

Glossary

ADR	Accord Dangereux Routier, European regulations concerning the international transport of dangerous goods by road. These regulations apply to the carriage of chlorine .
Air Products	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, Carbueros Metálicos, packages chlorine at its site near Barcelona.
Albion	Albion Chemicals Ltd. It packages chlorine at Sandbach, Cheshire. Until November 2005 it was a chlorine manufacturer. Its ultimate holding company is Brenntag .
BOC	BOC Ltd, a UK-based industrial gases provider. Its immediate parent company is The BOC Group Ltd, which was acquired by Linde in 2006.
BPA	Business Purchase Agreement. The principal agreement between the main parties for the sale of the Target Business .
Brenntag	Brenntag Holding GmbH, a large chemical distribution company based in Mülheim/Ruhr, Germany, which acquired Albion in 2006. It is owned by funds controlled by BC Partners.
Buyer power	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.
C&S Chlorgas	C&S Chlorgas GmbH of Gersthofen, Bavaria, a German packager of chlorine .
CC	Competition Commission.
Chlor-alkali	The term chlor-alkali refers to the two chemicals (chlorine 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 chlorine and caustic soda: the diaphragm cell process, the mercury cell process, and the membrane cell process.
Chlor-alkali Supply Agreement	An agreement between Ineos Chlor and Albion for the supply of chlor-alkali chemicals, including chlorine , to Albion .
Chlorine	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 ₂ 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).

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

Linde	Linde AG of Munich, Germany. Linde is a multinational industrial gases and engineering company. It is the ultimate holding company of BOC .
Lower tier site	Under COMAH any site where more than five tonnes of chlorine are stored must meet designated safety requirements.
Main parties	Ineos Chlor (as vendor) and BOC (as purchaser) of the Target Business .
MSSA	Formerly Métaux Spéciaux SA, a French chlorine manufacturer and packager, operating from Pomblière, Savoie, France.
OFT	Office of Fair Trading.
OSEC	On-site Electrolytic Chlorination, a process for the production of sodium hypochlorite on site.
Rhodia	Rhodia UK Ltd. Until 2005 Rhodia manufactured chlorine 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.
SLC	Substantial lessening of competition.
SSNIP	Small but significant non-transitory increase in price.
SSNIP test	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 SSNIP (see Part 2 of the Guidelines).
Sodium hydroxide	A chemical compound with the formula NaOH. It is also known as caustic soda, and is an output of a chlor-alkali process, co-produced with chlorine .
Sodium hypochlorite	A chemical compound with the formula NaClO, which can be used as a bleaching agent or disinfectant. It is prepared by absorbing chlorine gas in cold sodium hydroxide solution: $2\text{NaOH} + \text{Cl}_2 \rightarrow \text{NaCl} + \text{NaClO} + \text{H}_2\text{O}$
Target Business	The Business and Assets that are to be acquired by BOC from Ineos Chlor . The Business is the packaging, distribution and sale of packaged chlorine carried on by Ineos Chlor at its Runcorn site.
Top tier site	Under COMAH , any site where more than 25 tonnes of chlorine are stored must meet additional safety requirements.
WTS	Water Treatment Solutions Ltd, a subsidiary of Albion .