

Massachusetts Division of Insurance Annual Report
 Membership in Dental Insured Preferred Provider Plans by County
 as of December 31, 2007

	DENTAL Insured Preferred Provider Plan Members ¹ By County	Barnstable	Berkshire	Bristol	Dukes	Essex	Franklin	Hampden	Hampshire	Middlesex	Nantucket	Norfolk	Plymouth	Suffolk	Worcester	MA
		Members at End of 2007														
1	Aetna Life Insurance Company	750	246	4,295	23	7,537	178	4,909	758	16,985	20	7,696	4,521	7,780	6,656	62,354
2	AIG Life Insurance Company	0	6	0	0	72	0	18	0	19	0	3	11	0	5	134
3	Altus Dental Insurance Company, Inc.	900	366	10,868	38	3,782	157	632	832	5,587	15	3,820	4,169	1,521	5,361	38,048
4	Ameritas Life Insurance Corp. ²	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
5	Blue Cross and Blue Shield of Massachusetts, Inc.	312	759	2,315	5	2,309	894	819	339	6,696	28	2,168	1,731	1,498	3,855	23,728
6	Connecticut General Life Insurance Company	11	3	101	0	213	13	323	52	815	0	322	88	88	151	2,180
7	Dental Service of Massachusetts, Inc. ³	4,438	586	15,059	67	23,921	620	6,233	1,728	86,898	43	34,232	20,010	36,811	49,081	279,727
8	Dentegra Insurance Company of NE	66	6	40	3	79	10	30	9	230	1	115	50	62	59	760
9	Fort Dearborn Life Insurance Company ²	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
10	(The) Guardian Life Insurance Company of America	2,180	7,048	5,608	110	12,480	1,046	7,880	2,972	35,496	0	14,860	4,270	17,524	13,202	124,676
11	Metropolitan Life Insurance Company	2,681	1,760	7,958	114	15,122	3,035	10,467	8,056	27,367	21	12,173	8,192	8,889	14,201	120,036
12	Principal Life Insurance Company	1,163	369	426	0	3,794	100	1,911	89	5,636	12	2,703	913	3,671	3,204	23,991
13	Reliance Standard Life Insurance Company ²	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
14	ReliaStar Life Insurance Company ^{2,4}	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
15	Standard Insurance Company ²	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
16	Sun Life and Health Insurance Company ⁵	34	0	0	0	90	0	382	0	423	0	82	217	74	79	1,381
17	UniCARE Life and Health Insurance Company	0	0	2	0	67	0	1	0	70	0	17	2	13	15	187
18	Union Security Insurance Company ⁶	127	7	313	61	756	0	171	48	2,676	0	3,592	334	329	683	9,097
19	United Concordia Insurance Company ²	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
20	United HealthCare Insurance Company	4	1	14	0	13	1	4	3	12	0	11	9	6	9	87
	Total Members	12,666	11,157	46,999	421	70,235	6,054	33,780	14,886	188,910	140	81,794	44,517	78,266	96,561	686,386
	2007 Massachusetts Population ⁷	222,175	129,798	543,024	15,485	733,101	71,602	457,908	153,147	1,473,416	10,531	654,909	490,258	713,049	781,352	6,449,755
	2007 Market Penetration Rate ⁸	5.70%	8.60%	8.66%	2.72%	9.58%	8.46%	7.38%	9.72%	12.82%	1.33%	12.49%	9.08%	10.98%	12.36%	10.64%

¹ Information reported by carriers offering a DENTAL insured preferred provider plan, based upon the Massachusetts Division of Insurance's "Guidelines for Reporting Membership & Utilization Statistics - Version 2.1," which instructs carriers to exclude members for whom the carrier did not bear any financial risk.

² Carrier reported zero insured members as of December 31, 2007.

³ Doing business as Delta Dental Plan of Massachusetts.

⁴ Reliastar Life Insurance company notified the Division in August 2006 that it discontinued the marketing of its product in Massachusetts and requested the product be withdrawn from its book of Massachusetts business.

⁵ Effective December 1, 2007, Genworth Life and Health Insurance Company changed its name to Sun Life and Health Insurance Company.

⁶ Effective September 6, 2005, Fortis Benefits Insurance Company changed its name to Union Security Insurance Company.

⁷ 2007 Table 1: Annual Estimates of the Population for Counties of Massachusetts: April 1, 2000 to July 1, 2007 (CO-EST2007-01-25). Source: Population Division, U.S. Census Bureau. Release Date: March 20, 2008.

⁸ Total DENTAL insured preferred provider plan members in each county divided by the 2007 population in each county.