



# Modeling Uplift from Observational Time-Series in Continual Scenarios

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# Introduction

# Modeling Uplift from Observational Time-Series in Continual Scenarios

- Modeling uplift: (simple) causal inference
- Observational time-series: a novel real-world dataset "Backend-TS"
- Continual scenarios: continual learning scenarios



# Challenges in Causality



- Limited to synthetic dataset
- RCTs are expensive and often impossible.

- Unconfoundednesspositivity trade-off
- Causality in highdimensional spaces



- Generalizability to different (unseen) domains
- Train time != test time (temporal difference)



# Uplift Modeling

• Models the uplift (or ITE, Individual Treatment Effect) of each user as follows:

$$u_i = E[Y_i(1) - Y_i(0)]$$

- Due to the fundamental problem of causal inference, we instead model CATE (Conditional Average Treatment Effect) as follows: u(X) = E[Y(1) - Y(0)|X]
- Ultimately targets a subgroup of users with high uplifts from the treatment (e.g., push message, advertisement, drug)



# A Naïve Implementation







# Dataset Construction

- CRUD log
  - CRUD: Create, Read, Update, and Delete
  - Transaction logs are stored in data warehouses.
  - The company provides common APIs but does not have access to internal data.
- Pseudo-control group
  - The control group does not exist in the raw data.
  - Sample a pseudo-control group when no push exists a week (168 hrs) before the push message for the treatment group.
- No push area
  - An -12~+6 hour window around which no other pushes must exist.
  - To prevent interference from other push messages.



# Dataset Illustration





# Dataset Overview

- 16.7 million lines from 5,360 users of three mobile games (A, B and C) currently in service
- A triple (X, t, y), where
  - X: datetime information (millisecond)
  - t: treatment/control group (push message)
  - y: user login within 3/6/12 hours from the push message
- URL: <a href="https://github.com/nannullna/ts4uplift">https://github.com/nannullna/ts4uplift</a>



# Proposed Tasks

	Different Time	Different Game	Fine- tuning
ID (in-domain)	×	×	×
<b>TS</b> (temporal shift)	$\checkmark$	×	×
OOD (out-of-domain) w/	$\checkmark$	$\checkmark$	$\checkmark$
OOD (out-of-domain) w/o	$\checkmark$	$\checkmark$	×

Task	Train set	Valid set	Test set
ID	Game A APR + MAY	Game A APR + MAY (20% split)	-
TS	Game A APR + MAY	Game A APR + MAY (20% split)	Game A JUN
OOD w/	Game A APR + MAY & Game B JUN	Game B JUN (20% split)	Game B JUL
OOD w/o	Game A APR + MAY	Game A APR + MAY (20% split)	Game C JUL



# Baseline

#### • TCN

- 11 dilated 1D convolution blocks
- Receptive field (max length of inputs) of 2,048
- Additional embedding layer & sinusoidal functions to embed categoricals
- Dragonnet (Shi et al., 2019)
  - Regularization on the propensity score
- Siameses Network (SMITE) (Mouloud et al., 2020)
  - Z variable transformation (Athey, 2015)



10

### **Baseline Illustration**



Embedding Layer

**TCN Backbone** 

Dragonnet/Siamese Network



11

# Evaluation

- Qini coefficient
  - : a normalized area (shaded) between the qini curve and the random targeting line (ATE).
- Alternatively, AUUC (area under uplift curve)
- The Qini Curve

$$Qini \ curve(\phi) = \frac{n_{t,y=1}(\phi)}{N_t} - \frac{n_{c,y=1}(\phi)}{N_c}$$

• In the right figure, Model 2 performs better than Model 1.



#### Proportion of customers targeted ( $\phi$ )



# Results

Model	Ckpt	ID	TS	ood w/	00D w/o
Dragon	VAL MAX	.091/.056	.006/.003 .112/.074	.118/.038 .372/.082	.037/.023 .123/.081
Siamese	VAL MAX	.145/.062	036/011 .249/.067	.154/.057 .207/.075	057/030 .036/.022
P (Y = 1)		11.9%	12.2%	5.9%	22.4%

#### • TS

- The performance gap between VAL and MAX was significant, and VAL actually performed worse than random targeting.
- This empirically shows the existence of the temporal distribution changes.





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• 00D w/

- Fine-tuning with the additional data using the CL algorithm has somewhat reduced the performance gap.
- We conjecture that the model became more robust since it further learns common mechanisms.





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#### • 00D w/o

- The performance dropped sharply without fine-tuning.
- We emphasize that the true causal model should perform equally well and generalize to different games even without training, although they may potentially have a very different user base.





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16