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#### Introduction

In this project, we are trying to forecast Sourcing costs based on the ProductType, Manufacturer, Area\_Code, Sourcing\_Channel, Product\_Size, Product\_Type and Month\_of\_Sourcing as dependent variables.

This is DS/ML Challenge from MAERSK Group called "Sourcing Costs Forecast" where the task is to predict Sourcing cost for Jun-21 and Training set was from Jul-20 to May-21. We were suppose to iterate over Different ML models and come up closest possible to testing dataset using training dataset and feature engineering.

For this particular problem my approach was as follows:

- \* Get Some EDA (Exploratory Data Analysis) on the data set EDA.ipynb will help in finding that.
- $^{\star}$  Do some feature engineering after getting better understanding from EDA (Exploratory Data Analysis).
- $\star$  Train, Test and Validation split (Train- 10 months, Test- 1 month, Validation- 1 month).
- \* Do some modelling over the Dataset.
- $^{\star}$  Select one best model on the basis of RMSE score and R-squared Value.
- \* Calculate Feature importance and check whether the engineered feature were import ant or not.

### **Loading required Libraries**

#### In [1]:

```
import pandas as pd
import numpy as np
import matplotlib.pyplot as plt
import seaborn as sns
from scipy import stats
from sklearn.preprocessing import LabelEncoder, minmax_scale, PolynomialFeatures, StandardSc
```

```
aler, Normalizer
from sklearn.model_selection import KFold,GridSearchCV,train_test_split
import matplotlib.pyplot as plt
from scipy.stats import itemfreq
import seaborn as sns
from sklearn import linear model
from sklearn.model selection import cross val score
from sklearn.linear model import Lasso
from sklearn.preprocessing import StandardScaler
from sklearn.linear model import Ridge
from sklearn.metrics import mean squared error, make scorer
%matplotlib inline
import datetime
from datetime import date, timedelta
from sklearn.tree import DecisionTreeRegressor
from sklearn.metrics import r2 score, mean squared error
from sklearn.ensemble import RandomForestRegressor
from sklearn.model_selection import GridSearchCV
import sys
import lightgbm as lgb
from lightgbm import LGBMRegressor
```

## **Loading Dataset**

```
In [2]:

train_df = pd.read_csv("train_data.csv")
train_df.columns = train_df.columns.str.replace(' ','__')

test_df = pd.read_csv("test_data.csv")
test_df.columns = test_df.columns.str.replace(' ','__')

In [3]:

train_df.describe()
Out[3]:
```

## Sourcing\_Cost

count	550176.000000
mean	108.817286
std	104.390093
min	-196.070000
25%	57.000000
50%	132.000000
75%	146.150000
max	32632.500000

#### In [4]:

```
test_df.describe()
```

## Out[4]:

	Sourcing_Cost
count	96.000000
mean	106.208021
std	52.359484
min	4.140000
25%	59.662500
E00/	117.045000

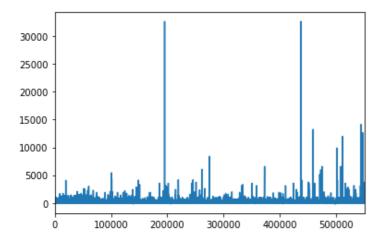
```
Sourcing_Cost
75% 144.915000
max 234.710000
```

```
In [5]:
```

```
train_df['Sourcing_Cost'].plot.line()
```

#### Out[5]:

<matplotlib.axes.\_subplots.AxesSubplot at 0x7f9acf206d90>

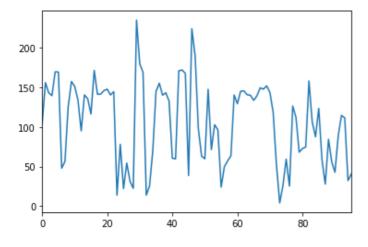


#### In [6]:

```
test_df['Sourcing_Cost'].plot.line()
```

#### Out[6]:

<matplotlib.axes.\_subplots.AxesSubplot at 0x7f9ab9437050>



## **Handling outliers**

## In [7]:

In the above cell i'm trying to get rid of the outliers. Now to get rid of outliers i applied two strategy:

- Strategy I For all the negative entries, take there absolute values.
- Strategy II For all the outliers viz. |val mean| > std, i replaced them with mean values of the column.

# After this step if we can check on some basic statistics then it'll be more or less same, in our training set and test set.

```
count 550176.000000
mean 109.229810
std 48.525341
min 4.430000
                {Minimum Value}
25% 66.480000
                {25th Percentile}
50% 128.310000
              {50th Percentile}
75% 144.660000
              {75th Percentile}
max 212.980000
              {Maximum Value}
Sourcing Cost Test
       96.000000
count
mean 106.208021
std 52.359484
min 4.140000
              {Minimum Value}
25% 59.662500
                {25th Percentile}
50% 117.245000
                {50th Percentile}
75% 144.915000 {75th Percentile}
max 234.710000 {Maximum Value}
```

Sourcing Cost Train

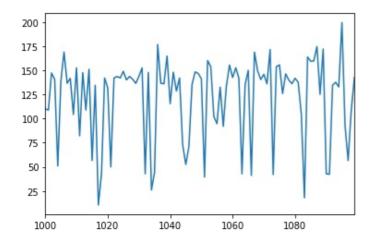
Plotting randomly 100 points to check how near my train set is to my test set. And it seems, that my random 100 points plot is quite close to my test set plot.

```
In [8]:
```

```
train_df['Sourcing_Cost'][1000:1100].plot.line()
```

#### Out[8]:

<matplotlib.axes. subplots.AxesSubplot at 0x7f9ab94373d0>



## Checking Number of unique values in each column.

```
In [9]:
```

```
def uniqVals(df):
    for i in df.columns.drop('Sourcing_Cost'):
        print("{0} has {1} unique values.".format(i, df[i].nunique()))
```

```
In [10]:
```

```
uniqVals(train_df)
```

ProductType has 3 unique values.

```
Manufacturer has 5 unique values.

Area_Code has 45 unique values.

Product_Size has 3 unique values.

Product_Type has 2 unique values.

Month_of_Sourcing has 11 unique values.

In [11]:

uniqVals(test_df)

ProductType has 3 unique values.

Manufacturer has 3 unique values.

Area_Code has 45 unique values.

Sourcing_Channel has 4 unique values.

Product_Size has 3 unique values.

Product_Type has 2 unique values.

Month_of_Sourcing has 1 unique values.
```

## **Feature Engineering**

## Extracting month and year from Month of Sourcing for both Train and Test set

```
In [12]:

train_df['Month_of_Sourcing'] = pd.to_datetime(train_df['Month_of_Sourcing'], format = '%b-%y')
train_df['month'] = train_df['Month_of_Sourcing'].dt.month.astype(np.int32)
train_df['year'] = train_df['Month_of_Sourcing'].dt.year.astype(np.int32)

test_df['Month_of_Sourcing'] = pd.to_datetime(test_df['Month_of_Sourcing'], format = '%b-%y')
test_df['month'] = test_df['Month_of_Sourcing'].dt.month.astype(np.int32)
test_df['year'] = test_df['Month_of_Sourcing'].dt.year.astype(np.int32)
```

## Adding lag Features for lag shift upto 20 rows.

That means if one row refers to one date then i have created lag features for around 20 days.

## Mean Encoding with one variable or more than one variables.

Encoding means converting our categorical variables to numerical features. Mean Encoding is similar to other encoding techniques like OneHotEncoding, LabelEncoding and FrequencyEncoding. Where we are trying to get numerical features out of categorical features. This step is completely correlated to our EDA. The Features which we had analysed in our EDA has been implemented here. The feature that i thought of are:

- \* ProductType
- \* Manufacturer
- \* Area Code
- \* Sourcing Channel
- \* Product Size
- \* Product Type
- \* Area and Sourcing Channel
- \* Area and Droduct Ciza

```
* Area and Product Type

* Area and Month

* Area and Manufacturer

* Area, Product Size and Month

* Area, Product Type and Month

* Area, Manufacturer and Month
```

#### In [14]:

```
train df['product type avg'] = train df.groupby('Product Type')['Sourcing Cost'].transfor
m('mean').astype(np.float16)
train df['manufacturer cost avg'] = train df.groupby('Manufacturer')['Sourcing Cost'].tra
nsform('mean').astype(np.float16)
train df['area cost avg'] = train df.groupby('Area Code')['Sourcing_Cost'].transform('mea
n').astype(np.float16)
train df['sourcing channel avg'] = train df.groupby('Sourcing Channel')['Sourcing Cost'].
transform('mean').astype(np.float16)
train df['product size avg'] = train df.groupby('Product Size')['Sourcing Cost'].transfor
m('mean').astype(np.float16)
train df['product type cost avg'] = train df.groupby(['Product Type'])['Sourcing Cost'].t
ransform('mean').astype(np.float16)
train df['area channel cost avg'] = train df.groupby(['Area Code', 'Sourcing Channel'])['
Sourcing Cost'].transform('mean').astype(np.float16)
train df['area_prod_size_cost_avg'] = train_df.groupby(['Area_Code', 'Product_Size'])['So
urcing Cost'].transform('mean').astype(np.float16)
train df['area prod type cost avg'] = train df.groupby(['Area Code', 'Product Type'])['So
urcing Cost'].transform('mean').astype(np.float16)
train df['area month cost avg'] = train df.groupby(['Area Code', 'month'])['Sourcing Cos
t'].transform('mean').astype(np.float16)
train df['area manufacturer cost avg'] = train df.groupby(['Area Code', 'Manufacturer'])[
'Sourcing Cost'].transform('mean').astype(np.float16)
train df['area prod size month cost avg'] = train df.groupby(['Area Code', 'Product Size'
, 'month'])['Sourcing Cost'].transform('mean').astype(np.float16)
train df['area prod type month cost avg'] = train df.groupby(['Area Code', 'Product Type'
, 'month'])['Sourcing Cost'].transform('mean').astype(np.float16)
train df['area manufacturer month cost avg'] = train df.groupby(['Area Code', 'Manufactur
er', 'month'])['Sourcing Cost'].transform('mean').astype(np.float16)
train df['monthly product size avg'] = train df.groupby(['month', 'Product Size'])['Sour
cing Cost'].transform('mean').astype(np.float16)
```

Rolling window average on the group by dataset over Sourcing Cost. I took window equal to 3 that means midweekly average over the train set. This is done to capture the trend over the period of last one year.

I will be creating a Costing trend feature, which will be some positive value if the daily items sold are greater than the entire duration average [Jul-20 to May-21] else negative.

```
In [16]:
```

```
nsform('mean').astype(np.float16)
train_df['costing_trend'] = (train_df['monthly_avg'] - train_df['avg_cost']).astype(np.f
loat16)
train df.drop(['monthly avg','avg cost'],axis=1,inplace=True)
```

Adding all the trend features calculated over training period with test dataset.

```
In [17]:
train df.head()
test df = test df.merge(
   train df.drop(["Sourcing Cost", "Month of Sourcing", "month", "year"], axis = 1),
   on = ['ProductType', 'Manufacturer', 'Area Code', 'Sourcing Channel', 'Product Size'
  'Product Type'],
   how = "inner").drop_duplicates()
```

## Converting my categorical values with one-hot encoding

```
In [18]:
dummy vars = ['ProductType','Manufacturer','Area Code','Sourcing Channel','Product Size',
'Product Type']
for var in dummy_vars:
   dummies = pd.get dummies(train df[var], prefix = var, drop first = False)
   train df = pd.concat([train df, dummies], axis = 1)
for var in dummy vars:
   dummies = pd.get dummies(test df[var], prefix = var, drop first = False)
    test df = pd.concat([test df, dummies], axis = 1)
```

Replacing NAN values with zeros, in both train and test set.

```
In [19]:
train_df.fillna(0, inplace = True)
test df.fillna(0, inplace = True)
```

Creating a new function to remove unnecessary variables.

```
def remove unnecessary_features(df, dummy_vars):
   X = df.loc[:, (df.columns != 'ProductType') & (df.columns != 'Manufacturer') & (df.c
olumns != 'Product Type') &
               (df.columns != 'Area Code') & (df.columns != 'Sourcing Channel') & (df.co
lumns != 'Product Size') &
               (df.columns != 'Month of Sourcing') & (df.columns != 'Sourcing Cost')]
   Y = df['Sourcing Cost']
   return X, Y
```

## **Train, Test and Validation Split** Strategy:

In [20]:

In [21]:

```
* Train (10 Months of Dataset)
* Validation (May 21 considered as Validation Set)
```

\* Test (Jun 21 was given as Test Set)

```
val df = train df[(train df['year'] == 2021) & (train df['month'] == 5)]
train df = train df[(train df['year'] != 2021) & (train df['month'] != 5)]
```

```
In [22]:
```

```
train_x, train_y = remove_unnecessary_reacures(train_ar, dummy_vars)
train_y_new = np.log(train_y)
val_x, val_y = remove_unnecessary_features(val_df, dummy_vars)
test_x, test_y = remove_unnecessary_features(test_df, dummy_vars)
```

Here i'm doing a little processing on train\_y. I'm taking log() of train\_y so that the value decreases and it will become easy to fit my models. Then after predicting i'll do the exp() of the output.

## **Modelling and evaluation**

## Ridge Regression

```
In [23]:
len(test y)
Out[23]:
522342
In [24]:
ridge = Ridge(alpha=0.1, normalize = True)
ridge.fit(train x, train y)
ridge_val_pred=ridge.predict(val x)
print('R2 Score = ',r2_score(ridge_val_pred, val_y))
print('RMSE score = ', mean squared error(val y, ridge val pred, squared=False), '/ 0.0')
ridge pred=ridge.predict(test x)
print('R2 Score = ',r2 score(ridge pred, test y))
print('RMSE score = ', mean squared error(test y, ridge pred, squared=False), '/ 0.0')
R2 Score = 0.8312743458307346
RMSE score = 17.832975847315172 / 0.0
R2 Score = 0.5866197566821021
RMSE score = 28.607781227466436 / 0.0
```

In the above cell, i'm using Ridge Regression for modelling. I tried Linear Regression as well. But it was not worth adding here because it gave very bad R-Squared score of 0.354

```
* Validation Score- (R-Squared Value 0.831)
* Test Score- (R-Squared Value 0.586)
```

val pred y = decision tree.predict(val x)

## **Decision Tree**

```
print('R2 score = ',r2_score(val_y, np.exp(val_pred_y)), '/ 1.0')
print('MSE score = ',mean_squared_error(val_y, np.exp(val_pred_y)), '/ 0.0')
print('RMSE score = ', mean squared error(val y, np.exp(val pred y), squared=False), '/ 0
R2 \ score = 0.7958117397595355 / 1.0
MSE score = 473.78446146848734 / 0.0
RMSE score = 21.7665904879126 / 0.0
In [27]:
pred y = decision tree.predict(test x)
# print(pred y)
print('R2 score = ',r2 score(test y, np.exp(pred y)), '/ 1.0')
print('MSE score = ',mean squared error(test y, np.exp(pred y)), '/ 0.0')
print('RMSE score = ', mean squared error(test y, np.exp(pred y), squared=False), '/ 0.0'
R2 \ score = 0.7230774059088668 / 1.0
MSE score = 773.5452821764674 / 0.0
RMSE score = 27.812682038531765 / 0.0
Using a decision tree greatly improves the accurancy of model prediction.
   * Validation Score- (R-Squared Value 0.795)
   * Test Score- (R-Squared Value 0.723)
Random Forest Regressor (with cross-validation)
In [28]:
rf = RandomForestRegressor(n estimators = 100,
             criterion = 'mse',
              max depth = 10,
              min_samples_split = 5,
              min_samples_leaf = 3)
rf.fit(train_x, train_y_new)
Out[28]:
RandomForestRegressor(bootstrap=True, ccp alpha=0.0, criterion='mse',
                      max depth=10, max features='auto', max leaf nodes=None,
                      max samples=None, min impurity decrease=0.0,
                      min impurity split=None, min samples leaf=3,
                      min_samples_split=5, min_weight_fraction_leaf=0.0,
                      n_estimators=100, n_jobs=None, oob_score=False,
                      random state=None, verbose=0, warm start=False)
In [29]:
val pred y = rf.predict(val x)
print('R2 score = ',r2 score(val y, np.exp(val pred y)), '/ 1.0')
print('MSE score = ',mean squared error(val y, np.exp(val pred y)), '/ 0.0')
print('RMSE score = ', mean squared error(val y, np.exp(val pred y), squared=False), '/ 0
.0')
R2 \ score = 0.9749751723319067 / 1.0
MSE score = 58.06589706042108 / 0.0
RMSE score = 7.620098231677928 / 0.0
In [30]:
pred_y = rf.predict(test_x)
print('R2 score = ',r2_score(test_y, np.exp(pred_y)), '/ 1.0')
print('MSE score = ',mean_squared_error(test_y, np.exp(pred_y)), '/ 0.0')
```

print('RMSE score = ', mean squared error(test y, np.exp(pred y), squared=False), '/ 0.0'

```
R2 score = 0.6402665074964451 / 1.0
MSE score = 1004.8661680361549 / 0.0
RMSE score = 31.699624099287913 / 0.0

Using RandomForestRegressor for training gave us bad results. With Validation and training score as:

* Validation Score- (R-Squared Value 0.975)

* Test Score- (R-Squared Value 0.6397)

LightGBM Regressor

In [31]:

model = LGBMRegressor(n estimators=330,
```

model.fit(train x, train y new, eval set=[(train x,train y new), (val x,np.log(val y))],

[20] training's rmse: 0.64538 training's 12: 0.416515 valid 1's rmse: 0.629099 valid 1's

[40] training's rmse: 0.57125 training's 12: 0.326327 valid 1's rmse: 0.560572 valid 1's

[60] training's rmse: 0.513727 training's 12: 0.263915 valid 1's rmse: 0.510947 valid 1's

[80] training's rmse: 0.470531 training's 12: 0.2214 valid 1's rmse: 0.476048 valid 1's 1

[100] training's rmse: 0.434667 training's 12: 0.188936 valid 1's rmse: 0.444769 valid 1'

[120] training's rmse: 0.406121 training's 12: 0.164934 valid 1's rmse: 0.420665 valid 1'

[140] training's rmse: 0.384121 training's 12: 0.147549 valid 1's rmse: 0.402384 valid 1'

[160] training's rmse: 0.366386 training's 12: 0.134239 valid 1's rmse: 0.388118 valid 1'

[180] training's rmse: 0.352226 training's 12: 0.124063 valid 1's rmse: 0.376048 valid 1'

[200] training's rmse: 0.341256 training's 12: 0.116456 valid 1's rmse: 0.367687 valid 1'

[220] training's rmse: 0.331487 training's 12: 0.109884 valid 1's rmse: 0.359425 valid 1'

[240] training's rmse: 0.323558 training's 12: 0.10469 valid 1's rmse: 0.352931 valid 1's

[260] training's rmse: 0.316459 training's 12: 0.100146 valid 1's rmse: 0.346007 valid 1'

[280] training's rmse: 0.308957 training's 12: 0.0954541 valid 1's rmse: 0.339362 valid 1

[300] training's rmse: 0.303005 training's 12: 0.091812 valid 1's rmse: 0.333625 valid 1'

[320] training's rmse: 0.298175 training's 12: 0.0889084 valid 1's rmse: 0.329171 valid 1

[330] training's rmse: 0.295669 training's 12: 0.0874202 valid 1's rmse: 0.326734 valid 1

importance\_type='split', learning\_rate=0.01, max\_depth=8, min\_child\_samples=20, min\_child\_weight=10, min\_split\_gain=0.0, n\_estimators=330, n\_jobs=-1, num\_leaves=5, objective=None, random state=None, req alpha=0.0, req lambda=0.0, silent=True.

LGBMRegressor(boosting type='gbdt', class weight=None, colsample bytree=0.8,

eval metric='rmse', verbose=20, early\_stopping\_rounds=30)

learning\_rate=0.01,
subsample=0.8,

max\_depth=8,
num leaves=5,

12: 0.395765

12: 0.261067

2: 0.226622

s 12: 0.197819

s 12: 0.176959

s 12: 0.161913

s 12: 0.150636

s 12: 0.141412

s 12: 0.135194

s 12: 0.129187

s 12: 0.119721

's 12: 0.115167

s 12: 0.111305

's 12: 0.108353

's 12: 0.106755

Out[31]:

Did not meet early stopping. Best iteration is:

12: 0.12456

colsample bytree=0.8,

min child weight=10)

Training until validation scores don't improve for 30 rounds

subsample=0.8, subsample\_for\_bin=200000, subsample\_freq=0)

#### In [32]:

```
val_pred_y = model.predict(val_x)

print('R2 score = ',r2_score(val_y, np.exp(val_pred_y)), '/ 1.0')
print('MSE score = ',mean_squared_error(val_y, np.exp(val_pred_y)), '/ 0.0')
print('RMSE score = ',mean_squared_error(val_y, np.exp(val_pred_y), squared=False), '/ 0
.0')

R2 score = 0.8681681278691948 / 1.0
MSE score = 305.8936516150314 / 0.0
RMSE score = 17.48981565411801 / 0.0
```

#### In [33]:

```
pred_y = model.predict(test_x)

print('R2 score = ',r2_score(test_y, np.exp(pred_y)), '/ 1.0')
print('MSE score = ',mean_squared_error(test_y, np.exp(pred_y)), '/ 0.0')
print('RMSE score = ',mean_squared_error(test_y, np.exp(pred_y), squared=False), '/ 0.0')
)
```

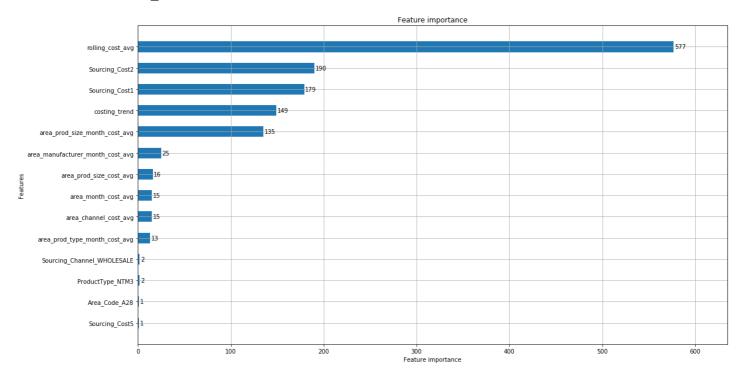
```
R2 score = 0.7377430351523595 / 1.0
MSE score = 732.5788585132557 / 0.0
RMSE score = 27.066194016027737 / 0.0
```

#### In [34]:

```
lgb.plot_importance(model, height=0.5, figsize=(18, 10))
```

#### Out[34]:

<matplotlib.axes. subplots.AxesSubplot at 0x7f9aa767cd10>



Using LightGBM Regressor for training showing us that, this model is generalising very well on our dataset. With Validation and training score as:

- \* Validation Score- (R-Squared Value 0.869)
- \* Test Score- (R-Squared Value 0.7377)

### **Conclusion**

tto are getting renetting results on applying data set on anierent models.

#### Model

#### **R-Squared Value**

1. Ridge Regression

R-Squared Value: 0.586 RMSE Score = 28.60

1. Decision Tree Regression R-Squared Value: 0.723 RMSE Score = 27.81

2. Random Forest Regression
R-Squared Value: 0.639
RMSE Score = 31.71
3. LightGBM Regression
R-Squared Value: 0.737

RMSE Score = 27.06

#### **Feature Importance:**

- \* The Features that were created for Trend capture are the best found feature set. For Eg: Lag Features, Rolling Window average Feature, Costing trend.
- \* Other Features such as mean encoded features were also the good found.
- \* Apart from above two only one-hot encoded features were used.

In [ ]: