

Massachusetts Division of Insurance Annual Report  
 Membership in Dental Insured Preferred Provider Plans by County  
 as of December 31, 2008

	DENTAL Insured Preferred Provider Plan Members <sup>1</sup> By County	Barnstable	Berkshire	Bristol	Dukes	Essex	Franklin	Hampden	Hampshire	Middlesex	Nantucket	Norfolk	Plymouth	Suffolk	Worcester	MA
		Members at End of 2008														
1	Aetna Life Insurance Company	558	251	2,915	17	6,638	129	3,211	587	14,055	21	5,826	3,627	6,431	5,172	49,438
2	AIG Life Insurance Company	4	8	18	4	126	0	12	4	55	0	11	9	2	69	322
3	Altus Dental Insurance Company, Inc.	1,104	302	10,795	44	6,835	307	2,523	1,567	6,627	13	4,944	4,341	1,752	15,797	56,951
4	Blue Cross and Blue Shield of Massachusetts, Inc.	641	206	2,473	15	2,752	956	849	352	6,238	37	2,353	1,897	1,647	4,150	24,566
5	Connecticut General Life Insurance Company	14	7	13	0	118	17	459	63	261	0	175	153	57	112	1,449
6	Delta Dental Plan of Michigan, Inc.	6	2	4	0	2	0	1	1	3	0	5	7	2	3	36
7	Dental Service of Massachusetts, Inc. <sup>2</sup>	5,533	1,581	18,922	68	26,376	1,150	7,468	3,764	75,302	50	32,924	22,027	25,090	46,982	267,237
8	Dentegra Insurance Company of NE	116	32	76	16	154	12	49	33	458	2	192	112	128	110	1,490
9	Fort Dearborn Life Insurance Company	0	0	0	0	0	0	0	80	0	0	0	0	0	0	80
10	(The) Guardian Life Insurance Company of America	2,720	7,966	6,236	120	11,168	898	7,568	2,982	40,374	0	17,302	5,082	24,682	11,318	138,416
11	The Lincoln National Life Insurance Company	102	25	155	4	397	34	162	30	357	0	146	133	110	224	1,879
12	Metropolitan Life Insurance Company	2,280	2,241	8,179	251	12,436	2,868	9,712	7,574	28,824	13	11,528	7,082	8,935	15,511	117,434
13	Principal Life Insurance Company	583	317	655	0	3,706	125	2,021	38	5,970	16	1,655	935	3,522	2,982	22,525
14	Renaissance Life and Health Ins. Co. of America	0	0	0	0	0	0	0	0	1	0	0	0	1	0	2
15	Sun Life and Health Insurance Company <sup>3</sup>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
16	UniCare Life and Health Insurance Company	0	0	2	0	81	0	0	0	68	0	14	5	10	18	198
17	Union Security Insurance Company <sup>4</sup>	110	5	411	48	788	0	342	67	3,374	0	3,158	232	574	493	9,602
18	United Concordia Insurance Company	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
19	United HealthCare Insurance Company	34	10	289	4	170	4	62	16	478	0	200	118	121	186	1,692
	<b>Total Members</b>	<b>13,805</b>	<b>12,953</b>	<b>51,143</b>	<b>591</b>	<b>71,747</b>	<b>6,500</b>	<b>34,439</b>	<b>17,158</b>	<b>182,445</b>	<b>152</b>	<b>80,433</b>	<b>45,760</b>	<b>73,064</b>	<b>103,127</b>	<b>693,317</b>
	<b>2008 Massachusetts Population <sup>5</sup></b>	<b>221,049</b>	<b>129,395</b>	<b>545,823</b>	<b>15,527</b>	<b>736,457</b>	<b>71,735</b>	<b>460,840</b>	<b>154,983</b>	<b>1,482,478</b>	<b>11,215</b>	<b>659,909</b>	<b>492,066</b>	<b>732,684</b>	<b>783,806</b>	<b>6,497,967</b>
	<b>2008 Market Penetration Rate <sup>6</sup></b>	<b>6.25%</b>	<b>10.01%</b>	<b>9.37%</b>	<b>3.81%</b>	<b>9.74%</b>	<b>9.06%</b>	<b>7.47%</b>	<b>11.07%</b>	<b>12.31%</b>	<b>1.36%</b>	<b>12.19%</b>	<b>9.30%</b>	<b>9.97%</b>	<b>13.16%</b>	<b>10.67%</b>

<sup>1</sup> 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 2.2," which instructs carriers to exclude members for whom the carrier did not bear any financial risk.

<sup>2</sup> Doing business as Delta Dental Plan of Massachusetts.

<sup>3</sup> Effective December 1, 2007, Genworth Life and Health Insurance Company changed its name to Sun Life and Health Insurance Company.

<sup>4</sup> Effective September 6, 2005, Fortis Benefits Insurance Company changed its name to Union Security Insurance Company.

<sup>5</sup> 2008 Population Source: Table 1: Annual Estimates of Population Change for Counties of Massachusetts and County Rankings: April 1, 2000 to July 1, 2008 (CO-EST2008-01-25). Source: Population Division, U.S. Census Bureau.

<sup>6</sup> Total DENTAL insured preferred provider plan members in each county divided by the 2008 population in each county.