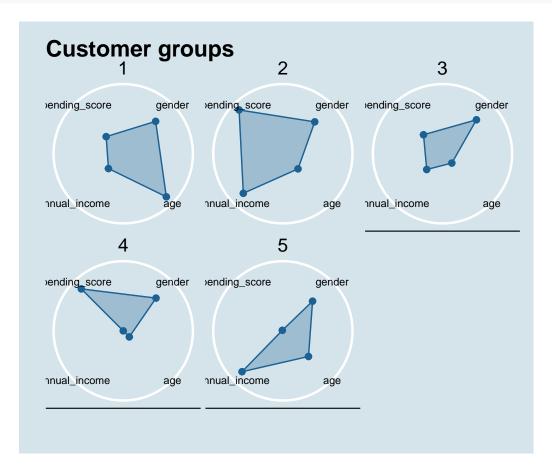


#ggsave("radar\_plt.png", plot = radar\_plt, path = "") #Set path

```
final_5 <- kmeans(custom_norm, 5, nstart = 30)
custom_df_5 <- as.data.frame(custom_norm) %>% rownames_to_column()
cluster_pos_5 <- as.data.frame(final_5$cluster) %>% rownames_to_column()
colnames(cluster_pos_5) <- c("rowname", "cluster")
custom_final_5 <- inner_join(cluster_pos_5, custom_df_5)

## Joining, by = "rowname"

radar_plt_5<-ggRadar(custom_final_5[-1], aes(group = cluster), rescale = FALSE, legend.position = "none facet_wrap(~cluster) +
    scale_y_discrete(breaks = NULL) +
    theme(axis.text.x = element_text(size = 8)) +
    scale_fill_manual(values = rep("#1c6193", nrow(custom_final_5))) +
    scale_color_manual(values = rep("#1c6193", nrow(custom_final_5))) +
    ggtitle("Customer groups")
radar_plt_5</pre>
```

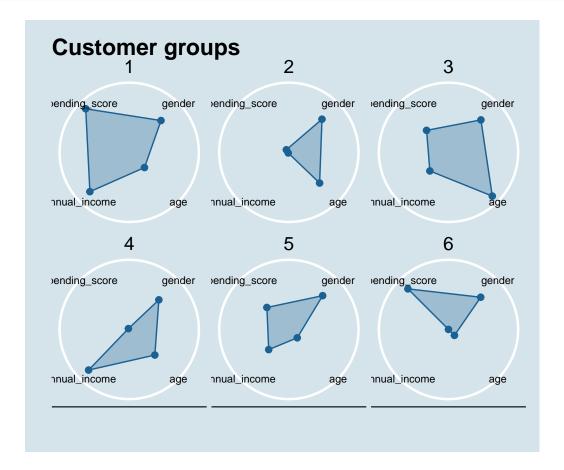


```
#ggsave("radar_plt_5.png", plot = radar_plt_5, path = "") #Set path
```

```
final_6 <- kmeans(custom_norm, 6, nstart = 30)
custom_df_6 <- as.data.frame(custom_norm) %>% rownames_to_column()
cluster_pos_6 <- as.data.frame(final_6$cluster) %>% rownames_to_column()
colnames(cluster_pos_6) <- c("rowname", "cluster")
custom_final_6 <- inner_join(cluster_pos_6, custom_df_6)</pre>
```

```
## Joining, by = "rowname"
```

```
radar_plt_6<-ggRadar(custom_final_6[-1], aes(group = cluster), rescale = FALSE, legend.position = "none
facet_wrap(~cluster) +
    scale_y_discrete(breaks = NULL) +
    theme(axis.text.x = element_text(size = 8)) +
    scale_fill_manual(values = rep("#1c6193", nrow(custom_final_6))) +
    scale_color_manual(values = rep("#1c6193", nrow(custom_final_6))) +
    ggtitle("Customer groups")
radar_plt_6</pre>
```



#ggsave("radar\_plt\_6.png", plot = radar\_plt\_6, path = "") #Set path