

For Release at 8:00 am

Contact: Investor Relations
David Finkelstein (212) 303-4349
Jennifer Flaiano-Jones (215) 787-3943

DELPHI IN INTERNET PACT WITH BENEFITPOINT, INC.

Wilmington, Delaware – March 28, 2000—Delphi Financial Group, Inc. (NYSE: DFG) announced today that its Reliance Standard Life subsidiary has teamed up with BenefitPoint, Inc. to provide quoting, communications, data transfer and access over the Internet. BenefitPoint is the first Internet-based employee benefits infrastructure company for the distribution and management of group insurance and financial products. BenefitPoint provides a complete set of business-to-business services enabling brokers and consultants to manage the entire group health and benefits lifecycle. The BenefitPoint system has been adopted by more than 60 major insurance brokerages and consulting firms. Its investors include some of the largest insurance brokerage firms in the United States.

Robert Rosenkranz, Chairman and Chief Executive Officer, said, “We are very pleased to be able to join the BenefitPoint system as a provider of group employee benefit products. The B2B capabilities of BenefitPoint provide us with an exciting new avenue for growth of our group products.”

Christopher Fazzini, Vice President, Sales and Marketing of Reliance Standard Life, added, “BenefitPoint has on board many of the brokers we work with now, as well as some of the quality brokerage firms we look forward to working with in the future. By teaming up with BenefitPoint, we immediately enhance access to our current brokers on a more efficient basis, add new distribution channels, and increase our visibility and responsiveness.”

Brian Bair, co-founder of BenefitPoint, said, “We’re delighted that Reliance Standard Life has selected BenefitPoint as its eCommerce choice. RSL understands the power of leveraging technology in the insurance distribution channel. Brokers, carriers, employers, and employees will benefit significantly from the BenefitPoint solution.”

Delphi Financial Group, Inc. is an integrated employee benefit services company. Delphi is a leader in managing all aspects of employee absence to enhance the productivity of its clients and provide the related insurance coverages: long-term and short-term disability, excess and primary workers’ compensation, group life, and travel accident. Delphi’s asset accumulation business emphasizes individual annuity products. Delphi’s common stock is listed on the New York Stock Exchange under the symbol DFG and our corporate website address is www.delphifin.com.

In connection with, and because it desires to take advantage of, the “safe harbor” provisions of the Private Securities Litigation Reform Act of 1995, Delphi cautions readers regarding certain forward-looking statements in the foregoing discussion and in any other statement made by, or on behalf of, Delphi, whether in future filings with the Securities and Exchange Commission or otherwise. Forward-looking statements are statements not based on historical information and which relate to future operations, strategies, financial results or other developments. Some forward-looking statements may be identified by the use of terms such as “expects,” “believes,” “anticipates,” “intends” or “judgment”. Forward-looking statements are necessarily based upon estimates and assumptions that are inherently subject to significant business, economic and competitive uncertainties and contingencies, many of which are beyond Delphi’s control and many of which, with respect to future business decisions, are subject to change. Examples of such uncertainties and contingencies include, among other important factors, those affecting the insurance industry generally, such as the economic and interest rate environment, legislative and regulatory developments and market pricing and competitive trends relating to insurance products and services, and those relating specifically to Delphi’s business, such as the level of its insurance premiums and fee income, the claims experience and other factors affecting the profitability of its insurance products, the performance of its investment portfolio, the successful completion of its Year 2000 compliance program, acquisitions of companies or blocks of business, and ratings by major rating organizations of its insurance subsidiaries. These uncertainties and contingencies can affect actual results and could cause actual results to differ materially from those expressed in any forward-looking statements made by, or on behalf of, Delphi. Delphi disclaims any obligation to update forward-looking information.