

## **client\_data.csv**

- id = client company identifier
- activity\_new = category of the company's activity
- channel\_sales = code of the sales channel
- cons\_12m = electricity consumption of the past 12 months
- cons\_gas\_12m = gas consumption of the past 12 months
- cons\_last\_month = electricity consumption of the last month
- date\_activ = date of activation of the contract
- date\_end = registered date of the end of the contract
- date\_modif\_prod = date of the last modification of the product
- date\_renewal = date of the next contract renewal
- forecast\_cons\_12m = forecasted electricity consumption for next 12 months
- forecast\_cons\_year = forecasted electricity consumption for the next calendar year
- forecast\_discount\_energy = forecasted value of current discount
- forecast\_meter\_rent\_12m = forecasted bill of meter rental for the next 2 months
- forecast\_price\_energy\_off\_peak = forecasted energy price for 1st period (off peak)
- forecast\_price\_energy\_peak = forecasted energy price for 2nd period (peak)
- forecast\_price\_pow\_off\_peak = forecasted power price for 1st period (off peak)
- has\_gas = indicated if client is also a gas client
- imp\_cons = current paid consumption
- margin\_gross\_pow\_ele = gross margin on power subscription
- margin\_net\_pow\_ele = net margin on power subscription
- nb\_prod\_act = number of active products and services
- net\_margin = total net margin
- num\_years\_antig = antiquity of the client (in number of years)
- origin\_up = code of the electricity campaign the customer first subscribed to
- pow\_max = subscribed power
- churn = has the client churned over the next 3 months

## **price\_data.csv**

- id = client company identifier
- price\_date = reference date
- price\_off\_peak\_var = price of energy for the 1st period (off peak)
- price\_peak\_var = price of energy for the 2nd period (peak)
- price\_mid\_peak\_var = price of energy for the 3rd period (mid peak)
- price\_off\_peak\_fix = price of power for the 1st period (off peak)
- price\_peak\_fix = price of power for the 2nd period (peak)
- price\_mid\_peak\_fix = price of power for the 3rd period (mid peak)

Note: some fields are hashed text strings. This preserves the privacy of the original data but the commercial meaning is retained and so they may have predictive power