## 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