YieldGroupAnalysis

February 26, 2021

1 Importing the Libraries and Data

```
[2]: import pandas as pd
import matplotlib.pyplot as plt
import numpy as np
import seaborn as sns
Q1=pd.read_csv(r"C:\Users\Yakov\Downloads\FirstQOf2020YieldGroupAnalysis.csv")
Q2=pd.read_csv(r"C:\Users\Yakov\Downloads\2QOf2020YieldGroupAnalysis.csv")
Q3=pd.read_csv(r"C:\Users\Yakov\Downloads\3QOf2020YieldGroupAnalysis.csv")
Q4=pd.read_csv(r"C:\Users\Yakov\Downloads\4QOf2020YieldGroupAnalysis.csv")
```

2 Data Cleaning

```
[3]: # Renaming some incorrectly downloaded column names
Q1=Q1.rename(columns={"Yield group estimated revenue (â,¬)": "Yield group

→estimated revenue (€)", "Yield group estimated CPM (â,¬)": "Yield group

→estimated CPM (€)", "Mediation third-party eCPM (â,¬)": "Mediation third-party

→eCPM (€)",})
Q3=Q3.rename(columns={"Yield group estimated revenue (â,¬)": "Yield group

→estimated revenue (€)", "Yield group estimated CPM (â,¬)": "Yield group

→estimated CPM (€)", "Mediation third-party eCPM (â,¬)": "Mediation third-party

→eCPM (€)",})
```

3 Visualization

```
[296]: # Making a dataset consisted of all 4 quarters
    df=pd.concat([Q1,Q2,Q3,Q4])
    df=df.drop(columns="Unnamed: 14")
[81]: df.head(5)
```

```
[81]:
                     Yield group
                                       Country Demand channel \
           2nd Level impressions
                                       Hungary
                                                  Ad Exchange
           2nd Level impressions
      1
                                         Italy
                                                 Open Bidding
      2
           2nd Level impressions
                                   Kazakhstan
                                                  Ad Exchange
      3
           2nd Level impressions
                                                  Ad Exchange
                                        Turkey
```

```
Creative size (delivered) Month and year Device category \
                                             Jan-20
       0
                             728x90
                                                            Desktop
       1
                             728x90
                                             Jan-20
                                                            Desktop
                             728x90
                                             Jan-20
       2
                                                            Desktop
       3
                             728x90
                                             Jan-20
                                                            Desktop
       4
                            300x250
                                             Jan-20
                                                         Smartphone
                                  Browser
                                                 Yield partner type
       0
                            Google Chrome DoubleClick Ad Exchange
       1
                            Google Chrome
                                                       Open bidding
                            Firefox Other DoubleClick Ad Exchange
       2
       3
          Microsoft Internet Explorer 11 DoubleClick Ad Exchange
                            Google Chrome DoubleClick Ad Exchange
          Yield group impressions
                                    Yield group estimated revenue (€)
       0
                               2.0
                                                                   0.00
                                                                   0.00
                               1.0
       1
                                                                   0.00
       2
                               1.0
       3
                               1.0
                                                                   0.00
       4
                              94.0
                                                                   0.01
          Yield group estimated CPM (€) Mediation fill rate Mediation passbacks \
       0
                                    0.05
                                                           0.0
                                                                                 0.0
                                    0.27
                                                           0.0
                                                                                 0.0
       1
       2
                                    0.01
                                                           0.0
                                                                                 0.0
       3
                                    0.04
                                                           0.0
                                                                                 0.0
       4
                                    0.15
                                                           0.0
                                                                                 0.0
          Mediation third-party eCPM (€)
       0
                                      0.0
       1
                                      0.0
       2
                                      0.0
       3
                                      0.0
       4
                                      0.0
[298]: \#df["Month \ and \ year"] = pd.to_datetime(df["Month \ and \ year"], \ format='%b-%y')
       import datetime
       arr=['']*len(df)
       j=0
       for i in df.loc[:,"Month and year"]:
           \#df["Month and year"]=dt.strptime(df["Month and year"], "%y-%m-%d").dt.
        →strftime('%b')
           i=str(i).replace(" 00:00:00",'')
           \#print(datetime.datetime.strptime(str(i), "%Y-%m-%d").strftime("%b"))
           arr[j]=datetime.datetime.strptime(str(i),"%b-%y").strftime("%b")
```

Ad Exchange

4 AN | EN AMP Pages (RON) Afghanistan

```
#i.to_pydatetime()
           #print(type(i))
           #datetime.fromtimestamp(i).strftime("%A, %B %d, %Y %I:%M:%S")
           j=j+1
       #for i in df.loc[:, "Month and year"]:
            print(type(str(i)))
       df["Month"]=arr
       df.head(10)
[298]:
                       Yield group
                                        Country Demand channel
       0
            2nd Level impressions
                                        Hungary
                                                    Ad Exchange
       1
                                           Italy
            2nd Level impressions
                                                   Open Bidding
       2
            2nd Level impressions
                                     Kazakhstan
                                                    Ad Exchange
       3
            2nd Level impressions
                                         Turkey
                                                    Ad Exchange
       4
          AN | EN AMP Pages (RON)
                                    Afghanistan
                                                    Ad Exchange
       5
          AN | EN AMP Pages (RON)
                                    Afghanistan
                                                    Ad Exchange
       6
                                    Afghanistan
          AN | EN AMP Pages (RON)
                                                    Ad Exchange
       7
          AN | EN AMP Pages (RON)
                                    Afghanistan
                                                    Ad Exchange
          AN | EN AMP Pages (RON)
                                    Afghanistan
       8
                                                    Ad Exchange
                                    Afghanistan
          AN | EN AMP Pages (RON)
                                                    Ad Exchange
         Creative size (delivered) Month and year Device category
       0
                             728x90
                                             Jan-20
                                                            Desktop
       1
                             728x90
                                             Jan-20
                                                             Desktop
       2
                             728x90
                                             Jan-20
                                                             Desktop
```

```
0
                                2.0
                                                                    0.00
                                                                    0.00
                                1.0
       1
                                                                    0.00
       2
                                1.0
       3
                                1.0
                                                                    0.00
                               94.0
                                                                    0.01
       4
                               34.0
                                                                    0.00
       5
       6
                                4.0
                                                                    0.00
       7
                              260.0
                                                                    0.11
       8
                              21.0
                                                                    0.01
                                                                    0.00
       9
                              22.0
          Yield group estimated CPM (€) Mediation fill rate Mediation passbacks \
       0
                                     0.05
                                                             0.0
                                                                                   0.0
       1
                                     0.27
                                                             0.0
                                                                                   0.0
       2
                                     0.01
                                                             0.0
                                                                                   0.0
                                     0.04
       3
                                                             0.0
                                                                                   0.0
       4
                                     0.15
                                                             0.0
                                                                                   0.0
       5
                                     0.13
                                                             0.0
                                                                                   0.0
                                     0.55
       6
                                                             0.0
                                                                                   0.0
       7
                                     0.42
                                                             0.0
                                                                                   0.0
                                                             0.0
       8
                                     0.27
                                                                                   0.0
       9
                                     0.22
                                                             0.0
                                                                                   0.0
          Mediation third-party eCPM (€) Month
       0
                                       0.0
                                              Jan
                                       0.0
                                              Jan
       1
       2
                                       0.0
                                              Jan
                                       0.0
       3
                                              Jan
       4
                                       0.0
                                              Jan
       5
                                       0.0
                                              Jan
                                       0.0
       6
                                              Feb
       7
                                       0.0
                                              Feb
       8
                                       0.0
                                              Feb
                                       0.0
                                              Feb
[299]: # Droping the Month and year column as we already have a nicely formatted month_
        \rightarrow column
       df=df.drop(columns=["Month and year"])
      3.0.1 Plotting revenue
[313]: # Preparing the dataset for plotting the revenue
       df_time_revenue=pd.DataFrame(df.groupby(["Month"]).agg({"Yield group estimated_
        →revenue (€)":['sum']}))
       df_time_revenue=df_time_revenue.reset_index()
       df_time_revenue.head(5)
```

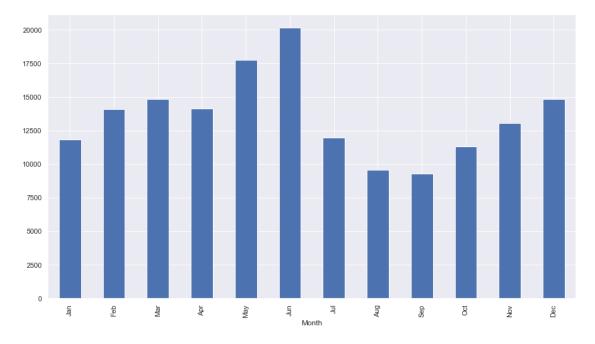
Yield group impressions Yield group estimated revenue (€) \

[313]: Month Yield group estimated revenue (€) sum 14122.03 0 Apr 1 9580.19 Aug 2 Dec 14849.36 3 Feb 14068.93 Jan 11847.84

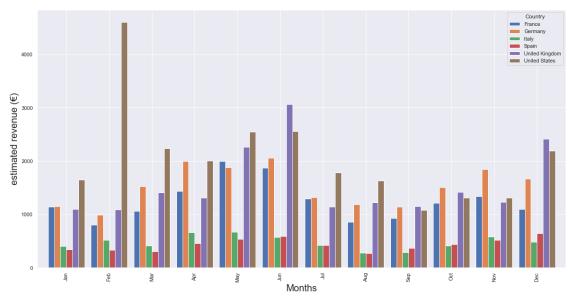
```
[314]: # Plotting bar chart
field = "Month"
month_order = ["Jan", "Feb", "Mar", "Apr", "May", "Jun", "Jul", "Aug", "Sep", 

→"Oct", "Nov", "Dec"]
ax = df_time_revenue.set_index(field).loc[month_order].plot(kind="bar", 

→legend=False)
```



```
#df_core_revenue=df_core_revenue.pivot( "Country", "Yield group estimated"
   →revenue (€)")
df_core_revenue["Month"] = pd.Categorical(
                            df_core_revenue["Month"], categories = month_order,ordered=True
df core revenue.sort values("Month",inplace=True)
df_pivoted = df_core_revenue.pivot("Month", "Country", "Yield group estimated_
  →revenue (€)")
#fig , axs = plt.subplots()
#plt.bar(df_pivoted)
df_pivoted.plot(kind="bar", figsize=(20,10),width=0.85)
plt.ylabel("estimated revenue (€)", fontsize=20)
plt.xlabel("Months", fontsize=20)
plt.show()
#df_core_revenue.plot(kind="bar")
\#x = df\_core\_revenue.plot(rot=0, color={"Spain": "red", "France": "blue", \ldots | france": "blue": 
  → "United Kingdom": "green", "United States": "purple", "Germany": "black", "
  → "Italy": "yellow"})
#lt.show
#set_index("Month").loc[month_order].
```



```
[318]: sns.set(rc={'figure.figsize':(15,8.27)})
plt.figure()
```

```
ax = sns.barplot(data=df_core_revenue, x="Month", y="Yield group estimated_

→revenue (€)", hue="Country",palette=['blue', 'red', 'yellow',_

→'grey',"green","black"], saturation=0.6)

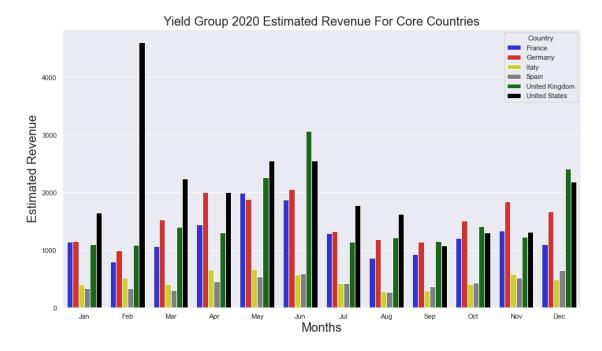
ax.set_title("Yield Group 2020 Estimated Revenue For Core Countries",_

→fontsize=20)

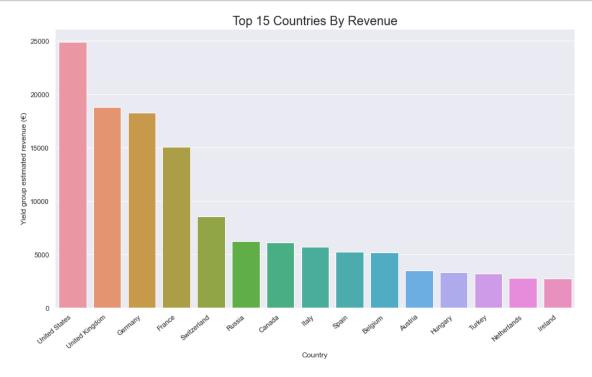
ax.set_ylabel("Estimated Revenue", fontsize="20")

ax.set_xlabel("Months", fontsize="20")
```

[318]: Text(0.5, 0, 'Months')



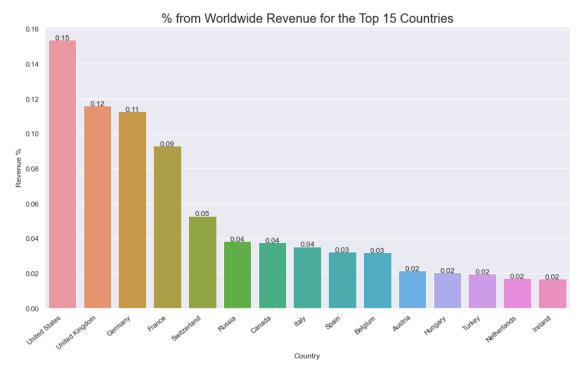
```
ax.set_xticklabels(ax.get_xticklabels(), rotation=40, ha="right")
ax.set_title("Top 15 Countries By Revenue", fontsize=20)
plt.show()
```



```
[263]: | yearly_revenue = pd.DataFrame(df.groupby(["Country"]).agg({"Yield groupu
       →estimated revenue (€)":['sum']}))
       yearly_revenue = yearly_revenue.reset_index()
       yearly_revenue.columns = yearly_revenue.columns.map(lambda x: x[0])
       yearly_revenue["Revenue %"]=yearly_revenue["Yield group estimated revenue (€)"]/
       →yearly_revenue["Yield group estimated revenue (€)"].sum()
       yearly_revenue = yearly_revenue.sort_values(by = ["Revenue %"], ascending = __
       →False)
       yearly_revenue = yearly_revenue[:15]
       # Function to show values above the bars in the bar plot
       def show_values_on_bars(axs):
           def _show_on_single_plot(ax):
               for p in ax.patches:
                   _x = p.get_x() + p.get_width() / 2
                   _y = p.get_y() + p.get_height()
                   value = '{:.2f}'.format(p.get_height())
                   ax.text(_x, _y, value, ha="center")
```

```
if isinstance(axs, np.ndarray):
    for idx, ax in np.ndenumerate(axs):
        _show_on_single_plot(ax)
    else:
        _show_on_single_plot(axs)

ax = sns.barplot(data=yearly_revenue, x="Country", y="Revenue %")
ax.set_xticklabels(ax.get_xticklabels(), rotation=40, ha="right")
ax.set_title("% from Worldwide Revenue for the Top 15 Countries", fontsize=20)
show_values_on_bars(ax)
```



We can see that the percentage of the revenue is low if we take the countries individually. Let's see how EU, UK and US perform compared to the rest of the world.

```
'Lithuania', 'Luxembourg', 'Malta', 'Poland', 'Romania', 'Slovakia', 

'Spain', 'Sweden'])]

yearly_revenueROW = yearly_revenue
yearly_revenueROW = yearly_revenue[~(yearly_revenue["Country"]).

isin(['Austria', 'Belgium', 'France', 'Germany', 'Hungary', 'Ireland', 

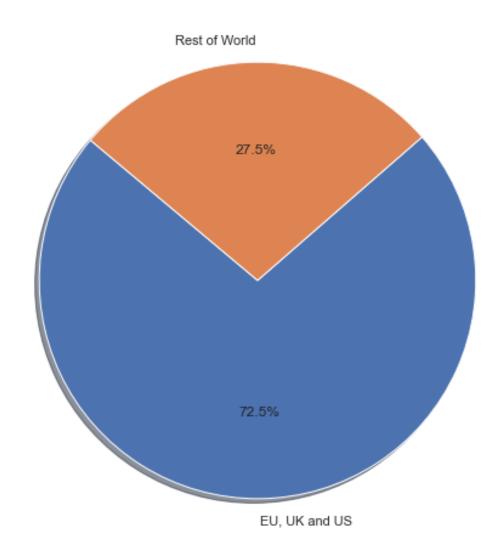
'Netherlands',
'Portugal', 'United Kingdom', 'United States', 'Bulgaria', 'Croatia', 'Cyprus',
'Czechia', 'Denmark', 'Estonia', 'Finland', 'Greece', 'Italy', 'Latvia',
'Lithuania', 'Luxembourg', 'Malta', 'Poland', 'Romania', 'Slovakia', 

i'Slovenia',
'Spain', 'Sweden'])]

print(yearly_revenueEU)
yearly_revenueROW
```

	Country	Yield	group	estimated	revenue (€)
12	Austria				3474.07
18	Belgium				5166.34
30	Bulgaria				206.31
48	Croatia				84.46
50	Cyprus				466.62
51	Czechia				397.52
53	Denmark				744.37
62	Estonia				241.41
69	Finland				562.20
70	France				15055.35
75	Germany				18276.23
78	Greece				1885.21
91	Hungary				3296.88
96	Ireland				2737.65
98	Italy				5717.68
110	Latvia				381.36
116	Lithuania				197.37
117	Luxembourg				412.38
124	Malta				293.71
142	Netherlands				2791.03
162	Poland				779.02
163	Portugal				2431.20
168	Romania				1174.22
186	Slovakia				169.74
187	Slovenia				104.84
192	Spain				5239.29
196	Sweden				1496.02
217	United Kingdom				18799.71
218	United States				24902.27

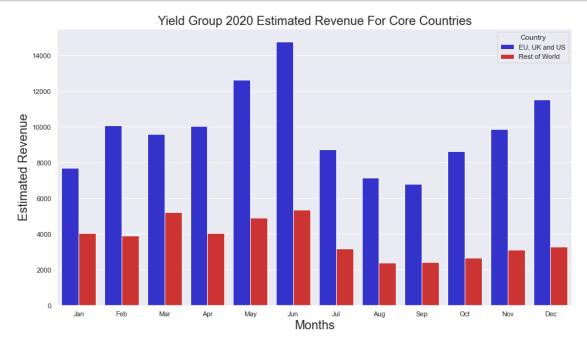
```
[273]:
                   Country Yield group estimated revenue (€)
       0
               Afghanistan
                                                          6.33
       1
                   Albania
                                                         46.33
       2
                   Algeria
                                                        442.73
       3
            American Samoa
                                                          0.05
                                                          5.47
       4
                   Andorra
       . .
                   Vietnam
                                                         44.56
       224
       225
           Western Sahara
                                                          1.14
       226
                     Yemen
                                                          5.69
       227
                    Zambia
                                                         49.90
       228
                  Zimbabwe
                                                         25.39
       [200 rows x 2 columns]
[274]: sumEU = yearly_revenueEU["Yield group estimated revenue (€)"].sum()
       sumROW = yearly_revenueROW["Yield group estimated revenue (€)"].sum()
       labels = ["EU, UK and US", "Rest of World"]
       sizes = [sumEU, sumROW]
       plt.pie(sizes, labels=labels,
               autopct='%1.1f%%', shadow=True, startangle=140)
       plt.show()
```



```
'Spain', 'Sweden']), "Country"] = "EU, UK and US"

df_core_revenue.loc[df_core_revenue["Country"] != "EU, UK and US", "Country"]=

→"Rest of World"
```



3.1 Visualizing eCPM

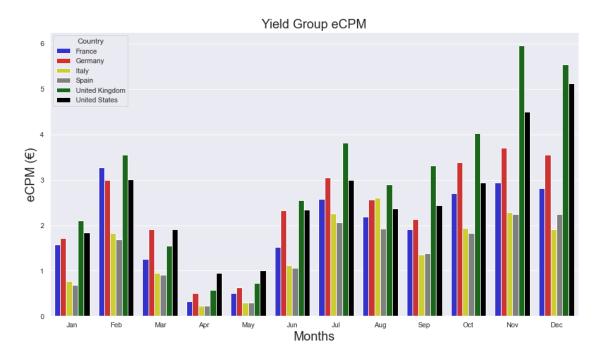
```
[339]: import warnings warnings.filterwarnings('ignore')
```

```
df_ecpm = pd.DataFrame(df.groupby(["Month", "Country"]).agg({"Yield group")
→estimated CPM (€)":['mean']}))
df_ecpm = df_ecpm.reset_index()
df_ecpm.columns = df_ecpm.columns.map(lambda x: x[0])
df ecpm core = df ecpm[(df ecpm["Country"]).isin(["United States", "Spain", "
→"France", "United Kingdom", "Italy", "Germany"])]
df_ecpm_core["Month"] = pd.Categorical(
       df_ecpm_core["Month"], categories = month_order,ordered=True
df ecpm core.sort values("Month", inplace=True)
sns.set(rc={'figure.figsize':(15,8.27)})
plt.figure()
ax = sns.barplot(data=df_ecpm_core, x="Month", y="Yield group estimated CPM_

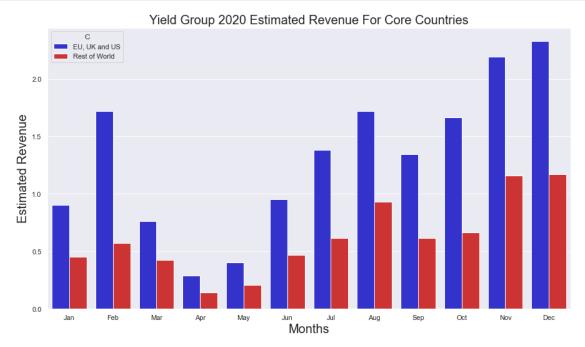
→(€)", hue="Country", palette=['blue', 'red', 'yellow', 

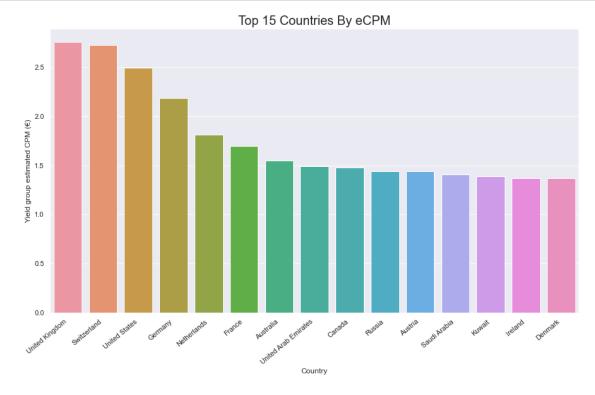
□
ax.set_title("Yield Group eCPM", fontsize=20)
ax.set_ylabel("eCPM (€)", fontsize="20")
ax.set_xlabel("Months", fontsize="20")
```

[339]: Text(0.5, 0, 'Months')



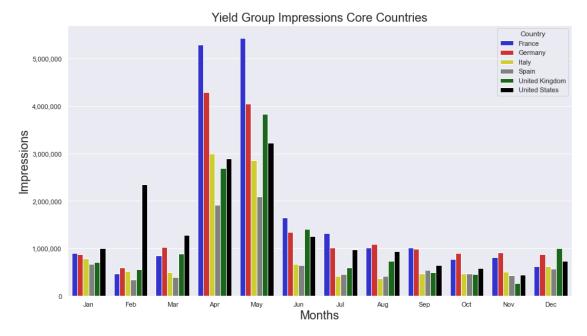
```
[345]: | #df_ecpm.loc[df_ecpm["Country"].isin(['Austria', 'Belgium', 'France', ___
        → 'Germany', 'Hungary', 'Ireland', 'Netherlands',
        #'Portugal', 'United Kingdom', 'United States', 'Bulgaria', 'Croatia',
        → 'Cyprus',
        #'Czechia', 'Denmark', 'Estonia', 'Finland', 'Greece', 'Italy', 'Latvia',
        #'Lithuania', 'Luxembourg', 'Malta', 'Poland', 'Romania', 'Slovakia',
        → 'Slovenia',
        #'Spain', 'Sweden']), "Country"] = "EU, UK and US"
       #df_ecpm.loc[df_ecpm["Country"] != "EU, UK and US", "Country"]= "Rest of World"
       #df_ecpm = pd.DataFrame(df_ecpm.groupby(["Month", "Country"]).mean())
       #df_ecpm = df_ecpm.reset_index()
       \#df_{ecpm.columns} = df_{ecpm.columns.map(lambda x : x[0])}
       sns.set(rc={'figure.figsize':(15,8.27)})
       plt.figure()
       ax = sns.barplot(data=df_ecpm, x="M", y="Y", hue="C",palette=['blue', 'red'],__
       ⇒saturation=0.6)
       ax.set_title("Yield Group 2020 Estimated Revenue For Core Countries", __
       →fontsize=20)
       ax.set_ylabel("Estimated eCPM", fontsize="20")
       ax.set_xlabel("Months", fontsize="20")
       plt.show()
```





We can clearly see that the eCPM has dropped in March to May due to the demand decline.

3.2 Visualizing impressions



```
[389]: import matplotlib.ticker as ticker

df_impressions=pd.DataFrame(df.groupby(["Country"]).agg({"Yield group_

→impressions":['sum']}))

df_impressions=df_impressions.reset_index()

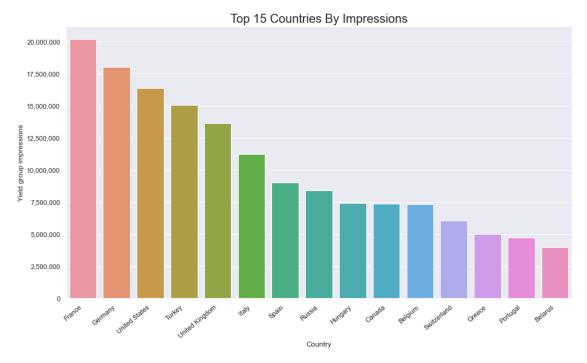
df_impressions.columns = df_impressions.columns.map(lambda x: x[0])

df_impressions = df_impressions.sort_values(by=["Yield group impressions"],

→ascending=False)

df_impressions = df_impressions[:15]
```

```
fig, ax = plt.subplots(figsize=(15, 8.27))
ax = sns.barplot(data=df_impressions, x="Country", y="Yield group impressions")
ax.set_xticklabels(ax.get_xticklabels(), rotation=40, ha="right")
ax.set_title("Top 15 Countries By Impressions", fontsize=20)
ylabels = [f'{int(x):,}' for x in ax.get_yticks()]
ax.set_yticklabels(ylabels)
plt.show()
```



```
[406]: df_impressions=pd.DataFrame(df.groupby(["Month", "Country"]).agg({"Yield group_\textsf{\textsf{o}}} \)
\[
\text{o} \text{impressions} \text{"!sum"]}))
\]
\[
\text{df_impressions.columns} = \text{df_impressions.columns.map(lambda x: x[0])}
\]
\[
\text{df_impressions.loc[df_impressions["Country"].isin(['Austria', 'Belgium',\text{\text{o}}} \)
\[
\text{o} \text{'France', 'Germany', 'Hungary', 'Ireland', 'Netherlands',} \]
\[
\text{'Portugal', 'United Kingdom', 'United States', 'Bulgaria', 'Croatia', 'Cyprus', 'Czechia', 'Denmark', 'Estonia', 'Finland', 'Greece', 'Italy', 'Latvia', 'Lithuania', 'Luxembourg', 'Malta', 'Poland', 'Romania', 'Slovakia',\text{\text{o}} \]
\[
\text{o} \text{'Slovenia',} \]
\[
\text{Spain', 'Sweden']}, "Country"] = "EU, UK and US" \]
\[
\text{df_impressions.loc[df_impressions["Country"] != "EU, UK and US", "Country"]=\text{\text{o}} \]
\[
\text{o} \text{"Rest of World"}
```

