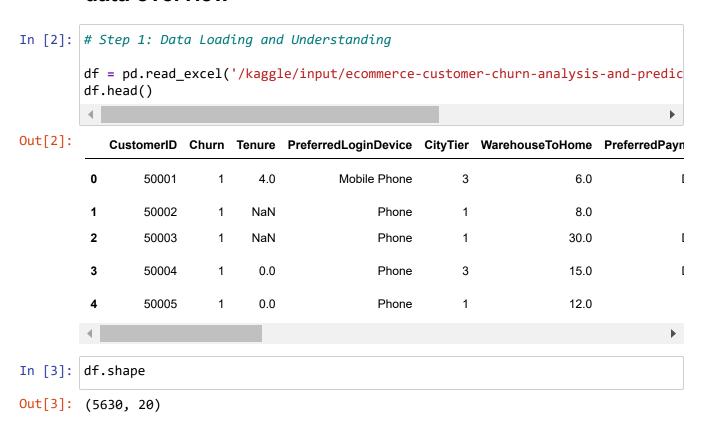
```
import pandas as pd
In [1]:
        import numpy as np
        import matplotlib.pyplot as plt
        import seaborn as sns
        import missingno as msno
        from sklearn.model_selection import train_test_split
        from sklearn.preprocessing import StandardScaler , LabelEncoder
        from sklearn.svm import SVC
        # Additional imports
        from sklearn.linear_model import LogisticRegression
        from sklearn.ensemble import RandomForestClassifier
        from xgboost import XGBClassifier
        from sklearn.metrics import accuracy_score, precision_score, recall_score, f1_
        from sklearn.model_selection import GridSearchCV, cross_validate
        import warnings
        warnings.simplefilter(action='ignore')
```

#### data overview



#### In [4]: df.info()

<class 'pandas.core.frame.DataFrame'>
RangeIndex: 5630 entries, 0 to 5629
Data columns (total 20 columns):

#	Column	Non-Null Count	Dtype
0	CustomerID	5630 non-null	int64
1	Churn	5630 non-null	int64
2	Tenure	5366 non-null	float64
3	PreferredLoginDevice	5630 non-null	object
4	CityTier	5630 non-null	int64
5	WarehouseToHome	5379 non-null	float64
6	PreferredPaymentMode	5630 non-null	object
7	Gender	5630 non-null	object
8	HourSpendOnApp	5375 non-null	float64
9	NumberOfDeviceRegistered	5630 non-null	int64
10	PreferedOrderCat	5630 non-null	object
11	SatisfactionScore	5630 non-null	int64
12	MaritalStatus	5630 non-null	object
13	NumberOfAddress	5630 non-null	int64
14	Complain	5630 non-null	int64
15	OrderAmountHikeFromlastYear	5365 non-null	float64
16	CouponUsed	5374 non-null	float64
17	OrderCount	5372 non-null	float64
18	DaySinceLastOrder	5323 non-null	float64
19	CashbackAmount	5630 non-null	float64
٠	£1+C4/0\+C4/7\ -b-	ost/F)	

2586

dtypes: float64(8), int64(7), object(5)

memory usage: 879.8+ KB

#### In [5]: df.nunique()

#### Out[5]: CustomerID 5630 Churn 2 Tenure 36 ${\tt PreferredLoginDevice}$ 3 CityTier 3 WarehouseToHome 34 PreferredPaymentMode 7 Gender 2 HourSpendOnApp 6 NumberOfDeviceRegistered 6 PreferedOrderCat 6 SatisfactionScore 5 MaritalStatus 3 NumberOfAddress 15 Complain 2 OrderAmountHikeFromlastYear 16 CouponUsed 17 OrderCount 16 DaySinceLastOrder 22

dtype: int64

CashbackAmount

```
In [6]:
         # colums to list
         columns = df.columns.to list()
         columns
Out[6]: ['CustomerID',
          'Churn',
          'Tenure',
          'PreferredLoginDevice',
          'CityTier',
          'WarehouseToHome',
          'PreferredPaymentMode',
          'Gender',
          'HourSpendOnApp',
          'NumberOfDeviceRegistered',
          'PreferedOrderCat',
          'SatisfactionScore',
          'MaritalStatus',
          'NumberOfAddress',
          'Complain',
          'OrderAmountHikeFromlastYear',
          'CouponUsed',
          'OrderCount',
          'DaySinceLastOrder',
          'CashbackAmount']
         df.select_dtypes(exclude=np.number).columns
In [7]:
Out[7]: Index(['PreferredLoginDevice', 'PreferredPaymentMode', 'Gender',
                 'PreferedOrderCat', 'MaritalStatus'],
               dtype='object')
         df.describe(include='0').style.background_gradient(axis=None , cmap = "Blues"
In [8]:
Out[8]:
                 PreferredLoginDevice PreferredPaymentMode Gender
                                                                 PreferedOrderCat MaritalStatus
                               5630
                                                                            5630
                                                                                        5630
           count
                                                    5630
                                                           5630
          unique
                                  3
                                                      7
                                                              2
                                                                               6
                                                                                           3
                                                                         Laptop &
             top
                        Mobile Phone
                                               Debit Card
                                                           Male
                                                                                      Married
                                                                        Accessory
            freq
                               2765
                                                    2314
                                                           3384
                                                                            2050
                                                                                        2986
```

```
# Show the unique values on each column.
In [9]:
        for col in df.columns:
            if df[col].dtype == object:
                print(str(col) + ' : ' + str(df[col].unique()))
                print(df[col].value_counts())
                print("
        PreferredLoginDevice : ['Mobile Phone' 'Phone' 'Computer']
        PreferredLoginDevice
        Mobile Phone
        Computer
                         1634
        Phone
                         1231
        Name: count, dtype: int64
        PreferredPaymentMode : ['Debit Card' 'UPI' 'CC' 'Cash on Delivery' 'E wallet'
        'COD' 'Credit Card']
        PreferredPaymentMode
        Debit Card
                             2314
        Credit Card
                             1501
        E wallet
                              614
        UPI
                              414
        COD
                              365
        CC
                              273
        Cash on Delivery
                              149
        Name: count, dtype: int64
        Gender : ['Female' 'Male']
        Gender
        Male
                  3384
        Female
                  2246
        Name: count, dtype: int64
        PreferedOrderCat: ['Laptop & Accessory' 'Mobile' 'Mobile Phone' 'Others' 'Fa
        shion' 'Grocery']
        PreferedOrderCat
        Laptop & Accessory
                               2050
        Mobile Phone
                               1271
        Fashion
                                826
        Mobile
                                809
                                410
        Grocery
        Others
                                264
        Name: count, dtype: int64
        MaritalStatus : ['Single' 'Divorced' 'Married']
        MaritalStatus
        Married
                    2986
        Single
                     1796
        Divorced
                     848
        Name: count, dtype: int64
```

localhost:8888/notebooks/e-commerce-customer-churn-end-to-end-ml-project (1) (1).ipynb#

```
In [10]:
    df.select_dtypes(include=np.number).columns
```

In [11]: df.describe().T.style.bar(subset=['mean']).background\_gradient(subset=['std',

ıt[11]:		count	mean	std	min	2
	CustomerID	5630.000000	52815.500000	1625.385339	50001.000000	51408.2500
	Churn	5630.000000	0.168384	0.374240	0.000000	0.0000
	Tenure	5366.000000	10.189899	8.557241	0.000000	2.0000
	CityTier	5630.000000	1.654707	0.915389	1.000000	1.0000
	WarehouseToHome	5379.000000	15.639896	8.531475	5.000000	9.0000
	HourSpendOnApp	5375.000000	2.931535	0.721926	0.000000	2.0000
	NumberOfDeviceRegistered	5630.000000	3.688988	1.023999	1.000000	3.0000
	SatisfactionScore	5630.000000	3.066785	1.380194	1.000000	2.0000
	NumberOfAddress	5630.000000	4.214032	2.583586	1.000000	2.0000
	Complain	5630.000000	0.284902	0.451408	0.000000	0.0000
	OrderAmountHikeFromlastYear	5365.000000	15.707922	3.675485	11.000000	13.0000
	CouponUsed	5374.000000	1.751023	1.894621	0.000000	1.0000
	OrderCount	5372.000000	3.008004	2.939680	1.000000	1.0000
	DaySinceLastOrder	5323.000000	4.543491	3.654433	0.000000	2.0000
	CashbackAmount	5630.000000	177.223030	49.207036	0.000000	145.7700

```
In [12]: for col in df.columns:
             if df[col].dtype == float or df[col].dtype == int:
                 print(str(col) + ' : ' + str(df[col].unique()))
                 print(df[col].value_counts())
                 print("
         CustomerID : [50001 50002 50003 ... 55628 55629 55630]
         CustomerID
         50001
         53751
                  1
         53759
                  1
         53758
                  1
         53757
                  1
         51876
                  1
         51875
                  1
         51874
                  1
         51873
                  1
         55630
         Name: count, Length: 5630, dtype: int64
         Churn: [1 0]
         Churn
         0
              4682
         #As mobile phone and phone are both same so we have merged them
In [13]:
         df.loc[df['PreferredLoginDevice'] == 'Phone', 'PreferredLoginDevice'] = 'Mobi
         df.loc[df['PreferedOrderCat'] == 'Mobile', 'PreferedOrderCat'] = 'Mobile Phon
In [14]: | df['PreferredLoginDevice'].value_counts()
Out[14]: PreferredLoginDevice
         Mobile Phone
                         3996
                         1634
         Computer
         Name: count, dtype: int64
         #as cod is also cash on delievery
In [15]:
         #as cc is also credit card so i merged them
         df.loc[df['PreferredPaymentMode'] == 'COD', 'PreferredPaymentMode'] = 'Cash o
         df.loc[df['PreferredPaymentMode'] == 'CC', 'PreferredPaymentMode'] = 'Credit
In [16]: | df['PreferredPaymentMode'].value_counts()
Out[16]: PreferredPaymentMode
         Debit Card
                             2314
         Credit Card
                             1774
         E wallet
                              614
         Cash on Delivery
                              514
         UPI
                              414
         Name: count, dtype: int64
```

object Churn Tenure float64 PreferredLoginDevice object CityTier object WarehouseToHome float64 PreferredPaymentMode object object Gender HourSpendOnApp float64 NumberOfDeviceRegistered object PreferedOrderCat object SatisfactionScore object MaritalStatus object NumberOfAddress object Complain object OrderAmountHikeFromlastYear float64 CouponUsed float64 OrderCount float64 DaySinceLastOrder float64 CashbackAmount float64 dtype: object

In [18]: # Categorical cols after Converting
df2.describe(include='0').style.background\_gradient(axis=None , cmap = "Blues"

#### Out[18]:

	Churn	PreferredLoginDevice	CityTier	PreferredPaymentMode	Gender	NumberOfDeviceF
count	5630	5630	5630	5630	5630	
unique	2	2	3	5	2	
top	0	Mobile Phone	1	Debit Card	Male	
freq	4682	3996	3666	2314	3384	
4						•

In [19]: # Numerical cols after Converting
df2.describe().T.style.bar(subset=['mean']).background\_gradient(subset=['std',

0	ut	[19]	

	count	mean	std	min	2
CustomerID	5630.000000	52815.500000	1625.385339	50001.000000	51408.2500
Tenure	5366.000000	10.189899	8.557241	0.000000	2.0000
WarehouseToHome	5379.000000	15.639896	8.531475	5.000000	9.0000
HourSpendOnApp	5375.000000	2.931535	0.721926	0.000000	2.0000
OrderAmountHikeFromlastYear	5365.000000	15.707922	3.675485	11.000000	13.0000
CouponUsed	5374.000000	1.751023	1.894621	0.000000	1.0000
OrderCount	5372.000000	3.008004	2.939680	1.000000	1.0000
DaySinceLastOrder	5323.000000	4.543491	3.654433	0.000000	2.0000
CashbackAmount	5630.000000	177.223030	49.207036	0.000000	145.7700
4					<b>•</b>

In [20]: df.duplicated().sum()

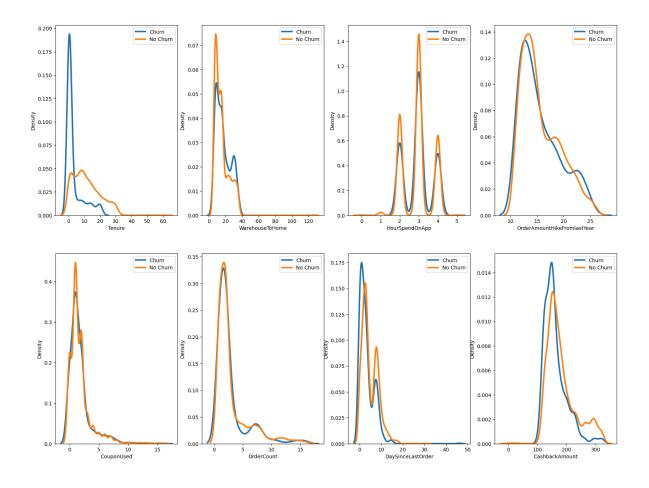
Out[20]: 0

```
# the sum of null values
In [21]:
         grouped data = []
         for col in columns:
             n_missing = df[col].isnull().sum()
             percentage = n_missing / df.shape[0] * 100
             grouped_data.append([col, n_missing, percentage])
         # Create a new DataFrame from the grouped data
         grouped_df = pd.DataFrame(grouped_data, columns=['column', 'n_missing', 'perce'
         # Group by 'col', 'n missing', and 'percentage'
         result = grouped_df.groupby(['column', 'n_missing', 'percentage']).size()
         result
Out[21]: column
                                       n_missing
                                                   percentage
         CashbackAmount
                                        0
                                                   0.000000
                                                                  1
         Churn
                                        0
                                                   0.000000
                                                                  1
                                        0
         CityTier
                                                   0.000000
                                                                  1
         Complain
                                        0
                                                   0.000000
                                                                  1
         CouponUsed
                                       256
                                                   4.547069
                                                                  1
         CustomerID
                                        0
                                                   0.000000
                                                                  1
         DaySinceLastOrder
                                        307
                                                   5.452931
                                                                  1
         Gender
                                        0
                                                   0.000000
                                                                  1
         HourSpendOnApp
                                        255
                                                   4.529307
                                                                  1
         MaritalStatus
                                                   0.000000
                                                                  1
                                        0
         NumberOfAddress
                                        0
                                                   0.000000
                                                                  1
         NumberOfDeviceRegistered
                                        0
                                                   0.000000
                                                                  1
         OrderAmountHikeFromlastYear
                                        265
                                                   4.706927
                                                                  1
         OrderCount
                                        258
                                                   4.582593
                                                                  1
         PreferedOrderCat
                                                   0.000000
                                                                  1
                                        0
         PreferredLoginDevice
                                       0
                                                   0.000000
                                                                  1
         PreferredPaymentMode
                                       0
                                                   0.000000
                                                                  1
         SatisfactionScore
                                        0
                                                   0.000000
                                                                  1
         Tenure
                                        264
                                                   4.689165
                                                                  1
         WarehouseToHome
                                        251
                                                   4.458259
                                                                  1
         dtype: int64
In [22]:
         from pandas_profiling import ProfileReport
         ProfileReport(df)
         Summarize dataset:
                               0% l
                                             | 0/5 [00:00<?, ?it/s]
                                        0%|
                                                     | 0/1 [00:00<?, ?it/s]
         Generate report structure:
         Render HTML:
                         0%|
                                       | 0/1 [00:00<?, ?it/s]
```

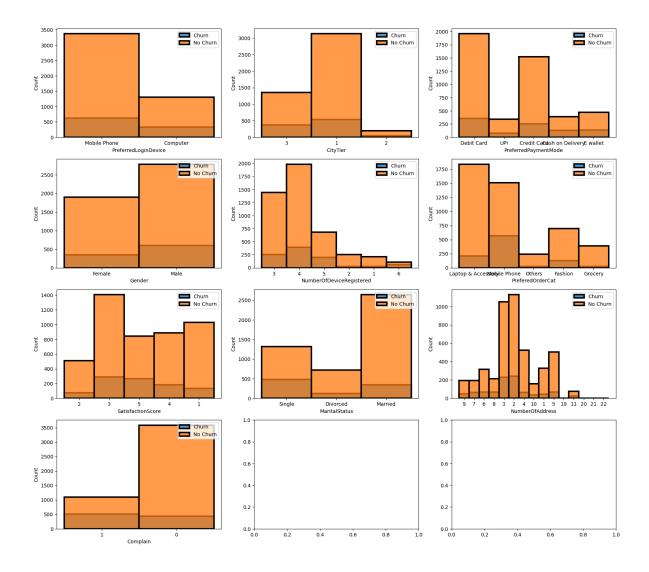
```
Out[22]:
```

#### **EDA**

Density of Numeric Features by Churn



Density of Numeric Features by Churn



```
In [26]: # color palettes
pie_palette = ['#3E885B','#7694B6','#85BDA6', '#80AEBD', '#2F4B26', '#3A506B']
green_palette = ['#2F4B26', '#3E885B', '#85BDA6', '#BEDCFE', '#C0D7BB']
blue_palette = ['#3A506B', '#7694B6', '#80AEBD', '#5BC0BE', '#3E92CC']
custom_palette = ['#3A506B', '#7694B6', '#80AEBD', '#3E885B', '#85BDA6']
red_palette = ['#410B13', '#CD5D67', '#BA1F33', '#421820', '#91171F']
```

### relationship between Gender and Churn? & Which Gender has more Orders

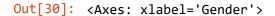
```
In [27]:
         df['Gender'].value_counts()
Out[27]: Gender
         Male
                   3384
         Female
                   2246
         Name: count, dtype: int64
In [28]: df.groupby("Churn")["Gender"].value_counts() # the churned females ratio 348/2
                                                        # the churned males ratio 600/33
Out[28]: Churn
                Gender
                Male
                          2784
                Female
                          1898
         1
                Male
                           600
                Female
                            348
         Name: count, dtype: int64
```

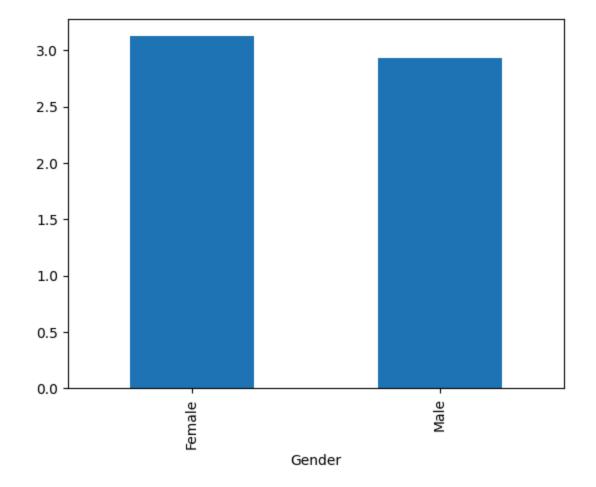
In [29]: df.groupby("PreferredLoginDevice")["OrderCount"].value\_counts() # the churned

Out[29]:	PreferredLoginDevice	OrderCount	
	Computer	2.0	573
		1.0	486
		3.0	132
		4.0	61
		7.0	59
		5.0	48
		8.0	44
		6.0	40
		14.0	20
		9.0	19
		11.0	16
		10.0	15
		12.0	15
		13.0	9
		15.0	8
		16.0	4
	Mobile Phone	2.0	1452
		1.0	1265
		3.0	239
		7.0	147
		4.0	143
		5.0	133
		8.0	128
		6.0	97
		9.0	43
		12.0	39
		11.0	35
		15.0	25
		13.0	21
		10.0	21
		16.0	19
		14.0	16
	Name: count. dtype:	int64	

Name: count, dtype: int64

```
In [30]: gender_orders = df.groupby('Gender')['OrderCount'].mean().plot(kind='bar')
gender_orders # females have more order count avg
```





there is not a big difference between the males and the femals: avg order

```
In [31]: percentageM =600/3384 * 100

percentageM #the percentage of the leaving males out of the males
```

Out[31]: 17.73049645390071

```
In [32]: percentageF =348/2246 * 100
percentageF #the percentage of the leaving females out of the females
```

Out[32]: 15.49421193232413

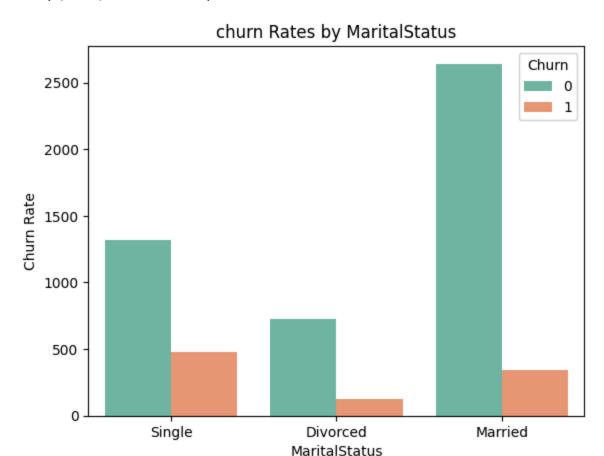
```
import pandas as pd
In [33]:
         import plotly.express as px
         # Create figure
         fig = px.pie(df, values='Churn', names='Gender')
         fig.update_traces(marker=dict(colors=['pink ', 'baby blue']))
         # Update Layout
         fig.update_layout(
           title='Churn Rate by Gender',
           legend_title='Gender'
         # Show plot
         fig.show()
         # # Create figure
         # fig = px.pie(df, values='OrderCount', names='Gender')
         # fig.update_traces(marker=dict(colors=['pink ', 'baby blue']))
         # # Update Layout
         # fig.update_layout(
            title='order Rate by Gender',
             legend_title='Gender'
         # )
         # # Show plot
         # fig.show()
```

as we see the males are more likely to churn as we have 63.3 % churned males from the app may be the company should consider incresing the products that grap the males interest and so on.. we are going to see if there is another factors that makes the highest segment of churned customers are males.

#### MartialStatus has the highest Churn rate

```
In [35]: sns.countplot(x='MaritalStatus',hue='Churn',data=df,palette='Set2')
    plt.title("churn Rates by MaritalStatus")
    plt.ylabel("Churn Rate")
```

Out[35]: Text(0, 0.5, 'Churn Rate')



-the married are the highest customer segment in the comapny may be the comapny should consider taking care of the products that suits the single and the married customers as the singles are the most likely to churn from the app

#### Which CityTier has higher Tenure and OrderCount

```
In [38]: # means = df_grouped['Tenure']['mean']
# means.plot(kind='pie',autopct='%1.1f%%')
# plt.xlabel('CityTier')
# plt.ylabel('Mean Tenure')
```

citytier 2 has the highest tenure rate but the tenure rate does not seen to be a strong factor

```
In [39]: df.groupby("CityTier")["OrderCount"].mean()
```

Out[39]: CityTier

2.953255
 2.584034
 3.185185

Name: OrderCount, dtype: float64

citytier 3 has the highest order avg but it not to be a strong factor in the customer churning

```
In [40]: df['SatisfactionScore'].dtypes
```

Out[40]: dtype('int64')

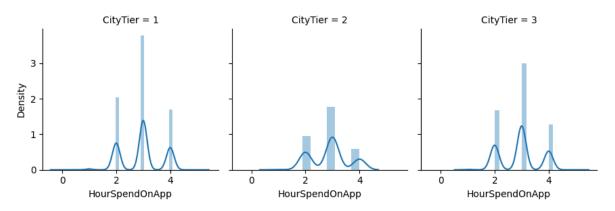
```
import matplotlib.pyplot as plt
In [41]:
         # plot
         fig = px.histogram(df2, x="HourSpendOnApp", y="SatisfactionScore", orientation
         # Customize the plot
         fig.update_layout(hovermode='x',title_font_size=30)
         fig.update_layout(
         title_font_color="black",
         template="plotly",
         title font size=30,
         hoverlabel_font_size=20,
         title_x=0.5,
         xaxis_title='HourSpendOnApp',
         yaxis_title='SatisfactionScore',
         fig.show()
         # sns.barplot(x='SatisfactionScore', y='HourSpendOnApp', data=df)
         # ax = df[['SatisfactionScore', 'HourSpendOnApp']].value_counts().plot(kind='ba
```

as we see people with less satisfaction score spend less time on the app than the people of satisfaction score 5 but also i do not think there is any realation between the satisfaction score and people's spent time on the app

Which CityTier has the most HourSpendOnApp

```
In [42]: g = sns.FacetGrid(df, col='CityTier')
g.map(sns.distplot, 'HourSpendOnApp')
```

Out[42]: <seaborn.axisgrid.FacetGrid at 0x7975df7078e0>



city tier 1 has the most spended hours on the app

What is the relation between NumberOfAddress and CityTier within the churn segment

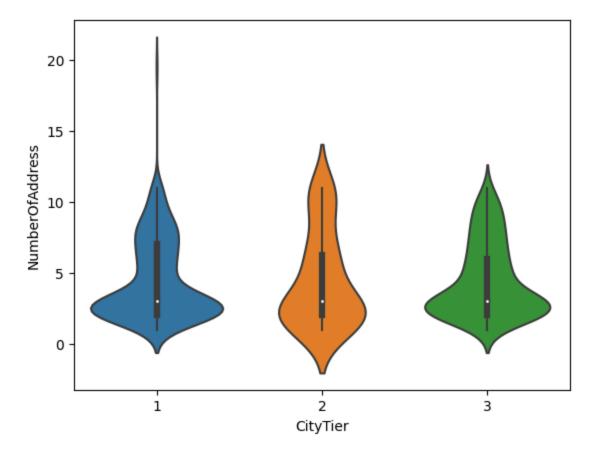
In [43]: df.groupby("CityTier")["NumberOfAddress"].value\_counts()

Out[43]:	CityTier	NumberOfAddress	
	1	2	871
		3	832
		4	397
		5	377
		6	247
		1	228
		8	187
		7	173
		9	150
		10	129
		11	71
		22	1
		21	1
		20	1
		19	1
	2	2	61
		3	43
		5	30
		1	23
		6	21
		4	16
		10	13
		8	10
		7	10
		11	9
		9	6
	3	2	437
		3	403
		4	175
		5	164
		1	120
		6	114
		8	83
		9	83
		7	73
		10	52
		11	18

Name: count, dtype: int64

```
In [44]: # Violin plots
import seaborn as sns
sns.violinplot(x='CityTier', y='NumberOfAddress', data=df[df['Churn']==1])
```

Out[44]: <Axes: xlabel='CityTier', ylabel='NumberOfAddress'>



There is a negative correlation between CityTier and NumberOfAddress. Higher CityTiers are associated with lower average NumberOfAddress and a more concentrated distribution. Customers in larger cities (CityTier 1) tend to have more addresses on average compared to smaller cities and towns in lower tiers. The relationship suggests address density and type of locality (metro vs smaller cities vs towns) impacts how many addresses customers have across city types.

#### 7-What is the relation between Complain and DaySinceLastOrder?

```
In [46]: import plotly.express as px
fig = px.scatter(df, x='DaySinceLastOrder', y='Complain', facet_col='Churn')
fig.update_layout(hovermode='closest')
fig.show()
```

there is a weak negative relation between complainig and the number of dayes since last order

#### 8-Is there a relationship between PreferredLoginDevice and churn?

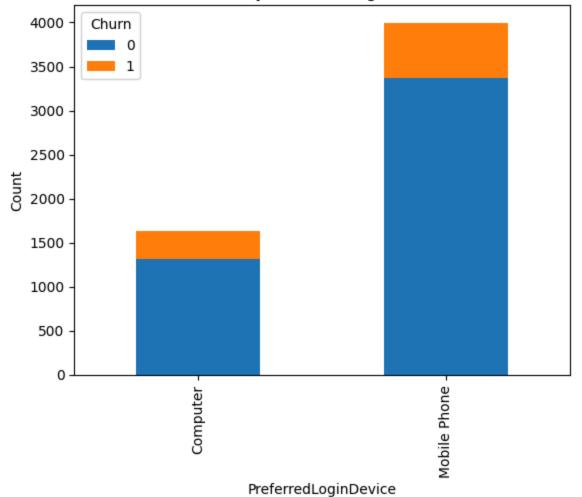
```
In [47]: # Bar chart with churn rate
    import seaborn as sns
    # sns.catplot(x='PreferredLoginDevice', y='Churn', data=df, kind='bar')

# Group the data by 'OverTime' and 'Attrition', and calculate the count
    grouped_data = df.groupby(['PreferredLoginDevice', 'Churn']).size().unstack().

# Set the plot title, x-label, and y-label
    plt.title('Churn by PreferredLoginDevice')
    plt.xlabel('PreferredLoginDevice')
    plt.ylabel('Count')

# Show the plot
    plt.show()
```



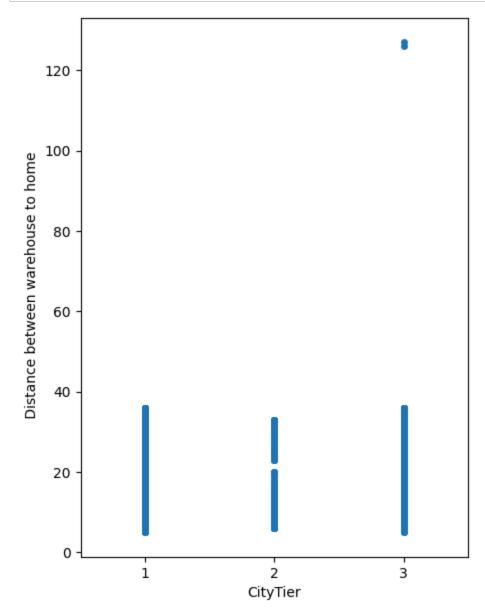


mobile phone users are likely to churn may be this indicates a problem on the app user experience on the app mobile version

# 9-What is distancebetween warehosue to customer house in different city tier?

```
In [48]: df3 = df.copy()

df3['CityTier'].astype('str')
plt.figure(figsize = (5,7))
sns.stripplot(x = 'CityTier', y = 'WarehouseToHome', data = df3, jitter = Fals
plt.ylabel(' Distance between warehouse to home');
```



Inference: As the distance from warehouse to home is similar in all city tier which means company had build warehouse in lower city tier also.

#### 10-Does different citytiers has different prefered products?

```
import plotly.express as px
earth_palette = ["#A67C52", "#8F704D", "#B09B71", "#7E786E"]

fig=px.histogram(df,x="PreferedOrderCat",facet_col="CityTier",color="CityTier"

# Customize the plot
fig.update_layout(hovermode='x',title_font_size=30)
fig.update_layout(
    title_font_color="black",
    template="plotly",
    title_font_size=30,
    hoverlabel_font_size=20,
    title_x=0.5,
    xaxis_title='PreferredPaymentMode',
    yaxis_title='count',
    )
fig.show()
```

laptop & accesories and mobile phones are the prefered category for all the city tiers

#### 11- What is the preferred payment mode for different CityTiers?

```
In [50]: df2['PreferredPaymentMode'].value_counts()
Out[50]: PreferredPaymentMode
         Debit Card
                              2314
         Credit Card
                              1774
         E wallet
                               614
         Cash on Delivery
                               514
                               414
         Name: count, dtype: int64
In [51]: df2.groupby('CityTier')[['PreferredPaymentMode']].value_counts()
Out[51]: CityTier
                   PreferredPaymentMode
                    Debit Card
                                             1676
         1
                    Credit Card
                                             1382
                    Cash on Delivery
                                              366
                    UPI
                                              242
         2
                    UPI
                                             114
                    Debit Card
                                              62
                    Credit Card
                                              50
                    Cash on Delivery
                                              16
         3
                    E wallet
                                             614
                    Debit Card
                                              576
                    Credit Card
                                              342
                    Cash on Delivery
                                             132
                    UPI
                                              58
         Name: count, dtype: int64
```

```
In [52]: import plotly.express as px

fig=px.histogram(df2,x="PreferredPaymentMode",facet_col="CityTier",color="City

# Customize the plot
fig.update_layout(hovermode='x',title_font_size=30)
fig.update_layout(
    title_font_color="black",
    template="plotly",
    title_font_size=30,
    hoverlabel_font_size=20,
    title_x=0.5,
    xaxis_title='PreferredPaymentMode',
    yaxis_title='count',
    )
    fig.show()
```

preferred payment method for CityTier '1' ==> DebitCard

preferred payment method for CityTier '2' ==> UPI

### 12-Which CityTier has the highest OrderCount?

In [53]: df2.groupby('CityTier')[['OrderCount']].sum()

Out[53]:

#### OrderCount

CityTier	
1	10298.0
2	615.0
3	5246.0

```
In [54]: fig = px.histogram(df2, x="OrderCount", y="CityTier", orientation="h", color="
    # Customize the plot
    fig.update_layout(hovermode='x',title_font_size=30)
    fig.update_layout(
    title_font_color="black",
    template="plotly",
    title_font_size=30,
    hoverlabel_font_size=20,
    title_x=0.5,
    xaxis_title='Sum of OrderCount',
    yaxis_title='count',
    )
    fig.show()
```

#### CityTier '1' has highest order count with 10298 orders

### Does the percentage increase in order amount from last year affect churn rate?

```
In [55]:
         df2['OrderAmountHikeFromlastYear'].value counts()
Out[55]: OrderAmountHikeFromlastYear
         14.0
                  750
         13.0
                  741
         12.0
                  728
         15.0
                  542
         11.0
                  391
         16.0
                  333
         18.0
                  321
         19.0
                  311
         17.0
                  297
         20.0
                  243
         21.0
                  190
         22.0
                  184
         23.0
                  144
         24.0
                   84
         25.0
                   73
         26.0
                   33
         Name: count, dtype: int64
In [56]: | df2.groupby('OrderAmountHikeFromlastYear')['Churn'].count()
Out[56]: OrderAmountHikeFromlastYear
         11.0
                  391
         12.0
                  728
         13.0
                  741
         14.0
                  750
         15.0
                  542
         16.0
                  333
         17.0
                  297
         18.0
                  321
         19.0
                  311
         20.0
                  243
         21.0
                  190
         22.0
                  184
         23.0
                  144
         24.0
                   84
         25.0
                   73
                   33
         26.0
         Name: Churn, dtype: int64
```

```
comp_ten = df2.groupby(["OrderAmountHikeFromlastYear", "Churn"]).size().reset_
In [57]:
         # Create a bubble chart using Plotly
         fig_bubble = px.scatter(comp_ten, x="OrderAmountHikeFromlastYear", y="Count",
                                 color_discrete_sequence=["#d62728", "#1f77b4"])
         # Customize the plot
         fig_bubble.update_layout(hovermode='x',title_font_size=30)
         fig_bubble.update_layout(
         title_font_color="black",
         template="plotly",
         title font size=30,
         hoverlabel_font_size=20,
         title x=0.5,
         xaxis_title='OrderAmountHikeFromlastYear',
         yaxis_title='count',
         fig_bubble.show()
```

Graph Show when the percentage of order last year increase the churn rate decrease so OrderAmountHikeFromlastYear has postive effect on Churn rate and we need to focus when customer has percentage 12% - 14%

0

1

## What is the relation between Complain and DaySinceLastOrder for churned customers?

1313.0

1580.0

customers who didn't made complain has higher DaySinceLastOrder , however it's only one customer so its an outlier if we remove it we will customers with no complain has lower DaySinceLastOrder

## What is the order counts for customers with high HourSpendOnApp?

```
In [60]: # we will make binnig for column HourSpendOnApp
    df2['HourSpendOnApp'].agg(['min','max'])

Out[60]: min     0.0
    max     5.0
    Name: HourSpendOnApp, dtype: float64

In [61]: # Define the bin range
    bins = [0 , 1 , 3 , 6]
    label = ['low' , 'medium' , 'high']
    # Create a new column 'HourSpendOnApp_bins' with the binned values
    df2['HourSpendOnApp_bins'] = pd.cut(df2['HourSpendOnApp'], bins=bins , labels
```

In [62]: df2.groupby(['HourSpendOnApp\_bins','OrderCount'])[['CustomerID']].count()

Out[62]:

#### CustomerID

HourSpendOnApp_bins	OrderCount	
	1.0	16
	2.0	7
	3.0	1
	4.0	3
	5.0	0
	6.0	0
	7.0	4
low	8.0	0
low	9.0	0
	10.0	0
	11.0	1
	12.0	1
	13.0	0
	14.0	0
	15.0	0
	16.0	0
	1.0	1553
	2.0	1242
	3.0	267
	4.0	160
	5.0	130
	6.0	105
	7.0	169
medium	8.0	99
medium	9.0	53
	10.0	21
	11.0	46
	12.0	36
	13.0	24
	14.0	34
	15.0	21
	16.0	13

#### CustomerID

	OrderCount	HourSpendOnApp_bins
1	1.0	
738	2.0	
96	3.0	
34	4.0	
45	5.0	
30	6.0	
25	7.0	
69	8.0	ما ساما
9	9.0	high
15	10.0	
4	11.0	
15	12.0	
6	13.0	
2	14.0	
10	15.0	
10	16.0	

In [63]: | sunbrust\_gr = df2.loc[:,['HourSpendOnApp\_bins','OrderCount']].dropna()

```
In [64]: fig = px.sunburst(sunbrust_gr,path=['HourSpendOnApp_bins','OrderCount'],title=
fig.update_layout(hovermode='x',title_font_size=30)
fig.update_layout(
title_font_color="black",
template="plotly",
title_font_size=30,
hoverlabel_font_size=20,
title_x=0.5,
)
fig.update_traces(textinfo="label+percent parent")

fig.show()
```

Segment of customers has high spendtime on App has OrderCount 2 with percentage 67%

Is there a relationship between preferred order category and churn rate?

In [65]: df2.groupby(['PreferedOrderCat' , 'Gender'])[['CustomerID']].count()

Out[65]: CustomerID

PreferedOrderCat	Gender	
Fashion	Female	354
Fasilion	Male	472
Gracemy	Female	198
Grocery	Male	212
Lanton P Accessory	Female	844
Laptop & Accessory	Male	1206
Mobile Phone	Female	764
WIODIIE PIIOIIE	Male	1316
Others	Female	86
Others	Male	178

```
# Group and count by 'PreferedOrderCat' and 'Churn'
In [66]:
         ordercat_churnrate = pd.DataFrame(df2.groupby('PreferedOrderCat')['Gender'].va
         ordercat_churnrate = ordercat_churnrate.rename(columns={'Gender': 'Count'})
         ordercat_churnrate = ordercat_churnrate.reset_index()
         fig = px.histogram(ordercat_churnrate, x='PreferedOrderCat', y = 'count',color
         fig.update_layout(hovermode='x',title_font_size=30)
         fig.update_layout(
         title_font_color="black",
         template="plotly",
         title_font_size=30,
         hoverlabel_font_size=20,
         title_x=0.5,
         xaxis_title='PreferedOrderCat',
         yaxis_title='count',
         fig.show()
```

Top 2 Preferd Category For Males == > [ Others , Mobile Phone ]

Top 2 Preferd Category For Females == > [ Grocery , Fashion ]

## 17-Do customers who used more coupons have lower churn rates?

In [67]: df2.groupby(['CouponUsed' , 'Churn'])[['CustomerID']].count()

Out[67]:

CustomerID

		Guotomonib
CouponUsed	Churn	
0.0	0	844
0.0	1	186
1.0	0	1727
1.0	1	378
2.0	0	1061
2.0	1	222
3.0	0	281
3.0	1	46
4.0	0	167
4.0	1	30
5.0	0	106
5.0	1	23
6.0	0	90
6.0	1	18
7.0	0	71
7.0	1	18
8.0	0	33
0.0	1	9
9.0	0	11
9.0	1	2
10.0	0	11
10.0	1	3
11.0	0	10
11.0	1	2
12.0	0	8
12.0	1	1
13.0	0	8
14.0	0	5
15.0	1	1
16.0	0	1
10.0	1	1

```
# Group and count by 'Coup' and 'Churn'
In [68]:
         coupoun_churnrate = pd.DataFrame(df2.groupby('CouponUsed')['Churn'].value_coun
         coupoun_churnrate = coupoun_churnrate.rename(columns={'Churn': 'Count'})
         coupoun_churnrate = coupoun_churnrate.reset_index()
         fig = px.bar(coupoun_churnrate, x='CouponUsed', y = 'count',color='Churn', bar
         fig.update_layout(hovermode='x',title_font_size=30)
         fig.update_layout(
         title_font_color="black",
         template="plotly",
         title_font_size=30,
         hoverlabel_font_size=20,
         title_x=0.5,
         xaxis_title='CouponUsed',
         yaxis_title='count',
         fig.show()
```

Grpah shows Churn become less when more coupons used

# 18-Is there a connection between satisfaction score and number of orders in the past month?

5

1056

#### StatisfactionScore doesn't have affect on OrderCount

##19-There is relation between CashbackAmount and order counts within churn?

In [71]: df\_c.groupby(['OrderCount','CashbackAmount'])[['Churn']].count()

Out[71]: Churn

OrderCount	CashbackAmount	
	110.09	2
	110.81	2
1.0	110.91	2
	111.02	2
	111.18	2
15.0	203.12	2
15.0	295.45	2
	152.43	2
16.0	228.12	2
	320.45	2

461 rows × 1 columns

```
# fig = px.density_contour(df2, x="HourSpendOnApp", y="OrderCount", color = 'c
In [72]:
                                    title="<b>"+'HourSpendOnApp Vs OrderCount within ch
         #
                                     color_discrete_sequence=["#d62728", "#1f77b4"]
         fig = px.histogram(df2, x='CashbackAmount', y='OrderCount', color = 'Churn', t
         # Customize the plot
         fig.update_layout(hovermode='x',title_font_size=30)
         fig.update_layout(
         title_font_color="black",
         template="plotly",
         title_font_size=30,
         hoverlabel_font_size=20,
         title_x=0.5,
         xaxis_title='CashbackAmount',
         yaxis_title='OrderCount',
         fig.show()
```

Graphs shows there is no relation between cash back amount and ordercount and there is postive relation between cashback amount and churn rate

##20-Are customers who complained more likely to churn?

In [73]: df2.groupby('Complain')[['Churn']].count()

Out[73]:

Churn

#### Complain

- **0** 4026
- **1** 1604

```
comp_churn = pd.DataFrame(df2.groupby('Complain')['Churn'].value_counts())
In [74]:
         comp churn = comp churn.rename(columns={'Churn': 'Count'})
         comp_churn = comp_churn.reset_index()
         print(comp_churn)
         comp_churn['Complain'].replace('0' , 'No Complain' , inplace = True)
         comp_churn['Complain'].replace('1' , 'Complain' , inplace = True)
         comp_churn['Churn'].replace('0' , 'No Churn' , inplace = True)
         comp_churn['Churn'].replace('1' , 'Churn' , inplace = True)
         print(comp_churn)
         # Tree map
         fig = px.treemap(comp_churn, path=[px.Constant("all"), 'Complain', 'Churn'], v
         fig.update_traces(textinfo="label+percent parent+value" ,root_color="lightgrey
         fig.update_layout(margin = dict(t=70, l=25, r=25, b=25))
         # red_palette = ['#410B13', '#CD5D67', '#BA1F33', '#421820', '#91171F']
         # Customize the plot
         fig.update_layout(hovermode='x',title_font_size=30)
         fig.update_layout(
         title font color="black",
         template="plotly",
         title_font_size=30,
         hoverlabel font size=20,
         title_x=0.5,
         )
         fig.show()
```

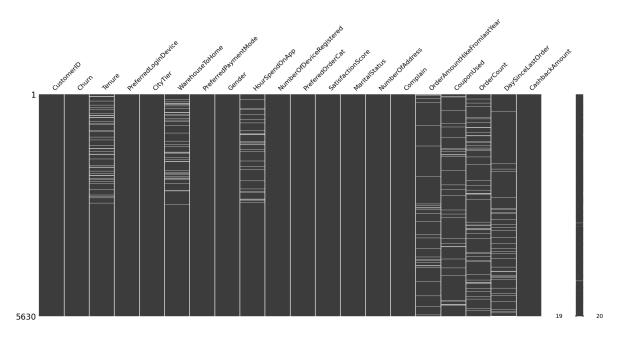
```
Complain Churn count
         0
               0
                   3586
1
         0
               1
                    440
2
         1
                   1096
               0
3
         1
               1
                    508
      Complain
                   Churn
                          count
  No Complain No Churn
                           3586
1
  No Complain
                            440
                   Churn
2
      Complain No Churn
                           1096
3
      Complain
                   Churn
                            508
```

## Missing Values

```
In [75]:
         round((df.isnull().sum()*100 / df.shape[0]),2)
Out[75]: CustomerID
                                         0.00
         Churn
                                         0.00
         Tenure
                                         4.69
         PreferredLoginDevice
                                         0.00
         CityTier
                                         0.00
         WarehouseToHome
                                         4.46
         PreferredPaymentMode
                                         0.00
         Gender
                                         0.00
         HourSpendOnApp
                                         4.53
         NumberOfDeviceRegistered
                                         0.00
         PreferedOrderCat
                                         0.00
         SatisfactionScore
                                         0.00
         MaritalStatus
                                         0.00
         NumberOfAddress
                                         0.00
         Complain
                                         0.00
         OrderAmountHikeFromlastYear
                                         4.71
         CouponUsed
                                         4.55
         OrderCount
                                         4.58
         DaySinceLastOrder
                                          5.45
         CashbackAmount
                                         0.00
         dtype: float64
```

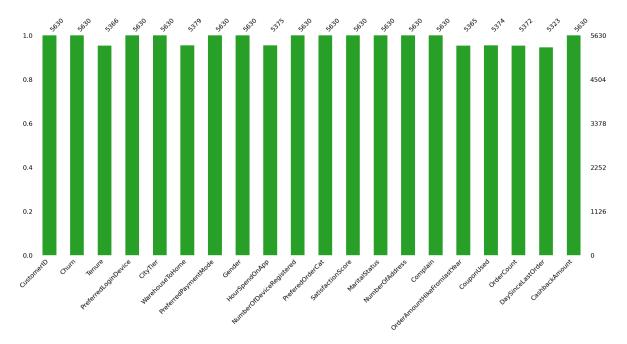
In [76]: msno.matrix(df)

Out[76]: <Axes: >



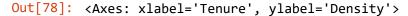
```
In [77]: msno.bar(df , color="tab:green")
```

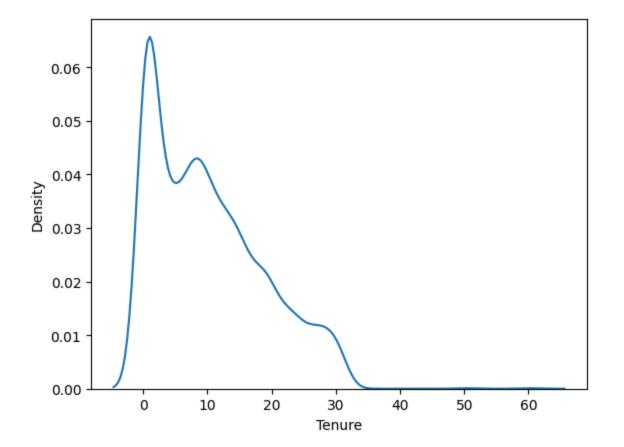
#### Out[77]: <Axes: >



#### All Missing values less than 6% so we can impute them

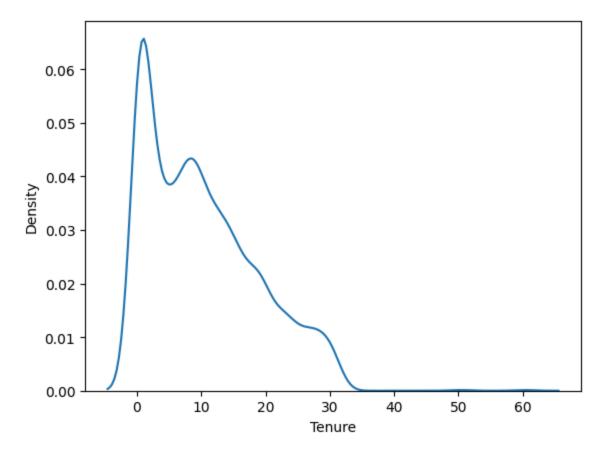
```
In [78]: sns.kdeplot(df , x='Tenure')
```





```
In [79]: # impute with bfill Method
df['Tenure'] = df['Tenure'].fillna(method = 'bfill')
In [80]: sns.kdeplot(df , x='Tenure')
```

Out[80]: <Axes: xlabel='Tenure', ylabel='Density'>

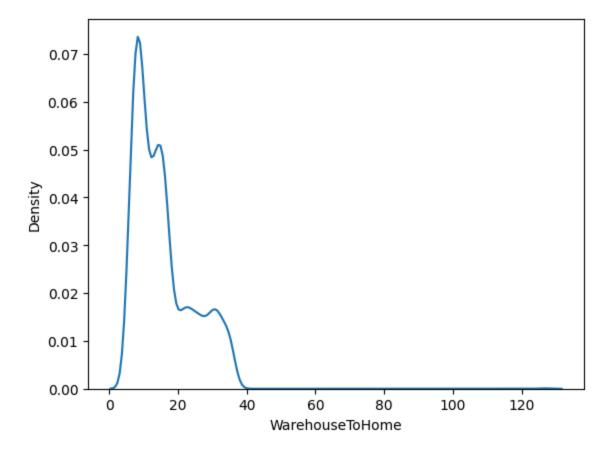


```
In [81]: df['Tenure'].isnull().sum()
```

Out[81]: 0

```
In [82]: sns.kdeplot(df , x='WarehouseToHome')
```

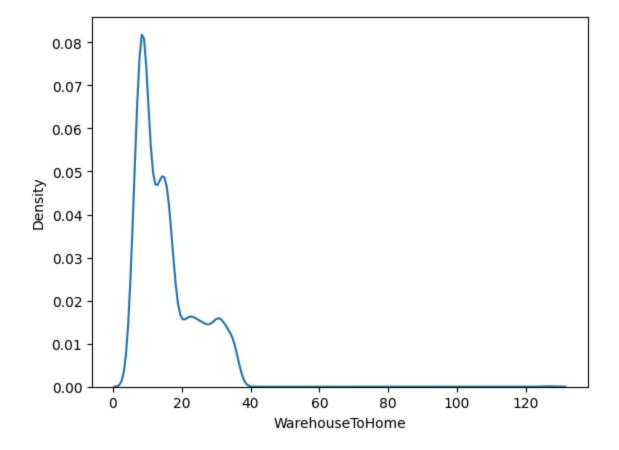
Out[82]: <Axes: xlabel='WarehouseToHome', ylabel='Density'>



```
In [83]: # Impute with simple imputer
from sklearn.impute import SimpleImputer
s_imp = SimpleImputer(missing_values=np.nan , strategy = 'most_frequent')
df['WarehouseToHome'] = s_imp.fit_transform(pd.DataFrame(df['WarehouseToHome'])
```

```
In [84]: sns.kdeplot(df , x='WarehouseToHome')
```

Out[84]: <Axes: xlabel='WarehouseToHome', ylabel='Density'>

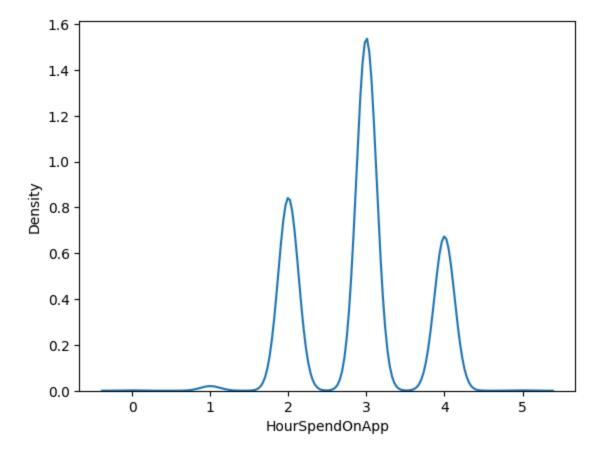


```
In [85]: df['WarehouseToHome'].isnull().sum()
```

Out[85]: 0

```
In [86]: sns.kdeplot(df , x='HourSpendOnApp')
```

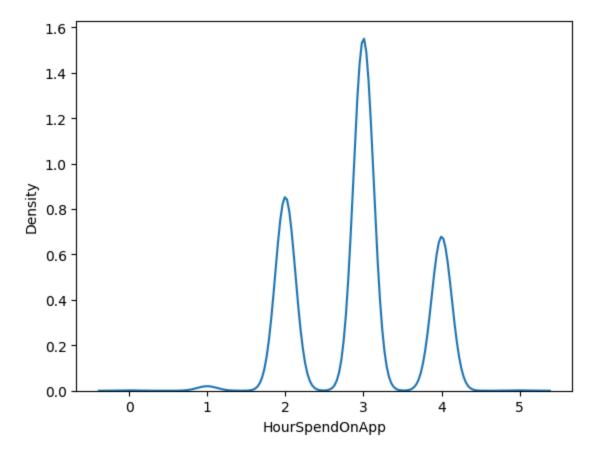
Out[86]: <Axes: xlabel='HourSpendOnApp', ylabel='Density'>



```
In [87]: fill_list = df['HourSpendOnApp'].dropna()
    df['HourSpendOnApp'] = df['HourSpendOnApp'].fillna(pd.Series(np.random.choice()))
```

```
In [88]: sns.kdeplot(df , x='HourSpendOnApp')
```

Out[88]: <Axes: xlabel='HourSpendOnApp', ylabel='Density'>

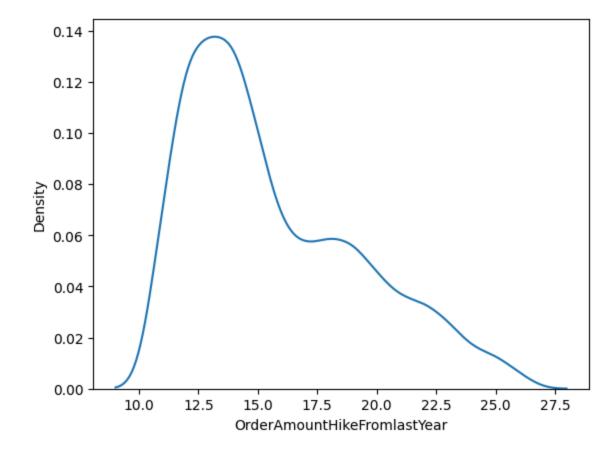


```
In [89]: df['HourSpendOnApp'].isnull().sum()
```

Out[89]: 0

```
In [90]: sns.kdeplot(df , x='OrderAmountHikeFromlastYear')
```

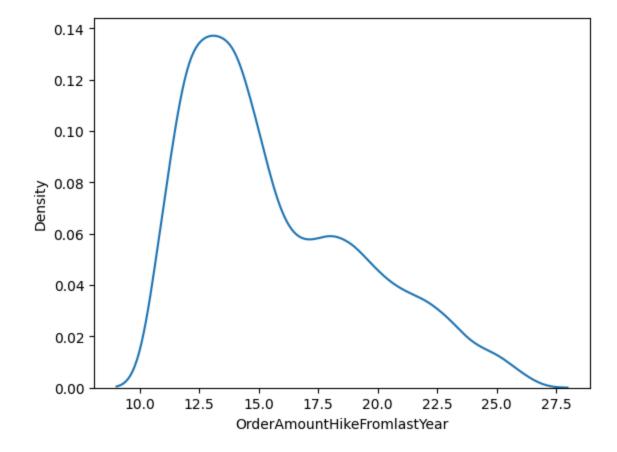
Out[90]: <Axes: xlabel='OrderAmountHikeFromlastYear', ylabel='Density'>



In [91]: # impute with ffill method
df['OrderAmountHikeFromlastYear'] = df['OrderAmountHikeFromlastYear'].fillna(m

```
In [92]: sns.kdeplot(df , x='OrderAmountHikeFromlastYear')
```

Out[92]: <Axes: xlabel='OrderAmountHikeFromlastYear', ylabel='Density'>

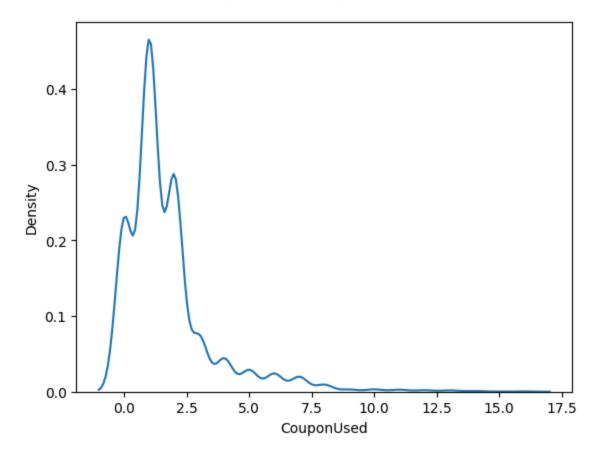


```
In [93]: df['OrderAmountHikeFromlastYear'].isnull().sum()
```

Out[93]: 0

```
In [94]: sns.kdeplot(df , x='CouponUsed')
```

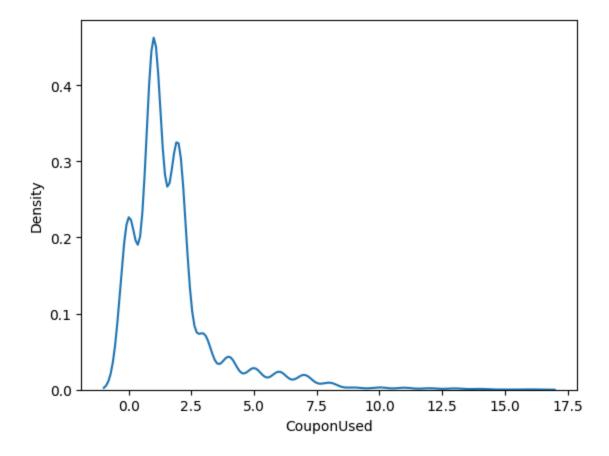
Out[94]: <Axes: xlabel='CouponUsed', ylabel='Density'>



```
In [95]: # Impute with KNN Imputer
from sklearn.impute import KNNImputer
imputer = KNNImputer(n_neighbors=2)
df['CouponUsed']=imputer.fit_transform(df[['CouponUsed']])
```

```
In [96]: sns.kdeplot(df , x='CouponUsed')
```

Out[96]: <Axes: xlabel='CouponUsed', ylabel='Density'>

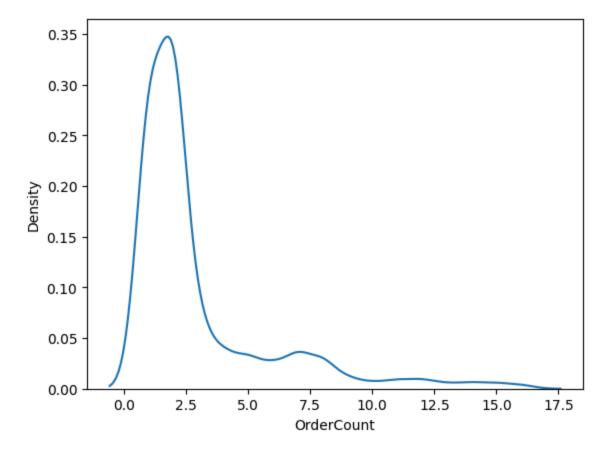


```
In [97]: df['CouponUsed'].isnull().sum()
```

Out[97]: 0

```
In [98]: sns.kdeplot(df , x='OrderCount')
```

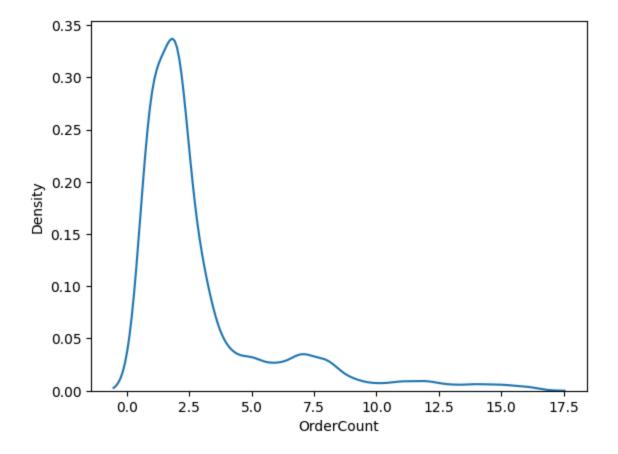
Out[98]: <Axes: xlabel='OrderCount', ylabel='Density'>



```
In [99]: # Impute with KNN imputer
imputer_2 = KNNImputer(n_neighbors=2)
df['OrderCount']=imputer_2.fit_transform(df[['OrderCount']])
```

```
In [100]: sns.kdeplot(df , x='OrderCount')
```

Out[100]: <Axes: xlabel='OrderCount', ylabel='Density'>

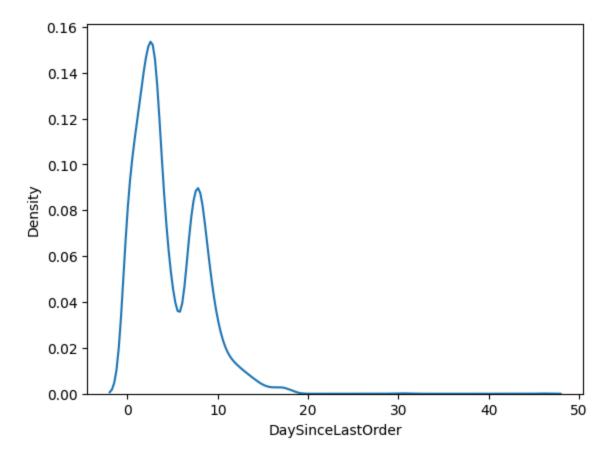


```
In [101]: df['OrderCount'].isnull().sum()
```

Out[101]: 0

```
In [102]: sns.kdeplot(df , x='DaySinceLastOrder')
```

Out[102]: <Axes: xlabel='DaySinceLastOrder', ylabel='Density'>



```
In [103]: # impute with bfill Method
df['DaySinceLastOrder'] = df['DaySinceLastOrder'].fillna(method = 'bfill')
```

0.12

0.10

0.08

Density

In [106]:

In [107]:

df.shape

Out[107]: (5630, 19)

df.drop('CustomerID' , axis = 1 , inplace = True)

# After we Checked the data the Customer ID Column not important for our Model

#### We Handled Mssing Values

### **Encoding**

```
In [108]:
        # check before encoding that my catogries for my columns are limited
        for i in df.columns:
            if df[i].dtype == 'object':
               print(df[i].value_counts())
               print('*' * 40)
        PreferredLoginDevice
        Mobile Phone
                      3996
        Computer
                      1634
        Name: count, dtype: int64
         ************
        PreferredPaymentMode
        Debit Card
                          2314
        Credit Card
                          1774
         E wallet
                          614
        Cash on Delivery
                          514
        UPI
                          414
        Name: count, dtype: int64
         ***********
        Gender
        Male
                 3384
        Female
                 2246
        Name: count, dtype: int64
         ************
        PreferedOrderCat
        Mobile Phone
                           2080
        Laptop & Accessory
                           2050
                            826
        Fashion
                            410
        Grocery
        Others
                            264
        Name: count, dtype: int64
         ***********
        MaritalStatus
        Married
                   2986
                   1796
        Single
        Divorced
                   848
        Name: count, dtype: int64
         ************
```

```
In [109]: # cat columns
data = df[df.select_dtypes(exclude=np.number).columns]
data
```

#### Out[109]:

	PreferredLoginDevice	PreferredPaymentMode	Gender	PreferedOrderCat	MaritalStatus
0	Mobile Phone	Debit Card	Female	Laptop & Accessory	Single
1	Mobile Phone	UPI	Male	Mobile Phone	Single
2	Mobile Phone	Debit Card	Male	Mobile Phone	Single
3	Mobile Phone	Debit Card	Male	Laptop & Accessory	Single
4	Mobile Phone	Credit Card	Male	Mobile Phone	Single
5625	Computer	Credit Card	Male	Laptop & Accessory	Married
5626	Mobile Phone	Credit Card	Male	Fashion	Married
5627	Mobile Phone	Debit Card	Male	Laptop & Accessory	Married
5628	Computer	Credit Card	Male	Laptop & Accessory	Married
5629	Mobile Phone	Credit Card	Male	Laptop & Accessory	Married

5630 rows × 5 columns

```
In [110]: le = LabelEncoder()
```

```
In [111]: # Encode for cat_cols
for i in df.columns:
```

if df[i].dtype == 'object':
 df[i] = le.fit\_transform(df[i])

df.head(4)

#### Out[111]:

		Churn	Tenure	PreferredLoginDevice	CityTier	WarehouseToHome	PreferredPaymentMode	G€
_	0	1	4.0	1	3	6.0	2	
	1	1	0.0	1	1	8.0	4	
	2	1	0.0	1	1	30.0	2	
	3	1	0.0	1	3	15.0	2	
4								•

Out[112]:

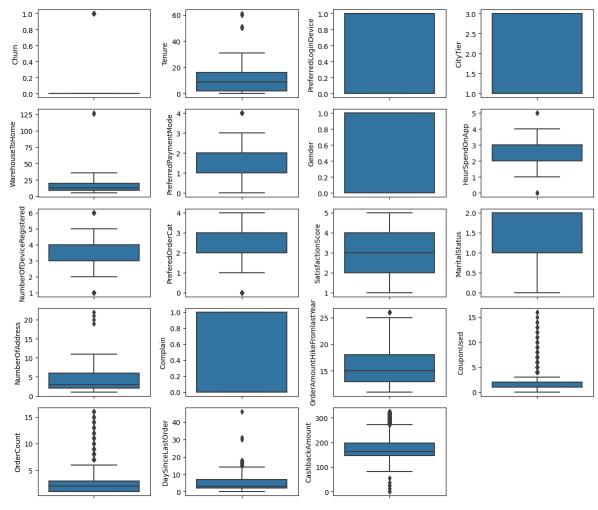
	PreferredLoginDevice	PreferredPaymentMode	Gender	PreferedOrderCat	MaritalStatus
0	1	2	0	2	2
1	1	4	1	3	2
2	1	2	1	3	2
3	1	2	1	2	2

## **Handling Outliers**

[113]:	df.dtypes	
113]:	Churn	int64
	Tenure	float64
	PreferredLoginDevice	int64
	CityTier	int64
	WarehouseToHome	float64
	PreferredPaymentMode	int64
	Gender	int64
	HourSpendOnApp	float64
	NumberOfDeviceRegistered	int64
	PreferedOrderCat	int64
	SatisfactionScore	int64
	MaritalStatus	int64
	NumberOfAddress	int64
	Complain	int64
	OrderAmountHikeFromlastYear	float64
	CouponUsed	float64
	OrderCount	float64
	DaySinceLastOrder	float64
	CashbackAmount	float64
	dtype: object	

```
In [114]: fig = plt.figure(figsize=(12,18))
for i in range(len(df.columns)):
    fig.add_subplot(9,4,i+1)
    sns.boxplot(y=df.iloc[:,i])

plt.tight_layout()
plt.show()
```



```
In [115]: # lets detect True Outliers
def handle_outliers(df , column_name):
    Q1 = df[column_name].quantile(0.25)
    Q3 = df[column_name].quantile(0.75)
    IQR = Q3 - Q1

# Define Upper and Lower boundaries
Upper = Q3 + IQR * 1.5
    lower = Q1 - IQR * 1.5

# Lets make filter for col values
    new_df = df[ (df[column_name] > lower) & (df[column_name] < Upper) ]

    return new_df</pre>
```

```
In [116]: | df.columns
'NumberOfDeviceRegistered', 'PreferedOrderCat', 'SatisfactionScore',
                'MaritalStatus', 'NumberOfAddress', 'Complain',
                'OrderAmountHikeFromlastYear', 'CouponUsed', 'OrderCount',
                'DaySinceLastOrder', 'CashbackAmount'],
               dtype='object')
In [117]:
         # lets Give our Functions columns contains outlier
         cols_outliers = ['Tenure' , 'WarehouseToHome' , 'NumberOfAddress' , 'DaySinceL
         for col in cols outliers:
             df = handle_outliers(df , col)
         df.head(4)
Out[117]:
                                                              PreferredPaymentMode
            Churn Tenure PreferredLoginDevice CityTier WarehouseToHome
          0
                1
                     4.0
                                      1
                                             3
                                                           6.0
                                                                              2
          1
                1
                     0.0
                                      1
                                             1
                                                           8.0
                                                                              4
                     0.0
                                                          30.0
                1
                     0.0
                                      1
                                             3
                                                          15.0
                                                                              2
```

```
In [118]:
                       fig = plt.figure(figsize=(12,18))
                       for i in range(len(df.columns)):
                                 fig.add_subplot(9,4,i+1)
                                 sns.boxplot(y=df.iloc[:,i])
                       plt.tight_layout()
                       plt.show()
                            1.0
                                                                                                                  PreferredLoginDevice
                            0.8
                                                                                                                     0.8
                         U 0.6
0.4
                                                                         20
                                                                                                                     0.6
                                                                                                                                                               CityTier
                                                                                                                                                                  2.0
                                                                                                                     0.4
                                                                         10
                                                                                                                                                                  1.5
                            0.2
                                                                                                                     0.2
                            0.0
                                                                                                                     1.0
                                                                        PreferredPaymentMode
                          WarehouseToHome
                                                                                                                  Gender
                                                                                                                     0.6
                                                                                                                     0.4
                                                                                                                     0.2
                                                                                                                     0.0
                           NumberOfDeviceRegistered
                                                                                                                                                                  2.0
                                                                        PreferedOrderCat
                                                                                                                    SatisfactionScore
                                                                                                                                                                 1.5
                                                                                                                                                              MaritalStatus
                                                                                                                                                                  1.0
                                                                                                                                                                 0.5
                                                                                                                                                                  0.0
                                                                                                                   OrderAmountHikeFromlastYear
                                                                         1.0
                                                                                                                                                                  15
                                                                                                                      25
                             10
                          NumberOfAddress
                                                                         0.8
                              8
                                                                                                                                                               CouponUsed
                                                                      Complain
                                                                         0.6
                                                                                                                      20
                                                                                                                                                                  10
                              6
                                                                         0.4
                              4
                                                                                                                      15
                                                                         0.2
                             15
                                                                      DaySinceLastOrder
                                                                                                                  CashbackAmount
                                                                         10
                          OrderCount
                             10
                                                                                                                    100
```

we made Trim on cols that contains outliers but after we check we saw many inforamtion deleted so we made Trimming only on cols that not conatins many outliers

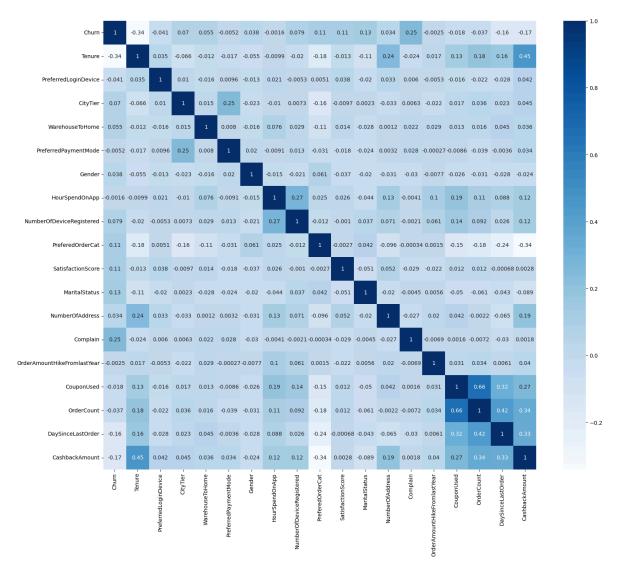
In [119]: corr\_matrix = df.corr()
corr\_matrix

Out[119]:

	Churn	Tenure	PreferredLoginDevice	CityTier	Warehouse <sup>7</sup>
Churn	1.000000	-0.336058	-0.041250	0.069595	0
Tenure	-0.336058	1.000000	0.034596	-0.065933	-0
PreferredLoginDevice	-0.041250	0.034596	1.000000	0.010097	-0
CityTier	0.069595	-0.065933	0.010097	1.000000	0
WarehouseToHome	0.054768	-0.011849	-0.015852	0.014636	1
PreferredPaymentMode	-0.005156	-0.016797	0.009610	0.251539	0
Gender	0.038193	-0.054684	-0.012892	-0.022759	-0
HourSpendOnApp	-0.001624	-0.009877	0.021446	-0.010387	0
NumberOfDeviceRegistered	0.079116	-0.019592	-0.005323	0.007282	0
PreferedOrderCat	0.105149	-0.180637	0.005137	-0.164040	-0
SatisfactionScore	0.108600	-0.013331	0.037642	-0.009735	0
MaritalStatus	0.131982	-0.111074	-0.020207	0.002254	-0
NumberOfAddress	0.033703	0.240939	0.033310	-0.033363	О
Complain	0.252346	-0.023903	0.005983	0.006312	0
OrderAmountHikeFromlastYear	-0.002545	0.017177	-0.005296	-0.022135	0
CouponUsed	-0.017914	0.127314	-0.015940	0.017139	0
OrderCount	-0.036568	0.181138	-0.021975	0.035656	0
DaySinceLastOrder	-0.164448	0.164444	-0.027906	0.023394	0
CashbackAmount	-0.165008	0.453981	0.042321	0.044946	0
4					•

```
In [120]: plt.figure(figsize = (18,15))
sns.heatmap(df.corr() , annot = True , cmap = 'Blues')
```

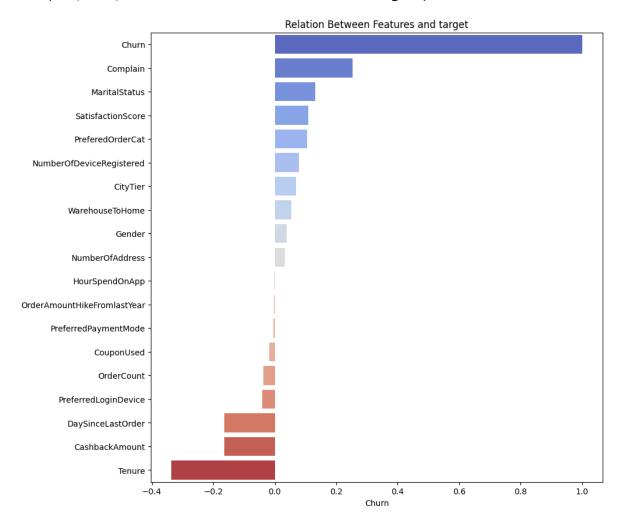
Out[120]: <Axes: >



Out[121]:	Churn	1.000000
	Complain	0.252346
	MaritalStatus	0.131982
	SatisfactionScore	0.108600
	PreferedOrderCat	0.105149
	NumberOfDeviceRegistered	0.079116
	CityTier	0.069595
	WarehouseToHome	0.054768
	Gender	0.038193
	NumberOfAddress	0.033703
	HourSpendOnApp	-0.001624
	OrderAmountHikeFromlastYear	-0.002545
	PreferredPaymentMode	-0.005156
	CouponUsed	-0.017914
	OrderCount	-0.036568
	PreferredLoginDevice	-0.041250
	DaySinceLastOrder	-0.164448
	CashbackAmount	-0.165008
	Tenure	-0.336058
	Name: Churn, dtype: float64	

```
In [122]: plt.figure(figsize = (10,10))
    sns.barplot(x = churn_corr_vector , y = churn_corr_vector.index , palette = 'c
    plt.title('Relation Between Features and target')
```

Out[122]: Text(0.5, 1.0, 'Relation Between Features and target')



```
In [123]: fig = px.histogram(df2, x="Churn", color="Churn" ,text_auto= True , title="<b>
# Customize the plot
fig.update_layout(hovermode='x',title_font_size=30)
fig.update_layout(
    title_font_color="black",
    template="plotly",
    title_font_size=30,
    hoverlabel_font_size=20,
    title_x=0.5,
    xaxis_title='Churn',
    yaxis_title='count',
    )
    fig.show()
```

## **Handling Imbalanced Data**

```
In [124]: X = df.drop('Churn' , axis = 1)
Y = df['Churn']

In [125]: from imblearn.combine import SMOTETomek

In [126]: smt = SMOTETomek(random_state=42)
x_over , y_over = smt.fit_resample(X , Y)

In [127]: x_over.shape, y_over.shape

Out[127]: ((8582, 18), (8582,))
```

## **Split Data**

```
In [128]: x_train , x_test , y_train , y_test = train_test_split(x_over , y_over , test_
In [129]: # Now we will make normalization for all data to make them in commom range
from sklearn.preprocessing import MinMaxScaler , StandardScaler , RobustScaler

MN = MinMaxScaler()
# SC = StandardScaler()
# Rb = RobustScaler()
x_train_scaled = MN.fit_transform(x_train)
x_test_scaled = MN.fit_transform(x_test)
```

## model building

```
In [130]: from sklearn.linear_model import LogisticRegression
    from sklearn.neighbors import KNeighborsClassifier
    from sklearn.svm import SVC
    from sklearn.tree import DecisionTreeClassifier
    from sklearn.ensemble import RandomForestClassifier
    from xgboost import XGBClassifier
    from sklearn.ensemble import AdaBoostClassifier
    import warnings
    warnings.filterwarnings("ignore")
```

```
In [131]: logisreg_clf = LogisticRegression()
    svm_clf = SVC()
    dt_clf = DecisionTreeClassifier()
    rf_clf = RandomForestClassifier()
    XGB_clf = XGBClassifier()
    ada_clf = AdaBoostClassifier()

In [132]: clf_list = [logisreg_clf, svm_clf, dt_clf, rf_clf, XGB_clf, ada_clf]
    clf_name_list = ['Logistic Regression', 'Support Vector Machine', 'Decision Tr
    for clf in clf_list:
        clf.fit(x_train_scaled,y_train)
```

```
In [133]: train_acc_list = []
    test_acc_list = []

for clf,name in zip(clf_list,clf_name_list):
    y_pred_train = clf.predict(x_train_scaled)
    y_pred_test = clf.predict(x_test_scaled)
    print(f'Using model: {name}')
    print(f'Trainning Score: {clf.score(x_train_scaled, y_train)}')
    print(f'Test Score: {clf.score(x_test_scaled, y_test)}')
    print(f'Acc Train: {accuracy_score(y_train, y_pred_train)}')
    print(f'Acc Test: {accuracy_score(y_test, y_pred_test)}')
    train_acc_list.append(accuracy_score(y_train, y_pred_train))
    test_acc_list.append(accuracy_score(y_test, y_pred_test))
    print(' ' * 60)
    print(' ' * 60)
    print(' ' * 60)
```

Using model: Logistic Regression Trainning Score: 0.7696021308473447

Test Score: 0.7735922330097087 Acc Train: 0.7696021308473447 Acc Test: 0.7735922330097087

\*

Using model: Support Vector Machine Trainning Score: 0.9052771766272681

Test Score: 0.8807766990291263 Acc Train: 0.9052771766272681 Acc Test: 0.8807766990291263

\*

Using model: Decision Tree

Trainning Score: 1.0

Test Score: 0.9409708737864078

Acc Train: 1.0

Acc Test: 0.9409708737864078

\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*

Using model: Random Forest

Trainning Score: 1.0

Test Score: 0.9697087378640776

Acc Train: 1.0

Acc Test: 0.9697087378640776

\*

Using model: XGBClassifier

Trainning Score: 1.0

Test Score: 0.9627184466019417

Acc Train: 1.0

Acc Test: 0.9627184466019417

\*

Using model: AdaBoostClassifier Trainning Score: 0.8763109705343766

Test Score: 0.8520388349514563 Acc Train: 0.8763109705343766 Acc Test: 0.8520388349514563

\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*

#### Out[134]:

	Train_Accuarcy	Test_Accuarcy
Logistic Regression	0.769602	0.773592
Support Vector Machine	0.905277	0.880777
Decision Tree	1.000000	0.940971
Random Forest	1.000000	0.969709
XGBClassifier	1.000000	0.962718
AdaBoostClassifier	0.876311	0.852039

```
# Models vs Train Accuracies
In [135]:
          fig = px.bar(all_models, x=all_models['Train_Accuarcy'], y = all_models.index
          fig.update_layout(hovermode='x',title_font_size=30)
          fig.update_layout(
          title_font_color="black",
          template="plotly",
          title_font_size=30,
          hoverlabel_font_size=20,
          title_x=0.5,
          xaxis_title='Train Sccracy',
          yaxis_title='Models Names',
          fig.show()
          # Models vs Test Accuracies
          fig = px.bar(all_models, x=all_models['Test_Accuarcy'], y = all_models.index ,
          fig.update_layout(hovermode='x',title_font_size=30)
          fig.update_layout(
          title_font_color="black",
          template="plotly",
          title_font_size=30,
          hoverlabel_font_size=20,
          title x=0.5,
          xaxis_title='Test Accuarcy',
          yaxis_title='Models Names',
          fig.show()
```

# from Graphs Best 2 Models in Train and Test are [ Random Forest , XGBoost]

### In [136]: !pip install mlxtend

Requirement already satisfied: mlxtend in /opt/conda/lib/python3.10/site-pack ages (0.22.0) Requirement already satisfied: scipy>=1.2.1 in /opt/conda/lib/python3.10/site -packages (from mlxtend) (1.11.2) Requirement already satisfied: numpy>=1.16.2 in /opt/conda/lib/python3.10/sit e-packages (from mlxtend) (1.23.5) Requirement already satisfied: pandas>=0.24.2 in /opt/conda/lib/python3.10/si te-packages (from mlxtend) (2.0.3) Requirement already satisfied: scikit-learn>=1.0.2 in /opt/conda/lib/python3. 10/site-packages (from mlxtend) (1.2.2) Requirement already satisfied: matplotlib>=3.0.0 in /opt/conda/lib/python3.1 0/site-packages (from mlxtend) (3.7.2) Requirement already satisfied: joblib>=0.13.2 in /opt/conda/lib/python3.10/si te-packages (from mlxtend) (1.3.2) Requirement already satisfied: setuptools in /opt/conda/lib/python3.10/site-p ackages (from mlxtend) (68.0.0) Requirement already satisfied: contourpy>=1.0.1 in /opt/conda/lib/python3.10/ site-packages (from matplotlib>=3.0.0->mlxtend) (1.1.0) Requirement already satisfied: cycler>=0.10 in /opt/conda/lib/python3.10/site -packages (from matplotlib>=3.0.0->mlxtend) (0.11.0) Requirement already satisfied: fonttools>=4.22.0 in /opt/conda/lib/python3.1 0/site-packages (from matplotlib>=3.0.0->mlxtend) (4.40.0) Requirement already satisfied: kiwisolver>=1.0.1 in /opt/conda/lib/python3.1 0/site-packages (from matplotlib>=3.0.0->mlxtend) (1.4.4) Requirement already satisfied: packaging>=20.0 in /opt/conda/lib/python3.10/s ite-packages (from matplotlib>=3.0.0->mlxtend) (21.3) Requirement already satisfied: pillow>=6.2.0 in /opt/conda/lib/python3.10/sit e-packages (from matplotlib>=3.0.0->mlxtend) (9.5.0) Requirement already satisfied: pyparsing<3.1,>=2.3.1 in /opt/conda/lib/python 3.10/site-packages (from matplotlib>=3.0.0->mlxtend) (3.0.9) Requirement already satisfied: python-dateutil>=2.7 in /opt/conda/lib/python 3.10/site-packages (from matplotlib>=3.0.0->mlxtend) (2.8.2) Requirement already satisfied: pytz>=2020.1 in /opt/conda/lib/python3.10/site -packages (from pandas>=0.24.2->mlxtend) (2023.3) Requirement already satisfied: tzdata>=2022.1 in /opt/conda/lib/python3.10/si te-packages (from pandas>=0.24.2->mlxtend) (2023.3) Requirement already satisfied: threadpoolctl>=2.0.0 in /opt/conda/lib/python 3.10/site-packages (from scikit-learn>=1.0.2->mlxtend) (3.1.0)

#### In [137]:

from mlxtend.plotting import plot\_confusion\_matrix
from sklearn.metrics import accuracy\_score, roc\_auc\_score, classification\_repo

Requirement already satisfied: six>=1.5 in /opt/conda/lib/python3.10/site-pac

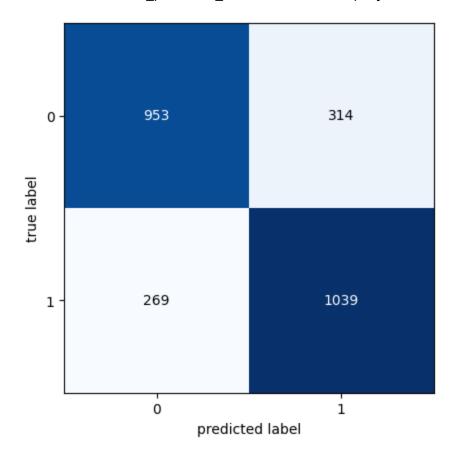
kages (from python-dateutil>=2.7->matplotlib>=3.0.0->mlxtend) (1.16.0)

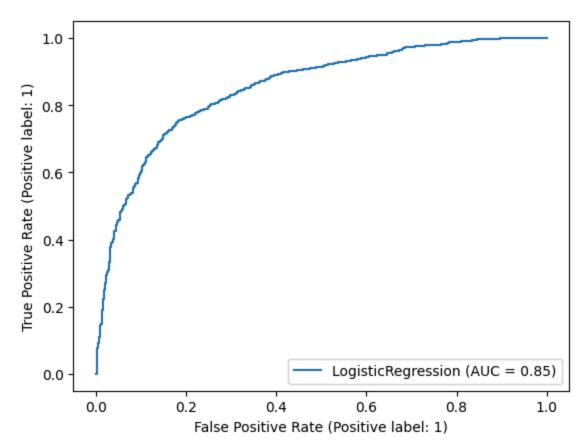
```
In [138]: # Logistic regression
model= LogisticRegression()
model.fit(x_train_scaled,y_train)
y_pred = model.predict(x_test_scaled)
accuracy = accuracy_score(y_test, y_pred)
roc_auc1 = roc_auc_score(y_test, y_pred)
print("Accuracy = {}".format(accuracy))
print("ROC Area under Curve = {}".format(roc_auc1))
print(classification_report(y_test,y_pred,digits=5))
plot_confusion_matrix(confusion_matrix(y_test , y_pred))
print('*' * 70)
RocCurveDisplay.from_estimator(model , x_test_scaled , y_test)
```

```
Accuracy = 0.7735922330097087
ROC Area under Curve = 0.7732564945487547
              precision
                           recall f1-score
                                              support
           0
                0.77987
                          0.75217
                                    0.76577
                                                 1267
           1
                0.76792
                          0.79434
                                    0.78091
                                                 1308
                                    0.77359
                                                  2575
    accuracy
   macro avg
                0.77390
                          0.77326
                                    0.77334
                                                  2575
weighted avg
                0.77380
                          0.77359
                                    0.77346
                                                  2575
```

Out[138]: <sklearn.metrics.\_plot.roc\_curve.RocCurveDisplay at 0x7975e09c47c0>

\*

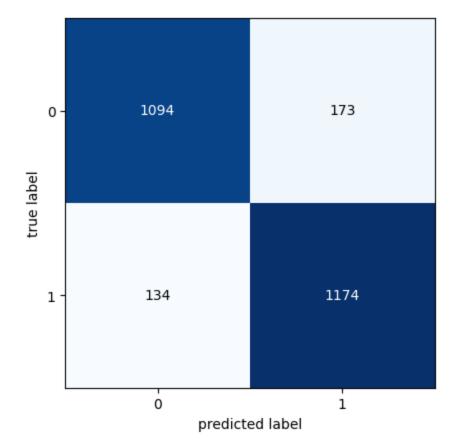


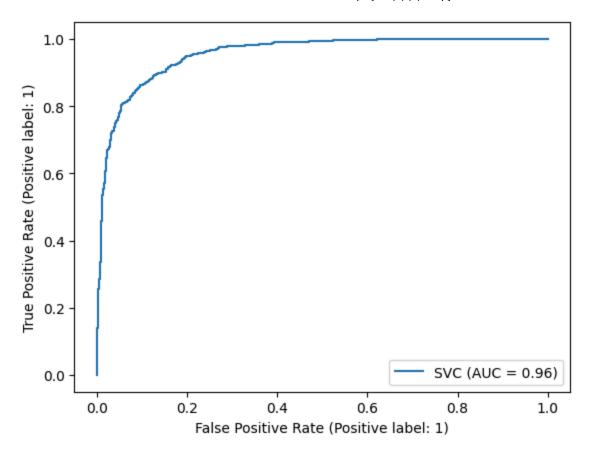


```
In [139]: # Support Vector Machine
    model=SVC()
    model.fit(x_train_scaled,y_train)
    y_pred = model.predict(x_test_scaled)
    accuracy = accuracy_score(y_test, y_pred)
    roc_auc2 = roc_auc_score(y_test, y_pred)
    print("Accuracy = {}".format(accuracy))
    print("ROC Area under Curve = {}".format(roc_auc2))
    print(classification_report(y_test,y_pred,digits=5))
    plot_confusion_matrix(confusion_matrix(y_test , y_pred))
    RocCurveDisplay.from_estimator(model , x_test_scaled , y_test)
```

```
Accuracy = 0.8807766990291263
ROC Area under Curve = 0.880505250911759
              precision
                          recall f1-score
                                              support
                0.89088
                                    0.87695
                          0.86346
                                                 1267
           1
                0.87157
                          0.89755
                                    0.88437
                                                 1308
                                    0.88078
                                                 2575
    accuracy
   macro avg
                0.88122
                          0.88051
                                    0.88066
                                                 2575
weighted avg
                0.88107
                          0.88078
                                    0.88072
                                                 2575
```

Out[139]: <sklearn.metrics.\_plot.roc\_curve.RocCurveDisplay at 0x7975e00928c0>

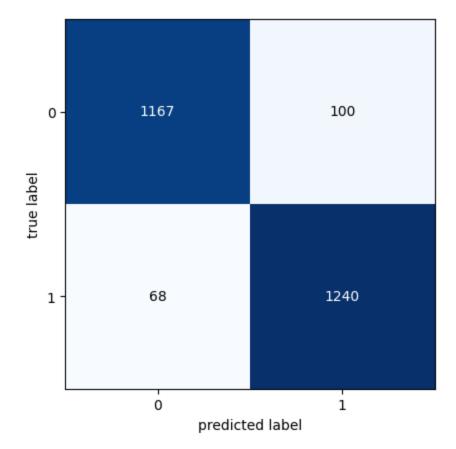


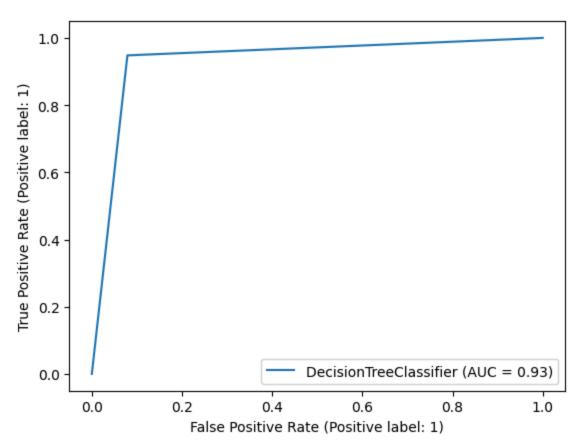


```
In [140]: # Decision Tree
model=DecisionTreeClassifier()
model.fit(x_train_scaled,y_train)
y_pred = model.predict(x_test_scaled)
accuracy = accuracy_score(y_test, y_pred)
roc_auc3 = roc_auc_score(y_test, y_pred)
print("Accuracy = {}".format(accuracy))
print("ROC Area under Curve = {}".format(roc_auc3))
print(classification_report(y_test,y_pred,digits=5))
plot_confusion_matrix(confusion_matrix(y_test , y_pred))
RocCurveDisplay.from_estimator(model , x_test_scaled , y_test)
```

```
Accuracy = 0.9347572815533981
ROC Area under Curve = 0.9345428170761436
              precision
                          recall f1-score
                                              support
                0.94494
                          0.92107
                                    0.93285
                                                 1267
           1
                0.92537
                          0.94801
                                    0.93656
                                                 1308
                                    0.93476
                                                 2575
    accuracy
   macro avg
                0.93516
                          0.93454
                                    0.93470
                                                 2575
weighted avg
                0.93500
                          0.93476
                                    0.93473
                                                 2575
```

Out[140]: <sklearn.metrics.\_plot.roc\_curve.RocCurveDisplay at 0x7975e0659a50>

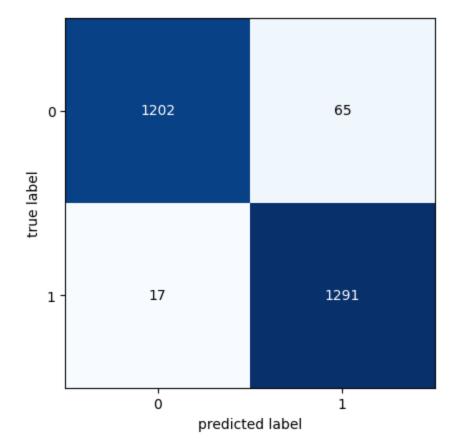


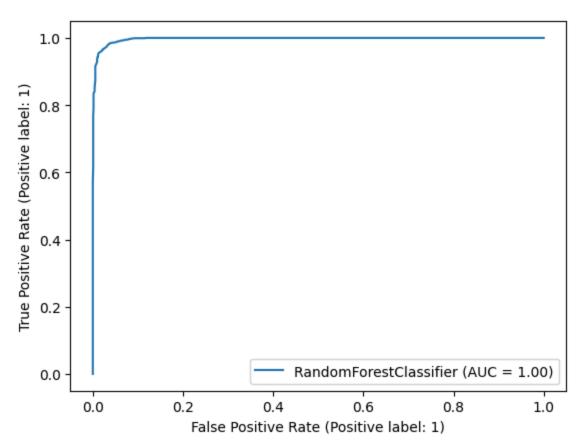


In [141]: # random forest
 model=RandomForestClassifier()
 model.fit(x\_train\_scaled,y\_train)
 y\_pred = model.predict(x\_test\_scaled)
 accuracy = accuracy\_score(y\_test, y\_pred)
 roc\_auc4 = roc\_auc\_score(y\_test, y\_pred)
 print("Accuracy = {}".format(accuracy))
 print("ROC Area under Curve = {}".format(roc\_auc4))
 print(classification\_report(y\_test,y\_pred,digits=5))
 plot\_confusion\_matrix(confusion\_matrix(y\_test,y\_pred))
 RocCurveDisplay.from\_estimator(model, x\_test\_scaled, y\_test)

```
Accuracy = 0.9681553398058252
ROC Area under Curve = 0.9678503846163129
              precision
                          recall f1-score
                                              support
                0.98605
                          0.94870
                                    0.96702
                                                 1267
           1
                0.95206
                          0.98700
                                    0.96922
                                                 1308
                                    0.96816
                                                 2575
    accuracy
   macro avg
                0.96906
                          0.96785
                                    0.96812
                                                 2575
weighted avg
                0.96879
                          0.96816
                                    0.96813
                                                 2575
```

Out[141]: <sklearn.metrics.\_plot.roc\_curve.RocCurveDisplay at 0x7975e73db820>

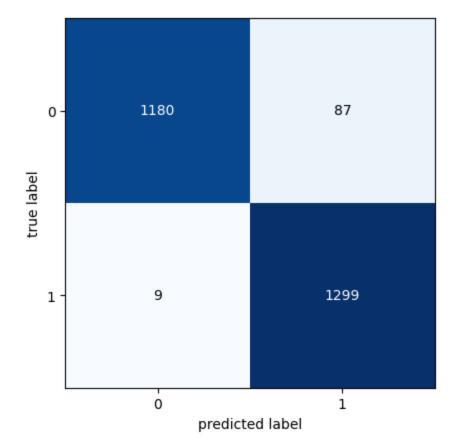


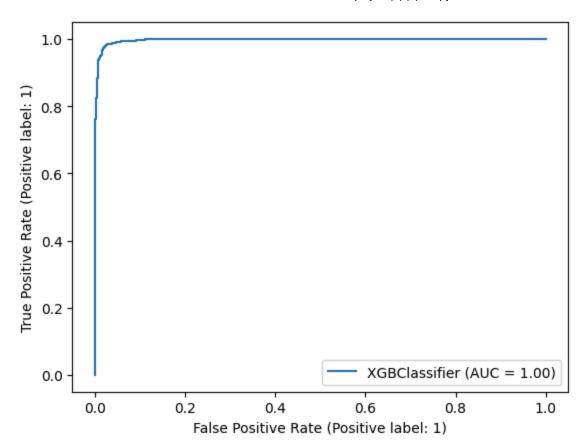


```
In [142]: # XGBoost
    model=XGBClassifier()
    model.fit(x_train_scaled,y_train)
    y_pred = model.predict(x_test_scaled)
    accuracy = accuracy_score(y_test, y_pred)
    roc_auc5 = roc_auc_score(y_test, y_pred)
    print("Accuracy = {}".format(accuracy))
    print("ROC Area under Curve = {}".format(roc_auc5))
    print(classification_report(y_test,y_pred,digits=5))
    plot_confusion_matrix(confusion_matrix(y_test,y_pred))
    RocCurveDisplay.from_estimator(model , x_test_scaled , y_test)
```

```
Accuracy = 0.9627184466019417
ROC Area under Curve = 0.9622265627828505
              precision
                          recall f1-score
                                              support
                0.99243
                                    0.96091
                          0.93133
                                                 1267
           1
                0.93723
                          0.99312
                                    0.96437
                                                 1308
                                    0.96272
                                                 2575
    accuracy
                0.96483
   macro avg
                          0.96223
                                    0.96264
                                                 2575
weighted avg
                0.96439
                          0.96272
                                    0.96267
                                                 2575
```

Out[142]: <sklearn.metrics.\_plot.roc\_curve.RocCurveDisplay at 0x7975e0f2d150>

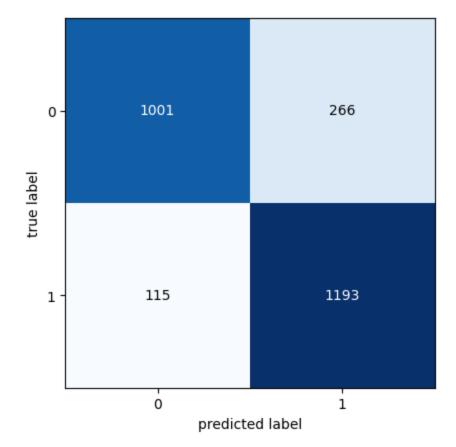


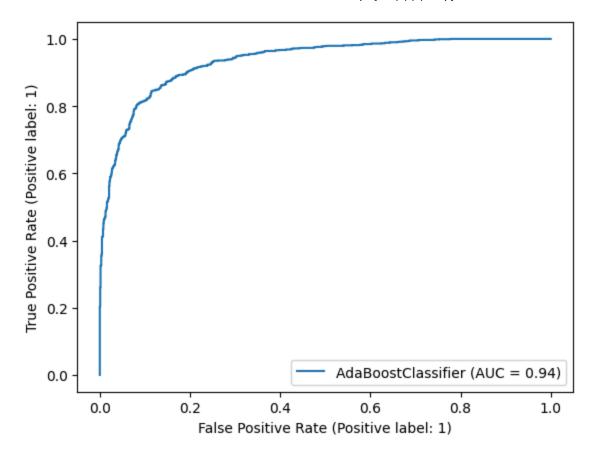


```
In [143]: # adaboost
    model=AdaBoostClassifier()
    model.fit(x_train_scaled,y_train)
    y_pred = model.predict(x_test_scaled)
    accuracy = accuracy_score(y_test, y_pred)
    roc_auc6 = roc_auc_score(y_test, y_pred)
    print("Accuracy = {}".format(accuracy))
    print("ROC Area under Curve = {}".format(roc_auc6))
    print(classification_report(y_test,y_pred,digits=5))
    plot_confusion_matrix(confusion_matrix(y_test , y_pred))
    RocCurveDisplay.from_estimator(model , x_test_scaled , y_test)
```

```
Accuracy = 0.8520388349514563
ROC Area under Curve = 0.8510673796610743
              precision
                          recall f1-score
                                              support
                0.89695
                          0.79006
                                    0.84012
                                                 1267
           1
                0.81768
                          0.91208
                                    0.86231
                                                 1308
                                    0.85204
                                                 2575
    accuracy
   macro avg
                0.85732
                          0.85107
                                    0.85121
                                                 2575
weighted avg
                0.85669
                          0.85204
                                    0.85139
                                                 2575
```

Out[143]: <sklearn.metrics.\_plot.roc\_curve.RocCurveDisplay at 0x7975e062f2e0>





```
In [144]:
          pip install pycaret
          Collecting pycaret
            Downloading pycaret-3.1.0-py3-none-any.whl (483 kB)
                                                      · 483.9/483.9 kB 11.2 MB/s eta
          0:00:00
          Requirement already satisfied: ipython>=5.5.0 in /opt/conda/lib/python3.1
          0/site-packages (from pycaret) (8.14.0)
          Requirement already satisfied: ipywidgets>=7.6.5 in /opt/conda/lib/python
          3.10/site-packages (from pycaret) (7.7.1)
          Requirement already satisfied: tqdm>=4.62.0 in /opt/conda/lib/python3.10/s
          ite-packages (from pycaret) (4.66.1)
          Requirement already satisfied: numpy<1.24,>=1.21 in /opt/conda/lib/python
          3.10/site-packages (from pycaret) (1.23.5)
          Collecting pandas<2.0.0,>=1.3.0 (from pycaret)
            Downloading pandas-1.5.3-cp310-cp310-manylinux_2_17_x86_64.manylinux2014
          _x86_64.whl (12.1 MB)
                                                       - 12.1/12.1 MB 48.7 MB/s eta
          Requirement already satisfied: jinja2>=1.2 in /opt/conda/lib/python3.10/si
          te-packages (from pycaret) (3.1.2)
In [145]:
          from pycaret.classification import *
```

```
In [146]: # init setup
model_setup = setup(df , target = 'Churn' , train_size=0.7)
```

	Description	Value
0	Session id	1692
1	Target	Churn
2	Target type	Binary
3	Original data shape	(5155, 19)
4	Transformed data shape	(5155, 19)
5	Transformed train set shape	(3608, 19)
6	Transformed test set shape	(1547, 19)
7	Numeric features	18
8	Preprocess	True
9	Imputation type	simple
10	Numeric imputation	mean
11	Categorical imputation	mode
12	Fold Generator	StratifiedKFold
13	Fold Number	10
14	CPU Jobs	-1
15	Use GPU	False
16	Log Experiment	False
17	Experiment Name	clf-default-name
18	USI	9033

```
In [147]: # model training and selection
best_model = compare_models()
```

	Model	Accuracy	AUC	Recall	Prec.	F1	Карра	МСС	TT (Sec)
xgboost	Extreme Gradient Boosting	0.9587	0.9760	0.8278	0.9175	0.8699	0.8454	0.8473	0.2400
lightgbm	Light Gradient Boosting Machine	0.9587	0.9754	0.8145	0.9307	0.8683	0.8439	0.8469	0.3130
et	Extra Trees Classifier	0.9573	0.9889	0.7815	0.9567	0.8590	0.8342	0.8409	0.2190
rf	Random Forest Classifier	0.9554	0.9811	0.7832	0.9415	0.8543	0.8283	0.8336	0.2640
catboost	CatBoost Classifier	0.9432	0.9755	0.7386	0.9046	0.8128	0.7798	0.7856	2.8620
dt	Decision Tree Classifier	0.9324	0.8807	0.8029	0.7974	0.7997	0.7590	0.7593	0.0250
gbc	Gradient Boosting Classifier	0.9127	0.9294	0.6176	0.8176	0.7028	0.6529	0.6622	0.2500
ada	Ada Boost Classifier	0.8916	0.9003	0.5527	0.7345	0.6298	0.5679	0.5763	0.1250
lr	Logistic Regression	0.8808	0.8660	0.4500	0.7375	0.5563	0.4925	0.5138	0.6580
lda	Linear Discriminant Analysis	0.8792	0.8588	0.4203	0.7476	0.5364	0.4735	0.5003	0.0230
ridge	Ridge Classifier	0.8628	0.0000	0.2053	0.8954	0.3320	0.2881	0.3874	0.0180
knn	K Neighbors Classifier	0.8559	0.8294	0.3906	0.6070	0.4738	0.3953	0.4088	0.0380
nb	Naive Bayes	0.8550	0.8200	0.5911	0.5635	0.5760	0.4888	0.4896	0.0190
qda	Quadratic Discriminant Analysis	0.8537	0.8361	0.6059	0.5581	0.5802	0.4919	0.4930	0.0190
dummy	Dummy Classifier	0.8326	0.5000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0380
svm	SVM - Linear Kernel	0.7922	0.0000	0.5202	0.6189	0.4339	0.3400	0.3998	0.0310
Processi	0/69	9 [00:6	0 ,?</th <th>it/s]</th> <th></th> <th></th> <th></th> <th></th>	it/s]					

```
In [148]: # evaluate trained model
    evaluate_model(best_model)
```

interactive(children=(ToggleButtons(description='Plot Type:', icons=('',), op tions=(('Pipeline Plot', 'pipelin...