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Opening a New Shopping Mall in Kuala Lumpur, Malaysia

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BUSINESS PROBLEM

Location of the shopping mall is one of the most important decisions that will determine whether the mall will be a success or a failure

Objective: To analyse and select the best locations in the city of Kuala Lumpur, Malaysia to open a new shopping mall

This project is timely as the city is currently suffering from oversupply of shopping malls

Business question

- In the city of Kuala Lumpur, Malaysia, if a property developer is looking to open a new shopping mall, where would you recommend that they open it?

DATA

Data required

- List of neighbourhoods in Kuala Lumpur
- Latitude and longitude coordinates of the neighbourhoods
- Venue data, particularly data related to shopping malls

Sources of data

Wikipedia page for neighbourhoods (https://en.wikipedia.org/wiki/Category:Suburbs_in_Kuala_Lumpur)

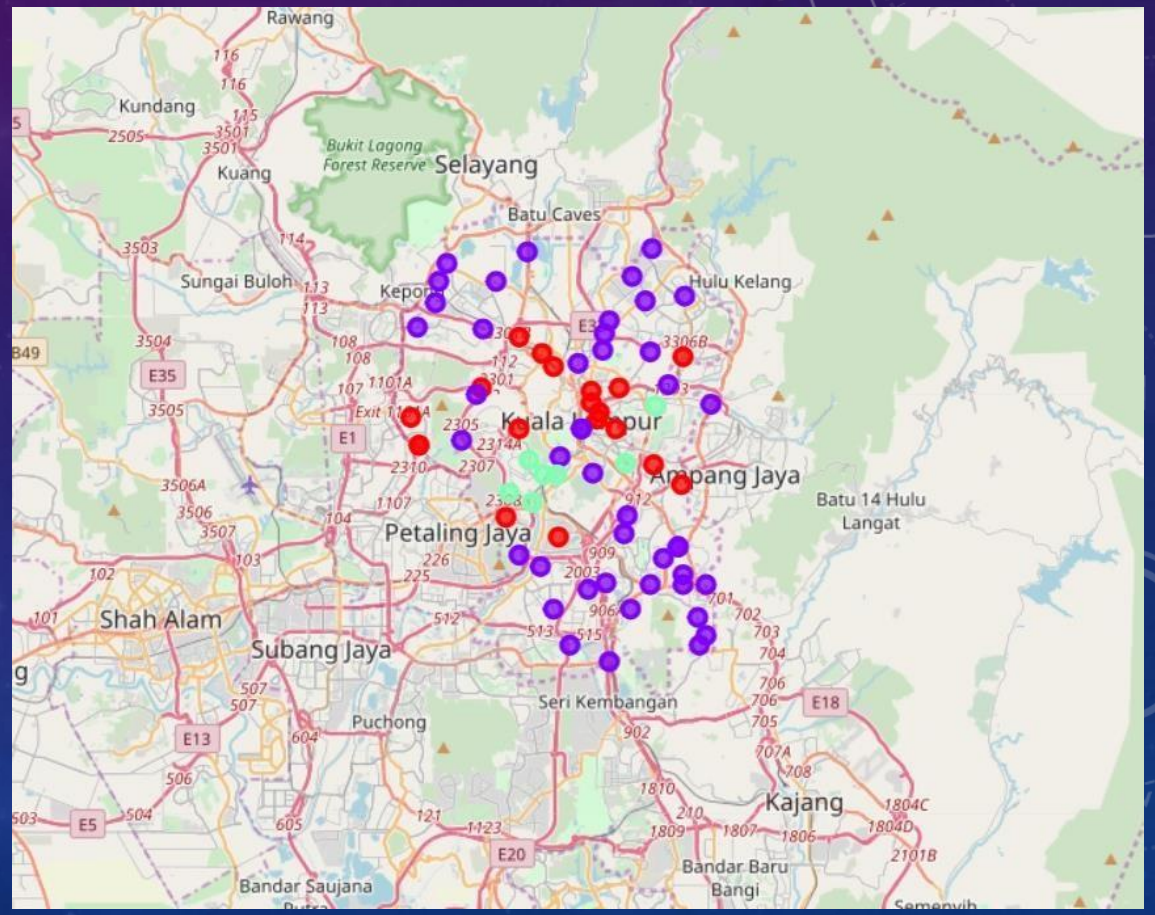
- Geocoder package for latitude and longitude coordinates
- Foursquare API for venue data

METHODOLOGY

- Web scraping Wikipedia page for neighborhoods list
- Get latitude and longitude coordinates using Geocoder
- Use Foursquare API to get venue data
- Group data by neighborhood and taking the mean of the frequency of occurrence of each venue category
- Filter venue category by Shopping Mall
- Perform clustering on the data by using k-means clustering
- Visualize the clusters in a map using Folium

RESULTS

- Categorized the neighbourhoods into 3 clusters :
  - Cluster 0: Neighbourhoods with moderate number of shopping malls
  - Cluster 1: Neighbourhoods with low number to no existence of shopping malls
  - Cluster 2: Neighbourhoods with high concentration of shopping malls



DISCUSSION

- Most of the shopping malls are concentrated in the central area of the city
- Highest number in cluster 2 and moderate number in cluster 0
- Cluster 1 has very low number to no shopping mall in the neighborhoods
- Oversupply of shopping malls mostly happened in the central area of the city, with the suburb area still have very few shopping malls

RECOMMENDATIONS

Open new shopping malls in neighbourhoods in cluster 1 with little to no competition

Can also open in neighbourhoods in cluster 0 with moderate competition if have unique selling propositions to stand out from the competition

Avoid neighbourhoods in cluster 2, already high concentration of shopping malls and intense competition

CONCLUSION

- Answer to business question: The neighbourhoods in cluster 1 are the most preferred locations to open a new shopping mall
- Findings of this project will help the relevant stakeholders to capitalize on the opportunities on high potential locations while avoiding overcrowded areas in their decisions to open a new shopping mall

THANK YOU!