

STANDARD SPECIFICATION FORMAT

L319 Discovery 15MY Programme

Model Year:
Version:
Author:
Issue Date:

15MY
L319 15MY
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OXO KEY:

S
O
NA
NCO
P
(O)

Standard - the feature is standard to a particular derivative
Optional - the feature is optional to a particular derivative and must correspond to a priced feature
Not Available - the feature or pack is not available to a particular derivative
No Cost Option - to be used where feature can be chosen at zero cost
Pack - the feature is only available as part of a pack
Linked Option - the option has a relationship with another option that means they must be ordered together

The Worksheets included in this OXO document are as follows

Change Log
Market Listing
Generic Groups
Markets In Full
Standard Fitment

Highlights changes which have occurred since the last OXO version was issued.
Provides summary information on specification groups & derivative line up for each market
Details the generic specifications and variances from these specifications
Details the full specifications for the Market Groups
Indicates features that are standard on all derivatives for all markets

Imported Data

Territorial Features

Provides summary information for features that have territorial & legal assumptions from the Master Market Requirements Matrix
Marketing Fitment Policy (S = Standard / A = Available / NA = Not Available)

Colour & Trim

Provides information on colour and trim availability

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Record title:
Security Classification:
Retention period:
Retention Qualifiers:

Product & Marketing Brief
CONFIDENTIAL
10 years
T

Issue/ Change Log

Description

Issue 1-14/5/2014
Issue 2-29/5/2014

Issue 1 of Discovery 15MY Price List distributed
Price amendment on metallic paint (024AZ) on SE and SE Tech derivatives

Discovery 15MY Pricing Bulletin
Confidential

Issue date 5/15/14



Market	United Kingdom	Brand	Land Rover	Effective From	5/15/14
Distributor	Land Rover	Model	Discovery	Effective Until	Further Notice
Customer Code	All UK Dealers	Model Year	001BV 2015 Model Year	Issue Number	1

Derivatives

Model Code	Pack Code	Derivative Description	List Price	VAT	VED	1st Reg Fee	OTR Price
HSVH	250FT	Discovery 3.0L SDV6 Diesel 4WD Auto 5 Door SE	£34,087.50	£6,817.50	£635.00	£55.00	£41,595.00
HSVH	250FU	Discovery 3.0L SDV6 Diesel 4WD Auto 5 Door SE Tech	£39,004.17	£7,800.83	£635.00	£55.00	£47,495.00
HSVH	250FS	Discovery 3.0L SDV6 Diesel 4WD Auto 5 Door HSE	£44,837.50	£8,967.50	£635.00	£55.00	£54,495.00
HSVH	250HB	Discovery 3.0L SDV6 Diesel 4WD Auto 5 Door HSE Lux	£49,395.83	£9,879.17	£635.00	£55.00	£59,965.00
HSCH	250HC	Discovery 3.0L SDV6 Diesel Commercial XS 4WD Auto 5 Door	£35,012.50	£7,002.50	£225.00	£55.00	£42,295.00

Pack Code	Pack Name	Care Points		
017AE	Convenience Pack (P9) Illuminated Vanity Mirrors (031CE) Rear Luggage Net (135AA)			
017AF	Bright Pack (P5) Door Puddle and Footwell Lamps (064BN/030CV) Front Fog Lamps (064AP) Headlamps–Automatic (064CY) Headlamp Powerwash (064BV) Interior Rear View Mirror–Auto Dimming (031CG) Windscreen–Rain Sensing Wipers (030CQ)			
017AO	Commercial Convenience Pack (P7) Automatic Headlamps (064CY) Door Puddle and Footwell Lamps (064BN/030CV) Front Fog Lamps (064AP) Front Parking Aid (086EG) Headlamp Powerwash (064BV) Heated Windscreen (040AK) Interior Rear View Mirror with Auto–Dimming (031CG) Rain Sensing Windscreen Wipers (030CQ)			
032CG	Extended Leather Pack (P10) Windsor Leather Door Armrests (033IG) Windsor Leather Door Grab Handles Windsor Leather Door Top Rolls (090DH) Windsor Leather Fascia Topper Pad (088EZ)			
032DE	Exterior Upgrade Pack Colour Coded Wheel Arches Colour Coded Rear Bumper Colour Coded Rear Applique Panel Oberon Door Handles Brunel Fender Vents Brunel Grille Mesh Dark Techno Silver Tow–eye Cover			
032EG	Premium Upgrade Pack Colour Coded Wheel Arches Colour Coded Rear Bumper Colour Coded Rear Applique Panel Colour Coded Door Handles Atlas Fender Vents Atlas Grille Mesh White Silver Tow–eye cover			
032EE	Black Design Pack (P4) Anthracite Tow Eye Cover (028SC) Black Bonnet Script (057IJ) Black Discovery Tailgate Script (057IG) Narvik Black Door Handles (080DR) Narvik Black Fender Vents (080ED) Narvik Black Grille Mesh (064EM) Narvik Black Mirror Caps Full length roof rails (black finish) (060AY) Privacy Glass (Rear of B Posts) (047AB) 20–Inch 5–Spoke Black Alloy Wheel (029SP)	When removing Pack, dealer must positively select Standard/Required wheel. When removing pack, dealer must positively select Standard Roof Rails.		
041CB	Vision Assist Pack (P15) Auto high beam assist (030NT) Adaptive Xenon (064DI) Cornering lamps (064CX) Surround Camera (086GC) Integrated approach lamps (064DD) Powerfold mirrors (031BC) Proximeter mirror camera (031CU)			
074HQ	Commercial Lux Pack (P8) Cruise Control (065AE) Meridian Audio System (380W High ICE) (025LM) Leather Seats (033AS) HDD Navigation (087AA)	Includes 11 Speakers, Subwoofer, Radio, Single Slot CD Player, 7" Tou Includes Off–Road navigation, Voice 'Say What You See' and Traffic Me		
074PB	Exterior Detection Pack (P11) Reverse Traffic Detection with Blind Spot Monitoring and Closing Vehicle Sensing (086GF) Wade Sensing (075EC)	Only available with 031BC Powerfold Mirrors and High or Premium ICE Only available with 031BC Powerfold Mirrors, Front and Rear Parking /		

COLOUR AND TRIM RECOMMENDATIONS

	Paint Type	NAS Paint type	LRC	COLOUR WAY	EBONY	IVORY/EBONY	ALMOND/ ARABICA	ARABICA/ALMOND	DUAL-TONE
				SEAT COLOUR	EBONY	IVORY	ALMOND	ARABICA	EBONY/CIRRUS
				STITCHES	LUNAR	IVORY	NUTMEG	NUTMEG	CIRRUS (On Ebony parts)
				CARPET	EBONY	EBONY	NUTMEG	NUTMEG	EBONY
				FASCIA TOP	EBONY	EBONY	ARABICA	ARABICA	EBONY
				DOOR UPPER TRIM	EBONY	EBONY	ALMOND (Cloth Seats) ARABICA (Leather seats)	ARABICA	EBONY
				DOOR INSERTS	EBONY	EBONY	ALMOND	ALMOND	CIRRUS
				CENTRE CONSOLE/CONSOLE LID	EBONY/EBONY	EBONY/IVORY	ALMOND/ALMOND	ALMOND/ALMOND	EBONY
				CLOTH	TCA	NA	TGT	NA	NA
				LEATHER	TCB	NA	TGU	NA	NA
WINDSOR LEATHER	TEQ	TLB	TGV	TLA	TOR				
Aintree Green	M	SP2	866						
Loire Blue	M	C	942						
Barolo Black *	PM	SP3	861						
Barossa*	PM	SP3	871						
Yulong White (Replaces Barossa @ 15.5MY-N/A until 15.5MY)	PM	SP2	2201						
Causeway Grey	PM	SP3	950						
Chablis	M	SP2	945						
Corris Grey	M	C	873						
Firenze Red	M	SP2	868						
Montalcino Red (Replaced Nara Bronze)*	M	C	952						
Fuji White	S	C	603						
Havana	PM	SP3	865						
Indus Silver	M	C	863						
Kaikoura (Replaced Ipanema Sand) *	M	C	997						
Aruba (Replaced Luxor) *	PM	SP3	995						
Mariana Black*	PM	SP3	860						
Scotia Grey	M	SP2	943						
Santorini Black	M	SP1	820						

OPTION CODES:	
Solid Paint	024BC
Metallic Paint	024AZ
Premium Metallic Paint	024BR

	Recommended
	Available
	Not available

* Barolo Black, Barossa and Mariana Black not available in combination with the Black Packs (Recommendation from Design)

*Montalcino Red, Kaikoura Stone and Aruba: first order call June for Week 34/35 Introduction

Commercial XS only available in Ebony trim

S	Solid Paint
M	Metallic Paint
PM	Premium Metallic Paint

OPTION CODES:	
Solid Paint	024BC
Metallic Paint	024AZ
Premium Metallic Paint	024BR

Trim Code	Material	Seat	Commercial	SE	SE TECH	HSE	HSE LUX
TCA	Cloth	Ebony	N/A	S	N/A	N/A	N/A
TCB	Leather	Ebony	S	O	S	N/A	N/A
TEQ	Windsor Leather	Ebony	N/A	N/A	N/A	S	S
TGT	Cloth	Almond	N/A	S	N/A	N/A	N/A
TGU	Leather	Almond	N/A	O	S	N/A	N/A
TGV	Windsor Leather	Almond	N/A	N/A	N/A	S	S
TLA	Windsor Leather	Arabica	N/A	N/A	N/A	S	S
TLB	Windsor Leather	Ivory	N/A	N/A	N/A	S	S
TOR	Windsor Leather	Ebony/Cirrus	N/A	N/A	N/A	S	S
032CG	Extended Leather Pack		N/A	N/A	N/A	O	S

15MY Ordering Care Points				
SE, SE Tech, HSE, HSE Lux	032EE	Black pack. Adding and then removing this pack, vista does not return to standard wheels		
SE, SE Tech, HSE, HSE Lux	032EE	Black pack. Adding and then removing this pack, vista does not return to 060AD Roof rails, vista retains 060AY extended roof rails		
SE Tech, HSE, HSE Lux	029 XX	Adding and removing option wheels, vista does not return to the standard wheel.		
SE Tech, HSE	060AY	Extended roof rails. To remove this option, you must select 060AD Roof rails		
SE Tech, HSE	025LN	Meridian Surround System. To remove this option, you must positively select 025LM Meridain Audio system		
HSE, HSE Lux	043AV	Park Heating with Remote Control. To remove this option you must select 043AH		
HSE	064DI	Adaptive Xenon Headlamps. To remove this option, you must positively select 064CW		
All	088 XXX	Removing an option veneer, you must positively select the standard/option veneer required		
XS, HSE, HSE Lux	074PB	Exterior Detection Pack. For Commercial XS and SE Tech derivatives VISTA will automatically add Surround Camera (086GC). This can be manually downgraded to a Rear View Camera only (086FA) if preferred.		