

Year

All

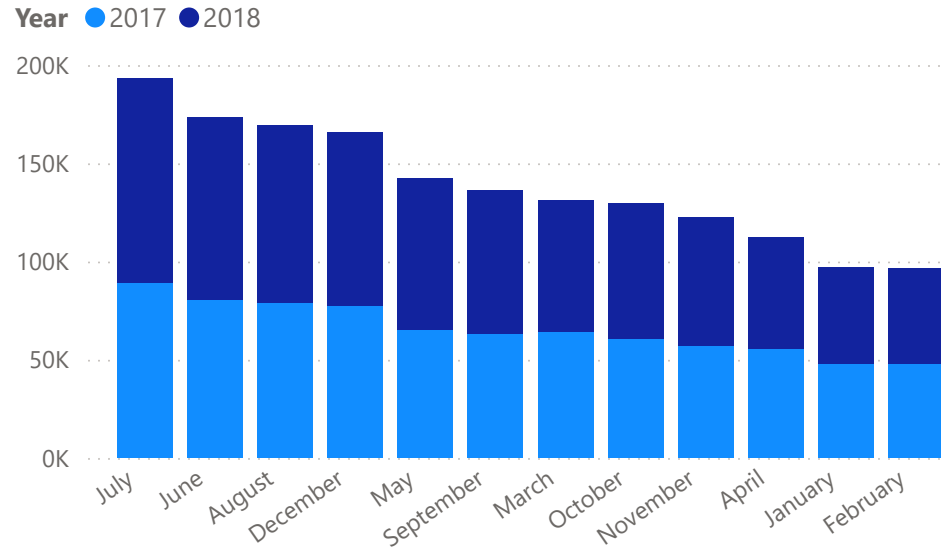


Months

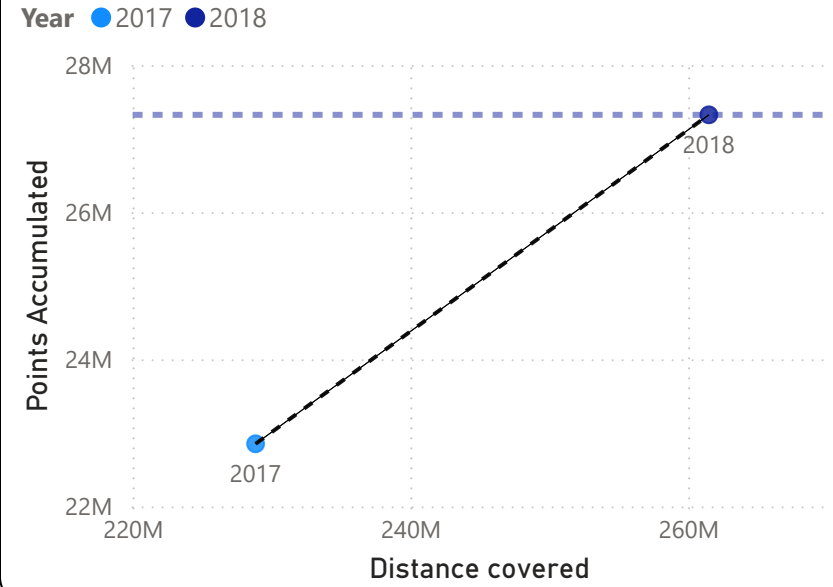
All



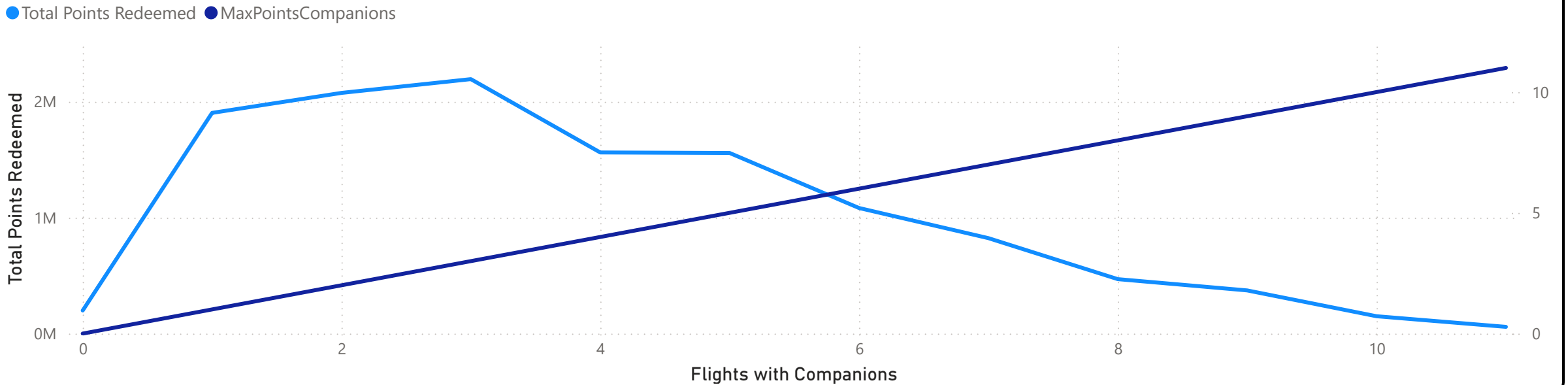
Flights Booked by MonthName and Year



Distance and Sum of Points Accumulated by Year



Total Points Redeemed and MaxPointsCompanions by Flights with Companions



 Auto recovery contains some recovered files that haven't been opened.

[View recovered files](#)



All

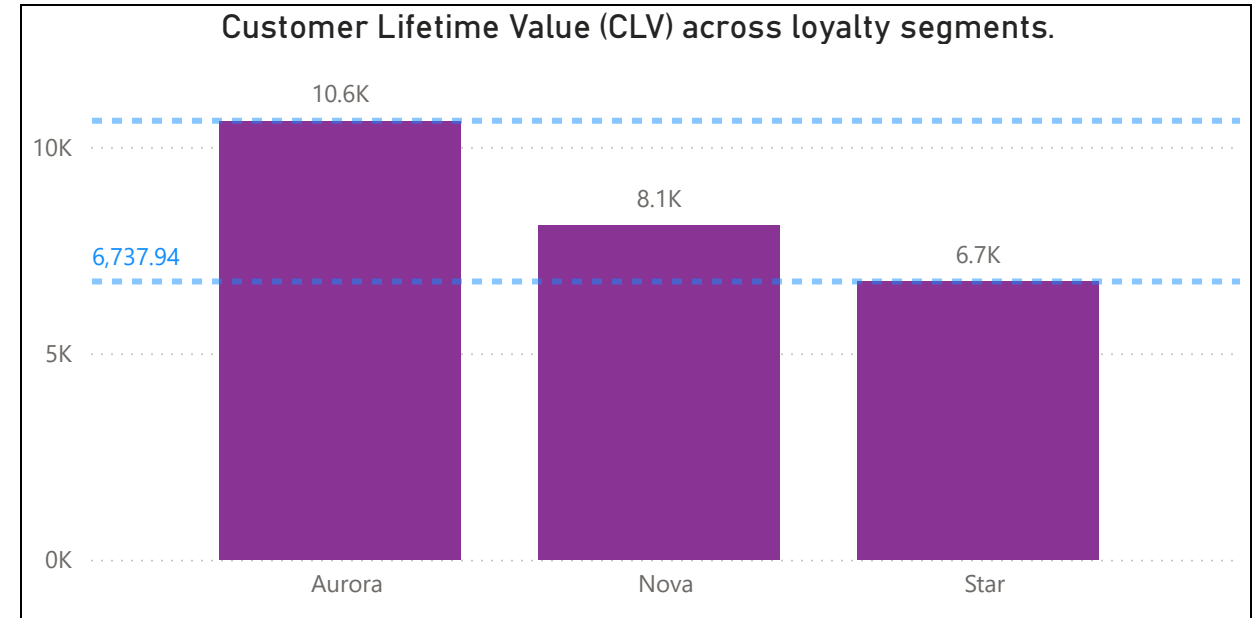
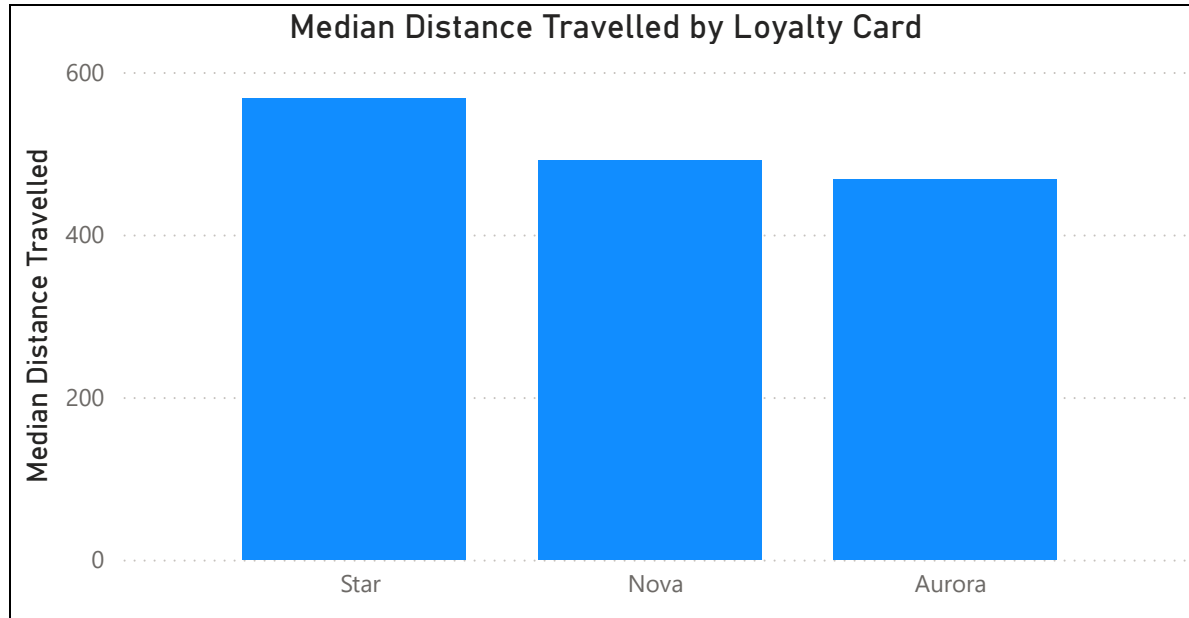
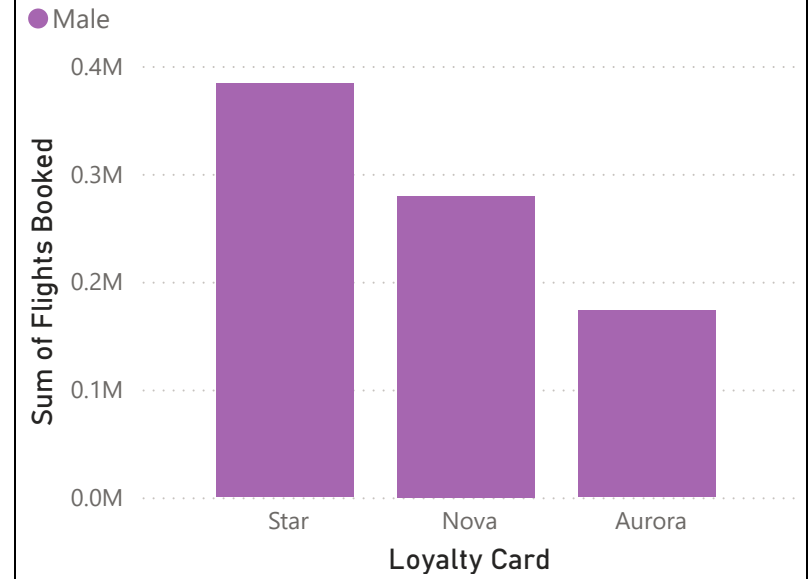
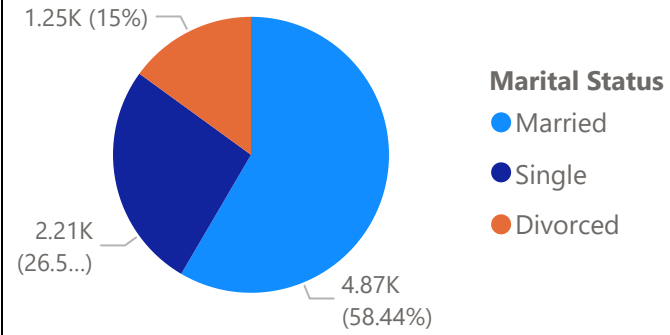
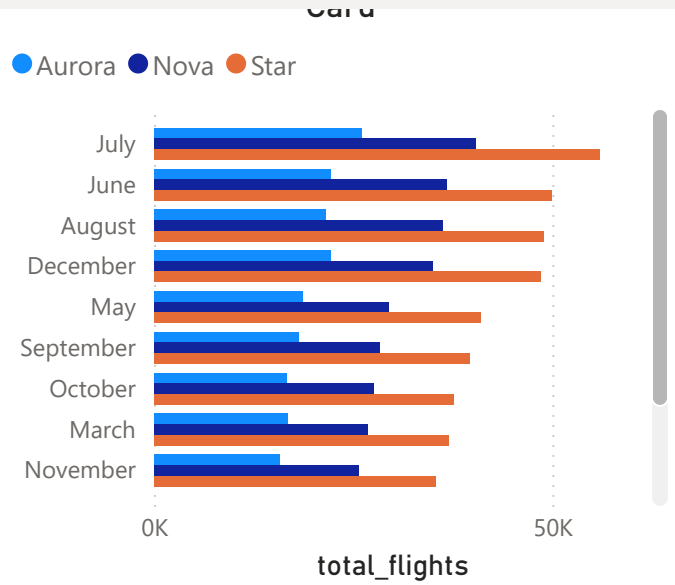
### Gender

☐ Female

☒ Male

### Marital status

All



All

▼

All

▼

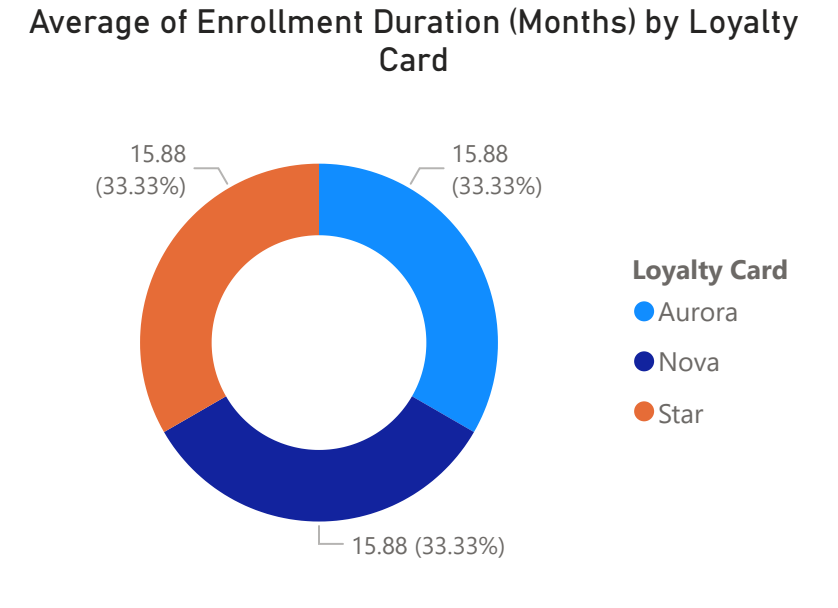
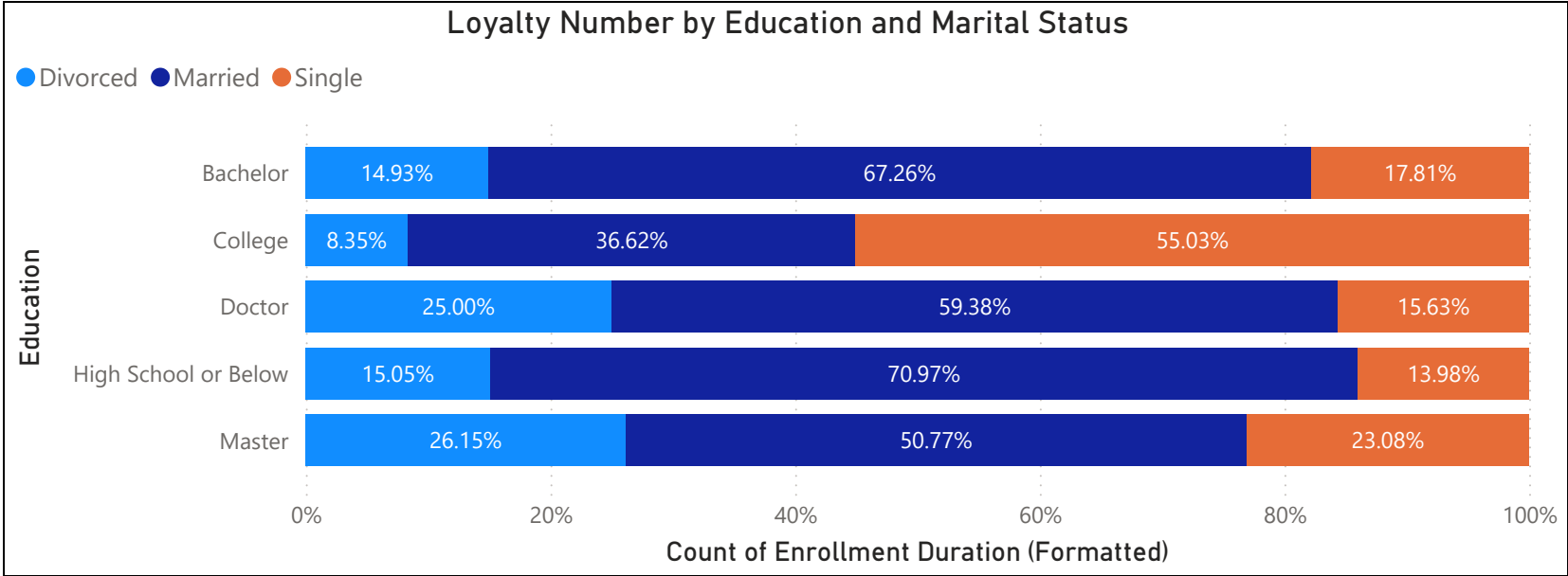
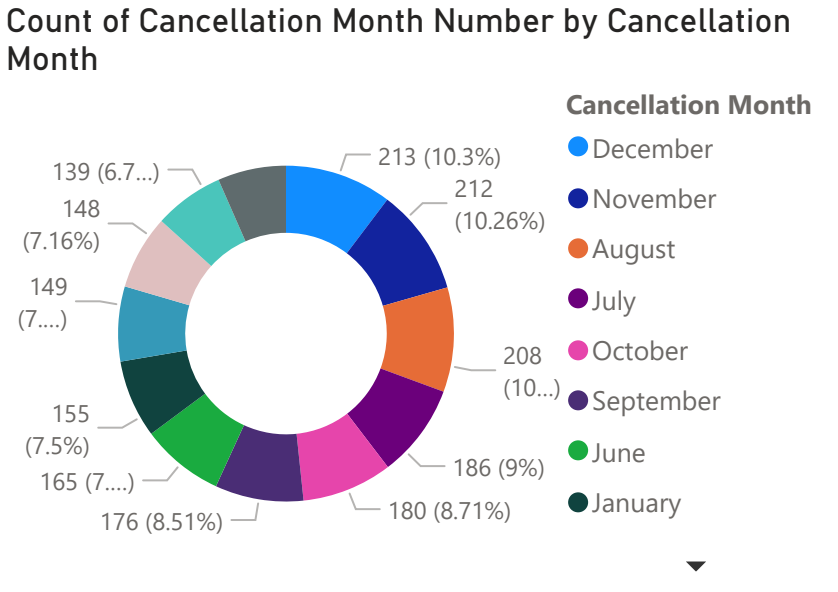
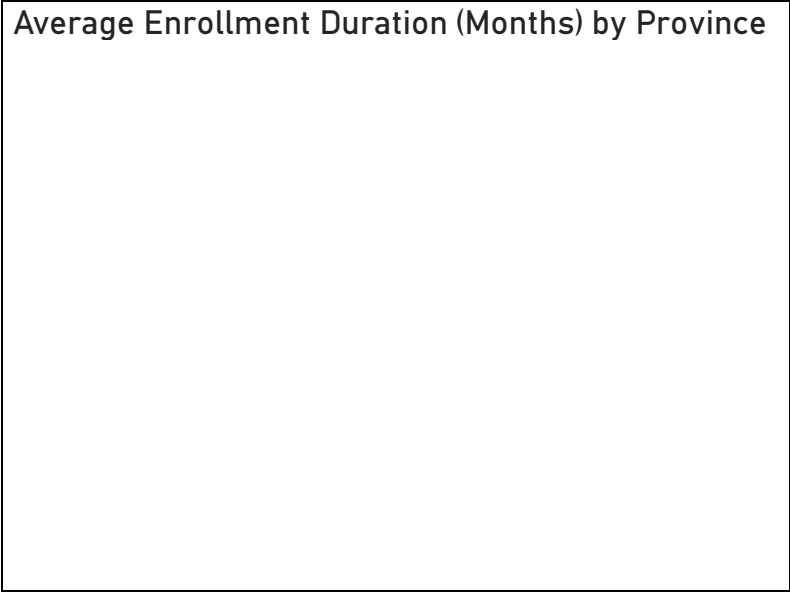
All

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Province	Average Enrollment Duration (Months)
Alberta	15.25
British Columbia	15.50
Manitoba	17.78
New Brunswick	19.21
Newfoundland	16.00
Nova Scotia	16.79
Ontario	15.89
Prince Edward Island	12.36
Quebec	15.48
Saskatchewan	16.38
Yukon	14.17
Total	15.88





# Business Intelligence Case Study: FlyingWhale Airline

## Flight Activity Analysis

It has been noticed that flights booked in the month of July are at a maximum as compared to the month of December in the years 2018 and 2017.

Total distance and most points are accumulated in the year 2018 with maximum points reaching around 27M as compared to 2017.

Impact of companion bookings on loyalty points redeemed at 3 flights with companions.

## Loyalty Segmentation

Customers are segmented based on their loyalty card, which includes Nova, Aurora, and Star. Analysis is done based on marital status and gender.

Total number of flights by Loyalty Card across months based on gender: Star card holders have taken more flights as compared to Nova and Star in both segmented genders (males and females).

Married people have the most loyalty cards, followed by single, then divorced.

Median distance covered by each loyalty card: Star is at the top, followed by Nova, then Aurora.

Aurora is at the top for the average of which customer segments have the highest Customer Lifetime Value, with around 10k, followed by Nova, then Star.

## Enrollment and Cancellation Trends

Enrollment and cancellation trends are classified based on marital status, education, province, and cancellation year.

**New Brunswick** has the highest average duration of enrollment at 19.21, among cancelled members by province with **Prince Edward Island** at the bottom with 12.36.

December seems to be the most popular month for cancellation, with 10.3%, followed by November.

Married people with bachelors, Masters, high school, and doctor degrees have more loyalty numbers except those with college degrees who are single. Divorced people have less enrollment duration.

Average distribution for each card is 33%.