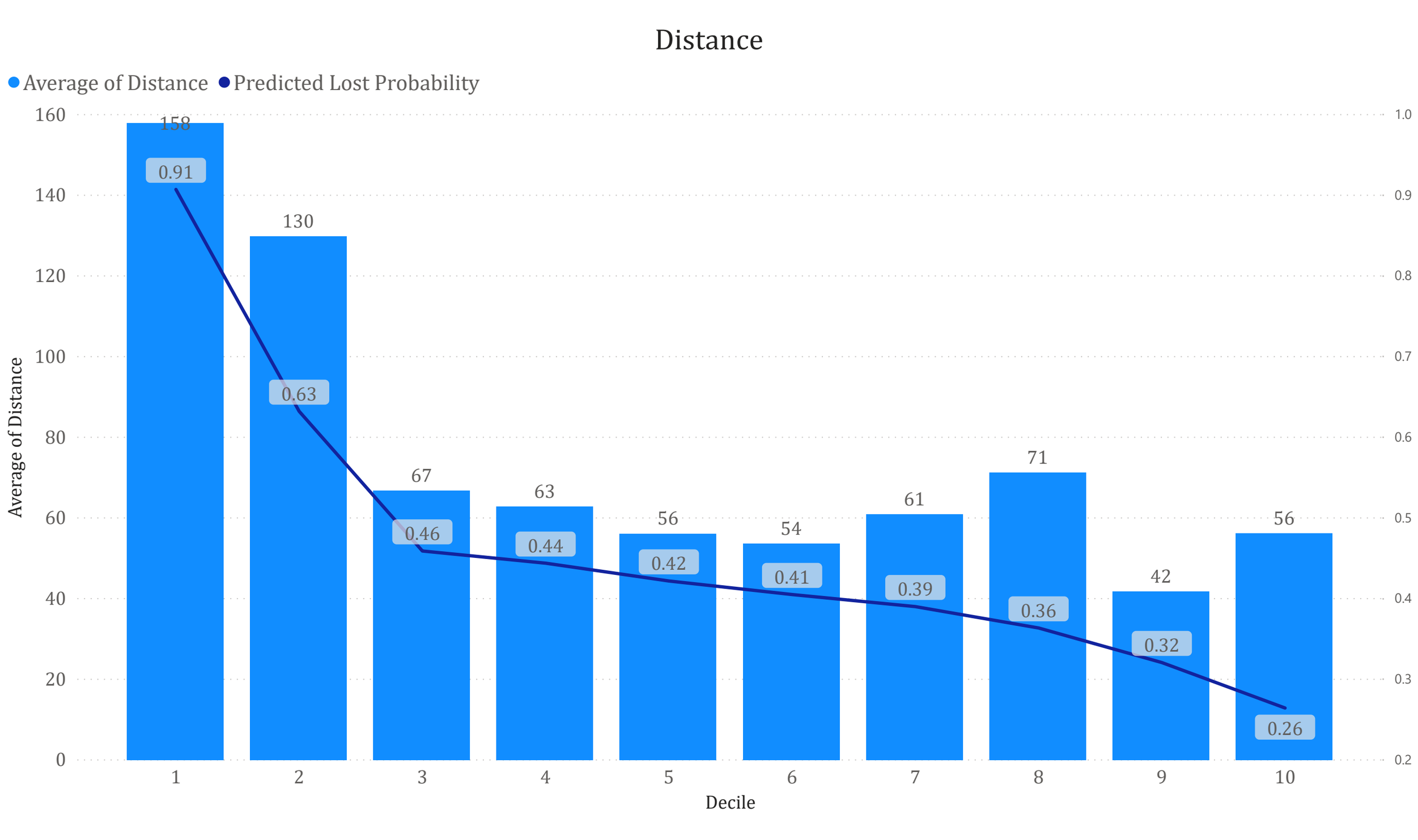
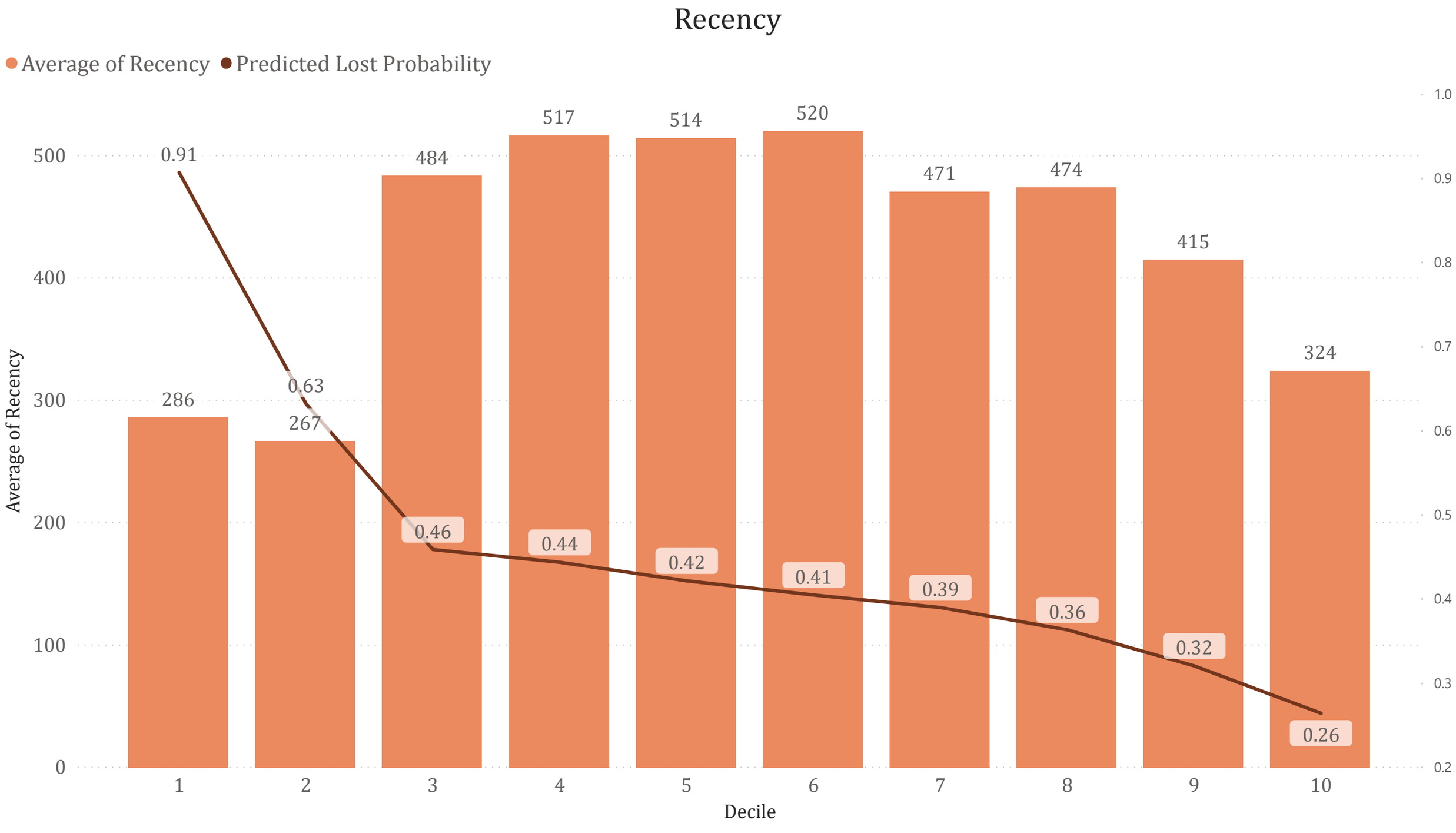
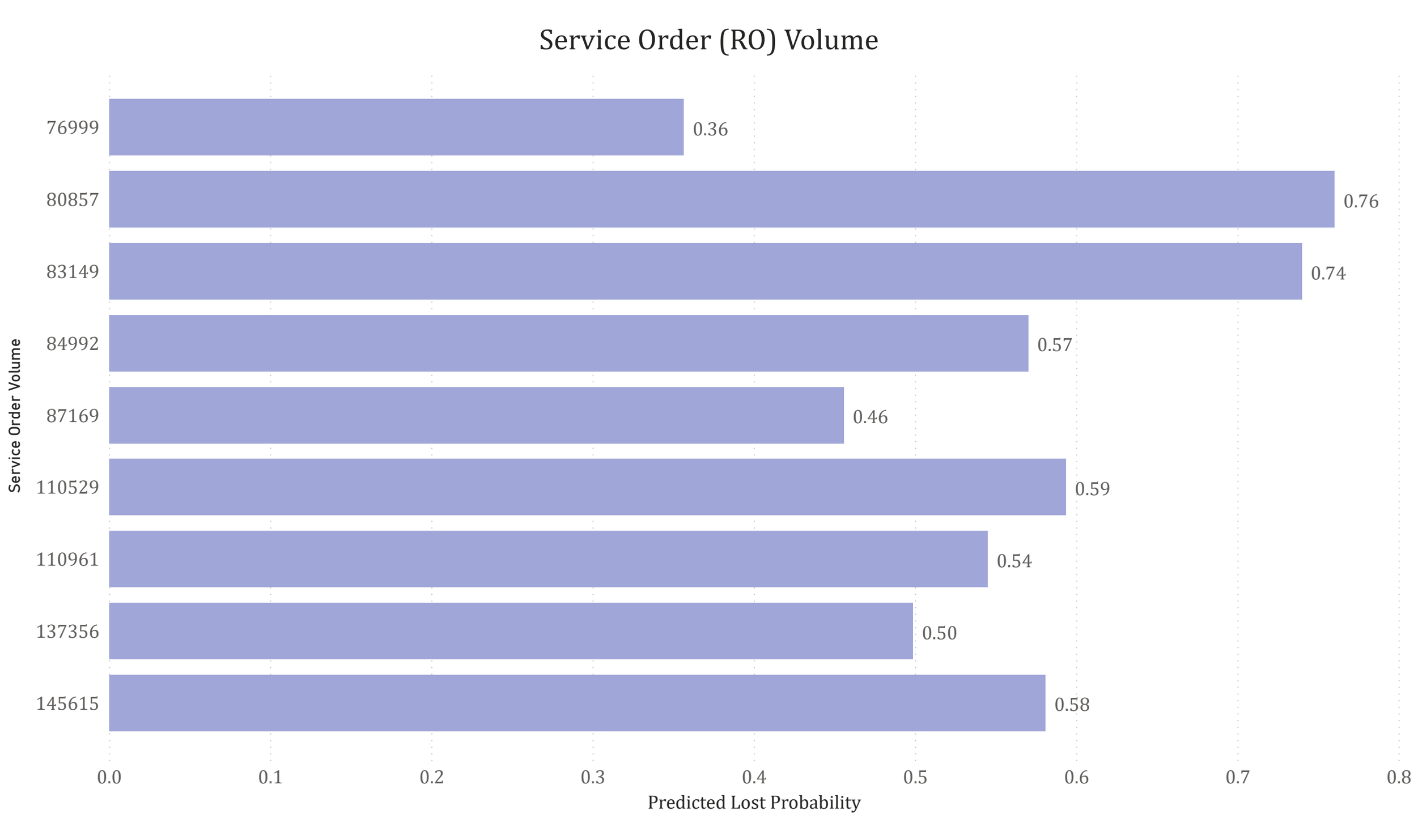
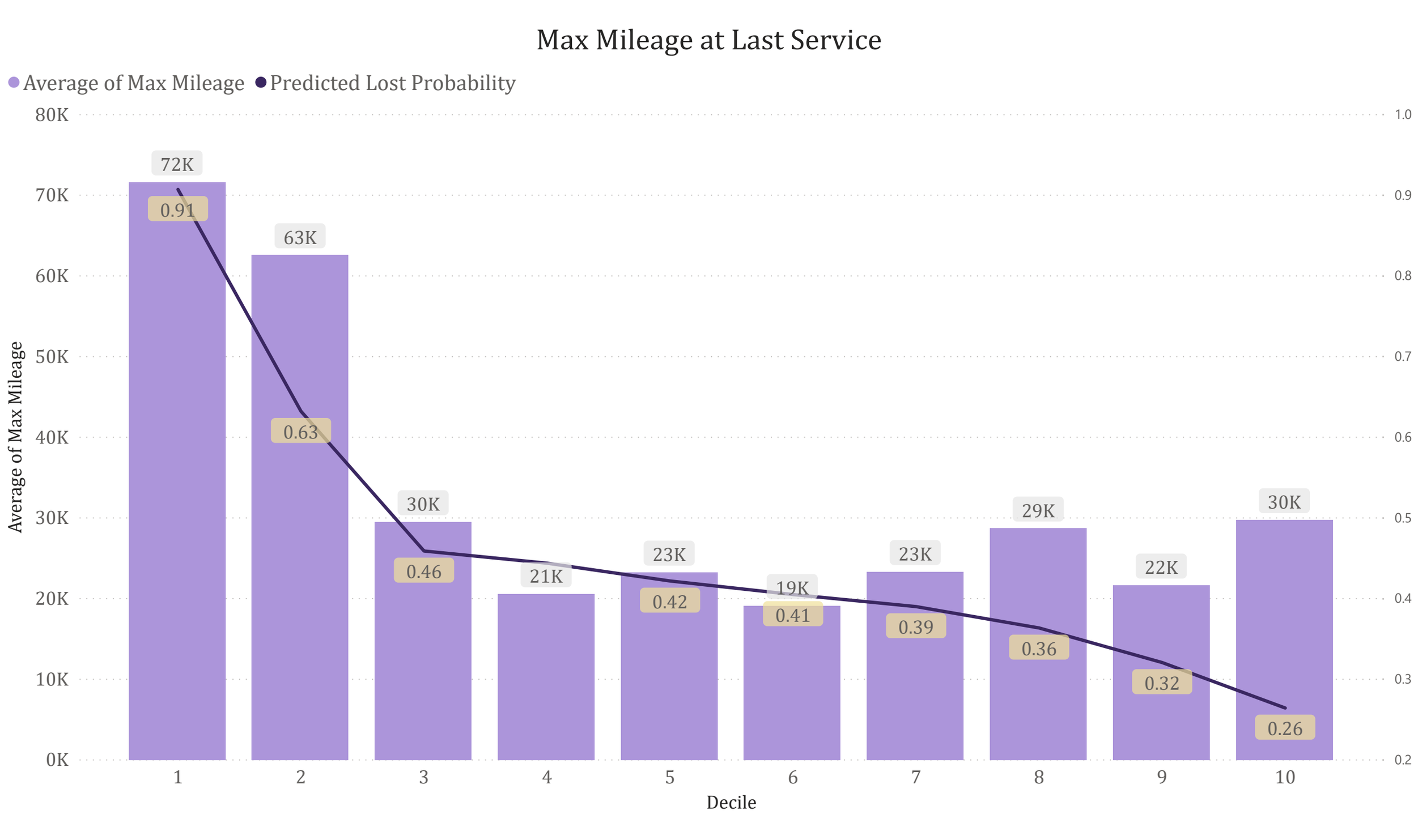
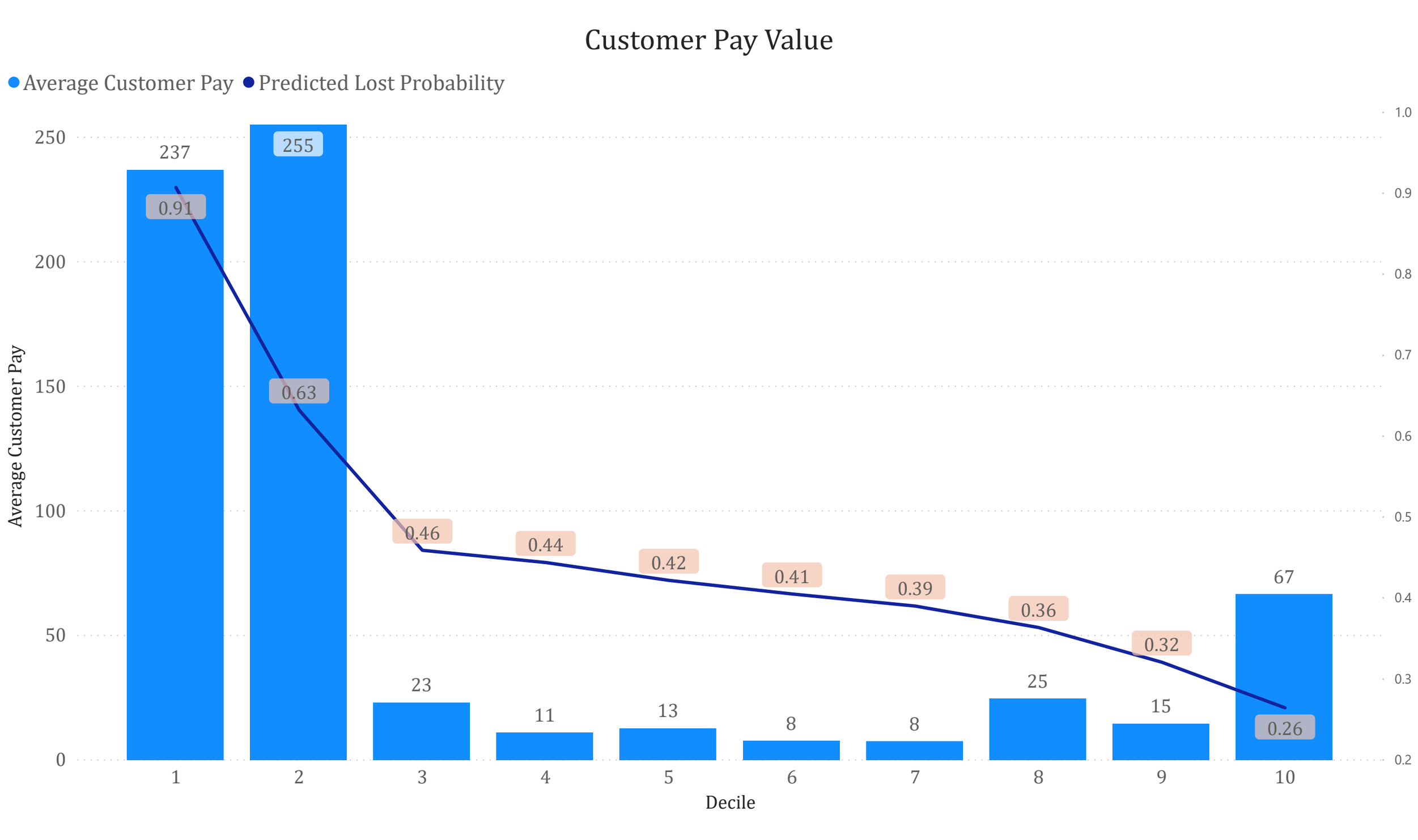

Distance
Average of Distance
Predicted Lost Probability
Average of Distance
Decile
160
140
120
100
80
60
40
20
0
1.0
0.9
0.8
0.7
0.6
0.5
0.4
0.3
0.2
158
130
67
63
56
54
61
71
42
56
0.91
0.63
0.46
0.44
0.42
0.41
0.39
0.36
0.32
0.26
1
2
3
4
5
6
7
8
9
10


Recency
Average of Recency
Predicted Lost Probability
Average of Recency
Decile
0
100
200
300
400
500
0.2
0.3
0.4
0.5
0.6
0.7
0.8
0.9
1.0
1
2
3
4
5
6
7
8
9
10
286
267
484
517
514
520
471
474
415
324
0.91
0.63
0.46
0.44
0.42
0.41
0.39
0.36
0.32
0.26


Service Order (RO) Volume
Service Order Volume
76999
80857
83149
84992
87169
110529
110961
137356
145615
0.36
0.76
0.74
0.57
0.46
0.59
0.54
0.50
0.58
0.0
0.1
0.2
0.3
0.4
0.5
0.6
0.7
0.8
Predicted Lost Probability


Max Mileage at Last Service
Average of Max Mileage
Predicted Lost Probability
80K
70K
60K
50K
40K
30K
20K
10K
0K
1.0
0.9
0.8
0.7
0.6
0.5
0.4
0.3
0.2
Average of Max Mileage
72K
63K
30K
21K
23K
19K
23K
29K
22K
30K
0.91
0.63
0.46
0.42
0.41
0.39
0.36
0.32
0.26
1
2
3
4
5
6
7
8
9
10
Decile


Customer Pay Value
Average Customer Pay
Predicted Lost Probability
Average Customer Pay
Decile
250
200
150
100
50
0
1.0
0.9
0.8
0.7
0.6
0.5
0.4
0.3
0.2
237
255
23
11
13
8
8
25
15
67
0.91
0.63
0.46
0.44
0.42
0.41
0.39
0.36
0.32
0.26
1
2
3
4
5
6
7
8
9
10