

## Glossary

<b>ADR</b>	Accord Dangereux Routier, European regulations concerning the international transport of dangerous goods by road. These regulations apply to the carriage of <b>chlorine</b> .
<b>Air Products</b>	Air Products PLC, a large UK manufacturer of industrial and specialty gases. It is owned by Air Products and Chemicals, Inc. of Allentown, Pennsylvania, USA. Its Spanish affiliate, Carburos Metálicos, packages <b>chlorine</b> at its site near Barcelona.
<b>Albion</b>	Albion Chemicals Ltd. It packages <b>chlorine</b> at Sandbach, Cheshire. Until November 2005 it was a <b>chlorine</b> manufacturer. Its ultimate holding company is <b>Brenntag</b> .
<b>BOC</b>	BOC Ltd, a UK-based industrial gases provider. Its immediate parent company is The BOC Group Ltd, which was acquired by <b>Linde</b> in 2006.
<b>BPA</b>	Business Purchase Agreement. The principal agreement between the main parties for the sale of the <b>Target Business</b> .
<b>Brenntag</b>	Brenntag Holding GmbH, a large chemical distribution company based in Mülheim/Ruhr, Germany, which acquired <b>Albion</b> in 2006. It is owned by funds controlled by BC Partners.
<b>Buyer power</b>	Buyer power refers to the ability of a purchaser to negotiate lower prices from a supplier. Where this involves offsetting the market power of large suppliers, it is often referred to as 'countervailing' buyer power.
<b>C&amp;S Chlorgas</b>	C&S Chlorgas GmbH of Gersthofen, Bavaria, a German packager of <b>chlorine</b> .
<b>CC</b>	Competition Commission.
<b>Chlor-alkali</b>	The term chlor-alkali refers to the two chemicals ( <b>chlorine</b> and an alkali, sodium hydroxide, also known as caustic soda) which are produced simultaneously as a result of the electrolysis of a solution of common salt. There are three types of electrolytic process used in the production of <b>chlorine</b> and caustic soda: the diaphragm cell process, the mercury cell process, and the membrane cell process.
<b>Chlor-alkali Supply Agreement</b>	An agreement between <b>Ineos Chlor</b> and <b>Albion</b> for the supply of <b>chlor-alkali</b> chemicals, including <b>chlorine</b> , to <b>Albion</b> .
<b>Chlorine</b>	Chlorine is the chemical element with atomic number 17 and symbol Cl. It is a halogen, found in the periodic table in group 17. In its common elemental form (Cl <sub>2</sub> or 'dichlorine') at room temperature and pressure, it is a greenish yellow gas about 2.5 times as dense as air. Chlorine is a key building block of modern chemistry and is used in three principal ways: direct use (eg to disinfect water); as a raw material for chlorine-containing products (eg plastics, pharmaceuticals, pesticides) and as an intermediate

to manufacture non-chlorinated products (eg polycarbonates and polyurethanes).

<b>COMAH</b>	Control of Major Accident Hazards Regulations 1999. These regulations implement Council Directives of the EC and are administered by the <b>HSE</b> . The regulations apply mainly to the chemical industry.
<b>Cylinder</b>	A metal cylindrical container used for packaging <b>chlorine</b> (and other gases).
<b>Defra</b>	Department for Environment, Food and Rural Affairs.
<b>Drum</b>	A metal cylindrical container used for packaging <b>chlorine</b> (and other gases).
<b>DWI</b>	The Drinking Water Inspectorate, which regulates drinking water quality in England and Wales.
<b>EBITDA</b>	Earnings before Interest Tax, Depreciation and Amortization.
<b>ECU</b>	Electro-chemical Unit. One unit of output from a <b>chlor-alkali</b> process, consisting of 1 tonne <b>chlorine</b> , 2.2 tonnes caustic soda 47 per cent and hydrogen (H <sub>2</sub> ).
<b>Eurochlor</b>	A European chlor-alkali industry association with its website at <a href="http://www.eurochlor.org">www.eurochlor.org</a> .
<b>Exel</b>	Exel Europe Ltd, a haulage company that is a subsidiary of DHL.
<b>Ferric chloride</b>	A chemical compound with the formula FeCl <sub>3</sub> . When dissolved in water, the resulting brown, acidic and corrosive solution can be used as a coagulant in sewage treatment and drinking water production.
<b>Gerling Holz</b>	GHC Gerling, Holz + Co. Handels GmbH of Hamburg, Germany, a packager of <b>chlorine</b> .
<b>Guidelines, the</b>	<a href="#">CC2—Merger References: Competition Commission Guidelines</a> .
<b>HHI</b>	Herfindahl-Hirschman Index, a measure of market concentration.
<b>HSE</b>	The Health and Safety Executive, a statutory non-departmental public body responsible for protecting people against risks to health or safety arising out of work activities.
<b>Independent Target Business</b>	The <b>Target Business</b> in the absence of the merger, either under the continued ownership of <b>Ineos Chlor</b> or under the ownership of another company not already active in the relevant markets.
<b>Ineos Chlor</b>	Ineos Chlor Ltd, one of the main parties and the vendor of the <b>Target Business</b> . It is a subsidiary of <b>Ineos Group</b> , and operates from a site in Runcorn, Cheshire.
<b>Ineos Group</b>	Ineos Group Ltd, the ultimate holding company of the Ineos group.

<b>Linde</b>	Linde AG of Munich, Germany. Linde is a multinational industrial gases and engineering company. It is the ultimate holding company of <b>BOC</b> .
<b>Lower tier site</b>	Under <b>COMAH</b> any site where more than five tonnes of <b>chlorine</b> are stored must meet designated safety requirements.
<b>Main parties</b>	<b>Ineos Chlor</b> (as vendor) and <b>BOC</b> (as purchaser) of the <b>Target Business</b> .
<b>MSSA</b>	Formerly Métaux Spéciaux SA, a French <b>chlorine</b> manufacturer and packager, operating from Pomblière, Savoie, France.
<b>OFT</b>	Office of Fair Trading.
<b>OSEC</b>	On-site Electrolytic Chlorination, a process for the production of <b>sodium hypochlorite</b> on site.
<b>Rhodia</b>	Rhodia UK Ltd. Until 2005 Rhodia manufactured <b>chlorine</b> and sulphuric acid at its site in Staveley, Derbyshire before selling these businesses (excluding production assets) to Ineos Chlor. Rhodia was formerly the chemicals division of Rhône-Poulenc until it was spun off into a separate company in 1998.
<b>SLC</b>	Substantial lessening of competition.
<b>SSNIP</b>	Small but significant non-transitory increase in price.
<b>SSNIP test</b>	A test (also known as the hypothetical monopolist test) which is the generally accepted conceptual approach to market definition. It involves considering whether a hypothetical monopolist of a certain product or set of products, which might constitute a market, could profitably impose a <b>SSNIP</b> (see Part 2 of the <b>Guidelines</b> ).
<b>Sodium hydroxide</b>	A chemical compound with the formula NaOH. It is also known as caustic soda, and is an output of a <b>chlor-alkali</b> process, co-produced with <b>chlorine</b> .
<b>Sodium hypochlorite</b>	A chemical compound with the formula NaClO, which can be used as a bleaching agent or disinfectant. It is prepared by absorbing <b>chlorine</b> gas in cold sodium hydroxide solution:  $2\text{NaOH} + \text{Cl}_2 \rightarrow \text{NaCl} + \text{NaClO} + \text{H}_2\text{O}$
<b>Target Business</b>	The Business and Assets that are to be acquired by <b>BOC</b> from <b>Ineos Chlor</b> . The Business is the packaging, distribution and sale of packaged <b>chlorine</b> carried on by <b>Ineos Chlor</b> at its Runcorn site.
<b>Top tier site</b>	Under <b>COMAH</b> , any site where more than 25 tonnes of <b>chlorine</b> are stored must meet additional safety requirements.
<b>WTS</b>	Water Treatment Solutions Ltd, a subsidiary of <b>Albion</b> .