

# RANGE ROVER

WALKAROUND | 2017



ABOVE & BEYOND





# POSITION 1

## LEFT FRONT CORNER OF THE VEHICLE

### MESSAGE:

This is the flagship of the Land Rover Brand.

### KEY POINTS

- The Range Rover has often been referred to as peerless. 2017 model year only supports that notion.
- The Range Rover demonstrates iconic design. Its distinctive silhouette, clamshell hood and floating roof make it immediately recognizable.
- Available in both Standard and Long Wheelbase variants, the 2017 Range Rover offers six trim levels – Range Rover, Range Rover HSE, Range Rover Supercharged, Range Rover Autobiography, Range Rover SVAutobiography Dynamic, and Range Rover SVAutobiography.
- Changes for 2017 include: New model – the 550HP Range Rover SVAutobiography Dynamic (SWB), InControl Touch Pro, New Black Design Packages, New Advanced Driver Assistance System (ADAS) features, SVO Paints now available on all trim levels, Remote Start now available, Package and Option Restructuring.
- Range Rover's construction is an all-aluminum monocoque. It is the first fully-aluminum SUV and uses the largest single aluminum body sides in the automotive industry.
- Never out of place, The Range Rover can go anywhere and is acceptable anywhere.



# POSITION 2

IN FRONT OF THE VEHICLE.  
LIFT THE HOOD.

## MESSAGE:

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More power, more quiet, more perfect.

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## KEY POINTS

- The 5.0 Liter LR-V8 Supercharged engine provides 510 horsepower and delivers 461lb/ft of torque while delivering effortless performance, refinement and efficiency.
- The 3.0 Liter LR-V6 Supercharged engine provides generous torque throughout the rev range, delivering confident and class-competitive performance of 340HP and 332lb/ft of torque. And, on HSE a 380HP version of the V6 engine is standard.
- The highly efficient Td6 3.0 Turbocharged Diesel Engine produces 254HP and 443 lb/ft of Torque. It is a thoroughly proven engine design, used around the world for over 10 years.
- 8-Speed ZF Automatic Transmission provides smooth, efficient gear-shifting to handle the additional power. It features an intelligent sport mode, which can sense and adapt transmission characteristics to particular driving styles.
- Electric Power Assisted Steering (EPAS) provides a variety of benefits from luxury/performance to energy-saving efficiency.
- Active vanes improve aerodynamics and efficiency by controlling the flow of air into the grille.



# POSITION 3

STEP TO THE RIGHT SIDE OF THE VEHICLE.  
STEP BACK FOR AN OVERALL VIEW.

## MESSAGE:

Imposing design suggests unrivaled  
Breadth of Capability.

## KEY POINTS

- When introduced 45 years ago, the Range Rover model changed the way the world went off-road. Over the years, it has come to represent the very pinnacle of celebrated British Design.
- Range Rover has a clean and elegant shape, and a modern interpretation of classic Range Rover design cues. While instantly recognizable as a Range Rover, this fourth generation vehicle takes a step forward with a bold evolution of the model's iconic design language.
- LED accents on the headlights, taillights and the Center High Mounted Stop Lamp Blade offer a distinctive look and night-time personality.
- New Black Design Package is now available on HSE and Super-charged Models – this package features black exterior trim with a choice of 21" or 22" black wheels. This is the Black Trim and Wheel package that was previously available on Limited Editions.
- Vehicle's confident stance is based on independent air-sprung suspension.
- Adaptive Dynamics continuously varies the damping to give optimum balance of ride and handling, matching suspension settings to the demands of the road and the driver. Available Dynamic Response reduces body lean for sports car-like handling.



- Multiple active safety systems work to keep the driver in control, including All-Terrain ABS, Advanced Emergency Brake Assist, Electronic Brakeforce Distribution, Electronic Rear Brake Boost, Dynamic Stability Control, Enhanced Understeer Control, Cornering Brake Control, Roll Stability Control, Hill Descent Control, and Gradient Release Control.
- Electronic Traction Control works in conjunction with Range Rover's sophisticated Permanent 4WD system to provide extreme off-road capability and is controlled through the Terrain Response® System. Terrain Response 2 has an AUTO feature that automatically selects the appropriate mode for the corresponding surface.
- Advanced Tow Assist is a new feature that expands upon the current Tow Assist (part of the Surround Camera System). Using the Terrain Response 2 rotary selector, the driver can control the desired trailer trajectory without touching the steering wheel. The vehicle will then provide the steering input to maneuver the trailer into the desired position.




# POSITION 4

## MESSAGE:

Not just thoughtful features, better thought out features.

## KEY POINTS

- Power Split tailgate offers excellent flexibility in loading cargo. Optional power rear folding seats can be operated from the back of the vehicle for added convenience.
  - Useful cargo compartment and storage features include twin glove boxes and large cupholders.
  - For 2017 a 12V auxiliary power socket has been installed in the upper glove box for even greater convenience.
  - Available Surround Camera System uses five cameras to provide drivers a 360-degree view around the vehicle, to aid in towing and low-speed maneuvering.
  - Available Blind Spot Monitor and Closing Vehicle Sensing warns the driver of vehicles in their blind spot by illuminating a bright amber warning in the side mirrors. Reverse Traffic Detection adds an extra level of security.
  - Trailer Stability Assist reduces trailer oscillations when towing by using engine torque reduction and braking to help bring a swinging trailer under control.
  - On models with powered rear seat cargo fold, the Intelligent Seat Cargo Mode option provides automatic seat clash avoidance and return function on both of the front seats.
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- A key product development for 2017 model year is the introduction of the Advanced Driver Assistance Systems (ADAS) suite of features. The ADAS features are grouped into three driver-oriented levels.
  - The powered tailgate has been enhanced with Hands-Free Gesture sensing. This will allow the customer to operate the tailgate from outside the vehicle, as long as the Smart Key is present, without needing to physically touch either the car or the remote key fob.
  - Vehicle KIT can enhance utility and personalize the vehicle (review available items).

# POSITION 5

MOVE CUSTOMER TO THE DRIVER'S SEAT & ADJUST AS NECESSARY. POSITION YOURSELF IN THE PASSENGER'S SEAT.

## MESSAGE:

Masterful interior design assures pride of ownership.

## KEY POINTS

- The interior is the ultimate in comfort and craftsmanship and can be tailored to individual preference with a wide range of colors, materials and finishes.
- A significant change for 2017 model year is the introduction of our Next Generation Infotainment (NGI) system, which will be identified as InControl Touch Pro. InControl Touch Pro is the central hub to access and control entertainment, infotainment and vehicle feature content.
- Passive Keyless Entry with Passive Push Button Start and comprehensive alarm system with engine management immobilizer.
- Command Driving Position offers excellent visibility.
- Steering wheel provides convenient access to the phone system, cruise control, audio system, and driver information settings.
- Available Executive Class Seating provides the highest level of prestige and comfort for chauffeur-driven passengers.
- The new Rear Seat Entertainment User Interface Panel (UIP) provides USB, HDMI & MHL connectivity, supporting multiple smartphones/tablets and other devices.
- The Timed Climate system can warm the cabin in advance. It can be operated by a separate remote control or by setting a timer via the touchscreen.



- The Range Rover offers state-of-the-art audio systems developed by Meridian; global leaders in digital signal processing and audio technologies. These systems range from 380w to 1700w with as many as 29 speakers. Meridian has an impeccable reputation for quality and speaker technology, including a dual channel subwoofer placed in ideal positions around the car. While all sound systems offer highly-optimized sound quality, the 825-Watt system incorporates Meridian Trifield technology that effortlessly blends the center channel with front and left channels to create a concert-like experience for all occupants. Includes a Portable Audio Interface USB port or iPod® connector with full integration.
- Personal Telephone Integration System featuring Bluetooth® technology links phone to the vehicle's controls and sound system.
- The top level Meridian Reference Sound system includes 'Conversation Assist'. This allows for clearer conversation between front & rear occupants. Microphones above each occupant mix the occupants speech with the output from the audio system.

# POSITION 6

## MESSAGE:

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The culmination of the customer introduction is the test drive.

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## KEY POINTS

- Exterior and interior uses the highest quality materials to elevate the visual and tactile experience.
- Comment on the artistry of the dashboard and comfort that the driver experiences at the beginning of each trip.
- Point out model specific features such as, the SVO tuned 550HP engine, if equipped, complemented by a unique suspension specification to provide a rapid and agile but luxurious driving experience.
- Crisp braking from high performance 4-wheel disk brakes.
- Note the subdued sound of the powerful engine and the minimal wind and road noise improved by triple laminated front windshield.
- Intuitive controls conveniently accessible from both the steering wheel and touchscreen.
- The feeling of confidence from so much capability.
- Customers intrigued by Range Rover's legendary breadth of capability may appreciate a demonstration of the new All Terrain Progress Control (ATPC).

CHANGE PLACES WITH THE CUSTOMER,  
SO YOU CAN DRIVE THE VEHICLE FIRST.

Discuss handling, ride and acceleration  
before handing over the controls.





# FEATURES | BENEFITS





# FEATURES | BENEFITS

## INCONTROL® APPS

### COMFORT/TECHNOLOGY

- Land Rover InControl Apps enables you to use vehicle-optimized, smartphone apps on the vehicle's touchscreen.
- Using the InControl Apps USB port you can enjoy a variety of vehicle optimized apps such as: Contacts, Calendar and Music Player, with more third-party, vehicle-optimized apps being released over time.
- Your smartphone will also be re-charged while using InControl Apps.

## INCONTROL TOUCH PRO

### TECHNOLOGY

- Simple, user-friendly menu structure
- The most advanced multimedia system Land Rover has ever offered.
- Designed to make driving more enjoyable.

### CONVENIENCE

- Navigation system that learns as you drive
- Ability to share updates on your ETA with family and friends
- Shortly before arriving, the screen displays parking options and space availability.

## MERIDIAN SOUND SYSTEM

### PREMIUM/LUXURY

- This exclusive automotive system applies the same distortion standards demanded in home audio for a truly high-end experience.
- The 825-Watt system incorporates Meridian Trifield technology that effortlessly blends the center channel with front and left channels to create a concert-like experience for all occupants.
- Taking surround sound to the next level, Meridian Trifield 3D technology provides greater control over the content of the surround and side channels, as well as additional signal feeds for height speakers. This premium technology expands the sense of space within the cabin, providing a personal, realistic three-dimensional listening experience in every seat.



## ADAPTIVE CRUISE CONTROL WITH QUEUE ASSIST

### SAFETY

- Reduces occurrence of traffic “bunching”
- Driver can select the most appropriate time-gap for the current conditions
- Visual and audible warnings reinforce driver awareness

### DURABILITY

- Unaffected by most weather conditions
- Wide vehicle sensing zone ensures accurate tracking

### COMFORT

- In stop-and-go traffic situations, the cruise control will match the speed of the vehicle it's following, without shutting off, helping to reduce driver fatigue.
- Forward alert prompts the driver with an audible tone without the vehicle automatically braking for a driver who prefers more input.

## ADAPTIVE DYNAMICS

### PERFORMANCE

- Optimizes ride and handling control by instantly responding to both the demands of the current driving style and of the terrain encountered, in both on- and off-road conditions.

### SAFETY

- Reduces vehicle roll and pitch
- Improves control on slippery surfaces

# FEATURES | BENEFITS

## LIGHTWEIGHT ALUMINUM ARCHITECTURE

### SAFETY

- Less impact forces on the vehicle occupants because aluminum absorbs twice as much energy as steel.
- Although lighter than steel, aluminum is stronger pound-for-pound and helps to protect the safety cell from intrusion of outside forces.

### PERFORMANCE

- Lighter vehicle means quicker acceleration, shorter stopping distance and better handling.

### SUSTAINABILITY

- Increased fuel economy
- Lower emissions
- Land Rover's process for bonding and riveting aluminum requires less energy than steel construction.
- Aluminum is easily recycled and highly reusable.

### COMFORT

- Reduced noise, vibration and harshness for a more premium luxury experience

## TERRAIN RESPONSE 2

### SAFETY

- Because it's never turned off, Terrain Response helps provide maximum control at all times.
- Available Auto mode selects the correct setting for any situation for capability that is seamless for the driver.

### PERFORMANCE

- Multiple systems communicate with each other enabling the highest levels of traction and stability.
- The system programming is the result of more than six decades of knowledge.
- It's like having an expert with you at all times.



## POWER LIFTGATE/TAILGATE

### COMFORT

- Three separate buttons for opening provide convenience and ease of operation.
- Tailgate opens with a different button to ensure contents do not easily roll out.
- Driver-programmable height adjustment accommodates all users.

### SAFETY

- Anti-trap feature enhances protection from pinching of fingers or limbs.

### CONVENIENCE

- Hands-Free Gesture feature allows the customer to operate the tailgate from outside the vehicle, as long as the Smart Key is present, without needing to physically touch either the tailgate or the remote key fob.



# FEATURES | BENEFITS

## 3.0-LITER TD6 TURBOCHARGED V6 DIESEL ENGINE

### EFFICIENT

- Td6 delivers a 32% improvement in fuel economy over the supercharged V6.
- Total range increases 3.3%.

### PERFORMANCE

- Peak torque arrives at 1,750 rpm in the Td6 while the gasoline V6 produces its 332 lb-ft (450 Nm) at 3,500 rpm.
- This high torque output at low RPM makes the diesel models particularly well suited to towing heavy loads and off-roading.
- Td6 allows the vehicles to deliver acceleration times comparable to the higher horsepower V6 gasoline models.

### OPPORTUNITY

- This proven technology has been long anticipated by many customers, including buyers new to the Land Rover brand.
- Clean Diesel offers additional talking points for customers interested in longterm sustainability.
- Diesel is a growing segment of the market — our timing is right!

## 8-SPEED AUTOMATIC TRANSMISSION

### PERFORMANCE

- The advantage of an 8-speed transmission over a six is that both lower and higher gearing are available for quicker starts and strong acceleration.
- The latest technology ensures smooth shifting.
- The transmission is programmed to learn and adapt to different driving styles.
- Paddle Shifters can be engaged at any time for more driver control.

### SUSTAINABILITY

- Greater efficiency raises fuel economy and lowers emissions.
- Transmission is sealed for life, reducing the amount of fluids needing to be changed and discarded.

## ELECTRIC POWER ASSISTED STEERING (EPAS)

### PERFORMANCE

- Helps deliver accurate, consistent steering and agile cornering
- Power assistance is speed-sensitive so steering is light and responsive at lower speeds and firmer at higher speeds.
- EPAS does not require a power steering pump allowing more available horsepower to the drive wheels.

### SUSTAINABILITY

- CO<sub>2</sub> is reduced and fuel mileage is increased as a result of this design.
- No power steering fluid is required, eliminating the chance of leaks.



## SURROUND CAMERA SYSTEM

### SAFETY

- Since 2013, junction view is greatly enhanced with better placement of front cameras and the ability, literally, to see around corners before pulling out into traffic.
- Unprecedented visibility of the ground around the vehicle available on the Touchscreen display.
- Provides driver with visibility at blind junctions during low speed maneuvering.

### COMFORT

- Ability to select and zoom in on specific cameras during low speeds
- Aids driver when reversing a trailer by overlaying vehicle and trailer trajectory onto the reversing display

## ALL TERRAIN PROGRESS CONTROL (ATPC)

### HERITAGE

- Once again, Range Rover displays supremacy as the off-road leader.
- Breadth of capability continues to expand year over year.

### PERFORMANCE

- Allows the customer to set a preferred crawl speed using cruise control.
- Higher levels of control provide a smooth driving experience.

## ALL TERRAIN INFO CENTER

### CONVENIENCE

- Provides information about the vehicle's configuration
- It is the hub to access a number of driving and off-road features using the touchscreen. These features include: Vehicle Geometry, Drive Assist, Slope Assist, and Wheel information.

## PARK ASSIST

### SAFETY

- Advanced programming and state-of-the-art technology combine to reduce opportunity for collision or contact with a parked vehicle.

### CONVENIENCE

- Simply following the prompts on the message center, the driver can rely on the vehicle to accurately steer into a parallel parking spot.
- Removes the concern of not being an expert at parallel parking



# FEATURES | BENEFITS

## **DYNAMIC RESPONSE** (Standard on V8 Supercharged)

### PERFORMANCE

- Transforms handling and the comfort for all occupants
- Greatly extends the breadth of capability by adapting to multiple road surfaces

### LUXURY

- Using the latest two-channel technology to independently regulate front and rear suspension units, the system dramatically reduces the amount of body lean during cornering and is tuned to deliver increased low-speed agility as well as enhanced control and stability at higher speeds. The end result is an experience generally found in a performance luxury sedan.

## **HILL START ASSIST AND GRADIENT RELEASE CONTROL**

### SAFETY

- Avoids alarming lurches on down-hill restarts

### COMFORT

- Automatic operation whenever HDC is engaged
- Vehicle resists rolling backwards when brake is released allowing for smooth hill starts.

## **XENON HEADLAMPS WITH LED SIGNATURE LIGHTS**

### SAFETY

- Reduced bulb failure
- Xenon technology provides excellent dip and main beam roadway illumination.

### DURABILITY

- Improved light quality and durability
- Improved resistance to misting after wading or in extremely humid environments

## **AUTOMATIC HIGHBEAM ASSIST**

### SAFETY

- Encourages high-beam usage to maximize forward visibility
- Reduces blinding oncoming drivers

### COMFORT

- Fully-automatic operation and configurable