
EXPERTISE IN SALT

COMPANY BROSCHURE



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www.salzwelt.de

Salt Mine Berchtesgaden
www.salzbergwerk.de

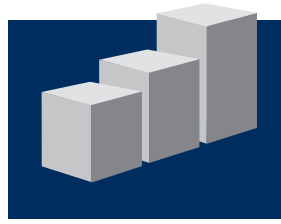
Old Saltworks Bad Reichenhall
www.alte-saline.de



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DEUTSCHE
SALZWERKE AG**



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EXPERTISE

SÜDWESTDEUTSCHE SALZWERKE AG, BASED IN HEILBRONN, IS ONE OF THE MOST IMPORTANT SALT PRODUCERS IN EUROPE, WITH AROUND 1,000 EMPLOYEES AT FOUR LOCATIONS IN BADEN-WÜRTTEMBERG AND BAVARIA.



IN SALT



BUSINESS ARE



AS

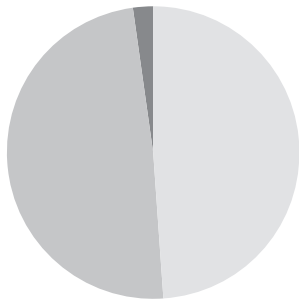
LOGISTICS



TOURISM



SHAREHOLDER STRUCTURE



SHAREHOLDER STRUCTURE

49% City of Heilbronn
49% State of Baden-Württemberg
2% free float

LOCATIONS



2

LOCATIONS IN BADEN-WÜRTTEMBERG

Salt Mine Heilbronn
Saltworks and Salt Mine Bad Friedrichshall

2

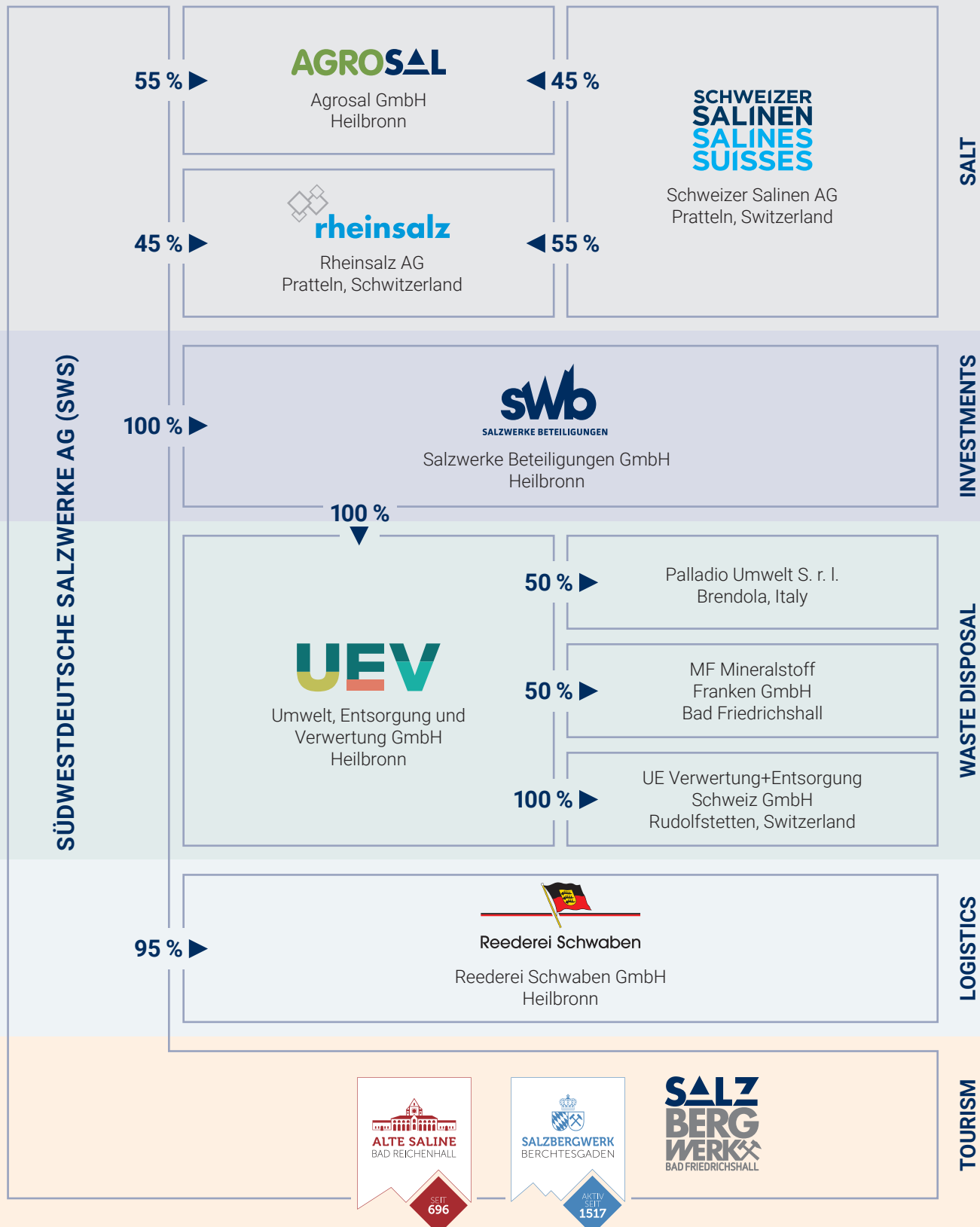
LOCATIONS IN BAVARIA

Salt Mine Berchtesgaden
Old Saltworks and Saltworks Bad Reichenhall



SHAREHOLDINGS

AN EXTRACT OF THE MAIN COMPANY SHARINGS



SALT MINING





MINING AND FURTHER PROCESSING

SALT MINE HEILBRONN

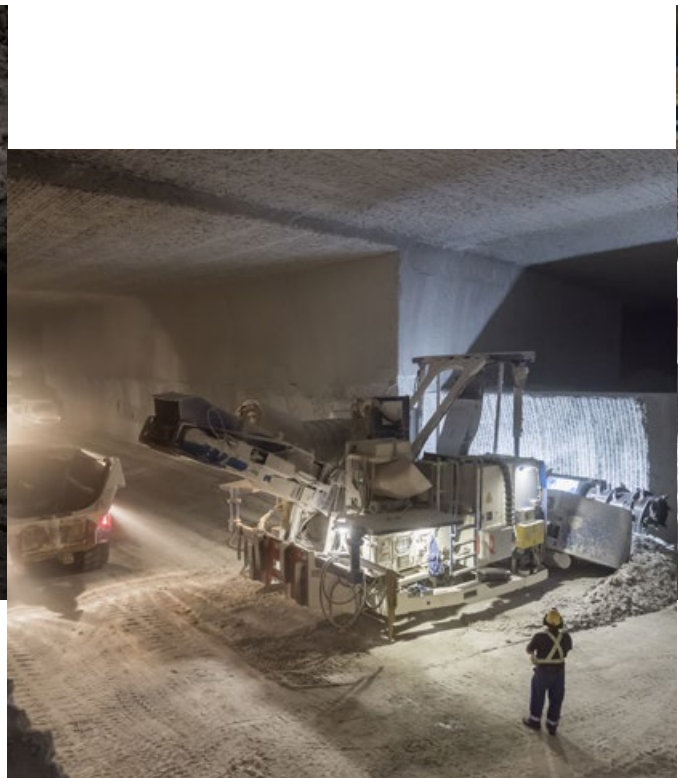


DRILLING AND BLASTING

During the drilling and blasting process, computer-operated drilling rigs are used to create blast holes measuring 7 metres in length.

A special vehicle is then used to blow loose explosives into the drilled holes. Each blast obtains over 1,000 tonnes of salt from the rock.

A clearing device removes loose rock salt from the roof of the blast hole, before electric load haul dumpers transport the salt to the crusher. This crushes the salt, so that it can be transported further on a conveyor belt.



MINING BY CUTTING

Continuous miners are used to cut salt from the rock salt mine in Heilbronn. These are some of the world's largest pieces of mining machinery. The 7-metre-wide cutting drum is fitted with 94 carbide teeth to extract salt from the salt deposit, which can be up to 40 metres thick. A telescopic truck is then used to transport salt from the continuous miner to the feed conveyor on the conveyor belt.



SALTWORKS BAD REICHENHALL



SALTWORKS BAD FRIEDRICHSHALL



FURTHER PROCESSING INTO EVAPORATED SALT

Rock salt from Heilbronn is dissolved in water at the nearby saltworks in Bad Friedrichshall. A vacuum evaporation system is used to recrystallise it into evaporated salt and dry it.

BOREHOLE MINING AND THERMAL COMPRESSION

Brine is pumped to the surface from three boreholes at the Bad Reichenhall basin.

The brine from Bad Reichenhall and Berchtesgaden is then processed to create evaporated salt using a modern thermal compression system in the new saltworks.

SALT MINE BERCHTESGADEN



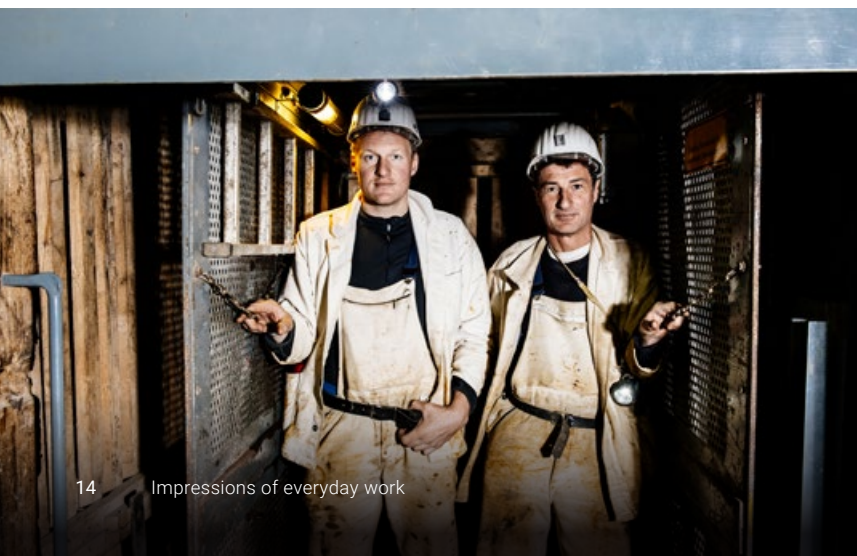
WET MINING

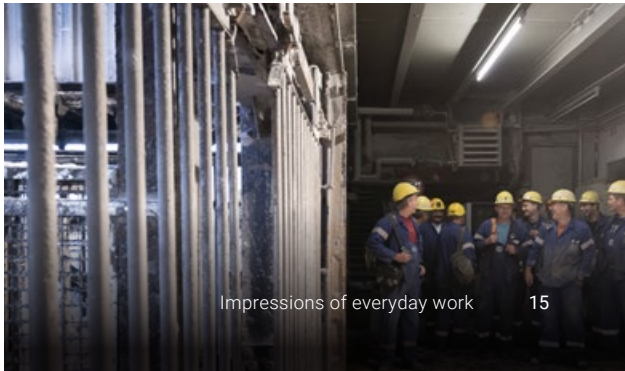
Salt has continuously been extracted at the salt mine in Berchtesgaden since 1517 using a so-called "wet mining" method. This involves feeding fresh water into the mountains to dissolve salt from the rock. This produces brine, a concentrated solution with around 26.5 % salt content. The brine is extracted in mining boreholes.

The brine obtained in Berchtesgaden is pumped along a 17.2-kilometre double-stranded pipeline to Bad Reichenhall, where it's processed at the new saltworks.



IMPRESSIONS OF EVERYDAY WORK







SALT

SALT IS EXTRACTED FROM THE **MINES IN HEILBRONN** AND **BERCHTESGADEN** AS WELL AS THE BRINE RESERVES IN THE **BAD REICHENHALLER** BASIN. IT'S THEN PROCESSED AND REFINED TO PRODUCE EVAPORATED SALT AT THE **SALTWORKS IN BAD FRIEDRICHSHALL** AND **BAD REICHENHALL**.

Südwestdeutsche Salzwerke AG produces rock salt and evaporated salts for business and industrial users, winter road maintenance and private households. Bad Reichenhaller is the most famous salt brand in Germany.

DE-ICING SALT

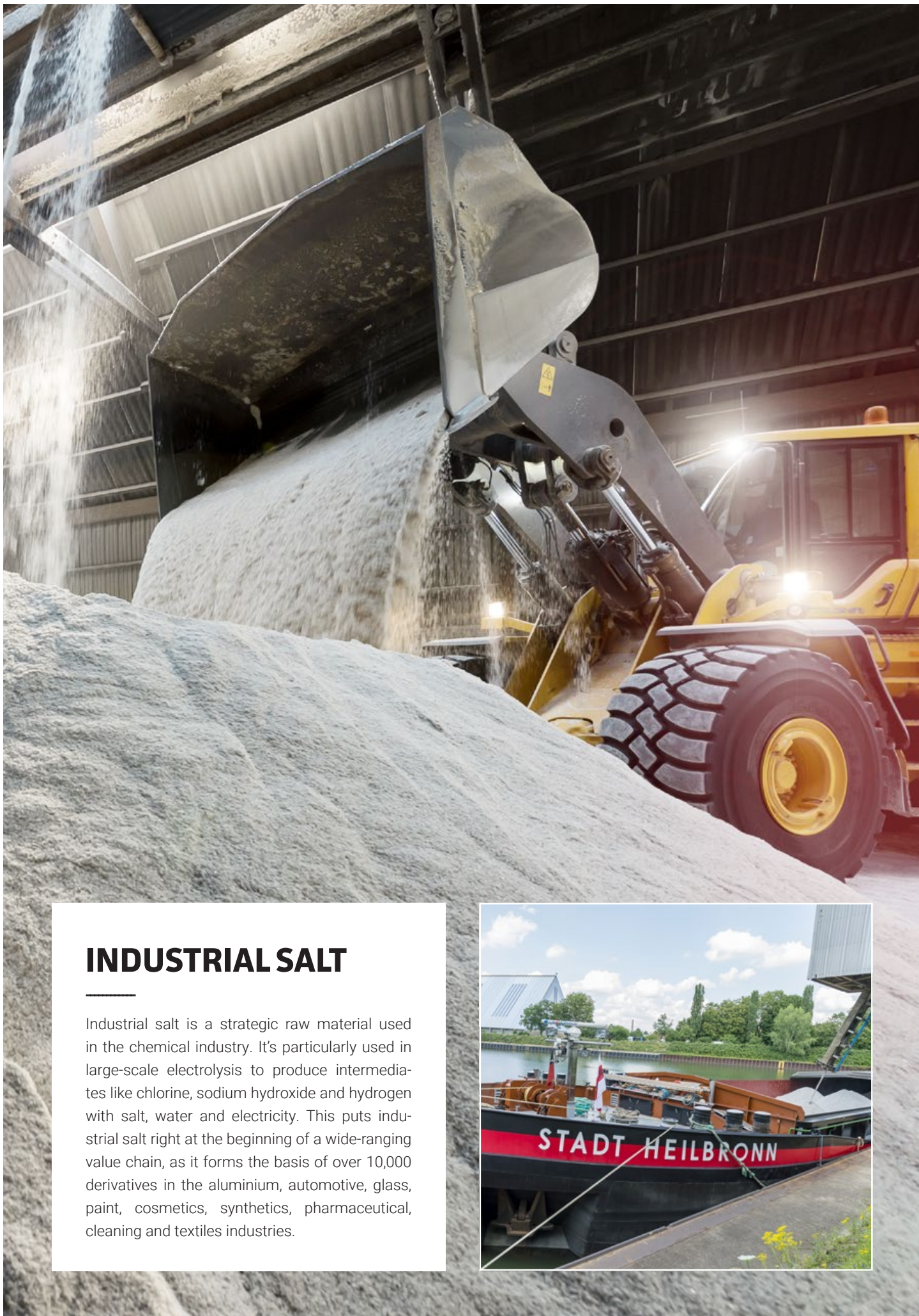
It's essential for the safety of all road users that streets are free from snow and ice. This means de-icing salt is of vital importance. The physical-chemical transformation of ice and snow into water lowers its freezing point to permanently make roads less slippery.



WINTER ROAD MAINTENANCE EQUIPMENT

Südwestdeutsche Salzwerte AG is an experienced supplier of winter maintenance systems and offers products like grit containers, bulk silos and mobile silos.





INDUSTRIAL SALT

Industrial salt is a strategic raw material used in the chemical industry. It's particularly used in large-scale electrolysis to produce intermediates like chlorine, sodium hydroxide and hydrogen with salt, water and electricity. This puts industrial salt right at the beginning of a wide-ranging value chain, as it forms the basis of over 10,000 derivatives in the aluminium, automotive, glass, paint, cosmetics, synthetics, pharmaceutical, cleaning and textiles industries.



PHARMACEUTICAL SALT

Sodium chloride has a very high chemical and bacterial purity, which makes it a high-quality product for chemicals and pharmaceuticals. Salt is constantly produced as an excipient and active ingredient and supplied to the pharmaceutical industry throughout the year.

Bad Reichenhaller

THE WEALTH OF THE ALPS

Our Alpine salts. Our Homeland. Our Flavour.



HOUSEHOLD TABLE SALT

BAD REICHENHALLER – THE TREASURE OF THE ALPS

Since the 1950s the Bad Reichenhaller brand has been sold in 500 g packs. The range of products offered by Germany's most famous salt producer includes classic Alpine salts with and without additives, seasoned salts, grinders and salt specialties. Pure Alpine brine is the natural source of all Bad Reichenhaller products, which are made in an evaporation process.

www.bad-reichenhaller.de

Bad Reichenhaller

SALZBLÜTEN
»FLEUR DE SEL DER ALPEN«
FINE ENJOYMENT

scooped by hand

Aquasale

Protecting the ocean,
 supporting people

WE ARE WORKING WITH
 PLASTIC BANK TO REDUCE POVERTY
 AND THE AMOUNT OF PLASTIC
 IN THE WORLD'S OCEANS.

AQUASALE SEA SALT

The Aquasale brand established itself in the mid-1980s and is now the market-leading sea salt in Germany.

This range of products comes in coarse and fine grains, unprocessed or with added iodine, and as the salt specialty Fleur de Sel.

The sea salt is obtained through natural evaporation in the salt marshes of the south (Mediterranean).

www.aquasale.de

SEL, DISAL, SELDOR, SAFRISALZ

The range of products offered by Südwest-deutsche Salzwerke AG also includes the brands SEL, Disal, seldor and safrisalz.

All products are vegan, gluten-free and made without preservatives and flavour enhancers.





TABLE SALT FOR FOOD PRODUCTION

Table salt is suitable for human consumption and used for cooking. Iodised salt can help prevent thyroid disorders and iodine deficiency. Coarse pretzel salt is mainly used in bakeries. Nitrite curing salt is essential for sausage and meat processing – from small businesses to mass production – and guarantees visual and culinary pleasure.





FEED SALT AND LICK STONES

Just like humans, animals can't do without sodium in their diet. That's why sodium chloride (cattle salt) is commonly used to supplement concentrated feed. Animals that predominantly graze outdoors (e.g. cattle, sheep and game) can get the sodium and minerals they need in their natural environment with a wide range of different lick stones.





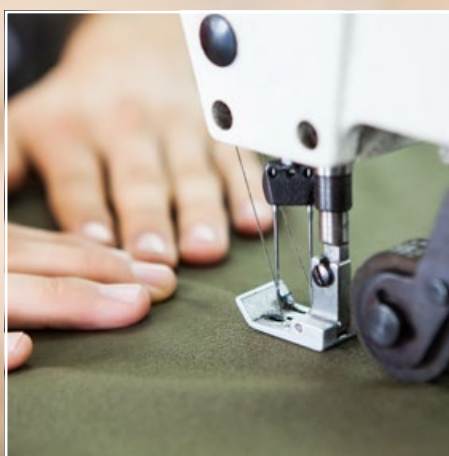
WATER SOFTENING

Regenerating salt is extremely important for households and businesses. It helps remove hardness agents from water. The result is noticeably softer water that doesn't leave lime scale in things like dishwashers. Regenerating salts are also used to soften water in industrial plants and disinfect water in swimming pools.



INDUSTRIAL SALT

Industrial salt is used in various sectors of trade and industry. There's a wide range of required salts and uses. The industrial salt has been perfectly selected to meet the requirements and needs of the customers. They're used to treat water, preserve hides and skins, and dye fabrics.



START-UP COMMITMENT

**A SOLID, LONG-ESTABLISHED INVESTOR
AND COMPETENT PARTNER**





As a wholly owned subsidiary of Südwestdeutsche Salzwerke AG, Salzwerke Beteiligungen GmbH offers young, innovative start-ups as a long-term investor not only financial support, but above all the promise of supporting founders with the know-how of the Salzwerke Group from more than 130 years of company history.

The investment focus is on young, innovative companies, primarily from southern Germany, whose founders carry the entrepreneurial spirit within them and have one essential goal in mind - to lead a business model to sustainable success. Once they have been brought together, start-ups - unlike with a purely financial investor - have a strong partner at their side on whom they can always rely.

WASTE DISPOSAL

TREATMENT, RECYCLING AND DISPOSAL OF WASTE WITH HIGH SECURITY STANDARDS – LONG-TERM SAFETY AND NO MAINTENANCE REQUIRED

Südwestdeutsche Salzwerke AG offers services for the treatment, recycling and disposal of waste. The underground chambers at the mines in Bad Friedrichshall and Heilbronn can also be used to safely store valuable items and archive materials in a stable climate.





UNDERGROUND WASTE DISPOSAL SITE IN HEILBRONN



If waste can't be used as underground building material for technical or legal reasons, it can be stored at the underground waste disposal site in Heilbronn.

This waste is treated in a targeted manner, packaged and stored in the underground facilities. Big bags, barrels and containers are suitable forms of packaging.

Storage has been approved for around 500 different types of waste contained in the European Waste Catalogue.



COMPOSITE MINE HEILBRONN- KOCHENDORF

Loose bulk waste can also be taken under ground to be used as building materials on their own or in set mixtures. Kilometre-long conveyor systems are used to transport bulk materials to the filling area, where they're competently placed.



UNDERGROUND ARCHIVE

The former mining chambers, located around 200 metres below the ground offer dry and stable conditions for the "UTA" underground archive.

The UTA provides customers with a storage space that isn't affected by things like: natural disasters, climate fluctuations, water pipe breakages, vermin plagues and electro-smog.

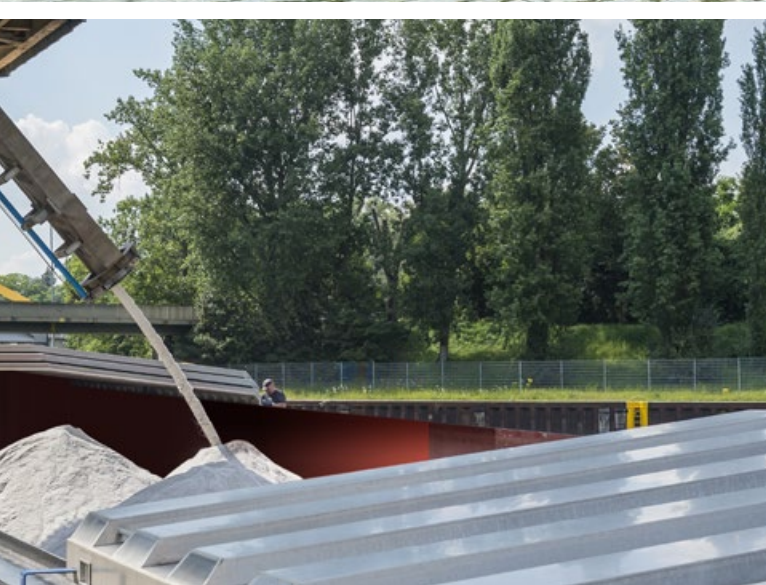
The extraordinary, almost inaccessible location of the chambers makes them burglar-proof.

A wide range of items and documents can be stored in the depths of the salt domes in and around Heilbronn, such as files that are subject to statutory retention periods or special security regulations, X-rays, data carriers, books, all kinds of valuables, and works of art like images, sculptures and furniture.

LOGISTICS

SÜDWESTDEUTSCHE SALZWERKE AG ALSO OFFERS LOGISTICAL SOLUTIONS, HELPING CUSTOMERS TO SAFELY TRANSPORT SALT BY PROVIDING SERVICES LIKE THOSE OFFERED BY REEDEREI SCHWABEN GMBH.







TOURISM

FASCINATING UNDERGROUND WORLD

SÜDWESTDEUTSCHE SALZWERKE AG RUNS TOURIST TRIPS TO ITS SALT MINES IN BERCHTESGADEN AND BAD FRIEDRICHSHALL AND TO ITS OLD SALTWORKS IN BAD REICHENHALL. TAKE A TRIP UNDER GROUND AND EXPERIENCE THE EXCITING HISTORY OF SALT MINING UP CLOSE.

SALT MINE BAD FRIEDRICHSHALL

The fascinating world of “white gold” is about 200 metres below ground and captivates around 50,000 visitors every year. Spectacular light and laser installations in imposing salt mine chambers, interactive experiments, impressive exhibits, a spectacular self-triggering rock blasting show, really interesting films, modern presentations and endless fun on the 40-metre slide make a visit to the salt mine a special experience.



SALT MINE BERCHTESGADEN

The salt mine in Berchtesgaden celebrated its 500th anniversary in 2017, making it the oldest active mine in Germany. The mine captivates around 400,000 visitors every year with its “salt cathedral”, “magical salt room” and “salt laboratory”, where guests can discover more about the history, emergence and significance of “white gold”. The highlight of the tour is the raft ride along an underground salt lake, the “Spiegelsee” (“Mirror Lake”). The salt mine in Berchtesgaden and the “Old Saltworks” in Bad Reichenhall are some of the top tourist attractions in the Berchtesgaden region.



OLD SALTWORKS BAD REICHENHALL

Salt has been mined in Bad Reichenhall for over 4,000 years. The “Old Saltworks” were constructed at the behest of King Ludwig I in 1834 and are now protected as a listed building. The 13-metre-high water wheels, extensive tunnel system and underground saltwater springs are visited by around 50,000 people every year. These springs are still bubbling away today, even though Bad Reichenhaller Alpine salt started to be produced at the modern saltworks in Bad Reichenhall many years ago. The one-hour guided tours of the “Old Saltworks” end at the Salt Museum, where visitors can discover interesting facts about salt mining and its history.



OUR VALUES

THESE CORPORATE VALUES SHAPE OUR DAILY ACTIVITIES
AND GUIDE US IN OUR DEALINGS WITH OUR BUSINESS PARTNERS,
CUSTOMERS, EMPLOYEES AND SOCIETY.



TRADITION & FUTURE FOCUS

Our roots and tradition shape our daily actions and are both a stable basis and a source of inspiration. On this basis, we strive for sustainable economic success for the future of our company.



SUSTAINABILITY & COMMITMENT

We act responsibly for the benefit of the environment and society. Environmental and climate protection are of high importance. We are committed to social institutions and associations as well as events in the region.

QUALITY & PRODUCT SAFETY

We guarantee the highest quality and safety of our products. The integrated process management system ensures high quality and production standards and complies with all relevant certifications.



TRUST & APPRECIATION

We communicate respectfully, clearly and concretely and thus create the basis for a trusting and appreciative cooperation. We live an active feedback culture.

INITIATIVE & RESPONSIBILITY

We act on our own initiative and take entrepreneurial responsibility for our goals and decisions. We inspire, motivate and constantly develop ourselves so that we can achieve even better results together.



DIVERSITY & INCLUSION

We believe in a culture of diversity and promote an inclusive work environment. The individual strengths of our employees foster creativity and openness and contribute to the success of the company.

OCCUPATIONAL SAFETY & HEALTH

We are committed to preventing work-related accidents, injuries and illnesses and to protecting the health of our employees and enhancing well-being in the workplace.



COHESION & NETWORKING

We work together in a network across different locations and diverse tasks and business areas. The strong connection between underground and above ground, on the conveyor belt or in the administration promotes exchange and new perspectives.

LEADERSHIP & INTEGRITY

We are authentic role models and act in accordance with the law. The internal control system, an established compliance management and a culture of integrity are key success factors.



OUR PATH TO CLIMATE NEUTRALITY*

WE OPERATE DIFFERENT ENERGY-INTENSIVE PROCESSES ALONG OUR VALUE CHAIN, FROM EXTRACTION AND PRODUCTION TO TRANSPORT. RESOURCE EFFICIENCY, PARTICULARLY IN THE AREA OF ENERGY, IS A SIGNIFICANT AREA OF ACTION FOR OUR ECONOMIC SUCCESS.

*Scope 1 and Scope 2 compared to 2021.



During the development of the so-called climate pathways, we considered not only the use of existing technologies such as photovoltaic systems, but also new technologies and energy efficiency improvements.

OUR GOALS

The aim is to reduce CO₂ emissions from production and energy **by at least 10 % up to 2025** and **by at least 25 % up to 2035**.



Up to 2045:
We aim for
climate neutrality.

In order to achieve our goals, we will invest heavily in the coming years. In this context, long-term profitability with sustainably stable finances forms one of the key guidelines within the context of this strategy.

MEASURES

In 2021, we already started planning larger climate protection measures, such as a pyrolysis plant that sustainably supplies electricity and heat for our own needs and permanently binds CO₂ through the production of vegetable charcoal.



We support the goals
of the Paris
Climate Agreement.

In reducing greenhouse gases, we focus on the following key levers:



Increase energy
efficiency



Reduction of energy
consumption



Expansion of
electrification



Expansion of the own
energy production from
renewable sources

THE WORLD OF SALT FOR TALENTS

SÜDWESTDEUTSCHE SALZWERKE AG OFFERS A WIDE RANGE OF ATTRACTIVE TRAINING POSITIONS FOR QUALIFIED APPLICANTS FROM THE COMMERCIAL AND TECHNICAL SECTORS IN BADEN-WÜRTTEMBERG AND BAVARIA.

Trainees at Südwestdeutsche Salzwerke AG get the opportunity to work in very well-equipped training centres as well as in numerous specialist departments, where they're supervised by qualified instructors.

Südwestdeutsche Salzwerke AG places real value on independent project work. The training activities are founded upon seminars to develop personal skills, as well as subject-specific courses and in-house teaching.

THE FUTURE AT SÜDWESTDEUTSCHE SALZWERKE AG

Processing Technician (gn) specialised in natural rocks

Mining (gn) specialised in civil engineering

Chemical laboratory Technician (gn)

Electronics Technician for industrial engineering (gn)

IT Specialist (gn) specialised in system integration

Industrial Manager (gn)

Industrial Technician (gn) field of application in Maintenance

Digitalisation management Technician (gn)

Tourism and Leisure Agent (gn)

Mechatronics Technician for agricultural and construction machinery (gn)

Mechatronics Technician (gn)

Surveyor (gn)

Bachelor of Arts (gn) in Business Administration – Industrial Management

Bachelor of Arts (gn) in Business Service

Management Consulting & Sales

Bachelor of Science (gn) in Business Informatics

Further information on the training opportunities offered by Südwestdeutsche Salzwerke AG can be found at karriere.salzwerke.de





COMPANY HISTORY

TIMELINE

1517

Excavation work begins at the Petersberg Tunnel in 1517, and the Berchtesgaden Salt Mine is subsequently founded by Prince-Provost Gregor Rainer.

1816

The first rock salt deposits in Central Europe are discovered following drilling in Jagstfeld.

1817

The saltwater pipeline is constructed: The first Berchtesgaden brine runs to Reichenhall in wooden "dykes".

Permits are granted to build the Friedrichshall Saltworks and excavate a shaft. The saltworks begin operating in the same year.

1859

Salt mining begins at the Friedrichshall saltworks.

1881

The first Heilbronn salt, measuring 11.7 metres in thickness, is struck during drilling.

1883

Salzwerk Heilbronn AG is founded.

1885

Rock salt is mined in Heilbronn for the very first time on 4th December, celebrated as St. Barbara's Day amongst miners.

1899

"King Wilhelm II" shaft:
A new salt mine is launched in Kochendorf.

1918

Reederei Schwaben GmbH is founded.

1926

The New Saltworks are constructed in Bad Reichenhall and closed evaporators are used instead of open heating vessels for the first time.

1945

The works of art and valuables, stored during the war, are saved from destruction and deportation and can be returned to their owners.

1955/56

Distribution is expanded to the whole of Germany: Salt from Bad Reichenhall can be bought across the country in 1957 under the brand name "Bad Reichenhaller SpezialSalz".

1970

Bad Reichenhaller is now available in a new form of packaging – a practical, refillable salt shaker.

1971

Südwestdeutsche Salzwerke AG is founded.

The brand name "Bad Reichenhaller MarkenSalz" is created.

1972

The "Franken" shaft is excavated in Heilbronn.

1975 – 1976

The "Franken" shaft is developed into an efficient haulage shaft.

1980 – 1982

The "Heilbronn" shaft is lined with a special waterproof structure, and a new conveyor system is installed.

1983

100th anniversary of the Heilbronn Saltworks and Salzwerk Heilbronn AG.



1984

The connection passage is knocked through, and the formerly independent salt mines in Heilbronn and Kochendorf are connected on 28th January.

1985

100th anniversary of Heilbronn salt.

1986 – 1988

The “King Wilhelm II” shaft in Kochendorf is redeveloped and fitted with a new conveyor system.

1987

The underground waste disposal site is launched in Heilbronn to dispose of waste from outside the mine.

1991

175th anniversary of Bad Friedrichshall salt.

The time limit placed on the storage permit is lifted, and the permit is extended to allow the storage of flue gas cleaning residues.

1992

UEV GmbH is founded as a subsidiary specialising in environmental conservation, waste disposal and recycling.

A so-called “conditioning system” is installed to mix dry substances with liquid and pack them for backfilling.

1994

Salt is no longer mined in Kochendorf. This is then used as a backfilling mine.

1996

25th anniversary of Südwestdeutsche Salzwerke AG.

Bulk materials start to be conveyed under ground to fill cavities in the Kochendorf pit.

1996 – 1997

The “Heilbronn” shaft doubles its output.

1997

The underground archive is launched.

1999

AGROSAL GmbH is founded.

100th anniversary of the Kochendorf Mine.

2000

SWS Alpensalz GmbH is founded.

2003 – 2004

The “Konradsberg” shaft is excavated in Heilbronn-Biberach.

2006

Cutting techniques are introduced at the mine in Heilbronn.

2006 – 2007

A new visitor centre is built, and the exhibitions and technical facilities at the Berchtesgaden Salt Mine are redesigned.

2008 – 2010

A second underground passage is excavated to link Heilbronn and Kochendorf.

2017

500th anniversary of the Berchtesgaden Salt Mine: No other active mine in Germany has been in operation for so long.

30th anniversary of the underground waste disposal site in Heilbronn.

2019

Salzwerke Beteiligungen GmbH is founded.

2022

30th anniversary of UEV GmbH.

You can read the full company history on the Südwestdeutsche Salzwerke AG website.



