# AJIO (eCommerce) EDA Analysis by using Python

# Problem Statement

Ajio, a leading fashion eCommerce platform, aims to enhance its customer experience, operational efficiency, and product strategy by leveraging data-driven insights. The challenges aligns in understanding customer buying behavior, optimizing product offerings and identifying issues related to returns, delivery delays, and payment failures.

To address these gaps, an in-depth Exploratory Data Analysis (EDA) of the Ajio dataset—which includes customer, order, product, rating, transaction, delivery, and return data—is essential. This analysis will uncover key trends, patterns, and anomalies, enabling data-backed decisions that improve customer retention, reduce operational inefficiencies for future growth to increase overall profitability.

# Objectives

- of 1. Understand Customer Behavior and Segmentation and improve customer retention.
- of 2. Optimize inventory, pricing, and product placement strategies.
- of 3. Enhance supply chain reliability and customer satisfaction.

```
#Importing libraries
import pandas as pd
import matplotlib.pyplot as plt
import seaborn as sns

#Load the datasets
customers = pd.read_csv("customer.csv")
delivery = pd.read_csv("delivery.csv")
ratings = pd.read_csv("ratings.csv")
orders = pd.read_csv("orders.csv")
products = pd.read_csv("products.csv")
transactions = pd.read_csv("transaction.csv")
returns = pd.read_csv("returns.csv")
```

customers.head()

<b>→</b> *		C_ID	C_Name	Gender	Age	City	State	Street_Address	Mobile	
	0	CS_11000001	Manbir Lala	Male	67	Delhi	Delhi	Park Ave, 163, Delhi, Delhi - 529675	9607971039	11.
	1	CS_11000002	Radhika More	Female	51	Pune	Maharashtra	Elm St, 960 , Pune , Maharashtra - 328062	9109249091	
	2	CS_11000003	Faqid Halder	Female	57	Bengaluru	Karnataka	Maple St, 71 , Bengaluru , Karnataka - 574209	9129509047	
	3	CS_11000004	Chandresh Dugar	Female	26	Thane	Maharashtra	2nd St, 557 , Thane , Maharashtra - 329555	9351639395	
	4	CS_11000005	Logan Soni	Male	24	Ghaziabad	Uttar Pradesh	Pine St, 758 , Ghaziabad , Uttar Pradesh - 119526	9445754174	
Next steps: Generate code with customers View recommended plots New interactive sheet										

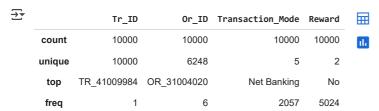
#Check for data types
orders.info()

```
<class 'pandas.core.frame.DataFrame'>
 RangeIndex: 10000 entries, 0 to 9999
 Data columns (total 9 columns):
     Column
                Non-Null Count Dtype
                 10000 non-null object
     Or_ID
     C_ID
                10000 non-null object
     P ID
                 10000 non-null object
     Order_Date 10000 non-null object
     Order_Time 10000 non-null object
                 10000 non-null int64
     Qty
     Coupon
                 10000 non-null object
     DP ID
                 10000 non-null object
 8 Discount
                 10000 non-null int64
 dtypes: int64(2), object(7)
 memory usage: 703.3+ KB
```

orders.describe()



### transactions.describe()



```
#To check for duplicates in your dataframe
orders.duplicated().sum()
transactions.duplicated().sum()
customers.duplicated().sum()
ratings.duplicated().sum()
delivery.duplicated().sum()
products.duplicated().sum()
returns.duplicated().sum()

#If there are any duplicated value then use
orders = orders.drop_duplicates()
transactions = transactions.drop_duplicates()
customers = customers.drop_duplicates()
ratings = ratings.drop_duplicates()
```

delivery = delivery.drop\_duplicates()
products = products.drop\_duplicates()
returns = returns.drop\_duplicates()

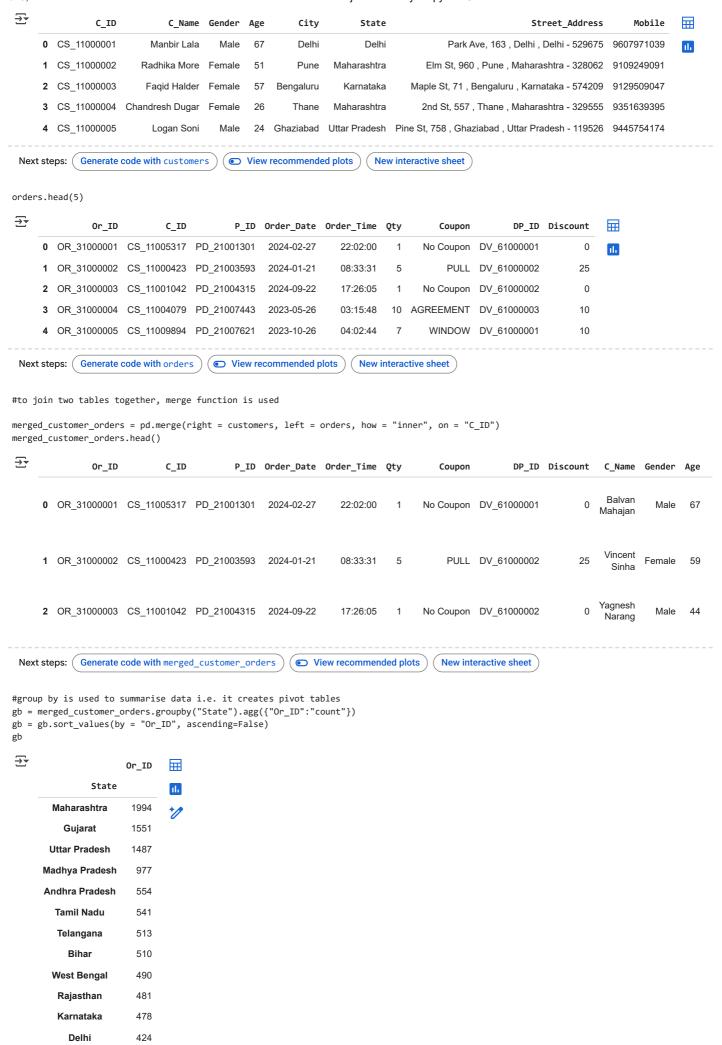
orders.isnull().sum()

```
→
        Or_ID
                  0
        C_ID
                  0
         P_ID
                  0
      Order_Date 0
     Order_Time 0
         Qty
                  0
       Coupon
                  0
        DP_ID
                  0
                  0
       Discount
    dtype: int64
```

#assuming quantity has null values

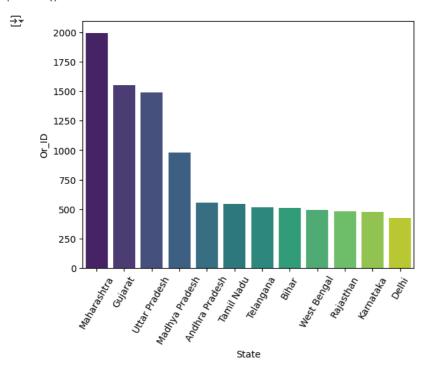
```
orders["Qty"] = orders["Qty"].fillna(orders["Qty"].median()) #mean() or mode()
orders["Qty"] = orders["Qty"].ffill() #bfill
```

customers.head(5)



```
Next steps: Generate code with gb View recommended plots New interactive sheet
```

```
#Visualize the name of the states from which customers mostly placed orders
sns.barplot(x= gb.index, y= "Or_ID", data = gb, hue= gb.index, palette="viridis")
plt.xticks(rotation = 60)
plt.show()
```



Generate questions regarding EDA analysis on the given dataset for creating ecommerce dashboard.

## products.head()

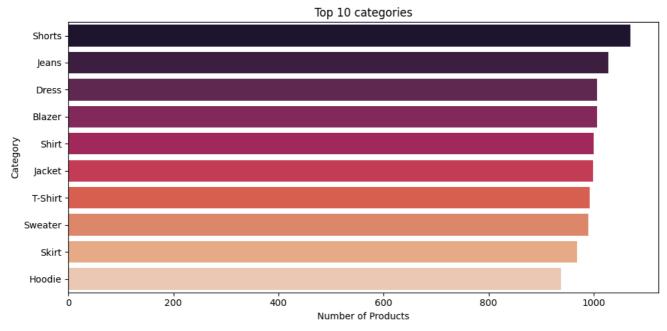
<del>_</del>		P_ID	P_Name	Category	Company_Name	Gender	Price
	0	PD_21000001	Distressed Stretch Denim Charcoal Faded Jeans	Jeans	Puma	Unisex	1589
	1	PD_21000002	Straight Leg Cotton Blend Light Blue Faded Jeans	Jeans	Gap	Men	2211
	2	PD_21000003	Single-Breasted Cashmere Gray Houndstooth Blazer	Blazer	Reebok	Unisex	2797
	3	PD_21000004	Cropped Knit Dark Green Textured Hoodie	Hoodie	Puma	Men	2160
	4	PD 21000005	Formal Silk Olive Green Solid Shirt	Shirt	Levi's	Women	566

```
#Top Top-Selling Product Categories (by count)
top_categories = products['Category'].value_counts().head(10)

plt.figure(figsize=(10,5))
sns.barplot(x=top_categories.values, y=top_categories.index, palette='rocket')
plt.title('Top 10 categories')
plt.xlabel('Number of Products')
plt.ylabel('Category')
plt.tight_layout()
plt.show()
```

/tmp/ipython-input-17-319878112.py:5: FutureWarning:

Passing `palette` without assigning `hue` is deprecated and will be removed in v0.14.0. Assign the `y` variable to `hue` and set `le sns.barplot(x=top\_categories.values, y=top\_categories.index, palette='rocket')

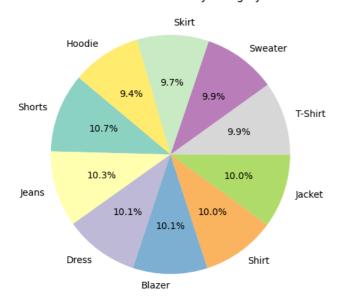


```
#Product Distribution Across Categories
category_counts = products['Category'].value_counts()

plt.figure(figsize=(5,5))
category_counts.plot.pie(autopct='%1.1f%%', startangle=140, colormap='Set3')
plt.ylabel('')
plt.title('Product Distribution by Category')
plt.tight_layout()
plt.show()
```



# Product Distribution by Category



```
#Price distribution
```

```
plt.figure(figsize=(10,5))
sns.histplot(products['Price'], bins=50, kde=True, color='skyblue')
plt.title('Price Distribution')
plt.xlabel('Price')
plt.ylabel('Frequency')
plt.tight_layout()
plt.show()
```

2000

0

**₹** 

500



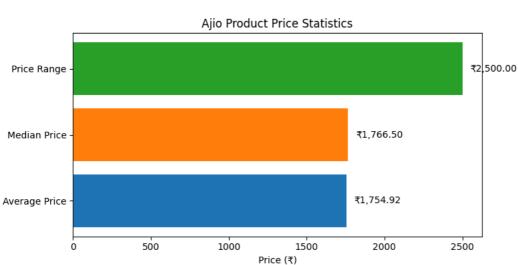
# Price Distribution 200 - 150 - 50 - 50 -

Price

1500

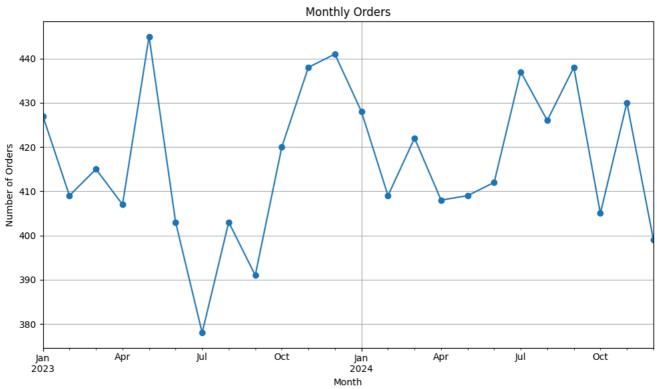
```
#Price Statistics (Average, Median, Range)
average_price = products['Price'].mean()
median_price = products['Price'].median()
price_range = products['Price'].max() - products['Price'].min()
print(f"Average Price: ${average_price:.2f}")
print(f"Median Price: ${median_price:.2f}")
print(f"Price Range: ${price_range:.2f}")
    Average Price: $1754.92
     Median Price: $1766.50
     Price Range: $2500.00
# Price Statistics Visualization (Bar Plot)
labels = ['Average Price', 'Median Price', 'Price Range']
values = [average_price, median_price, price_range]
# Plotting
plt.figure(figsize=(8, 4))
bars = plt.barh(labels, values, color=['#1f77b4', '#ff7f0e', '#2ca02c'])
# Add value labels to bars
for bar in bars:
    plt.text(bar.get_width() + 50, bar.get_y() + bar.get_height()/2,
             f"₹{bar.get_width():,.2f}", va='center')
plt.title('Ajio Product Price Statistics')
plt.xlabel('Price (₹)')
plt.tight_layout()
plt.show()
```

1000



```
orders.info()
```

```
<class 'pandas.core.frame.DataFrame'>
     RangeIndex: 10000 entries, 0 to 9999
     Data columns (total 9 columns):
     #
         Column
                     Non-Null Count
                                     Dtype
     ---
      0
         Or_ID
                      10000 non-null
                                      object
      1
          C_ID
                      10000 non-null
                                      object
      2
          P_ID
                      10000 non-null
                                      object
          Order_Date
                      10000 non-null
                                     object
                     10000 non-null
          Order_Time
                                      object
                      10000 non-null
                                      int64
          Qty
      6
                      10000 non-null
          Coupon
                                      object
         DP ID
                      10000 non-null
                                     object
     8
                      10000 non-null int64
         Discount
     dtypes: int64(2), object(7)
     memory usage: 703.3+ KB
# Total Number of Orders Over Time
orders['Order_Date'] = pd.to_datetime(orders['Order_Date'])
orders_monthly = orders.groupby(orders['Order_Date'].dt.to_period("M")).size()
orders_monthly.index = orders_monthly.index.to_timestamp()
plt.figure(figsize=(10,6))
orders_monthly.plot(marker='o', linestyle='-')
plt.title("Monthly Orders")
plt.xlabel("Month")
plt.ylabel("Number of Orders")
plt.grid(True)
plt.tight_layout()
plt.show()
₹
```

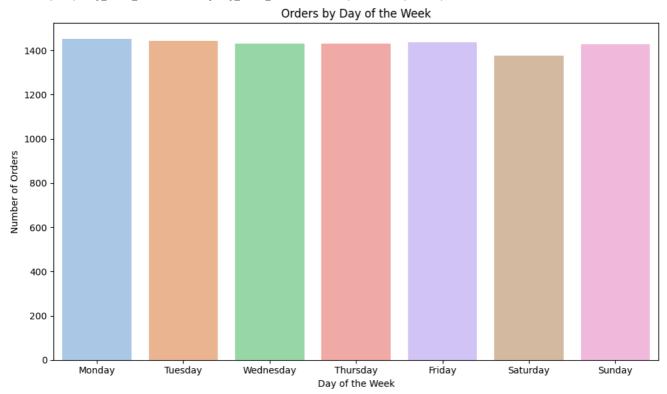


```
#
orders['day_of_week'] = orders['Order_Date'].dt.day_name()
day_order_counts = orders['day_of_week'].value_counts().reindex(['Monday', 'Tuesday', 'Wednesday', 'Thursday', 'Friday', 'Saturday', 'Si

plt.figure(figsize=(10,6))
sns.barplot(x=day_order_counts.index, y=day_order_counts.values, palette = 'pastel')
plt.title("Orders by Day of the Week")
plt.xlabel("Day of the Week")
plt.ylabel("Number of Orders")
plt.tight_layout()
plt.show()
```

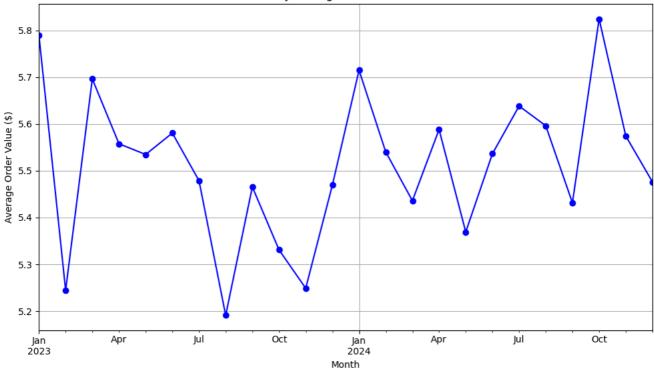
/tmp/ipython-input-53-147989365.py:6: FutureWarning:

Passing `palette` without assigning `hue` is deprecated and will be removed in v0.14.0. Assign the `x` variable to `hue` and set `le sns.barplot(x=day\_order\_counts.index, y=day\_order\_counts.values, palette = 'pastel')





# Monthly Average Order Value (AOV)

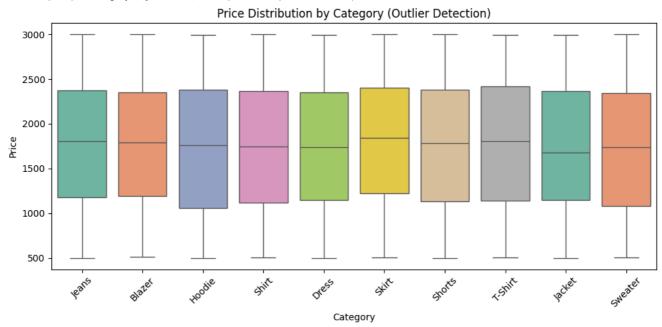


orders['discount\_percentage'] = ((products['Price'] - orders['Discount']) / products['Price']) \* 100

```
#Check the outliers in Price
plt.figure(figsize=(10,5))
sns.boxplot(x='Category', y='Price', data=products, palette='Set2')
plt.xticks(rotation=45)
plt.title('Price Distribution by Category (Outlier Detection)')
plt.tight_layout()
plt.show()
```

/tmp/ipython-input-25-3911932655.py:3: FutureWarning:

Passing `palette` without assigning `hue` is deprecated and will be removed in v0.14.0. Assign the `x` variable to `hue` and set `le sns.boxplot(x='Category', y='Price', data=products, palette='Set2')



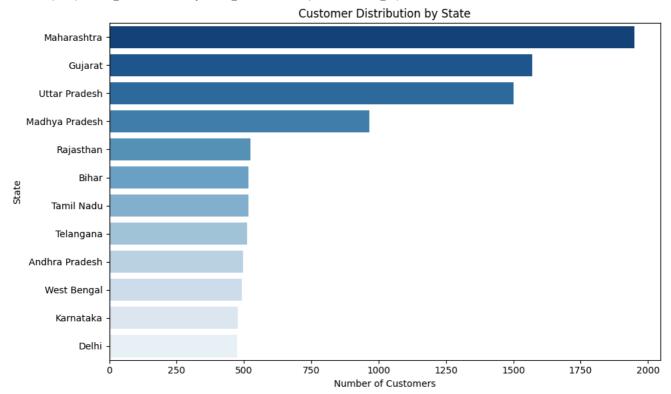
```
customers.info()
```

```
<class 'pandas.core.frame.DataFrame'>
RangeIndex: 10000 entries, 0 to 9999
Data columns (total 8 columns):
# Column Non-Null Count Dtype
```

```
--- -----
     0
         C ID
                        10000 non-null object
     1
         C_Name
                         10000 non-null object
                        10000 non-null object
         Gender
                         10000 non-null int64
         Age
         City
                        10000 non-null object
                         10000 non-null object
         State
         Street_Address 10000 non-null object
                         10000 non-null int64
     7 Mobile
     dtypes: int64(2), object(6)
     memory usage: 625.1+ KB
#Total unique customers
unique_customers = customers['C_ID'].nunique()
print(f"Total unique customers: {unique_customers}")
→ Total unique customers: 10000
#Distribution of customers by state, gender and age group
state_counts = customers['State'].value_counts()
gender_counts = customers['Gender'].value_counts()
bins = [0, 18, 25, 35, 50, 65, 100]
labels = ['<18', '18-24', '25-34', '35-49', '50-64', '65+']
customers['Age_Group'] = pd.cut(customers['Age'], bins=bins, labels=labels, right=False)
age_group_counts = customers['Age_Group'].value_counts().sort_index()
print(state_counts, gender_counts, age_group_counts, sep="\n\n")
₹
   State
     Maharashtra
                      1949
     Gujarat
     Uttar Pradesh
     Madhya Pradesh
                       965
     Rajasthan
                       525
                       518
     Bihar
     Tamil Nadu
                       517
     Telangana
                       512
     Andhra Pradesh
                       498
     West Bengal
                       493
     Karnataka
                       477
     Delhi
                       474
     Name: count, dtype: int64
     Gender
     Male
              5080
              4920
     Female
     Name: count, dtype: int64
     Age_Group
     <18
                0
     18-24
             1337
     25-34
             1839
     35-49
             2870
     50-64
             2793
     65+
             1161
     Name: count, dtype: int64
#Visualiza distribution of customers based on State
plt.figure(figsize=(10,6))
state_counts = customers['State'].value_counts()
\verb|sns.barplot(x=state_counts.values, y=state_counts.index, palette='Blues_r')| \\
plt.title('Customer Distribution by State')
plt.xlabel('Number of Customers')
plt.ylabel('State')
plt.tight_layout()
plt.show()
```

→ /tmp/ipython-input-29-3553594688.py:4: FutureWarning:

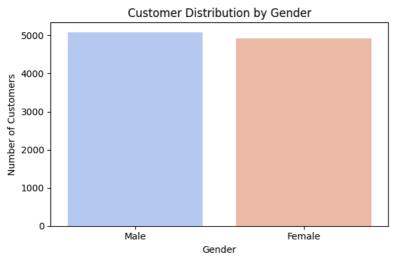
Passing `palette` without assigning `hue` is deprecated and will be removed in v0.14.0. Assign the `y` variable to `hue` and set `le sns.barplot(x=state\_counts.values, y=state\_counts.index, palette='Blues\_r')



```
#Visualiza distribution of customers based on Gender
plt.figure(figsize=(6, 4))
gender_counts = customers['Gender'].value_counts()
sns.barplot(x=gender_counts.index, y=gender_counts.values, palette='coolwarm')
plt.title('Customer Distribution by Gender')
plt.ylabel('Number of Customers')
plt.xlabel('Gender')
plt.tight_layout()
plt.show()
```

→ /tmp/ipython-input-179-296349430.py:4: FutureWarning:

Passing `palette` without assigning `hue` is deprecated and will be removed in v0.14.0. Assign the `x` variable to `hue` and set `le sns.barplot(x=gender\_counts.index, y=gender\_counts.values, palette='coolwarm')

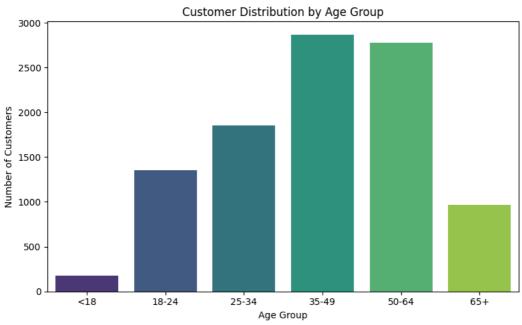


```
#Visualiza distribution of customers based on age group
bins = [0, 18, 25, 35, 50, 65, 100]
labels = ['<18', '18-24', '25-34', '35-49', '50-64', '65+']
customers['age_group'] = pd.cut(customers['Age'], bins=bins, labels=labels)
plt.figure(figsize=(8, 5))
age_group_dist = customers['age_group'].value_counts().sort_index()</pre>
```

```
sns.barplot(x=age_group_dist.index, y=age_group_dist.values, palette='viridis')
plt.title('Customer Distribution by Age Group')
plt.ylabel('Number of Customers')
plt.xlabel('Age Group')
plt.tight_layout()
plt.show()
```

/tmp/ipython-input-33-398848677.py:8: FutureWarning:

Passing `palette` without assigning `hue` is deprecated and will be removed in v0.14.0. Assign the `x` variable to `hue` and set `le sns.barplot(x=age\_group\_dist.index, y=age\_group\_dist.values, palette='viridis')



```
#Repeat purchase rate
customer_orders = orders.groupby('C_ID').size()
repeat_customers = customer_orders[customer_orders > 1].count()
total_customers = customers['C_ID'].nunique()
repeat_purchase_rate = repeat_customers / total_customers
print("Repeat purchase rate:", round(repeat_purchase_rate * 100, 2), "%")
Repeat purchase rate: 26.33 %
#Top 10 cities/states by customers count
top_cities = customers['City'].value_counts().head(10)
print("Top 10 Cities:\n", top_cities)
→ Top 10 Cities:
      City
     Vadodara
     Surat
                  529
     Jaipur
                  525
                  520
     Kanpur
     Patna
                  518
     Chennai
                  517
     Hyderabad
                  512
     Lucknow
                  512
     Ahmedabad
                  511
     Mumbai
                  506
     Name: count, dtype: int64
top_states = customers['State'].value_counts().head(10)
print("\nTop 10 States:\n", top_states)
     Top 10 States:
     State
     Maharashtra
                       1949
     Gujarat
                       1571
     Uttar Pradesh
                       1501
     Madhya Pradesh
                        965
     Rajasthan
                        525
     Bihar
                        518
     Tamil Nadu
                        517
     Telangana
                        512
```

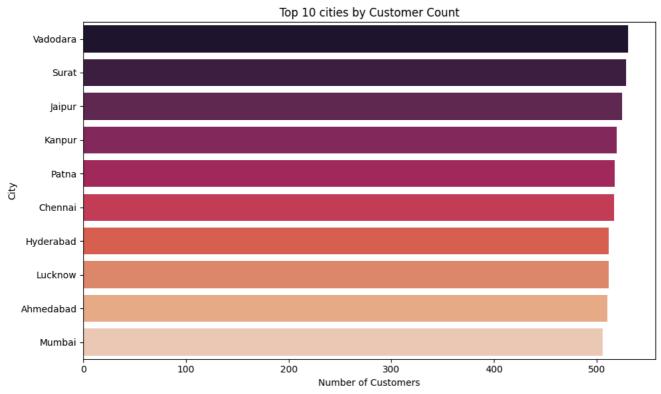
Andhra Pradesh

```
West Bengal 493
Name: count, dtype: int64
```

```
#Visualiza Top 10 cities/states by customers count
plt.figure(figsize=(10,6))
top_cities = customers['City'].value_counts().head(10)
sns.barplot(x=top_cities.values, y=top_cities.index, palette='rocket')
plt.title('Top 10 cities by Customer Count')
plt.xlabel('Number of Customers')
plt.ylabel('City')
plt.tight_layout()
plt.show()
```

/tmp/ipython-input-37-992330865.py:4: FutureWarning:

Passing `palette` without assigning `hue` is deprecated and will be removed in v0.14.0. Assign the `y` variable to `hue` and set `le sns.barplot(x=top\_cities.values, y=top\_cities.index, palette='rocket')

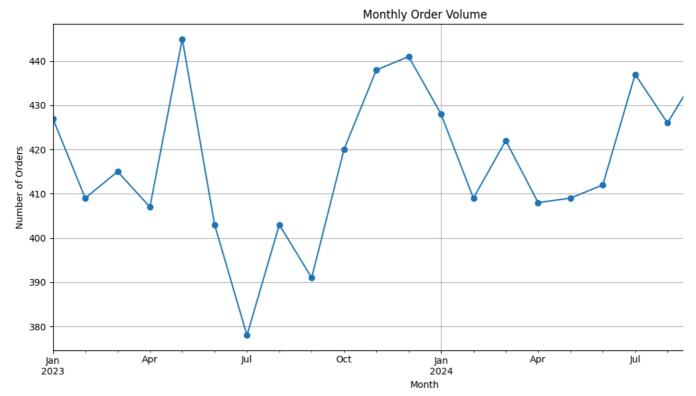


```
orders.info()
<class 'pandas.core.frame.DataFrame'>
     RangeIndex: 10000 entries, 0 to 9999
     Data columns (total 13 columns):
     #
         Column
                              Non-Null Count
                                              Dtype
          -----
     0
         Or_ID
                              10000 non-null
                                              object
      1
         C ID
                              10000 non-null
                                              object
      2
         P_ID
                              10000 non-null
                                              object
      3
         Order_Date
                              10000 non-null
                                              datetime64[ns]
      4
         Order_Time
                              10000 non-null
         Qty
      5
                              10000 non-null
         Coupon
                              10000 non-null
                                              object
                              10000 non-null
         DP_ID
                                              object
         Discount
                              10000 non-null
                                              int64
         discount_percentage 10000 non-null
                                              float64
      10
         day_of_week
                              10000 non-null
                                              obiect
                              10000 non-null
      11 hour
                                              int32
      12 day
                              10000 non-null object
     \texttt{dtypes: datetime64[ns](1), float64(1), int32(1), int64(2), object(8)}
     memory usage: 976.7+ KB
#Total Number of Orders Over Time
orders['Order_Date'] = pd.to_datetime(orders['Order_Date'])
orders_monthly = orders.groupby(orders['Order_Date'].dt.to_period("M")).size()
orders_monthly.index = orders_monthly.index.to_timestamp()
plt.figure(figsize=(12, 6))
orders_monthly.plot(marker='o', linestyle='-')
plt.title("Monthly Order Volume")
```

plt.xlabel("Month")

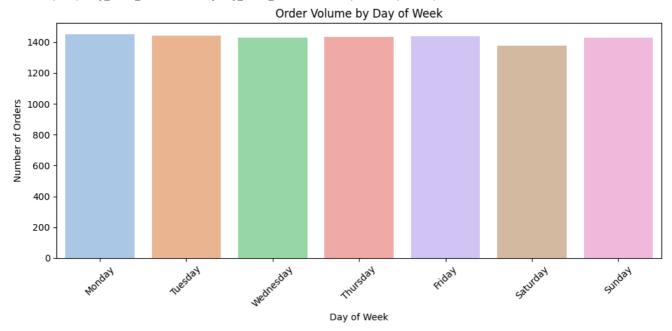
```
plt.ylabel("Number of Orders")
plt.grid(True)
plt.tight_layout()
plt.show()
```





/tmp/ipython-input-176-1821224035.py:7: FutureWarning:

Passing `palette` without assigning `hue` is deprecated and will be removed in v0.14.0. Assign the `x` variable to `hue` and set `le sns.barplot(x=day\_order\_counts.index, y=day\_order\_counts.values, palette='pastel')



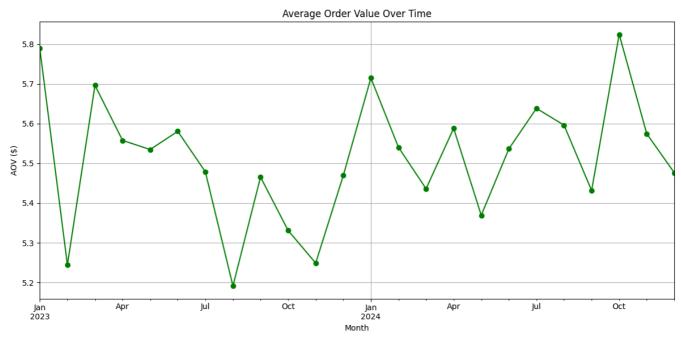
```
#Average Order Value (AOV)
aov = orders['Qty'].mean()
print("Average Order Value (AOV): ${:.2f}".format(aov))

Average Order Value (AOV): $5.51

#Visualize AOV by Month:
aov_monthly = orders.groupby(orders['Order_Date'].dt.to_period("M"))['Qty'].mean()
aov_monthly.index = aov_monthly.index.to_timestamp()

plt.figure(figsize=(12, 6))
aov_monthly.plot(marker='o', linestyle='-', color='green')
plt.title("Average Order Value Over Time")
plt.xlabel("Month")
plt.ylabel("AOV ($)")
plt.grid(True)
plt.tight_layout()
plt.show()
```





```
ratings.info()
```

```
<</pre>
<<class 'pandas.core.frame.DataFrame'>
RangeIndex: 10000 entries, 0 to 9999
Data columns (total 4 columns):
```

#	Column	Non-Null Count	Dtype
0	R_ID	10000 non-null	object
1	Or_ID	10000 non-null	object
2	Prod_Rating	10000 non-null	int64
3	Delivery Service Rating	10000 non-null	int64

dtypes: int64(2), object(2) memory usage: 312.6+ KB

## ratings.head(5)

<del>_</del> →		R_ID	Or_ID	Prod_Rating	Delivery_Service_Rating	
	0	RT_101000001	OR_31009479	4	5	ılı
	1	RT_101000002	OR_31001385	2	2	
	2	RT_101000003	OR_31005731	5	1	
	3	RT_101000004	OR_31000188	1	3	
	4	RT_101000005	OR_31005904	3	1	

Next steps: Generate code with ratings 

• View recommended plots 

New interactive sheet

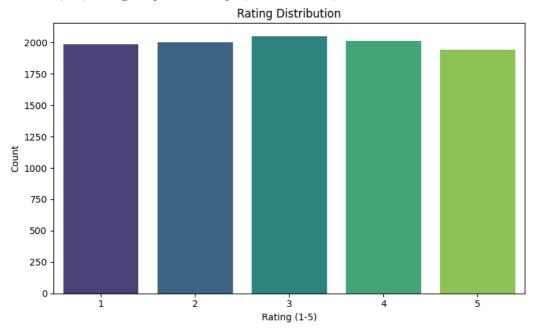
```
avg_rating = ratings['Prod_Rating'].mean()
print("Average Rating: {:.2f}".format(avg_rating))

   Average Rating: 2.99
```

```
#Rating Distribution
plt.figure(figsize=(8, 5))
sns.countplot(x='Prod_Rating', data=ratings, palette='viridis')
plt.title("Rating Distribution")
plt.xlabel("Rating (1-5)")
plt.ylabel("Count")
plt.tight_layout()
plt.show()
```

/tmp/ipython-input-64-1678084318.py:2: FutureWarning:

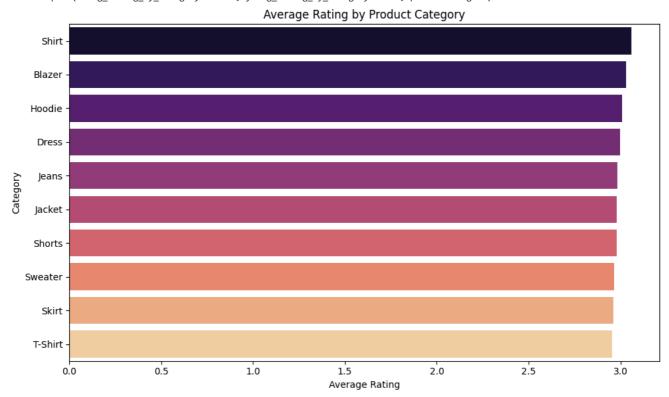
Passing `palette` without assigning `hue` is deprecated and will be removed in v0.14.0. Assign the `x` variable to `hue` and set `le sns.countplot(x='Prod\_Rating', data=ratings, palette='viridis')

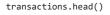


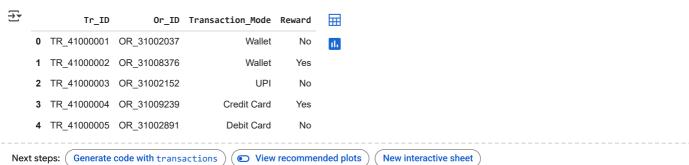
```
#Average rating by product category
merged_orders_products = orders.merge(products[['P_ID', 'Category']], on='P_ID', how='left')
ratings_with_category = ratings.merge(merged_orders_products[['Or_ID', 'Category']], on='Or_ID', how='left')
avg_rating_by_category = ratings_with_category.groupby('Category')['Prod_Rating'].mean().sort_values(ascending=False)
plt.figure(figsize=(10, 6))
sns.barplot(x=avg_rating_by_category.values, y=avg_rating_by_category.index, palette='magma')
plt.title("Average Rating by Product Category")
plt.xlabel("Average Rating")
plt.ylabel("Category")
plt.tight_layout()
plt.show()
```

→ /tmp/ipython-input-67-545903006.py:8: FutureWarning:

Passing `palette` without assigning `hue` is deprecated and will be removed in v0.14.0. Assign the `y` variable to `hue` and set `le sns.barplot(x=avg\_rating\_by\_category.values, y=avg\_rating\_by\_category.index, palette='magma')





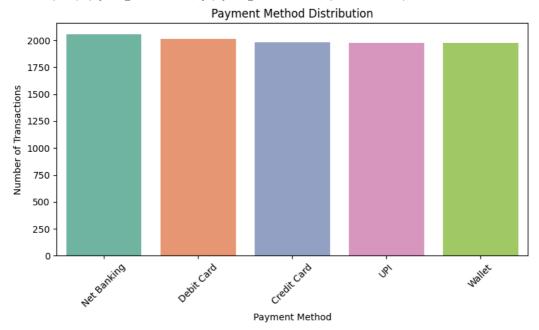


```
#Mostly Used Payment Methods
payment_counts = transactions['Transaction_Mode'].value_counts()

plt.figure(figsize=(8, 5))
sns.barplot(x=payment_counts.index, y=payment_counts.values, palette='Set2')
plt.title("Payment Method Distribution")
plt.xlabel("Payment Method")
plt.ylabel("Number of Transactions")
plt.xticks(rotation=45)
plt.tight_layout()
plt.show()
```

/tmp/ipython-input-166-2876887792.py:5: FutureWarning:

Passing `palette` without assigning `hue` is deprecated and will be removed in v0.14.0. Assign the `x` variable to `hue` and set `le sns.barplot(x=payment\_counts.index, y=payment\_counts.values, palette='Set2')

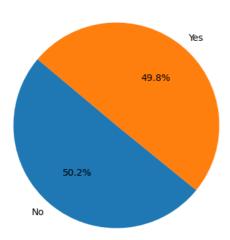


```
reward_counts = transactions['Reward'].value_counts()

plt.figure(figsize=(8, 5))
plt.pie(x=reward_counts.values, labels=reward_counts.index, autopct='%1.1f%%', startangle=140, colors=['#1f77b4', '#ff7f0e'])
plt.title("Reward Distribution")
plt.show()
```

# **₹**

## **Reward Distribution**



```
/tmp/ipython-input-73-4022979002.py:8: FutureWarning:
```

Passing `palette` without assigning `hue` is deprecated and will be removed in v0.14.0. Assign the `x` variable to `hue` and set `le sns.barplot(x=avg rating returned.index.map({0: 'Not Returned', 1: 'Returned'}),



→ Top Rated Products: Or\_ID

OR\_31003798 5.0 OR\_31000012 5.0 OR\_31000082 5.0 OR\_31009924 5.0 OR\_31009934 5.0 OR\_31009942 5.0 OR\_31003763 5.0 OR\_31009875 5.0