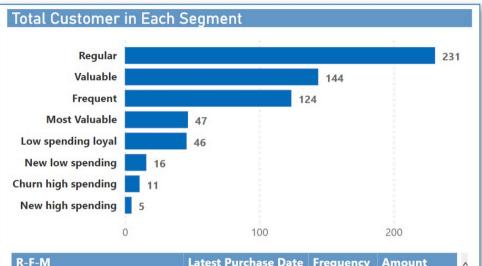
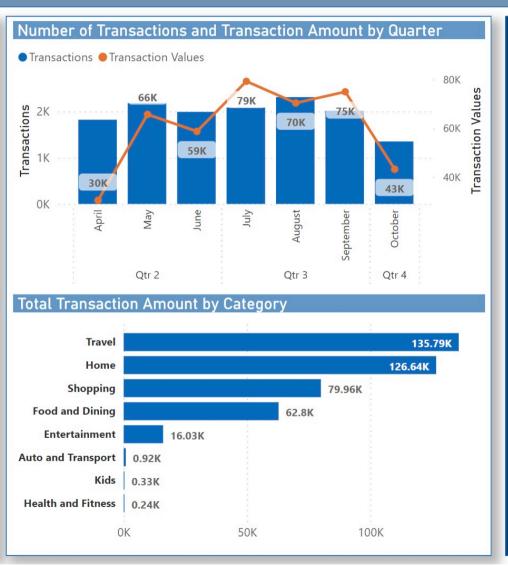


## **Customer Segmentation Analysis**





| R-F-M<br>▼ | Latest Purchase Date | Frequency | Amount     |  |
|------------|----------------------|-----------|------------|--|
| ± 4-4-4    | 19/10/2018           | 15391     | 440,769.25 |  |
| ± 4-4-3    | 19/10/2018           | 3101      | 22,793.13  |  |
| ± 4-4-2    | 19/10/2018           | 1222      | 6,696.53   |  |
| ± 4-4-1    | 19/10/2018           | 83        | 356.82     |  |
| ± 4-3-4    | 19/10/2018           | 96        | 30,129.42  |  |
| ± 4-3-3    | 19/10/2018           | 275       | 2,725.75   |  |
| ± 4-3-2    | 19/10/2018           | 951       | 6,250.03   |  |
| ± 4-3-1    | 19/10/2018           | 472       | 2,424.58   |  |
| ± 4-2-4    | 17/10/2018           | 16        | 6,141.29   |  |
| ± 4-2-3    | 18/10/2018           | 10        | 1,100.82   |  |
| ± 4-2-1    | 14/10/2018           | 2         | 103.91     |  |
| ± 4-1-4    | 14/10/2018           | 1         | 492.91     |  |
| ⊞ 4-1-3    | 17/10/2018           | 4         | 822.67     |  |
| Total      | 19/10/2018           | 27508     | 845,409.72 |  |



1295

Customer

422.70K

Transaction Amount

13.75K

# Transactions

19/10/2018

**Last Transaction Date**