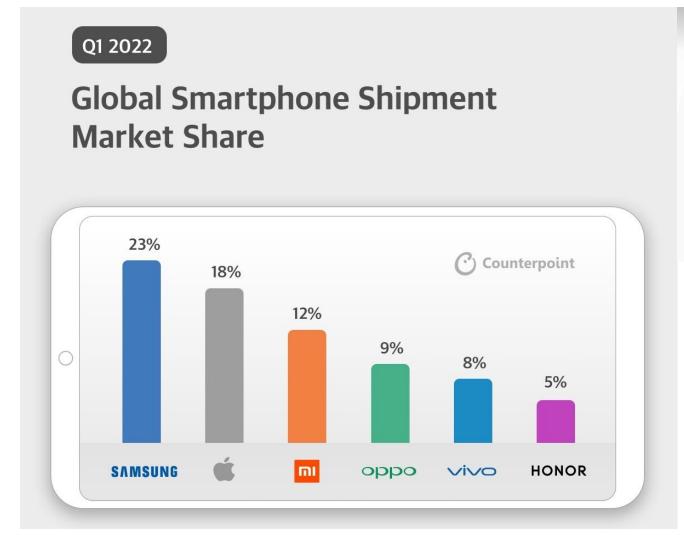
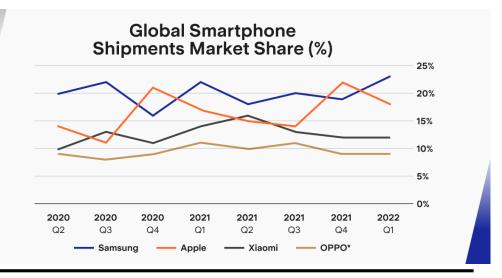


SAMSUNG

Which is you?

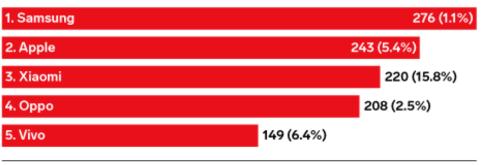
Samsung and Apple Market Share (2022)





Top 5 Smartphone Brands Worldwide, Ranked by Shipments, 2022

millions and % change



Note: total 2022 shipments=1.39 billion Source: TrendForce as cited in press release, Nov 17, 2021

SAMSUNG



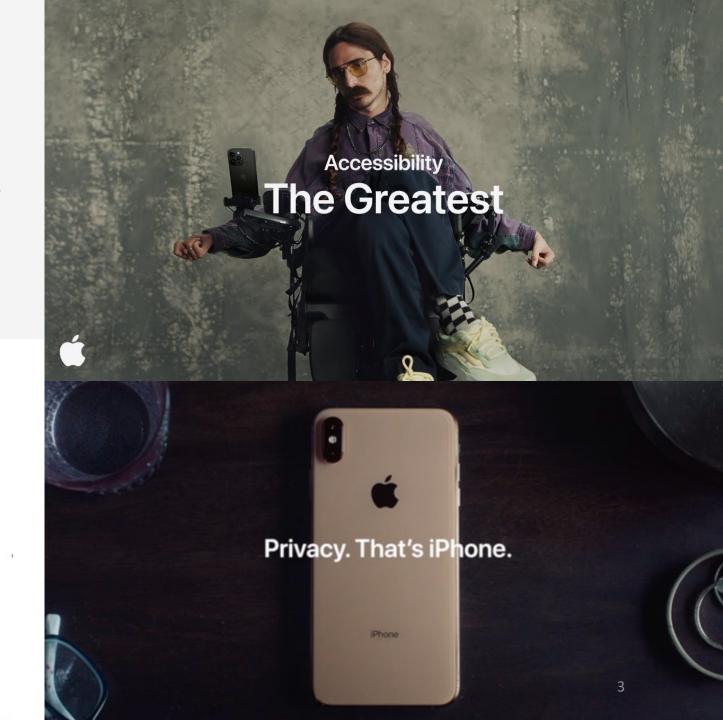
48 megapixels? You're almost there, Apple!

We've had 108 megapixels for

2 YEARS 6 MONTHS

4 days





Problem Statement

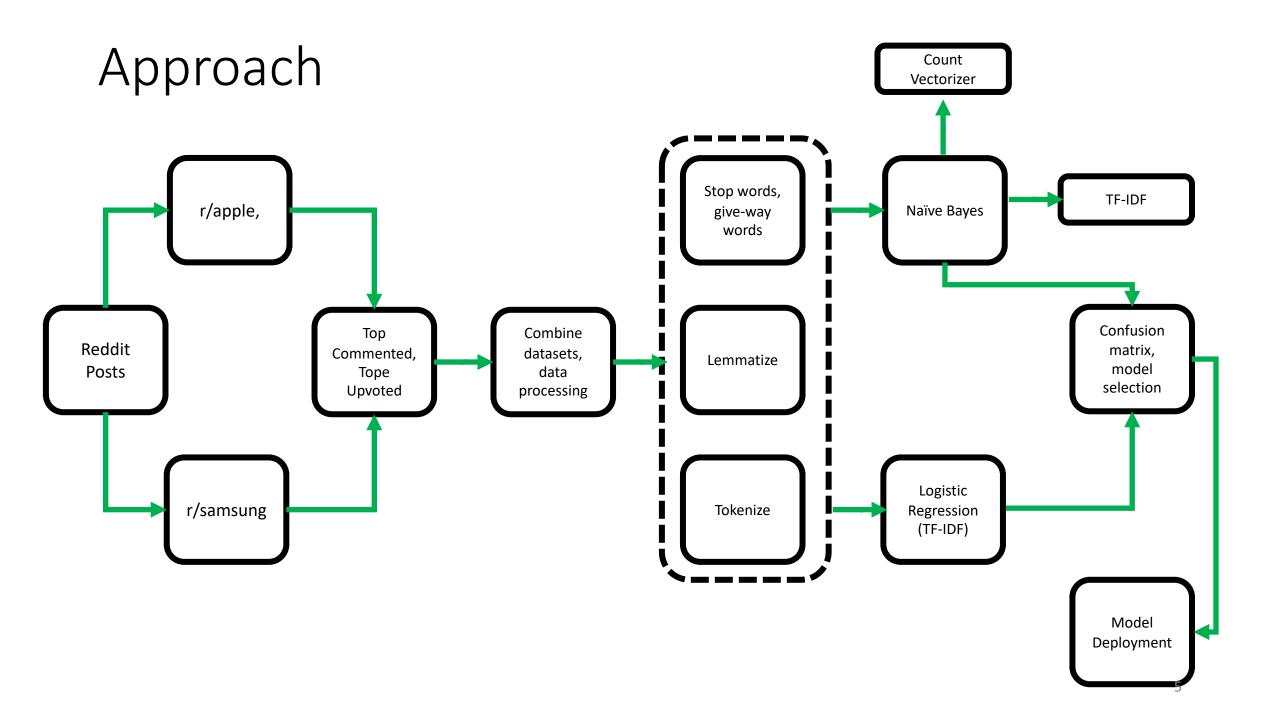
Maintain Market Share Create marketing campaign Study consumer behavior, mindshare

Information retrieval on the web

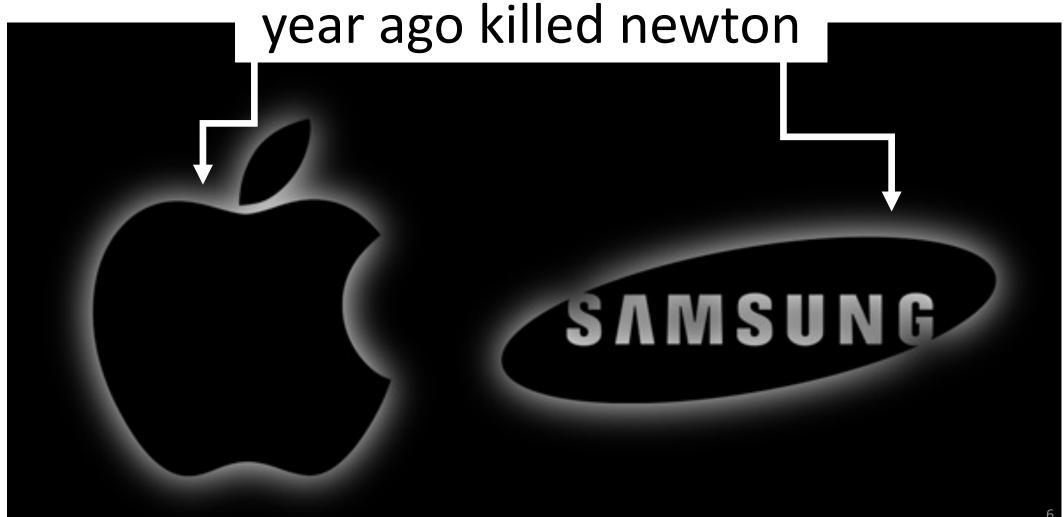
User-Generated-Content (UGC)

Manual process (cut-copy-paste)

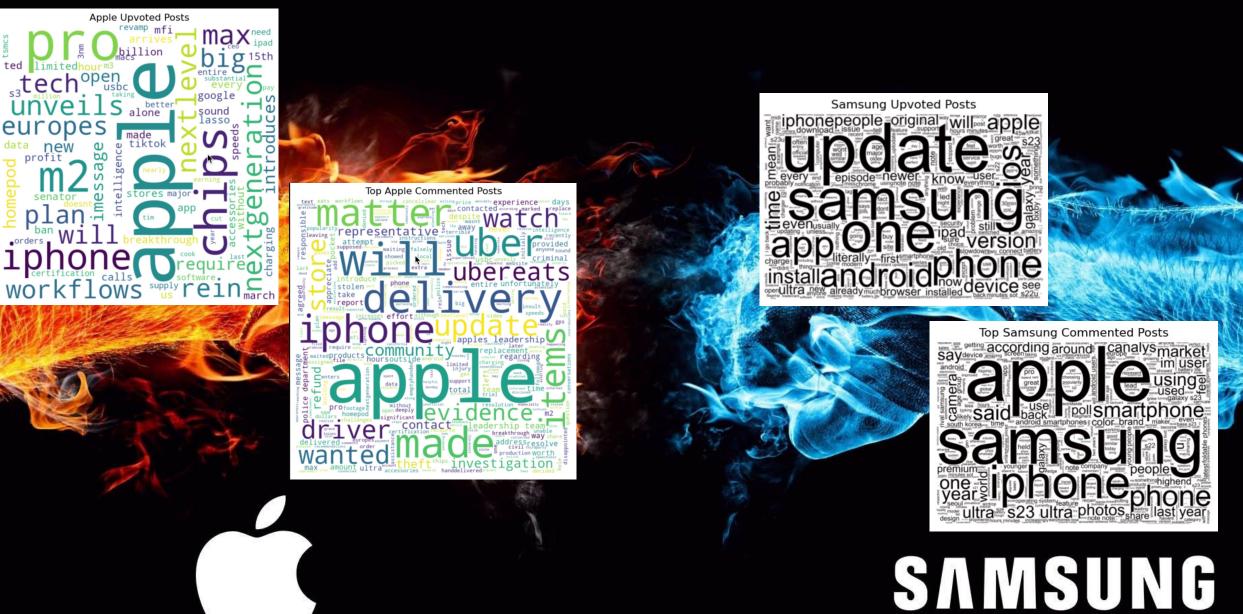
to save time and better resource allocation Goal: deploy an effective ML model that can identify words, comments associated with Samsung





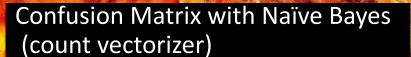


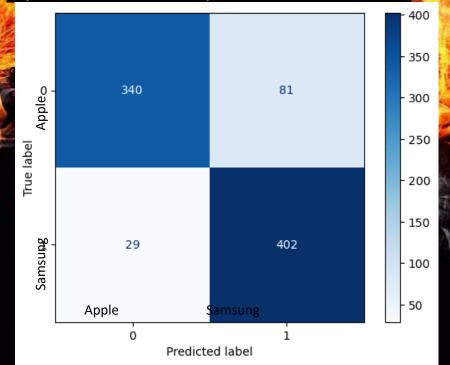
Top Upvoted & Commented Posts



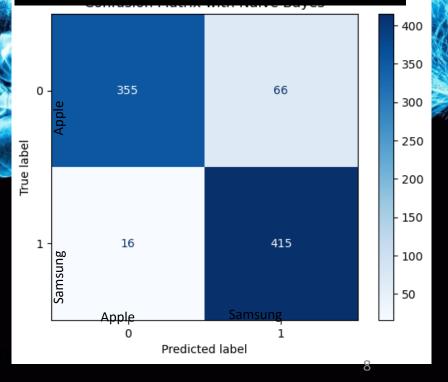
Model Approach Count Vectorizer or TF-IDF

('give-away words absent')



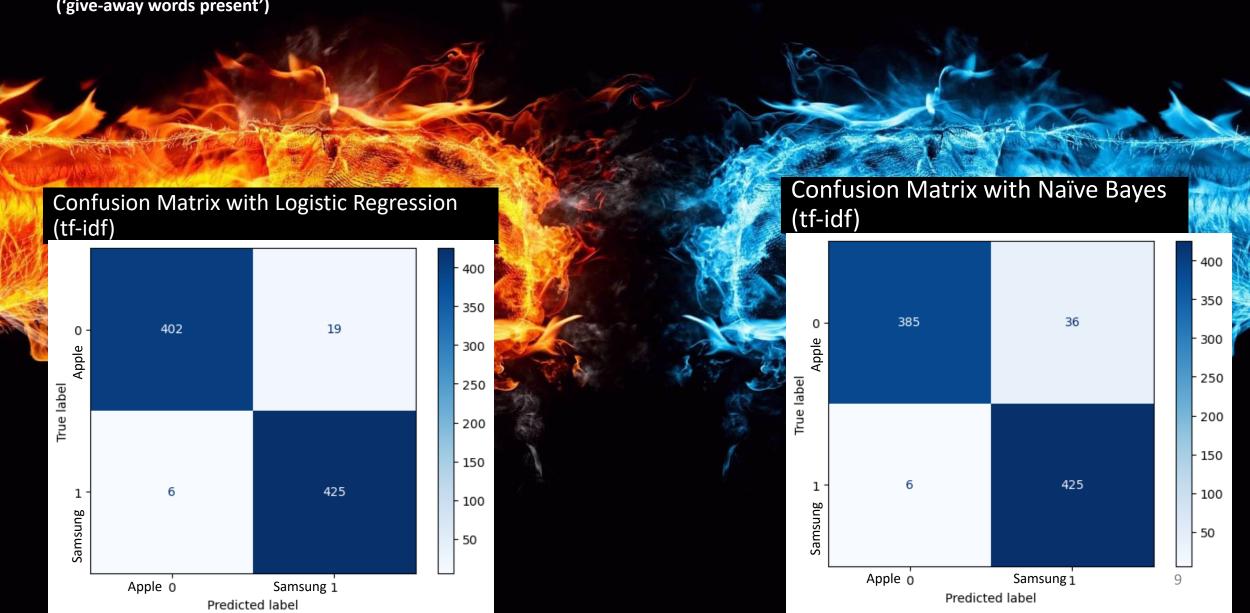


Confusion Matrix with Naïve Bayes (tf-idf)



Model Approach Log Reg or NB?

('give-away words present')

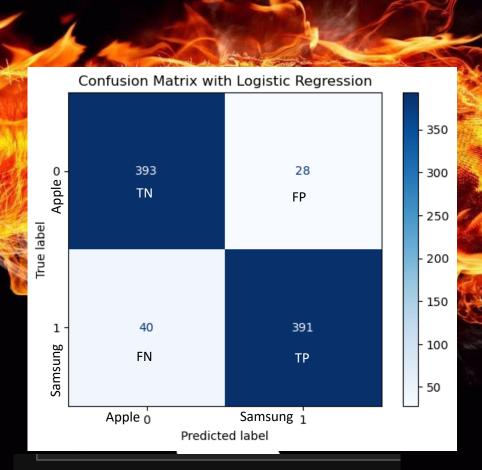


Remove 'give-away' words



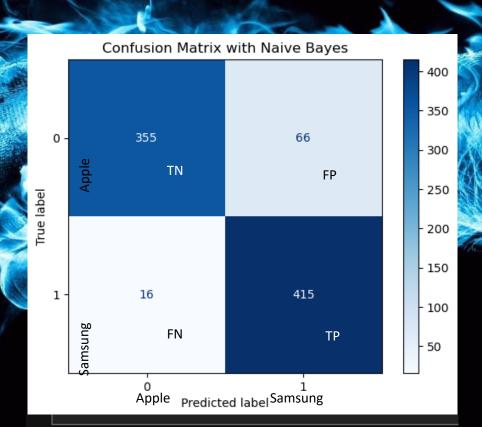
Model Approach Log Reg or NB

'give-away' words absent



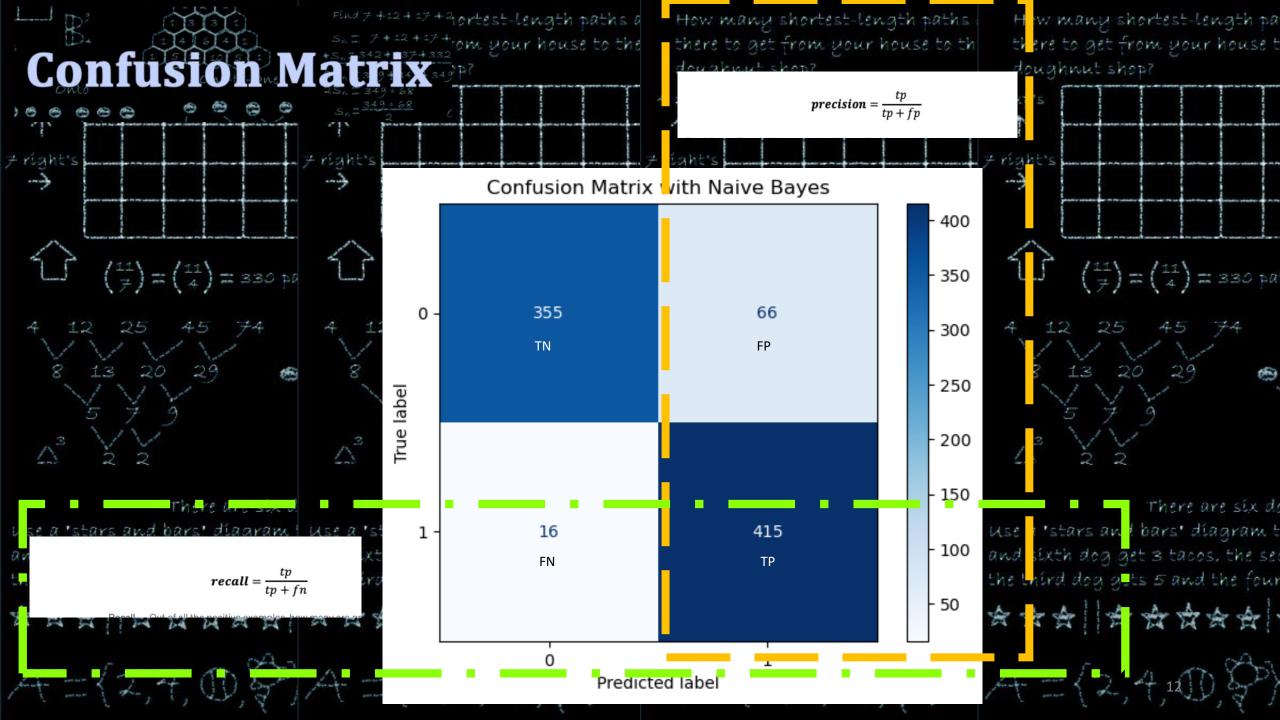
Recall: 0.9071925754060325 Precision: 0.9331742243436754

Specificity: 0.9334916864608076



Recall: 0.962877030162413 Precision: 0.8627858627858628

Specificity: 0.8432304038004751

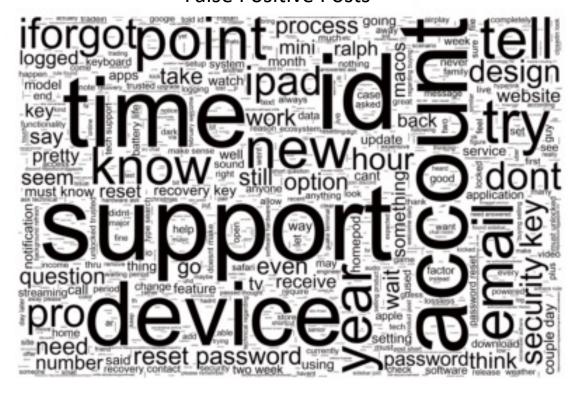


False Negative Posts



16 Posts that are predicted as Apple, but actual is Samsung

False Positive Posts



66 Posts that are predicted as Samsung, but actual is Apple

Conclusions and Recommendation

Naïve bayes model with tf-idf is a better model (minimize false negatives, maximise true positives) as a time-saving-tool for the Samsung marketing team to deploy for their information retrieval tasks on the respective user-generated-content (UGC) sites (facebook, twitter, Instagram etc) to better understand their Samsung consumers; in-turn facilitate their marketing campaign to maintain their edge over Apple.



Thank you for listening! Questions?