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INTRODUCTION

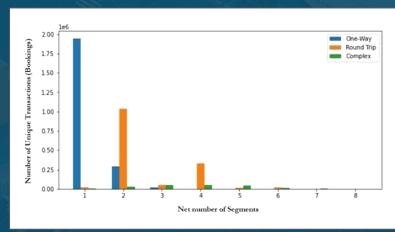
- Airline Reporting Corporation (ARC) Provides ticket transaction settlement services between airlines and travel agencies.
- In 2019, ARC processed more than 97.4 Billion U.S dollars' worth of transactions for its customers.
- ARC's into the Travel-Verse Hackathon, hosted on HackerEarth is a global hackathon, with the objective to identify the trends that can lead to new predictions using Airline Transaction Data, which can later be incorporated into a marketable data product.
- This work aims to find ways to apply this vast data store from historical trends mapped into predictive analysis to specific recommendations for consumers and suppliers of air travel.
- We have focused our research on business applicability for three following segments::
 - 1. Air Travelers or Passengers
 - 2. Airline Companies
 - 3. Air Travel or Booking Agencies

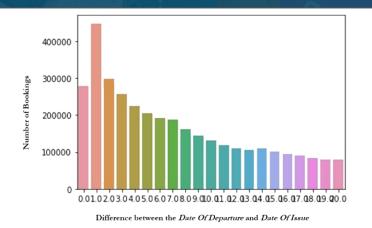
DATASET OVERVIEW

- 78 Million independent travel bookings.
- 133 Million entries
- 15 Fields Transaction Key, Ticketing Airline, Agency, Issue Date, Country, Transaction Type, Trip Type, Origin, Destination etc.
- The dataset is big, yet possesses some challenges as listed below:
 - 1. No information about no. of passengers, ticket price, data of return or ticket exchanges.
 - 2. No information airports' country.
 - 3. No information about final destination of a trip as a trip is divided into various segments, which are individual entries of the dataset.

DATA PROCESSING

- 0.32% of dataset consists of invalid entries, which are ignored.
- Left Inner Join of this dataset is performed with Airport Codes Dataset Associates Airport Code with Airport Country.
- Most of the data represents booking from North America.
- Exploratory Data Analysis



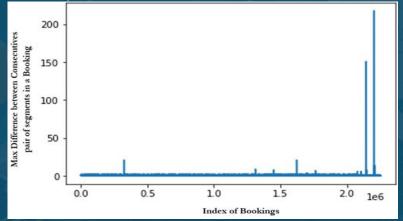


MERGE SEGMENT ALGORITHM

- Return the actual bookings for all Transaction-Keys in the dataset.
- Converts all type of bookings into 1-way bookings.
- Extended to find holiday or travel destination preferences,

by considering the *Origin* of any trip as the traveler's residence and the *Destinations* being the preferred

holiday/vocational/travel destination.



```
// Output: A Dataset containing bookings for a particular Return-Trip
or Complex-Trip type Transaction Key
Initializations:- firstRow, D_t = 1
   If df = \text{empty}:
      return {};
   initialOrigin = firstRow["Origin Airport"];
   currentDestination = firstRow["Destination Airport"];
   currentDepartureDate = firstRow["DepartureDate"];
   visited Airport = set():
   readineIndex = 1:
   for row in df reading Index:1:
        dateDifference = row["Departure Date"] - currentDepartureDate:
        If (row|"OriginAirport" == currentDestination) AND
           (dateDifference > D, AND row "Destination Airport" not in
            currentDestinationAirport = row["Destination Airport"];
            readingIndex += 1
       Else:
            df = {initialOrigin, currentDestination,
                  currentDepartureDate);
            Break;
    return df + MS RT or XX(df[readingIndex.])
         Algorithm I.: MERGE SEGMENT ALGORITHM
```

CUSTOMER TRENDS

- Most preferred trip: BEG (Serbia) to MDE (Colombia)
- It can be inferred from feature correlation matrix
 that Bookings is highly correlated with the Percentage
 Agency Transactions, Percentage Return Types,
 Percentage One-Way Trips.
- Most people issue tickets within a range of 10-20 days before the date of departure.



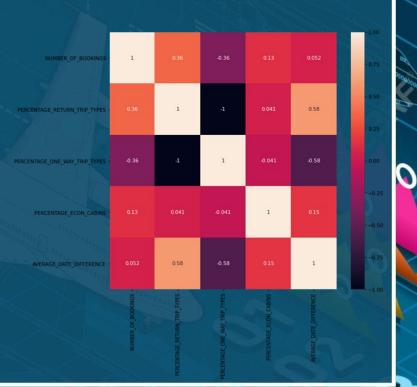
AIRLINE TRENDS

- Most frequently operating airline: Asiana Airline Inc.
 operating between GMP (Gimpo International Airport
 South Korea) as Origin and CJU (Jeju International
 Airport, South Korea).
- It can be seen that *Net Bookings* is correlated with the *Average Date Difference* and the *Percentage* of *Return Trips*.
- Significant drop in the Net Bookings during the end of 2018.



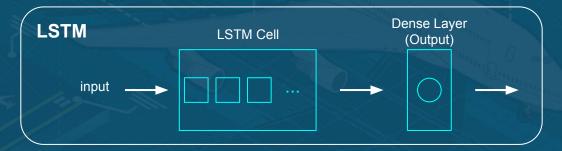
BOOKING AGENCY TRENDS

- For this purpose, we extract the of Agency and issuing Country with the highest occurrence from the ProcessedSampleDataset.
- Feature correlation matrix is obtained as shown.
- Result: Agency Code '444172701161' as Agency and United States as the Country.



PREDICTIVE MODELLING

- Implemented via LSTM Performs well with time series forecasting problems.
- Architecture 10 neural nodes connected with a Dense Output layer.
- Look Back parameter 15.
- Loss function Mean Squared Error.
- Optimizer Adaptive Moment Estimation (Adam)
- Train-Test Split 80:20
- Batch Size 20
- Number of epochs 200 (Application-I), 400(Application-II and III)
- Programming Environment Keras framework in Python



VARIOUS APPLICATIONS

| | APPLICATION - 1 | APPLICATION - 2 | APPLICATION - 3 |
|------------|---|---------------------------------------|--|
| AIM | Bookings on a particular day for a particular origin to destination trip | Sales for a particular flight segment | Booking Issued in a particular Country |
| PREDICTION | Africe Data ### 200 ### 2015 ### | 300 | Addition Data 400 — house high Addition Data — house high Addition Data — house high Addition Data Addi |
| MSE LOSS | 5.994% | 6.372% | 1215.9% |

RESULTS AND DISCUSSIONS

- Application-I and Application-II accuracy is quite high unlike Application-III, as Number of Bookings in a particular country via an Agency, was not correlated with other transaction related features, as compared to other application which had at least 2 highly correlating features.
- MERGE SEGMENT ALGORITHM is capable of providing insights regarding the Number of Bookings and the travel destinations preferred by travelers all around the world.
- 3 business predictive applications identified:
 - 1.Best day to book a trip (As a customer)
 - 2.Best way to air travel timeline (As an Airline Company)
 - 3.Marketing-decision related to the air travel services they provide. (As an Agency)
- Long-Short Term Memory are used to predict futuristic trends for the above application based on previous 15 days of input.
- Provides MSE loss of ~5% for two of the business applications, validating its use for trend prediction.

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