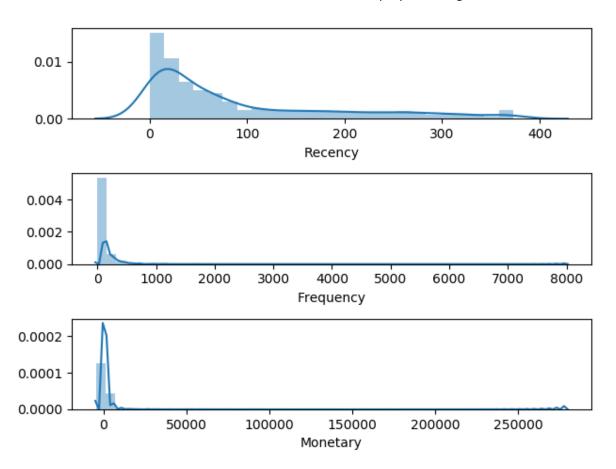
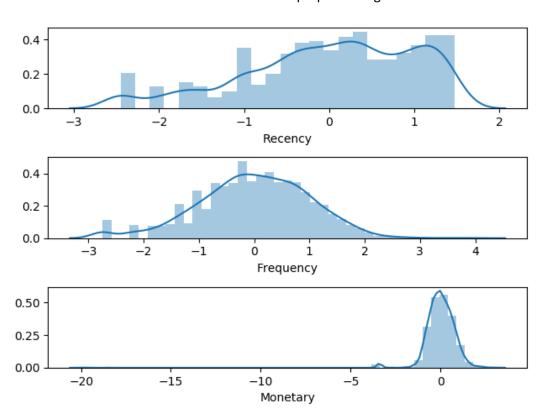
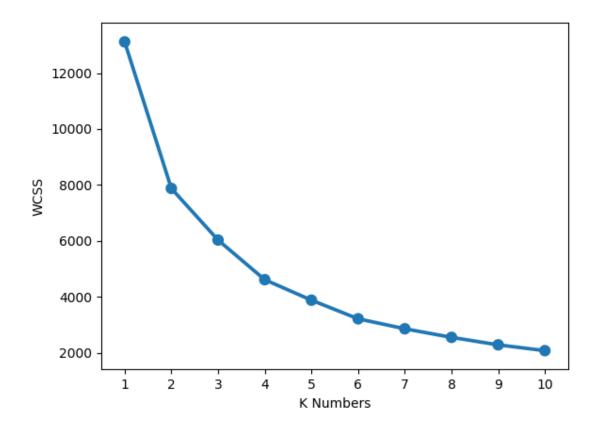


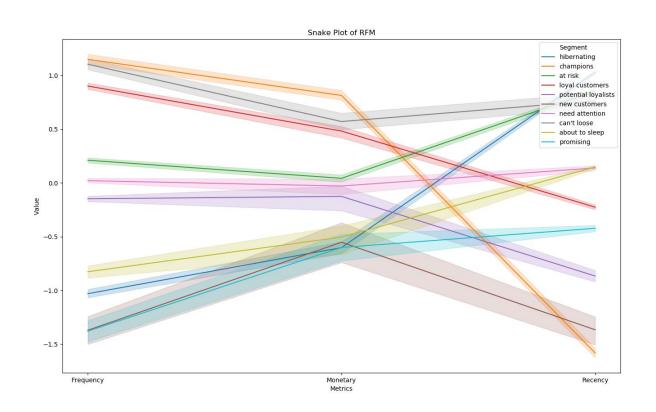
## Data Distribution before preprocessing

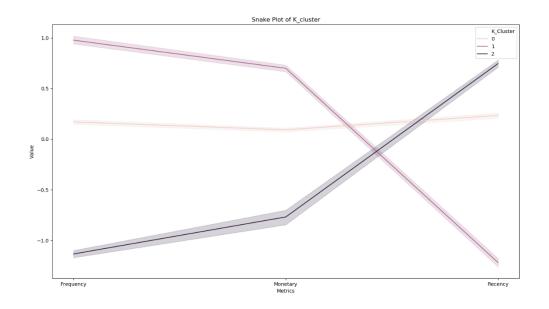


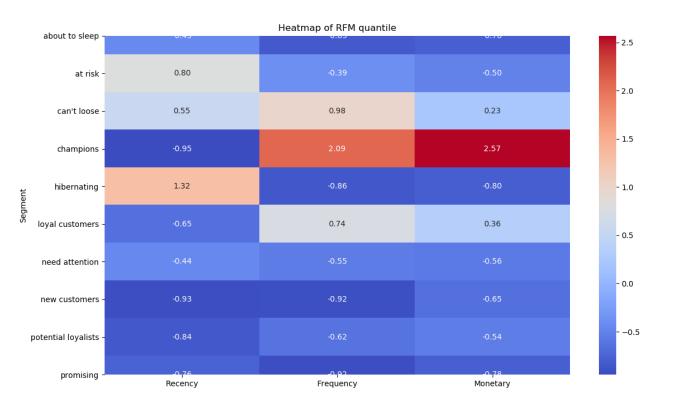
## Data Distribution after preprocessing

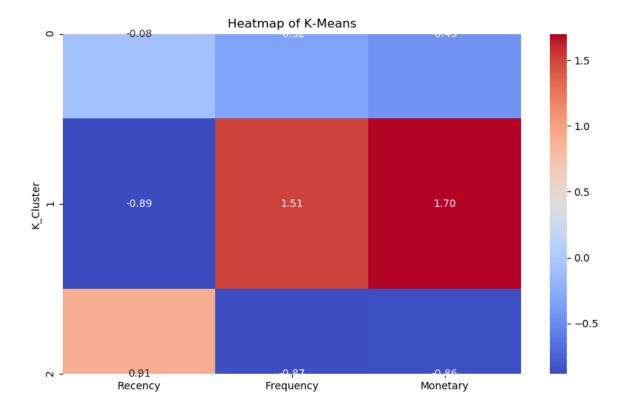


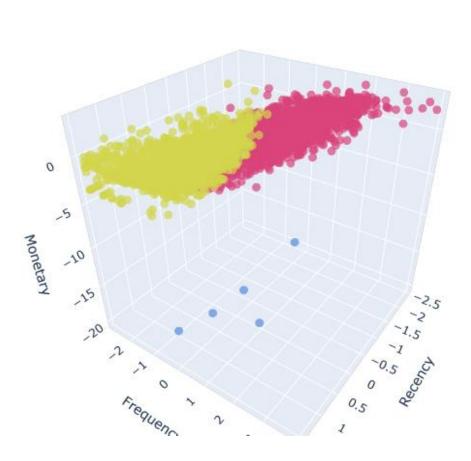


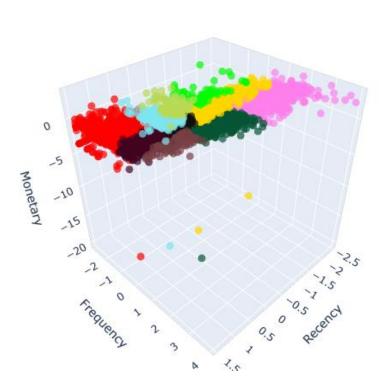












- hibernating
- champions
- at risk
- loyal customers
- potential loyalists
- new customers
- · need attention
- can't loose
- about to sleep
- promising