



FOR IMMEDIATE RELEASE

**UNITED CONCORDIA PARTNERS WITH HEALTHPARTNERS TO
OFFER DENTAL INSURANCE TO MINNESOTA-BASED COMPANIES**

PHOENIX, Ariz. (February 16, 2004) – United Concordia Companies Inc. is pleased to announce our partnership with Health Partners Inc. In August of 2003, United Concordia and HealthPartners formed an exclusive relationship to offer quality dental health benefits to national groups headquartered in Minnesota with employees working in other states.

“This partnership gives Minnesota-based businesses a new choice with competitive pricing and service,” said Craig Amundson, HealthPartners senior vice president. “Up until now, United Concordia products have not been sold in Minnesota and we are pleased to offer this new option.”

Dedicated to offering a dental insurance product that will meet the needs of a diverse population, HealthPartners and United Concordia created NationalONE Dental. NationalONE Dental consists of passive, active and voluntary PPO plans that can be offered on a fully insured or an administrative services only basis. NationalONE Dental also features some of the largest provider networks, with nearly 62,000 participating dentists nationwide.

Together, United Concordia and HealthPartners are committed to providing outstanding service and comprehensive dental benefits. “I am confident that our commitment to quality customer service, state-of-the-art claims operations and large national provider network set us apart from other insurance carriers,” remarked Tom Dzuryachko, United Concordia CEO.

“HealthPartners and United Concordia are a good fit because we share a commitment to innovation, quality care and service. The combination of HealthPartners’ outstanding local

reputation and our national reach gives Minnesota businesses a great new national option to consider,” added Dzuryachko.

NationalONE Dental is currently available through HealthPartners for groups of 50 or more employees with offices outside of Minnesota.

About United Concordia

United Concordia Companies, Inc., headquartered in Harrisburg, Pa., is the fifth largest dental insurer in the country with more than six million members worldwide and nearly 62,000 network dentists nationwide. United Concordia also covers 1.6 million military dependents and reservists as the selected dental carrier for TRICARE. With more than 30 years of experience as a dental carrier, United Concordia’s products include employer-paid and voluntary dental plans. The company manages nearly \$1 billion in dental premiums and processes more than 10 million claims each year. To find out more about United Concordia, visit www.ucci.com.

About HealthPartners

HealthPartners is a family of nonprofit Minnesota health care organizations focused on improving the health of its members, its patients and the community. HealthPartners is consumer-governed. HealthPartners and its related organizations provide health care services, insurance and HMO coverage to more than 670,000 members. More than 9,800 employees staff the various HealthPartners organizations. The HealthPartners (www.healthpartners.com) family includes the HealthPartners Medical Group and Clinics, RiverWay Clinics and North Suburban clinics, HealthPartners Central Minnesota Clinics, HealthPartners Dental Group and Clinics, Regions Hospital, Regions Hospital Foundation, HealthPartners Research Foundation, HealthPartners Institute for Medical Education, and Group Health, Inc. For more information, go to www.healthpartners.com.