

## FOR IMMEDIATE RELEASE

### **United Concordia New Business Relationship with Mutual of Omaha**

Harrisburg, Pa. (May 21, 2004) Harrisburg, Pa.-based United Concordia Companies Inc. and Mutual of Omaha, Omaha, Nebraska, have signed a letter of intent to establish a new business relationship which will allow Mutual of Omaha to market nationally a new line of dental insurance plans underwritten by United Concordia.

DentaBenefits will allow Mutual of Omaha to offer employers throughout the country access to one of the nation's largest dental networks, coupled with efficient claims processing services. Mutual of Omaha intends to package DentaBenefits with other Mutual of Omaha employee benefit products.

"United Concordia's new relationship with Mutual of Omaha will create one of the premier dental insurance plans available anywhere in the country," said Tom Dzuryachko, United Concordia president and chief executive officer. "Our experience in the dental insurance market, combined with Mutual of Omaha's commitment to outstanding service, will provide employers and individuals who use DentaBenefits unparalleled quality, support and satisfaction."

United Concordia will underwrite DentaBenefits plans and will be responsible for underwriting and rating, maintaining provider networks, claims processing and customer service. Utilizing its nationwide sales and service team, Mutual of Omaha will be the exclusive distributor of the DentaBenefits line and will provide client service. DentaBenefits will offer both employer-based and voluntary plan options.

Subject to completion of definitive agreements, Mutual of Omaha intends to begin marketing the DentaBenefits plans July 1, with effective dates for new sales beginning September 1, 2004. Clients of Mutual of Omaha's existing dental plans will be given the opportunity to transition to the DentaBenefits plan at their renewal date beginning Nov. 1.

#### **About United Concordia**

United Concordia Companies, Inc., headquartered in Harrisburg, Pa., is the fifth largest dental insurer in the country with more than 62,000 participating network dentists nationwide. United Concordia processed more than 11 million claims and had revenue approaching \$1 billion in 2003. For more information about United Concordia, visit [www.ucci.com](http://www.ucci.com).

**About Mutual of Omaha**

Founded in 1909, Mutual of Omaha is a full-service, multi-line organization providing insurance and financial products for individuals, businesses and groups throughout the United States. To find out more about Mutual of Omaha, visit [www.mutualofomaha.com](http://www.mutualofomaha.com).

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