

# Code Appendix or Variable description:

## Main loop 1 and User inputs:

**c** = Current total inventory remaining.

**c0** = Initial inventory, before or at start of booking period

**customer\_data** = List to store customer data

**customer\_id** = 1 = Serial number given to each customer as they approach irrespective of bought or not. This is new even if a customer approaches more than one time.

**customers\_per\_price** = number of customers approaching per price

**demand\_history** = list to store demand values with respect to price for plotting price vs demand for Phase 1.

**delta** = ( $\delta$ ) parameter used in exploration for narrowing price intervals near optimal price.

**df** = data frame for demand generated in 1 subphase in Exploration (Phase 1).

**df\_1** = data frame for complete Exploration (Phase 1).

**df\_1** = dataframe to store Phase 1 demand simulation data

**df\_1\_type\_1** = dataframe to store Phase 1 demand simulation data only for customer type 1.

**df\_1\_type\_2** = dataframe to store Phase 1 demand simulation data only for customer type 2.

**K** = Total subphases in phase 1 ( $K \times t = P1$ )

**ki** = 1 Subphase in Phase 1 or 1 element in K range

**num\_steps** = Total number of Price points wanted

**p** = Current price list for type 1 (Reserve Customers), initially created after inputs of Highest and Lowest price taken form user.

**p\_1\_initial** = Initial price list for customer type 1, this does not change.

**p\_2\_initial** = Initial price list for customer type 2, this does not change.

**p2** = Current price list for type 2 (Preemptive Customers), initially created after inputs of Highest and Lowest price taken form user.

**p\_low** = lower price limit when we narrow price intervals towards optimal price.

**p\_opt\_1** = p, optimal price for 1st type (Reserve Customers) in Exploration.

**p\_opt\_2** = p, optimal price for 2nd type (Preemptive Customers) in Exploration.

**p\_opt\_type1** = list for collecting optimal prices of type 1 customer in phase 1

**p\_opt\_type2** = list for collecting optimal prices of type 2 customer in phase 1

**p\_upper** = upper price limit when we narrow price intervals towards optimal price.

**pt** = price for a particular instance,  $pt$  is in range  $p$ .

**P1** = total booking time of phase 1.

**P2** = total perbooking time of phase 2,  $P1+P2 = T$ , a phase can have many subphases.

**T** = current total booking time remaining

**T0** = Initial booking period

**t** = time instances to divide booking time.

**total\_customers** =  $2 \times \text{customers\_per\_price} \times \text{num\_steps}$  (total price points), total customers approaching for a subphase  $k_i$  in Phase 1. 2 is for 2 customer types.

**unit\_T** = unit of booking period (Usually days)

**xt** = Unit of Booking time  $T$  one instance has.

**z** = dual variable at beginning, can be zero at 1st instance.

**z\_opt** =  $z^*$ , optimal dual variable for both types (Reserved and Preemptive) customers.

## Exploration function (Phase 1):

**customer\_data** = List to store demand simulation data as customer approaches

**customer\_id** = an serial number order number given to all customers starting from 1 irrespective of bought or not.

**demand\_probability\_1** = demand probability calculation for customer type 1 after demand simulation and recording.

**demand\_probability\_2** = demand probability calculation for customer type 2 after demand simulation and recording.

**demand\_history** = list to store demand values with respect to price for plotting price vs demand for Phase 1.

**df** = dataframe inside exploration function consisting data for demand simulation for that iterating subphase in phase 1 (exploration)

**new\_price\_list\_1** = New price list for customer type 1 found after narrowing price intervals via delta

**new\_price\_list\_2** = New price list for customer type 2 found after narrowing price

intervals via delta

**p\_low\_1** = new lower price interval found after narrowing with respect to p\_opt\_1

**p\_low\_2** = new lower price interval found after narrowing with respect to p\_opt\_2

**p\_opt\_1** = Optimal price for customer type 1

**p\_opt\_2** = Optimal price for customer type 2

**p\_upp\_1** = new upper price interval found after narrowing with respect to p\_opt\_1

**p\_upp\_2** = new upper price interval found after narrowing with respect to p\_opt\_2

**revenue\_per\_price\_1** = revenue per price for customer type 1

**revenue\_per\_price\_2** = revenue per price for customer type 2

**total\_revenue** = revenue for both prices. here, revenue is normal revenue i.e. price x units sold.

**total\_revenue\_1** = total revenue for customer type 1, here, revenue is normal revenue i.e. price x units sold.

**total\_revenue\_2** = total revenue for customer type 2, here, revenue is normal revenue i.e. price x units sold.

**units\_sold** = inventory sold in one subphase of phase one.

**z\_opt** = Combined dual variable value for both customers types

**z\_opt\_1** = Dual variable, Optimal unit value of inventory obtained from demand data of customer type 1

**z\_opt\_2** = Dual variable, Optimal unit value of inventory obtained from demand data of customer type 2

## **Main loop 2:**

**df\_2** = dataframe to store Phase 2 demand simulation data.

**df\_2\_type\_1** = dataframe to store Phase 2 demand simulation data for customer type 1.

**df\_2\_type\_2** = dataframe to store Phase 2 demand simulation data for customer type 2.

**safe\_T** = Safe booking time limit,  $T > \text{safe\_T}$  ensures booking period does not become negative while conducting exploitation's last iteration

**safe\_c** = Safe Inventory, to avoid inventory going (-ve) negative

**ti** = iteration variable which will be used to see what iteration we are in while doing exploitation phase.

## Exploitation function (Phase 2):

**alpha\_1** = Alpha (bound length for a optimal price) for customer type 1

**alpha\_2** = Alpha (bound length for a optimal price) for customer type 2

**D\_lower\_1** = demand probability calculated from df\_temp\_lower for customer type 1

**D\_lower\_2** = demand probability calculated from df\_temp\_lower for customer type 2

**D\_upper\_1** = demand probability calculated from df\_temp\_upper for customer type 1

**D\_upper\_2** = demand probability calculated from df\_temp\_upper for customer type 2

**demand\_estimate\_1** = Estimated demand for optimal price for customer type 1 via *lightgbm\_buying\_probability* function.

**demand\_estimate\_2** = Estimated demand for optimal price for customer type 2 via *lightgbm\_buying\_probability* function.

**df\_exploitation** = data frame to store demand simulation for complete 1 iteration of exploitation.

**df\_temp\_lower** = temporary data frame in exploitation function for storing demand simulation for half instance of lower bound on both customer types.

**df\_temp\_upper** = temporary data frame in exploitation function for storing demand simulation for half instance of upper bound on both customer types.

**p\_opt\_1\_high** = higher bound for Optimal price for customer type 1,  $p_{opt\_1} + \alpha_1$

**p\_opt\_1\_low** = Lower bound for Optimal price for customer type 1,  $p_{opt\_1} - \alpha_1$

**p\_opt\_2\_high** = higher bound for Optimal price for customer type 2,  $p_{opt\_2} + \alpha_2$

**p\_opt\_2\_low** = Lower bound for Optimal price for customer type 2,  $p_{opt\_2} - \alpha_2$

**theta\_1** = Time allocation metric for price bounds for customer type 1.

**theta\_1\_lower\_time** = time allocated to lower bound of price for customer type 1

**theta\_1\_upper\_time** = time allocated to upper bound of price for customer type 1

**theta\_2** = Time allocation metric for price bounds for customer type 2.

**theta\_2\_lower\_time** = time allocated to lower bound of price for customer type 2

**theta\_2\_upper\_time** = time allocated to upper bound of price for customer type 2

**total\_estimated\_demand** = total of demand\_estimate\_1 and demand\_estimate\_2

**total\_future\_demand** = Total future demand estimated based on current demand according to current optimal prices.

\*Preemptive means Preemptable but since it is used from beginning and is throughout the code, it is kept as Preemptive.