

EXHIBIT A

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to plan and build an area ○ *to develop an industrial estate*

developing country /dɪˌveləpɪŋ 'kʌntri/, **developing nation** /dɪˌveləpɪŋ 'neɪʃ(ə)n/ *noun* a country which is not fully industrialised

development /dɪˌveləpmənt/ *noun* the work of planning the production of a new product and constructing the first prototypes ○ *We spend a great deal on research and development.*

development area /dɪˌveləpmənt ˌeəriə/, **development zone** /dɪˌveləpmənt zəʊn/ *noun* an area which has been given special help from a government to encourage businesses and factories to be set up there

deviate /ˈdiːviət/ *verb* to turn away from what is normal or usual

deviation /ˌdiːviˈeɪʃ(ə)n/ *noun* a change of route or strategy ○ *Advertising in the tabloids will mean a deviation from our normal marketing strategy.*

devise /dɪˈvaɪz/ *noun* the act of giving freehold land to someone in a will (NOTE: Giving of other types of property is a **bequest**).

dial /ˈdaɪəl/ *verb* to call a telephone number on a telephone ○ *to dial a number* ○ *to dial the operator* □ **to dial direct** to contact a phone number without asking the operator to do it for you ○ *You can dial New York direct from London.*

differential /ˌdɪfəˈrenʃəl/ *adjective* which shows a difference ■ *noun* □ **to erode wage differentials** to reduce differences in salary gradually

differential tariffs /ˌdɪfərənʃəl 'tærɪfz/ *plural noun* different tariffs for different classes of goods as, e.g., when imports from certain countries are taxed more heavily than similar imports from other countries

difficulty /ˈdɪfɪk(ə)lti/ *noun* a problem, or trouble in doing something ○ *They had a lot of difficulty selling into the European market.* ○ *We have had some difficulties with customs over the export of computers.*

digit /ˈdɪdʒɪt/ *noun* a single number ○ *a seven-digit phone number*

digital /ˈdɪdʒɪt(ə)l/ *adjective* converted into a form that can be processed by computers and accurately reproduced

digital cash /ˌdɪdʒɪt(ə)l 'kæʃ/ *noun* a form of digital money that can be used like physical cash to make online purchases and is anonymous because there is no way of obtaining information about the buyer when it is used

digital money /ˈdɪdʒɪt(ə)l ˌmʌni/ *noun* a series of numbers that has a value equivalent to a sum of money in a physical currency

digital wallet /ˌdɪdʒɪt(ə)l 'wɒlɪt/ *noun* a piece of personalised software on the hard drive of a user's computer that contains, in coded form, such items as credit card information, digital cash, a digital identity certificate, and standardised shipping information, and can be used when paying for a transaction electronically. Also called **e-purse**, **electronic purse**

diligence /ˈdɪlɪdʒəns/ *noun* † **due diligence**

dilute /daɪˈlu:t/ *verb* to make less valuable ○ *Conversion of the loan stock will dilute the assets per share by 5%.*

dilution levy /daɪˈluːʃ(ə)n ˌlevi/ *noun* an extra charge levied by fund managers on investors buying or selling units in a fund, to offset any potential effect on the value of the fund of such sales or purchases

dilution of shareholding /daɪˌluːʃ(ə)n əv 'ʃeəhəʊldɪŋ/ *noun* a situation where the ordinary share capital of a company has been increased, but without an increase in the assets so that each share is worth less than before (NOTE: The US term is **stockholding**.)

dime /daɪm/ *noun* US ten cent coin (*informal*)

diminish /dɪˈmɪnɪʃ/ *verb* to become smaller ○ *Our share of the market has diminished over the last few years.*

dinar /ˈdiːnɑː/ *noun* a unit of currency used in some European countries (including Bosnia, Macedonia and Serbia) and in many Arabic countries: Algeria, Bahrain, Iraq, Jordan, Kuwait, Libya, Tunisia, South Yemen and Sudan

dip /dɪp/ *noun* a sudden small fall ○ *Last year saw a dip in the company's performance.* ■ *verb* to fall in price ○ *Shares dipped sharply in yesterday's trading.* (NOTE: **dipping** – **dipped**)

environmental shares

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environmental shares /ɪn-,vaɪrənmənt(ə)l 'ʃeəz/ *plural noun* shares in companies which are seen to be active in the environmental field (stores which sell 'green' produce, waste disposal companies, etc.)

epos /'i:pɒs/, **EPOS**, **EPoS** *abbreviation* electronic point of sale

EPS *abbreviation* earnings per share

e-purse /'i: pɜ:s/ *noun* same as **digital wallet**

equal /'i:kwəl/ *adjective* exactly the same ○ *Male and female employees have equal pay.* ■ *verb* to be the same as ○ *Production this month has equalled our best month ever.* (NOTE: UK English is **equalling** – **equalled**, but the US spelling is **equaling** – **equaled**.)

equalise /'i:kwəlaɪz/, **equalize** *verb* to make equal ○ *to equalise dividends*

equally /'i:kwəli/ *adverb* so that each has or pays the same, or to the same degree ○ *Costs will be shared equally between the two parties.* ○ *They were both equally responsible for the disastrous launch.*

equal opportunities programme /'i:kwəl ɒpə'tju:nɪtɪz 'prəʊgræm/ *noun* a programme to avoid discrimination in employment (NOTE: The US term is **affirmative action**.)

equate /ɪ'kweɪt/ *verb* to reduce to a standard value

equation /ɪ'kweɪʒ(ə)n/ *noun* a set of mathematical rules applied to solve a problem ○ *The basic accounting equation is that assets equal liabilities plus equity.*

equilibrium /'i:kwɪ'ɪbrɪəm/ *noun* the state of balance in the economy where supply equals demand or a country's balance of payments is neither in deficit nor in excess

equities /'ekwɪtɪz/ *plural noun* ordinary shares

'...in the past three years commercial property has seriously underperformed equities and dropped out of favour as a result' [Investors Chronicle]

equity /'ekwɪti/ *noun* 1. the ordinary shares in a company 2. the value of a company which is the property of its shareholders (the company's assets less its liabilities, not including the ordinary share capital) 3. the value of an asset, such as a house, less any mortgage on it

equity REIT

COMMENT: 'Equity' (also called 'capital' or 'shareholders' equity' or 'shareholders' capital' or 'shareholders' funds') is the current net value of the company including the nominal value of the shares in issue. After several years a company would expect to increase its net worth above the value of the starting capital. 'Equity capital' on the other hand is only the nominal value of the shares in issue.

equity accounting /'ekwɪti ə-,kauntɪŋ/ *noun* a method of accounting which puts part of the profits of a subsidiary into the parent company's books

equity capital /'ekwɪti ,kæpɪt(ə)l/ *noun* the nominal value of the shares owned by the ordinary shareholders of a company (NOTE: Preference shares are not equity capital. If the company were wound up, none of the equity capital would be distributed to preference shareholders.)

equity earnings /'ekwɪti ɜ:nɪŋz/ *plural noun* profits after tax, which are available for distribution to shareholders in the form of dividends, or which can be retained in the company for future development

equity finance /'ekwɪti ,faɪnəns/ *noun* finance for a company in the form of ordinary shares paid for by shareholders

equity fund /'ekwɪti fʌnd/ *noun* a fund which is invested in equities, not in government securities or other funds

equity gearing /'ekwɪti ,grɛɪɪŋ/ *noun* the ratio between a company's borrowings at interest and its ordinary share capital

equity growth fund /'ekwɪti 'grəʊθ fʌnd/ *noun* a fund invested in equities, aiming to provide capital growth

equity investment fund /'ekwɪti ɪn'vestmənt fʌnd/ *noun* same as **equity fund**

equity kicker /'ekwɪti ,kɪkəl *noun* US an incentive given to people to lend a company money, in the form of a warrant to share in future earnings (NOTE: The UK term is **equity sweetener**.)

equity of redemption /'ekwɪti əv rɪ'dempʃən/ *noun* a right of a mortgagor to redeem the estate by paying off the principal and interest

equity REIT /'ekwɪti 'raɪt/ *noun* a trust which invests in rented property.