

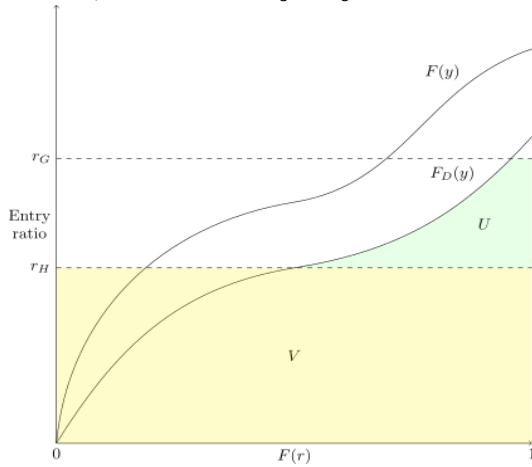
A retrospective rating plan has a basic premium, B, that is fixed (doesn't vary with loss). Assume the plan only has a per-occurrence limit/deductible.

We'll also assume our retrospective rating plan also has a minimum premium H and a maximum premium G. These correspond to a minimum ratable loss  $L_H$  and a maximum ratable loss  $L_G$  respectively.

Using the retrospective rating formula,  $R = (B + c \cdot L) \cdot T$  [1]  
 we get  $H = (B + c \cdot L_H) \cdot T$  and  $G = (B + c \cdot L_G) \cdot T$

Letting  $E[A_0]$  be the expected limited loss gives the following entry ratios:  $r_H = \frac{L_H}{E[A_D]}$  and  $r_G = \frac{L_G}{E[A_D]}$

From this, we can draw the following Lee diagram



The green and yellow area is the **average ratable loss**, so  $\frac{E[L]}{E[A_D]} = U + V$  [2]

Since the plan pays out on all losses,  $E[A]$ , and we need to cover expenses and taxes we have  $R = (e + E[A]) \cdot T$

Taking the expectation of the retrospective rating formula, [1], and equating gives  $(e + E[A]) \cdot T = (B + c \cdot (U + V) \cdot E[A_D]) \cdot T$  [3]

where we used [2] to replace  $E[L]$

At the minimum premium, H, the area of U is zero so we get

$$H = (B + cL_H) \cdot T = (B + cVE[A_D]) \cdot T$$

which rearranges to  $\frac{H}{T} - B = cVE[A_D]$  [4]

Substituting [4] into [3] yields  $(e + E[A]) \cdot T = cUE[A_D] \cdot T + H$  [5]

However, from the Lee diagram we know  $U = \phi_D(r_H) - \phi_D(r_G)$  [6]

Substituting [6] into [5] yields

$$(e + E[A]) \cdot T = c \cdot (\phi_D(r_H) - \phi_D(r_G)) \cdot E[A_D] \cdot T + H$$

which gives the first balance equation:  $\phi_D(r_H) - \phi_D(r_G) = \frac{(e + E[A]) \cdot T - H}{c \cdot E[A_D] \cdot T}$

Next, ratable losses associated with the minimum premium may be expressed as  $L_H = r_H \cdot E[A_D]$

Applying the retrospective rating formula yields  $H = (B + c \cdot r_H \cdot E[A_D]) \cdot T$

Similarly we have  $G = (B + c \cdot r_G \cdot E[A_D]) \cdot T$

Taking the difference of these two equations gives  $G - H = c \cdot (r_G - r_H) \cdot E[A_D] \cdot T$

which rearranges to the second balance equation:  $r_G - r_H = \frac{G - H}{c \cdot E[A_D] \cdot T}$

#### Note:

The first balance equation tells us  $\phi_D(r_H) - \phi_D(r_G)$

(the green shaded area labelled by U) is the difference between the expected retrospective premium at the minimum ratable loss and the minimum premium as  $R = (e + E[A])T$ , scaled by the factor  $cE[A_D]T$ .