

# 12MY DISCOVERY 4 PRODUCT BRIEF

UK Product Brief – Version 1 – Confidential

This product brief is confidential and is issued to support the UK launch of 12MY Discovery 4  
**UNDER EMBARGO UNTIL 6 July 2011**

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# 12MY DISCOVERY 4 PRODUCT BRIEF

## 1.0 Programme Overview

- Discovery 4 has delivered significant improvements in quality, craftsmanship and feature upgrades and a greater level of premiumness to compliment the vehicle's versatile credentials.
- The focus of 11MY was on EU5 compliance and included cDPF standardisation and introduction of a new 210hp power variant of the 3.0 TDV6 engine for Discovery 4 Commercial. The 2.7 TDV6 together with 6 speed manual transmission were withdrawn.
- The 12MY changes and actions make up a medium scale step and introduce some significant improvements in key areas. Improvements include the introduction of an 8-speed automatic transmission which brings with it improvements in CO<sub>2</sub> and fuel economy.
- CO<sub>2</sub> performance is further enhanced with the introduction of low-flow fuel injectors on the 210hp 3.0 TDV6 Commercial bringing CO<sub>2</sub> down to 224 g/km for that derivative. The power output of the 3.0 SDV6 is improved to 255hp.
- The entry level audio system is significantly improved and the high-line and premium level systems get improved output and feature content.
- Infotainment features are enhanced with the introduction of the Gen 2.1 MOST electrical architecture providing improvements to navigation, voice activation and rear-seat entertainment amongst other features.
- Discovery 4 continues to be positioned as the ultimate All-Purpose-Vehicle, highly advanced and supremely able for adventurous people who lead big lives

## 2.0 Programme Timing and Key Dates

Embargo Date	6 July
First Order Call	Week commencing 23 May
Start of Production	22 August
Web Update	5 August
Start of Sales	October

## 3.0 Product Overview

### 3.1 Powertrain

#### 3.1.1 Diesel Engine

- The aim is to improve the fuel economy and to reduce CO<sub>2</sub> emissions for the 3.0 diesel derivatives.
- The high power SDV6 3.0 engine benefits from a power output increase from 245hp to 255hp. The extra power improves the 0-60mph acceleration time by 0.3mph/second\*.
- The CO<sub>2</sub> figure for the SDV6 255hp engine with the 8-speed transmission is reduced from 244g/km to 230g/km\*. Fuel economy is also improved.
- The lower power 3.0 TDV6 210hp engine has further economy improvements with the introduction of low-flow fuel injectors and achieves 224g/km CO<sub>2</sub> emissions\*.

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**3.0 Diesel Comparisons.  
5.0 V8 petrol and 2.7 TDV6  
Auto is unchanged**

Performance	0-60mph 0-100kph Vmax (mph) Vmax (kph)
Economy	mpg l/100km CO2
Power	kW HP PS @ rpm
Torque	Nm @ rpm

11MY 3.0d Data	
	UK/Europe only
3.0 TDV6 EU5 6-sp Auto	3.0 TDV6 EU5 6-sp Auto
180kw	155kw
9	10.2
9.6	10.9
112	112
180	180
30.4	30.4
9.3	9.3
244	244
180	155
241	208
245	210
4000	4000
600	520
2000	2000

Same economy  
Different power/performance

12MY 3.0d Target Data	
EU5 only	EU5 only
3.0 TDV6 EU5 8-sp Auto	3.0 TDV6 EU5 8-sp Auto
188kw	155kw
8.7	10.4
TBD	11.2
112	112
180	180
32.5	33.4
8.7	8.5
230	224
180	155
241	208
245	210
4000	4000
600	520
2000	2000

Reduced CO2 with 8-speed  
155kW reduced with low-flow inj

Performance, economy, power and torque comparisons for 3.0 diesel engines.

\*Manufacturer's estimated data – figures will be updated as soon as final confirmed data is available.

## 3.1.2 8-Speed Transmission with Drive Select

- To support the introduction of the new 8-speed automatic transmission, all vehicles will now feature the Drive Select rotary transmission shifter, a new Terrain Response selector and steering wheel mounted PaddleShift.



Centre console with Drive Select

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Steering wheel mounted gearshift paddles (arrowed) on 8-speed diesel derivatives

## 3.2 New Wheels

- A new 10-Spoke 19" wheel design is introduced for the HSE derivative.



New 19" 10-Spoke wheel applied to 12MY HSE derivatives in Sparkle Silver finish

- The previous HSE wheel (19" 7 split-spoke design) is now fitted as standard to XS derivatives while the GS retains the 7-spoke design.
- The Gloss Black 20" 5-Split Spoke design which featured on the Landmark Special Edition becomes a cost option, available for all derivatives.



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New 20" Gloss Black Alloy Wheel option

## 3.3 New Steering Column Stalks

- The illustration below shows the improvements made to the design of the column stalks and the legibility of the symbols which brings Discovery in-line with those planned for other Land Rover models. The addition of bright bezels adds a premium feel to the appearance.



New and improved column stalks featuring premium bright bezel detail

## 3.4 New Compact Smart Key

- From 12MY, a smaller and more premium design compact Smart Key will be introduced featuring the Land Rover oval and a bright metal trim edge design. The key has a smooth pebble like design and will provide full functionality with lock, unlock, tailgate release, panic alarm via the hazard symbol and lights on operation.
- The new Smart Key also provides offers a window open and close function through the pressing and holding of the 'lock' button for windows up and the pressing and holding of the 'unlock' button for windows down.



Smaller Compact Smart Key

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## 3.5 New Options

### 3.5.1 Extended Satin Black Roof Rails

- The new option of extended satin black roof rails will be introduced from 12MY. These were featured on the Landmark Special Edition and serve as a styling feature as well as a functional enhancement to the vehicle. The extension to the leading edge of the roof gives the side profile a different aesthetic through the visual removal of the traditional Discovery stepped roof line.
- The application of the current roof rails will not change.
- Cross bars for the roof rails are available from the accessory range.



Extended Roof Rails Option

### 3.5.2 Timed Climate with optional Remote

- The Timed Climate feature (previously known as Park Heating) has been improved to include a seven-day timer operated via the vehicle's touch-screen display. The seven-day timer allows for the personalisation of the vehicle climate settings.
- From 12MY, the Timed Climate feature is available with or without remote control.
- Timed climate is available for any vehicle featuring a navigation touch-screen; the feature is therefore not available for GS derivatives.
- Timed Climate without Remote Control now comes as standard for HSE derivatives.

7 Day timer		RANGE ROVER 00:00 PM						
Today is: Monday 21st September								
Change set times	Mon	Tues	Wed	Thur	Fri	Sat	Sun	
All week	06:45 AM	07:30 AM	10:40 AM	10:40 AM	10:45 AM	10:40 AM	OFF	
All week	10:45 PM	OFF	10:40 PM	10:40 PM	10:45 PM	OFF	OFF	

Climate operates for 30 min from the set time

7 Day Timer functionality for Timed Climate (Please note: Range Rover example illustrated)

### 3.5.3 Vision Assist Pack

- The new Vision Assist Pack offers three desirable 'vision' features at a discounted price for both SDV6 XS and SDV6 HSE.

Vision Assist Pack	041CB
Xenon Adaptive Front Headlamps including Cornering Lamps	064DI
Automatic Headlamps with High Beam Assist	030NT
Surround Camera System inc. Approach Lamps, Tow Assist and Tow Hitch Assist	086GC

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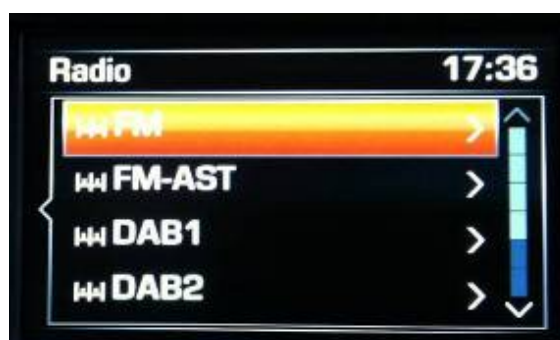
## 3.6 Audio Systems and Infotainment

Significant advancements have been made to the audio systems and In Car Entertainment (ICE) technologies from 12MY. These improvements have been enabled through the introduction of new Gen 2.1 MOST electrical architecture. From 12MY the audio system strategy has been revised as follows:

- The 9 speaker mid-line audio system which is standard on 11MY Commercial and GS derivatives is withdrawn. It is replaced by an 8 speaker system enhanced with a 4.2" colour TFT display and is compatible with options for Bluetooth, DAB and USB/iPod connectivity.
- Commercial derivatives come as standard with Bluetooth and DAB while GS derivatives come as standard with Bluetooth, DAB and single USB/iPod connectivity.
- The harman/kardon high ICE system benefits from an increase in power from 240W to 380W and two additional speakers to a total of 11. The High-ICE system is fitted as standard to XS and HSE derivatives.
- The harman/kardon premium LOGIC7 ICE system will include 17 speakers delivering an incredible 825W of power which is a considerable improvement over the current 480W 14 speaker LOGIC7 system. This system will be available as an option for Commercial, XS and HSE derivatives.
- The high-ICE and premium LOGIC7 systems are now available without navigation system. A 7" touch-screen display does feature but without the need for navigation functionality.

### 3.6.1 9 Speaker Mid-line Audio System - Features in Detail

- Eight speakers.
- Introduction of a new 4.2" TFT colour display which is a visual and functional enhancement over 11MY.
- Single USB connection in console stowage is available to provide USB music files and iPod integration (standard on GS, optional for Commercial derivatives). Track information is displayed onto the screen which can be controlled from the steering wheel. Connection is made with the standard USB lead – a unique iPod connectivity lead is not a requirement.
- 3.5mm AUX connection in the rear of centre console (current location).
- Comes with Bluetooth and DAB.
- Not available with navigation system.



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Examples of display screens from the Mid-line Audio System

## 3.6.2 High and Premium ICE (new Gen 2.1 MOST architecture)

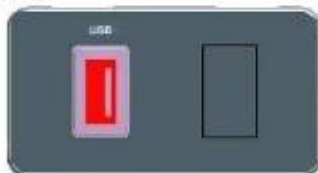
- New GEN 2.1 electrical architecture provides enhancements to the High and Premium audio and infotainment systems.
- High ICE is increased from 9 speakers and 240W to 11 speakers and 380W.
- Premium LOGIC 7 ICE is increased from 14 speakers and 480W to 17 speakers and 825W.
- Both systems are available independently of the HDD Navigation System.
- Both feature A Single slot CD player with MP3 capability.
- Full control of the audio system features via the revised touchscreen.
- When the vehicle is equipped with either of the HDD Navigation Systems, additional ICE capability is enabled as follows:
- Compatibility with DVD Audio and MP3 DVD playback. DVD Audio discs provide higher resolution and performance over CD.
- Virtual CD Auto Changer function which allows for up to 10 CDs to be downloaded to the hard-disc drive in an uncompressed, lossless format. The hard-disc is equipped with Gracenotes so that CD's and tracks can be identified and stored.
- Portable Audio Connectivity allows streaming and control of audio files from iPod and USB. Apple iPod connectivity is achieved using the standard iPod USB lead which plugs directly into one of the two USB ports located beneath the centre console lid.

High Line



Standard on XS & HSE.  
Optional on Commercial and GS.

Low Line



Standard on GS  
Optional on Commercial

Portable Audio Connectivity Connections

All derivatives feature Bluetooth audio streaming which allows music to be played through the audio system via the Bluetooth connection.

## 3.6.3 Navigation System

- A number of feature improvements and benefits have been added to the HDD Navigation System. The information display has been improved with the introduction of a contemporary design of information screens while the Home page now provides clear information in a modern and aesthetically pleasing layout.



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Revised Touchscreen display

- The functionality and operation of the navigation system is the same as 11MY.
- A new process has been developed for updating the hard-disc drive navigation map data via either a regional DVD disc or USB device at the dealership.
- The navigation system continues to be available in two specifications; Base Navigation and Premium Navigation where the latter enhanced level also features voice activation, TMC traffic messaging (market infrastructure dependent), 4x4 information and off-road navigation.

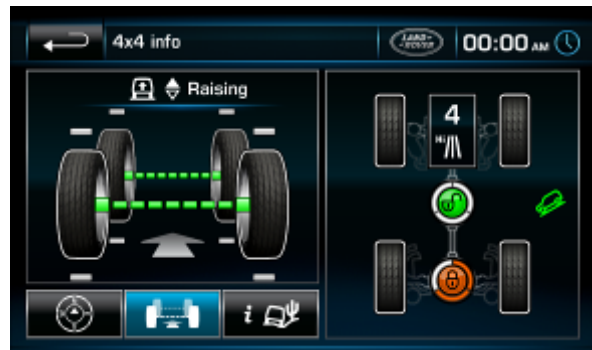
## 3.6.4 "Say What You See" Voice Activation

- 'Say-What-You-See' Voice Activation helps the driver learn voice commands by displaying them in the touchscreen.
- The commands are displayed in "step-by-step" format, with the first step showing the different devices that can be controlled (e.g. phone, navigation, etc) and the second step showing the different voice commands for that device e.g. for phone: "call contact", "dial number", "dial voicemail".
- Once a user is familiar with the system and has remembered some of the voice commands e.g. "phone" and then "dial voice tag" it will be possible to say these commands together as a shortcut, without waiting for the next step e.g. "phone dial voice tag".
- Speech control of the following devices is supported.
  - Phone (including dialling a name without needing to store a voice tag first).
  - Navigation (including Destination Entry by Voice).
  - USB/iPod - Basic control (On/Off, Mix On/Mix Off).
  - CD/Virtual CD Changer.
  - Radio.
  - DAB
  - Aux - Basic control (Select as audio source).
  - Rear Entertainment - Basic control (Allows front user to turn it off, if fitted).
  - Notepad.
  - Voice Settings/Tutorial (learning how to use the system).
- Once the user has activated the speech system using the PTT (Push-to-Talk) button on the steering wheel they are presented, initially, with a main menu page, from which they can say their preferred selection. The graphical menu then updates to display the next set of appropriate commands. These menus continue to lead the user through an interaction flow until they have completed the task of their choice entirely through a speech interaction.

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Say What You See Voice Activation



Examples of redesigned touchscreen graphics

## 3.6.5 Rear Seat Entertainment and WhiteFire™ Headphones

- Following the same strategy as the current vehicle, Rear Seat Entertainment (RSE) is an available option on vehicles equipped with navigation and leather seats. The navigation system for 12MY will feature the DVD drive.
- A single slot DVD drive is situated in the audio head unit so the disc is conveniently loaded from within the cabin by driver or front passenger. Previously a 6 DVD Changer had been located in one of the rear-quarter panels accessed from the luggage compartment.
- Screens are housed in re-shaped front seat headrests and screen size has been increased to 8 inches.
- The audio is delivered by two pairs of wireless WhiteFire™ headphones. WhiteFire™ is a new standard for the delivery of uncompressed audio data to achieve the highest quality sound. The WhiteFire™ system can also deliver more than one audio channel simultaneously.
- The system can be controlled by the remote control.
- The RSE system allows display and connection of games consoles and video playback of MP4 files stored on USB is also possible.

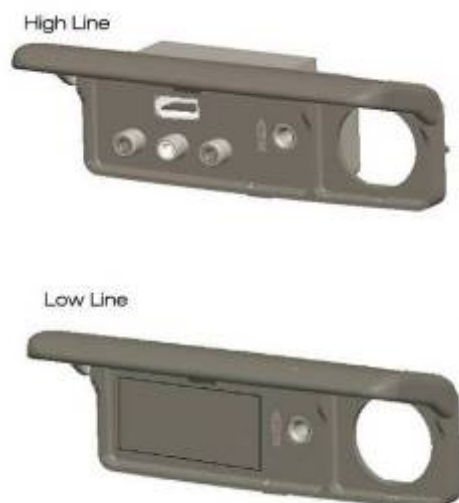
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WhiteFire™ emitter mounted in the roof headlining. Self coloured gloss black lens.



Redesigned RSE headrest and larger screen (illustration only)

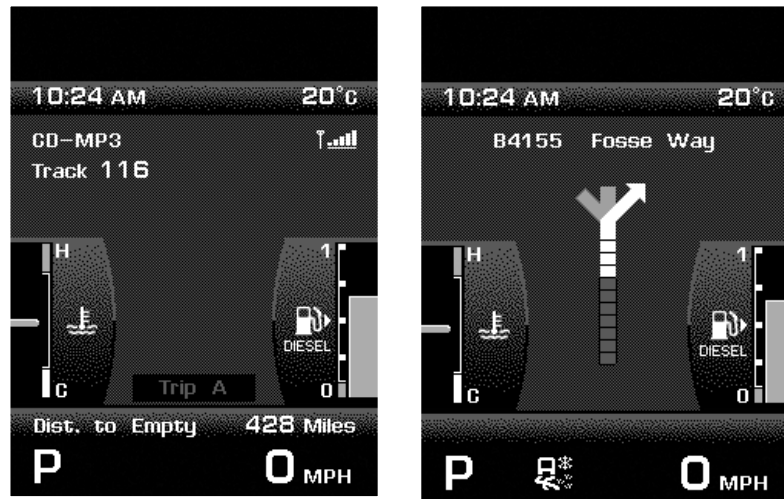


Details of the new design for the Rear Seat Entertainment sockets including USB slot. High Line refers to RSE. Low Line refers to non-RSE.

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## 3.6.6 TFT Display Audio and Navigation Information

- From 12MY, the TFT display within the instrument panel will display audio system information, phone book information and navigation directional symbols.



Examples of screens and information displayed by the new IP TFT display

## 3.6.7 Other Infotainment Changes – Telephone

- The functionality of the phone system remains the same as 11MY although the phonebook facility in the vehicle has significantly increased in capacity from 12MY. The actual capacity is variable and depends on the type of phone and how many characters and single or multiple entries that it holds. However, the scale of increase into the vehicle's phonebook capacity has grown from around 700 entries at 11MY to multiple thousands from 12MY.

## 3.7 Exterior Paint Colours

For information relating to paint availability, please refer to Bulletin number A1541 on dealer portal. The Discovery 12MY UK Pricing and Order Guide shows the latest paint offering for Discovery 12MY.

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## 4.0 Standard Feature Changes by Derivative

TDV6 Commercial 3.0 210hp	SDV6 GS 3.0 255hp	SDV6 XS 3.0 255hp	SDV6 HSE 3.0 255hp
<b>Add</b> 8 Speed Automatic Drive Select Paddle Shift  4.2" Colour Audio Display DAB	<b>Add</b> 8 Speed Automatic Drive Select Paddle Shift 255hp SDV6 4.2" Colour Audio Display DAB USB Connectivity	<b>Add</b> 8 Speed Automatic Drive Select Paddle Shift 255hp SDV6 Gen 2.1 ICE enhancements  2xUSB Connectivity  7 split-spoke alloy wheel	<b>Add</b> 8 Speed Automatic Drive Select Paddle Shift 255hp SDV6 Gen 2.1 ICE enhancements  2xUSB Connectivity Timed Climate New 19" alloy wheel
<b>Delete</b>	<b>Delete</b>	<b>Delete</b>	<b>Delete</b> LOGIC7 ICE Auto High Beam Assist

## 5.0 Range Prices

	List Price	CO2 Offset	VAT 20%	P11D Price	VED First Year Rate & 1st Registration Fee	On the Road Price
<b>3.0 Commercial</b>						
TDV6 (210hp) Commercial Automatic	£27,841.67	£100.00	£5,588.33	£33,530.00	£265	<b>£33,795.00</b>
SDV6 (255hp) Commercial Automatic	£29,175.00	£100.00	£5,855.00	£35,130.00	£265	<b>£35,395.00</b>
<b>SDV6 (255hp) Automatic</b>						
GS	£30,858.33	£100.00	£6,191.67	£37,150.00	£845	<b>£37,995.00</b>
XS	£36,025.00	£100.00	£7,225.00	£43,350.00	£845	<b>£44,195.00</b>
HSE	£41,858.33	£100.00	£8,391.67	£50,350.00	£845	<b>£51,195.00</b>