2009 3 Series, Advanced Diesel & new iDrive Training Welcome!



2009 3 Series

BMW Group University



The Ultimate Driving Machine®

hosted at BimmerPost.com



Agenda

- 2009 3 Series Highlights 25 Mins
- BMW Advanced Diesels 25 Mins
- Break 5 Mins
- New iDrive background and exercises 60 Mins
- Wrap up 5 Mins

Full presentation available on PKoD: \rightarrow 2009 3 Series What's New Page

hosted at BimmerPost.com

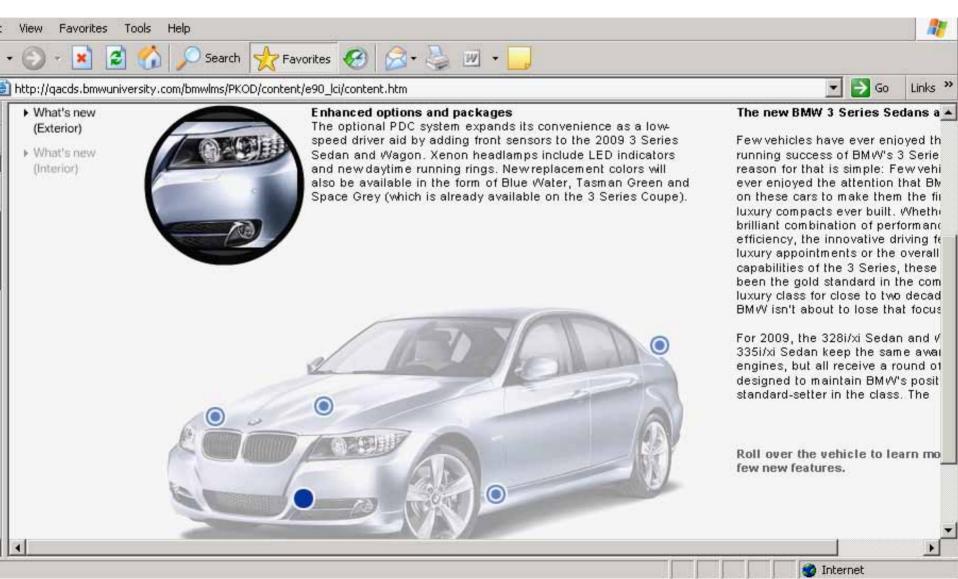
MY 2009 3 Series Design Highlights

What's changed?

 \rightarrow 2 Minutes

MY 2009 3 Series PKoD

hosted at BimmerPost.com



MY 2009 3 Series Design Highlights

hosted at BimmerPost.com

Exterior Front



MY 2009 3 Series Design Highlights

hosted at BimmerPost.com

Exterior Front





MY 2009 3 Series Design Highlights

• Exterior Front



MY 2008



MY 2009

MY 2009 3 Series Design Highlights

• Exterior Rear





MY 2009 3 Series Design Highlights

• Exterior Rear



MY 2008

MY 2009

MY 2009 3 Series Design Highlights

hosted at BimmerPost.com

New Wheel Program

	Code: 2B4 Style: 195	Code: 2BZ Style: 161	Code: 2KU Style: 285	Code: 2S1 Style: 286	Code: 2S2 Style: 287	Code: 2SX Style: 282	Code: 2SZ Style: 284
	18" Double-spoke wheels (style 195) withperformance tires	17" Light Alloy Double- spoke wheels (style 161)	- 17" V-spoke wheels (style 285) with all season run-flat tires	17" Light allow wheels (style 286) with mixed performance tires	18" Light alloy wheels Star-spoke (Style287) with performance tires	- ·	17" Multi-spoke wheels (style 284) with all-season run- flat tires
	Front: 18x8.0, 225/40 R18 Rear: 18x8.5, 255/35 R18	Front / Rear: 17x8.0, 225/45 R17	Front / Rear: 17x8.0, 225/45 R17	Front: 17x8.0, 225/45 R17 Rear: 17x8.5, 255/40 R17	Front: 18x8.0, 225/40 R18 Rear: 18x8.5, 255/35 R18	Front / Rear: 16x7.0, 205/55 R16	Front / Rear: 17x8.0, 225/45 R17
328i Sedan			Optional	ZSP		Standard	
328xi Sedan			Optional	ZSP (upgrade)		Standard	ZSP
335i Sedan					ZSP		Standard
335xi Sedan		ZSP			ZSP (upgrade)		Standard
335d Sedan	ZSP						Standard

MY 2009 3 Series Interior Changes



MY 2009 3 Series Interior Changes

• All 3 Series – improved refinement



• Plus standard Active Headrests

Sedan & Wagon Only







MY 2009 3 Series Interior Changes

• All 3 Series and 1 Series receive a new iDrive



MY 2009 3 Series Colors, Trims & Upholsteries

- Space Gray
- Blue Water
- Tasman Green
- New Fine Line Aluminum replaces current trim
- Light Burl Walnut Wood trim replaces Light Poplar Wood
- Oyster Dakota Leather and Saddle Brown Dakota Leather now available
- Chestnut Brown Dakota Leather replaces Terracotta Leather

MY 2009 3 Series Option / Package Changes

Sedan and Wagon only:

 Front and rear PDC (SA508) replaces current Rear PDC only option

All 3 Series

- Logic 7 now a stand alone option on 335i/xi models
- Active steering N/A for 328i and 335d

Package Changes (all 3 Series)

- **Sport:** includes High Gloss Shadowline and new available wheel styling.
- **Cold Weather:** Includes heated steering wheel (Button on right side of steering column)



MY 2009 3 Series A Great Opportunity!!!



MY 2009 3 Series A Great Opportunity!!!

Discussion:

- Do you think the 2009 model will help keep the 3 Series ahead of the pack?
- How can you generate excitement among your customers with this new model?
- What techniques will you use to reach out to existing 3 Series owners and maybe CPO owners?

MY 2009 3 Series and X5 BMW Advanced Diesel



MY 2009 3 Series and X5 BMW Advanced Diesel

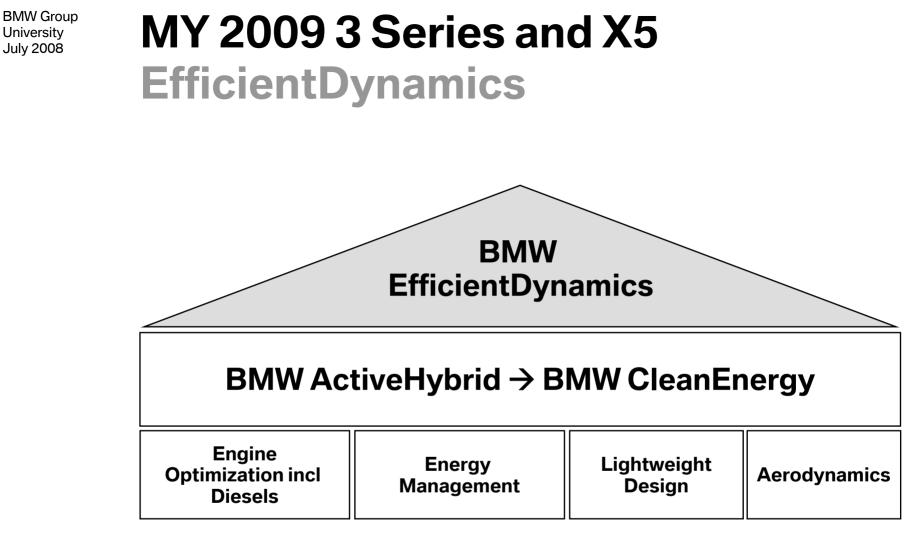
- Which models will have Diesel?
- 335d
- X5 xDrive35d



Coming early 2009

MY 2009 3 Series and X5 Why Introduce Diesels??

- Who remembers BMW's engine and fuel optimization philosophy from the BMW Experience?
- Today's diesels are 20-30% more efficient than gas engines.
- If 33% of all US vehicles were diesel we would save 1.4 Million barrels of oil *per day*
- Equivalent to the current US-oil imports from Saudi Arabia
- Diesel engines have vastly improved and are starting to make sense for the US
- Diesel fuel is becoming more available

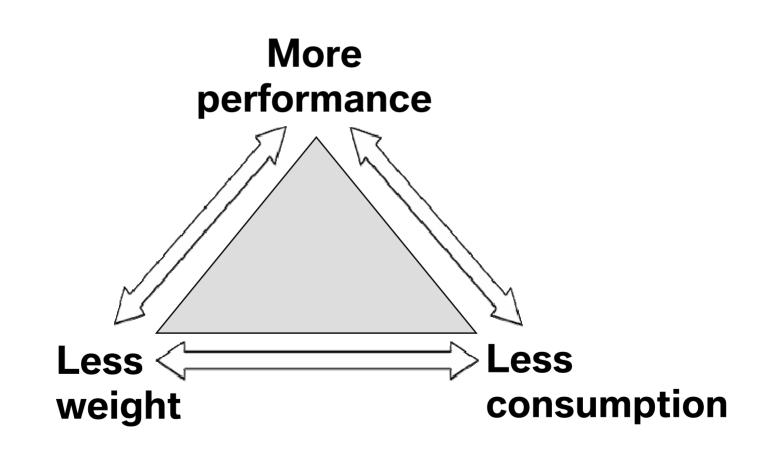


The best of all worlds...

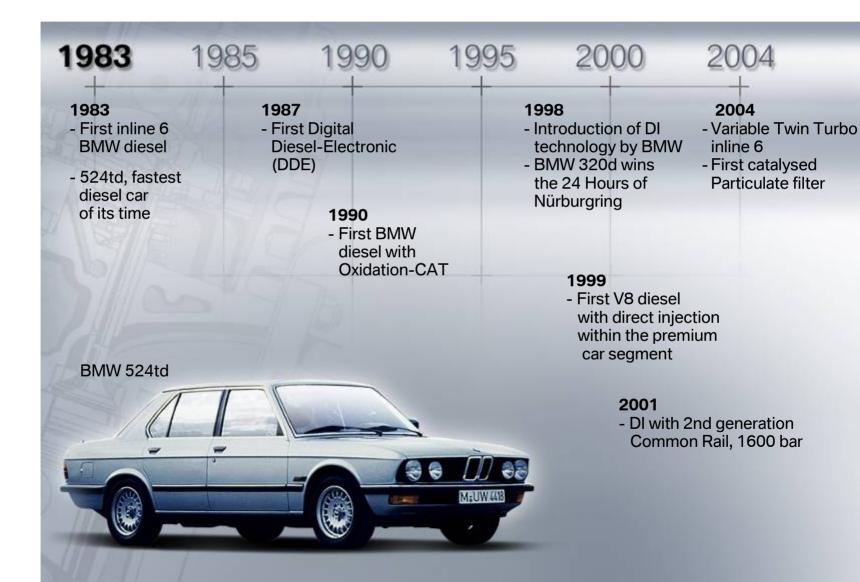
University July 2008



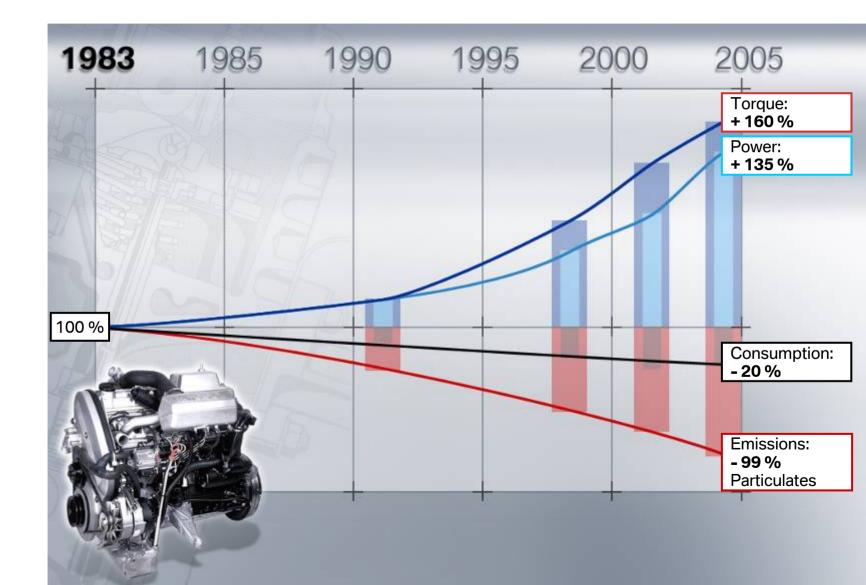
MY 2009 3 Series and X5 EfficientDynamics Philosophy



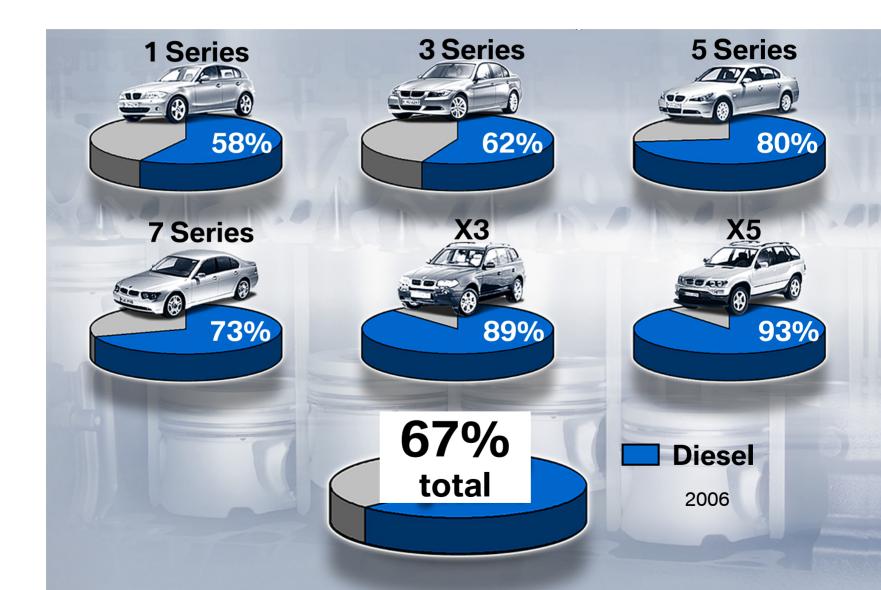
MY 2009 3 Series and X5 BMW Diesel History



MY 2009 3 Series and X5 More Power, Less Emissions



MY 2009 3 Series and X5 BMW Diesels in Europe



MY 2009 3 Series and X5 BMW Advanced Diesel

- Who can tell me about the engine?
- 3.0L Variable twin turbo
- Inline 6-cylinder diesel
 - 265 Horsepower
 - 391 lb.-ft. at 1,500 rpm
 - 425 lb.-ft. peak at 1,750 rpm
 - Lightweight and innovative (Aluminum)
 - Most powerful 3.0L diesel in the world



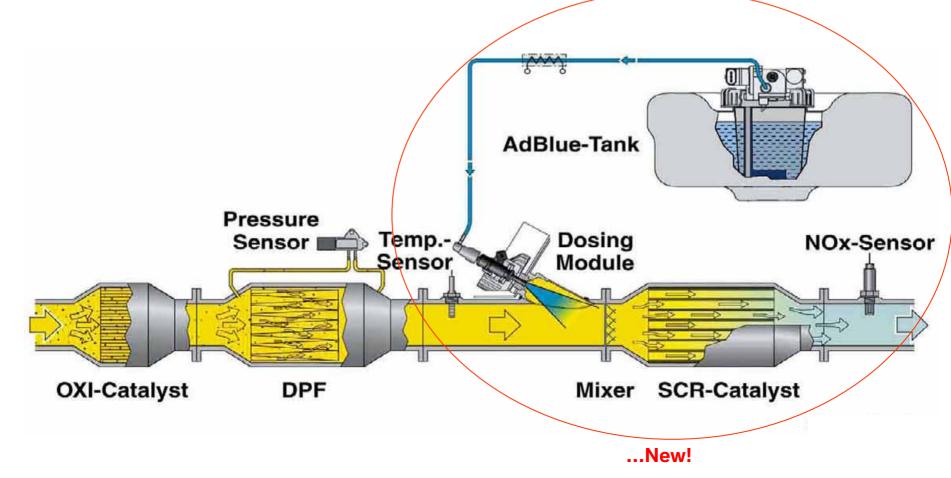


 Automatic transmission only, no xDrive version on 335d (but there is the X5 xDrive35d!)





Difference to European Models = Emissions Diesel Exhaust Fluid (DEF)



MY 2009 3 Series and X5 BMW Advanced Diesel



Emissions

Diesel Exhaust Fluid (DEF) Servicing

- Clear solvent
- During service tanks are flushed and refilled
- Service intervals at 11,000 miles (X5) and 13,000 miles (335d) TBD
- Covered by BMW Ultimate Service (4 years or 50,000 miles)
- DEF will also be available at retail stores
- BMW Roadside Assistance will also help!





DEF Driver Notification (1,000 miles)







Exhaust Fluid Reserve!

Please note the remaining driving range. Refill diesel exhaust fluid as soon as possible. Refer to Owner's Manual.



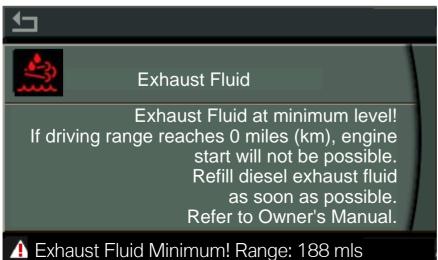
Exhaust Fluid Reserve! Range: 992 mls





DEF Driver Notification (200 miles)









DEF Driver Notification (0 miles)





MY 2009 3 Series and X5 BMW Advanced Diesel



Proper Diesel Fuel

- Not all Diesel is created equally
- Must use proper Ultra Low Sulphur Diesel
 → Gas stations required from 2010
- Bio-Diesel not recommended
- Fuel filler neck gate to prevent miss-filling with gas

MY 2009 3 Series and X5 BMW Advanced Diesel



Fuel Station Pump Labels

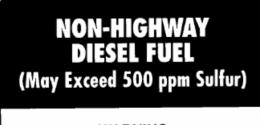


Required for use in all model year 2007 and later highway diesel vehicles and engines.

Recommended for use in all diesel vehicles and engines. LOW SULFUR HIGHWAY DIESEL FUEL (500 ppm Sulfur Maximum)

WARNING Federal law prohibits use in model year 2007 and later highway vehicles and engines.

Its use may damage these vehicles and engines.



WARNING Federal law *prohibits* use in highway vehicles or engines.

Its use may damage these vehicles and engines.

MY 2009 3 Series and X5 BMW Advanced Diesel



Fuel Economy & Competition (Preliminary)

	hp	0-60	City	Hwy
335d	265	6.0	23	33
335i	300	5.4	17	26
MB E320CDI	210	6.6	23	32
X5 xDrive35d	265	7.0	19	26
X5 xDrive30i	260	7.8	15	21
MB ML320CDI	215	8.0	18	24
Lexus RX400h	268	7.3	26	24

BMW Advanced Diesels consume 20% - 30% less than comparable Gas engines

MY 2009 3 Series and X5 BMW Advanced Diesel



X5 xDrive35d Value Story vs Gas Engine

	X5 3.0si	X5 xDrive35d
Transmission	6-speed STEPTRONIC	6-speed STEPTRONIC
Fuel	Premium Unleaded	Diesel
U.S. Average Cost per Gallon (July 11, 2008)	\$4.52	\$4.81
Fuel tank (gallons)	22	22
Cost to Fill (\$)	\$99.44	\$105.82
MPG	15 city / 21 highway	19 city / 26 highway
Blended MPG	18 mpg	22.5 mpg
Range	18 mpg x 22 gallons = 396 miles	22.5 mpg x 22 gallons = 495 miles
Average Cost-Per-Mile	\$99.44 ÷ 396 miles = \$0.251	\$105.82 ÷ 495 miles = \$0.214

So, you'll spend \$6.38 (+6.4%) more per fill-up, but see a 25% improvement in fuel economy.

The result is a per-mile cost savings of 3.7-cents, coupled with the added convenience of traveling an additional 99 miles farther between fill-ups.

Bottom line: If you drive...

•10,000 miles / year, you'll save an estimated \$370/year

•12,000 miles / year, you'll save an estimated \$444/year

•15,000 miles / year, you'll save an estimated \$555/year

MY 2009 3 Series and X5 BMW Advanced Diesel



Also....

- BMW Ultimate Service
 → Free Maintenance for 4 yrs/50,000miles
- Peace of mind that your doing less damage to the environment
- Less frequent fuel fill ups required

MY 2009 3 Series and X5 BMW Advanced Diesel



Customer Profile Jim S.

Age: 45

Status: Married with 2 young kids

Lives in: This area

Occupation: Operations manager for telecommunications company

Currently Driving: 2006 X5 3.0i

Lifestyle: Commutes 32 miles each way to work. Needs the vehicle space for his family activities. Becoming more environmentally aware and concerned about rising fuel prices.

MY 2009 3 Series and X5 BMW Advanced Diesel



What Questions would you ask?

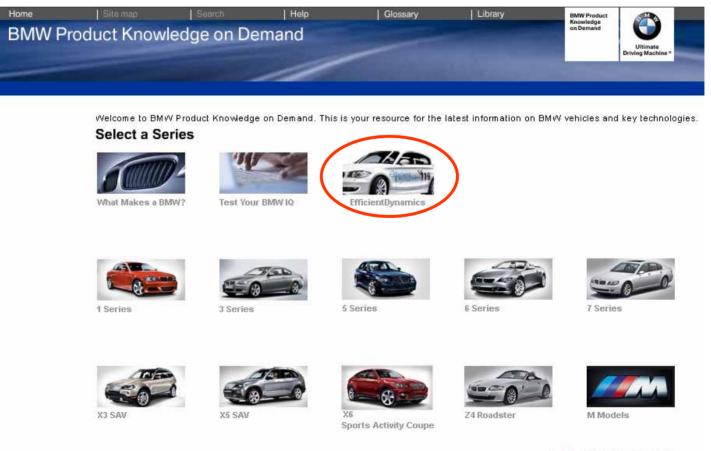
- What other vehicles are you considering?
- What do you know about Diesels and Hybrids?
- How much highway & city driving do you do?
- How often do you fill up?
- Is performance important to you?
- Do you know about the fuel savings associated with diesels?
- Do you know what the benefits of modern diesel engines are to the environment?



MY 2009 3 Series and X5 BMW Advanced Diesel



Further Information / tools: Product Knowledge on Demand (PKoD)



June 28, 2008

08 Car Fast Facts now available in the PKoD library

Check out the all-new 1 Series (

2008 Car Fast Facts Book Click here to download the PDF

MY 2009 3 Series and X5 BMW Advanced Diesel



Further Information / tools: Product Knowledge on Demand (PKoD)



Current Activities

Mid-term Solutions

Long-term Strategy

MY 2009 3 Series and X5 BMW Advanced Diesel



Further Information / tools: Product Knowledge on Demand (PKoD)



BM/W 1 Series Convertible Product Knowledge on Demand > EfficientDynamics

EfficientDynamics - Current Activities



Optimization of current technologies

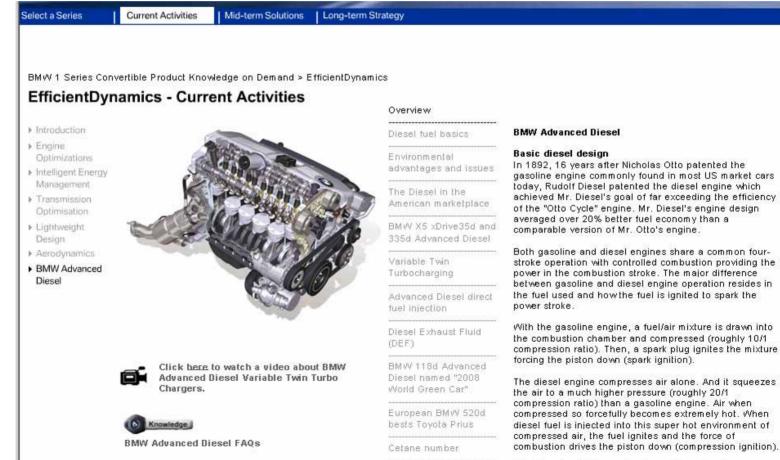
With the ongoing goal of reducing fuel consumption and lowering emissions, the BMW EfficientDynamics short-te strategy focuses on refining existing technologies. This includes gasoline engine optimization, advanced 50-stat diesel engines, lightweight materials and improved aerodynamics.

Back to EfficientDynamics home page

MY 2009 3 Series and X5 BMW Advanced Diesel



Further Information / tools: Product Knowledge on Demand (PKoD)



EfficientDynamics



Whit rising fast prices, where, some might ask, does this new climate of concern leave the BMW Ultimate Orking Machine? The answer, positioned well to satisfy a prospect's concerns for fast efficiency and desire for performance.

EMWs legendary angles design and engineering provess answers the challenges of skytockoling funi costs with Efficient Dynamics includings in the optimum the high performance geschise angles for greater efficiency and extrance the performance of the interactly that efficient discall angles to deliver a whole new higher level of chying acclement—the result, accling which is that are right for the lines and the to the IMW performance in testage.

EfficientCynamios

Witiging out every cursos of performance from every drop of fast and nothing less is the goal of BMW Efficient Dynamics.

While DMWs long-term goal has future DMWs powered by the sustainable fuel sparter hydrogen, URden/Dynamics, today advances overall fast approximy with improved gatesine engine efficiency, secolytantic referencents, innovative use of lightweight materials and intelligent energy management. It also includes the introduction of the powerful and highly fuel efficient DMW Advanced Disest engine to the US in the Ad of 2008.

BMW awards for fuel efficiency

In September of 2007, Environmental Defense, a leading national non-profit environmental protection organization, issued a report (search or data from 1990 to 2005) that singled out SMW products for help significantly improved fast efficiency and descentionly reducted CO2 environments.

Environmental Defense, in comparing 12 major automakers' product sintegies, recognized BMW for improving its evenge fuel economy by 14%. Equally dramatic, BMW reduced its CO2 emission rate by 12,2%. The next best manufacturer was at 2%."

BMW EPicentDytentics played a major part in the outstanding activerment and will continue to be the force betted DMWs drive for ever improving fast efficiency and reduced emissions.

"Victorialism Displayer Carton Rathers," 2017



BWW was also recognized in 2006 with the Paul Partich Technology Award by German moloring magazine. Auto Motor and Sport. BMW won based on its DifficientOynamics technology fuel-weeing concept."

- The sent is a sented

"National States and Specify January 2009

Gasoline engine optimization.

In origine design subtle and not so subtle refinements, especially when integrated as a group, can produce significant banefits. EfficientDynamics does exactly that with the GMW internal combustion engine.

Innovative designs and advanced technologies incorporated into BMW gasoline engines result in superior ensesten control, greater fuel efficiency and submits performance. These innovations include:

Velvelignic verieble inteke velve III."""

Velocitoric varies intake valve \$1 to allow for optimized performance across the full spectrum of operating conditions. If functions so well that it elimitates the need for the traditional engine theottle. This leaves no institle up-stream to reduce efficiency.

Valvelrotic creates the optimum charge right at the intake valve port. The vertable lift of the intake valves regulates the intake air quantity in the combustion chamber. Thus, engine breathing is fully a function of the velves, and the throttle is not needed. The cylinder charge is controlled light where it goes to work to deliver improved power and ecceptional fail efficiency.

The efficiency and simple elegance of Velvetronic is clear when compared to the large of the human body. Heality adhede large down in the sit the body requires. As a body locatesies its adhedy and the need for more energy. The large edget and draw in weiv-greater arcounts of at.

In containellon with Double WHOS, Weivertronic provides total and continuous engine load control through stepless lift, duration and opening time of the intellor valves.

** Stavelists is not fast and in territorial provide a segmet as the Cred leptics proves effectively produces the ratio effect as "specified."

Double VANDO Variable Valve Timing

Deable VANOS often the maximum adaptive valve timing technology with writely valve timing applied stations of the initial contained and exhaust constraint. This delivers significant benefits in terms of improved torque, emission control and fuel efficiency.

Double VANDS increases the floatelity of the DMW engine by environming torque at low to resclarit engine speeck to optimize to performance characteristics depending or conditions and demand. With Double VANDS the combastion process is in a constant table of optimization.

Twin barbox terrares.

BWWs bits turbocharger design on gesches engines uses two smaller turbochargers for new instantaneous response with a touch of the finatile. Each small turbocharger's shifty to spock-up very quickly allows for a smaller displacement engine to deliver a right level of performance that would otherwise detention is abarely aspirated engine with a much larger displacement and potentially higher overall fuel consumption.

EfficientDynamics

Manufacturer	Model	MPG (Dyblwy)	
	the second of the	Auto	Mag
DMW 1 Series	128 Coupe	18/26	18/28
	125 Corv	18/27	15/25
i	135 Coups	11/25	17/25
	135 Conv.	17726	17/26
Aare	TEX	21/30	19/28
Ast	A4 2:01	21/50	20/34
	A4 2.07 Cabrio	25/30	
Si di Karata di Karat Karata di Karata di Ka	A332	11/25	
Federal III - S	G37	15/24	Same
Leaus	15 250	21/29	18/25
3142	G350	17/25	
Sinsen .	3502	i na si	18/25
27 00000 - 3	3552 Touring Cabrio	17725	17224
Visitenvegen	Eas KumistiCux	21/30	21/20
	R32.A	18/23	
	Sos VR6	11/26	
Volvo	C30 15 2.0	11/27	10/26
Natural Charles	Madel		Dations
	1111	Auto Man	
DMW 3 Series	328 Sedan/Colpe	19/26	16:24
	32bd Seden/Coupe	17725	17/25
9 9	325 Sports Wegon	18/27	12/27
	338d Spots Wegon	17/25	17:25
	325 Conv.	11/27	17:27
	135i Sedar/Cospe	17726	17/28
	335d Seder/Coupe	17/25	10.25
1	125 Carr	17/26	17:28
Anes	TL.	18/26	11/27
Auti	A4 2.01	21/50	20(31
	A4 2.01 Cabrio	21/50	
9 - 1	A432 Quatro	17/25	17/25
	A512 Qualto	10/27	18/27
Cadilat	CTI	17/26	100.00
infiniti	G35	17724	-
(1997)	G15 Sport 6VT	Contrained.	17,25
-	G37 Sport 6MT	18/24	1.000
Lenus	16 250	21/29	18/26
		18/25	10520
è	15 350		
	85 350	19427	
M-0	C300	16/25	18428

M-0	C350	17.05	
12m	CLK350-Cp4, Cabito	17.05	
	CLKBOD	19.01	
VOIVO	010 2.5 75	19721	6
	002375G	19/27	-
	C70	14.06	10/27
lan dictorer	Moder	MPG (
IIWW 5 Sectors	528	19427	16/28
	508aj	17/25	17/25
	535i Sedan/Coupe	17.26	17/20
	535si Sedan/Coupe	17/28	16/25
	535ai Eporta Wegan	16/24/	18/23
	350	15.03	15/22
	2354	2163	1
4cine	RL.	16/24	
Aut	A83.2	18/27	
	A832 Gastro	17/25	
	A8 4.2 Quetto	16.03	
	All Avent	19.07	
ad list	STS V-6 RWD	17,026	<u> </u>
	STS V-6 AWD	17.026	
	STS V-8 RWD	15.04	
	STEV-8 AWD	14/21	
hin#	M35	16.725	
	MSS AWD	16/22	
	MAS .	16/21	_
	MAS AND	14/20	
laguat	XP.	10.025	
	XF Supercharged	15.025	-
Lecus	G6350 RMD	19/27	
	G5350 AMD	18/25	
M4 II	6360	17/24	(
	E550	14/21	
	ESSO AWD	12/10	
	ES20 BLUETEC	23/52	
like distant	Meda	MPG (Cty/they) Acto Man	
DWW 5 Sectors	650 Ctupe	15/05	15/22
	(SOI Conv	15.03	14/21
Cedillec	XLR	1504	
laguar	XK	16725	
Langua	90430	16.023	6
48	91550	14/21	-
Porsciss	911 Carrens	18/24	16/26
	011 Cabriclet	14/24	16/28

MY 2009 3 Series and X5 BMW Advanced Diesel

Any Questions?



5 Minute Break



MY 2009 3 Series hosted at BimmerPost.com New 2nd Generation iDrive

• All 3 Series and 1 Series receive a new iDrive



MY 2009 3 Series New 2nd Generation iDrive

All 3 Series and 1 Series receive a new iDrive
 → Far more intuitive with great new features
 → 80 GB Hard Drive (12GB for Music Collection)



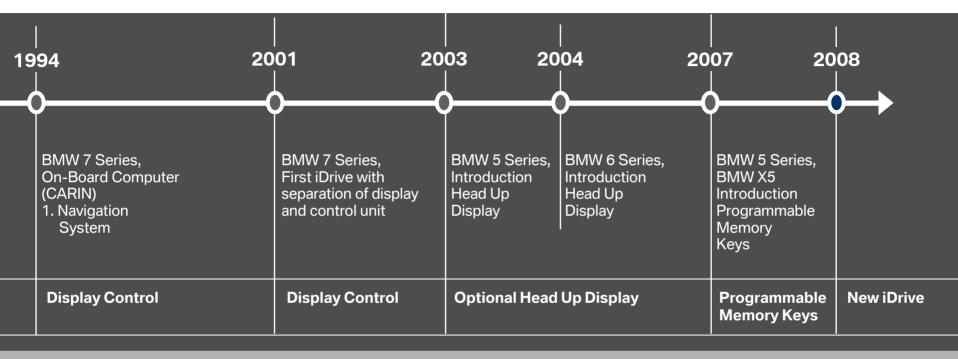


- All-new 7 Series will get an enhanced version
- All other models receive the new iDrive in 2009

MY 2009 3 Series and 1 Series Creating the 2nd Generation iDrive

BMW was the first to introduce this kind of system
 → We are ahead of the curve in experience...

2nd Generation iDrive BMW is an innovator in Efficient Control

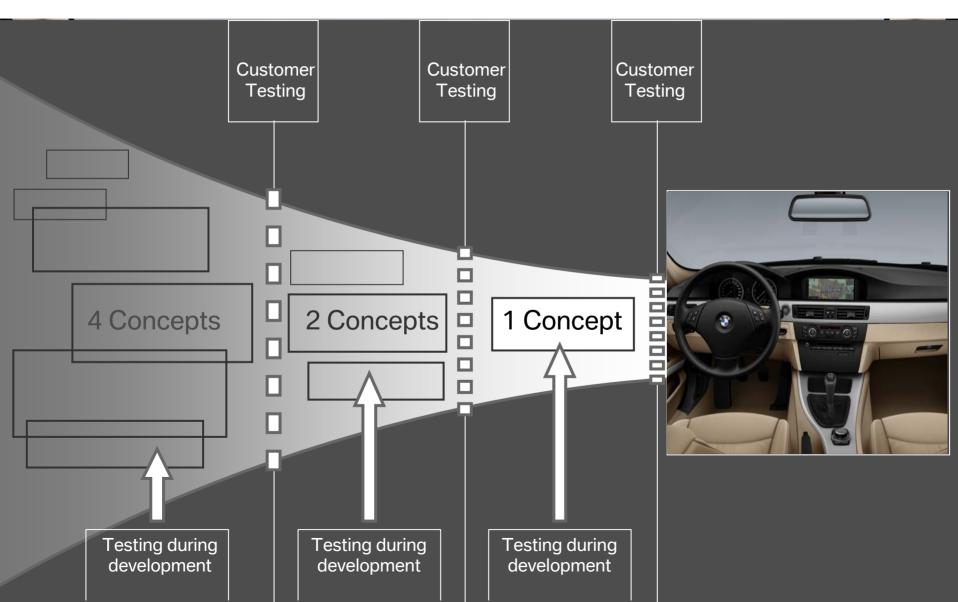




MY 2009 3 Series and 1 Series Creating the 2nd Generation iDrive

- BMW was the first to introduce this kind of system
 → We are ahead of the curve in experience...
- We did our homework...

2nd Generation iDrive We involved Customers from the Start



MY 2009 3 Series and 1 Series Creating the 2nd Generation iDrive

- BMW was the first to introduce this kind of system
 → We are ahead of the curve in experience...
- We did our homework...
- Extensive market research...

2nd Generation iDrive Market research was thorough

Trend research

Focus groups Customer reviews



Customer A

6 CDs in the CD-Changer are not enough.



Customer B I often skip through the tracks while driving.

Expert The future

Futures studies

of music will be mp3!

Functionality

Prioritized Use Cases

Internal Requirements (e.g.Package) External Requirements (e.g. Legal / Crash)

2nd Generation iDrive Market research was thorough



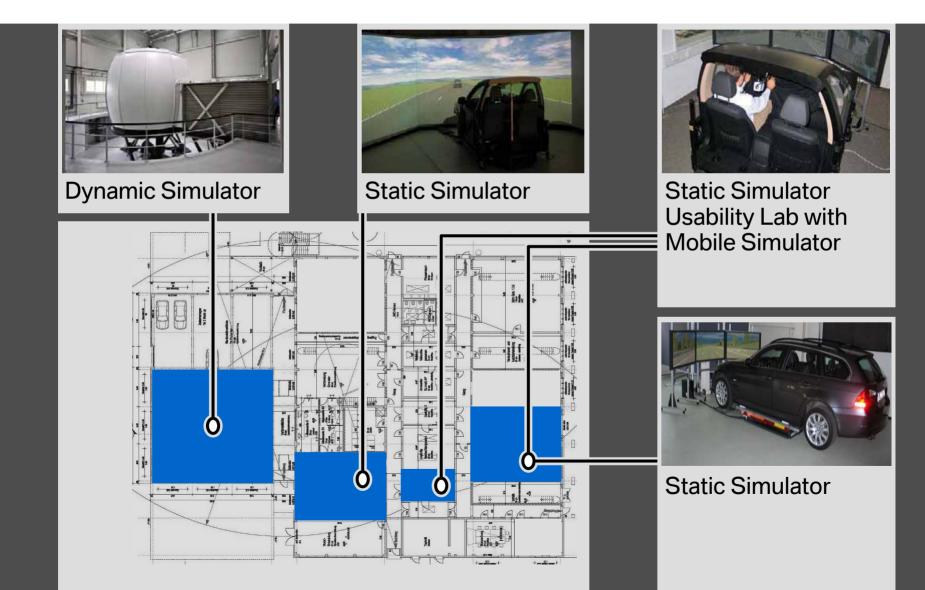
- 1 concept model/seat box
- 2 mobile driving simulators



MY 2009 3 Series and 1 Series Creating the 2nd Generation iDrive

- BMW was the first to introduce this kind of system
 → We are ahead of the curve in experience...
- We did our homework...
- Extensive market research...
- iDrive is safer than touch screen because...

2nd Generation iDrive iDrive Evaluation Methods



2nd Generation iDrive iDrive Evaluation Methods

Occlusion method:

A methodical instrument which measures visual distraction and the possible interruption of control processes. Determination of control times during initial contact and during the learning curve.





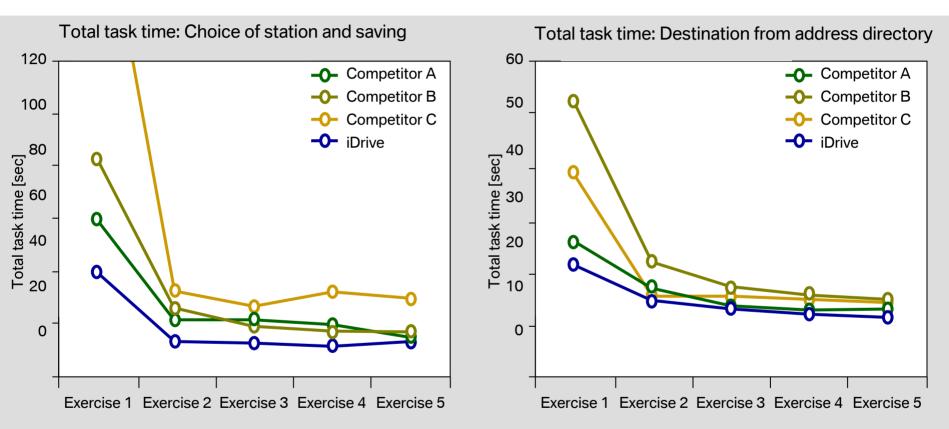
2nd Generation iDrive iDrive Processing Time Assessment

Assessment methods:

- Eye-tracking
- Determination of lane
- Rating / interview



BMW Group 2nd Generation iDrive **iDrive Processing Time Assessment**



Have the system show you all stations available, select the station Bayern 3 and save that station in the 5th memory position.

University **July 2008**

> Please select Mr Richter from your address directory and let the system guide you to his address.

MY 2009 3 Series and 1 Series Creating the 2nd Generation iDrive

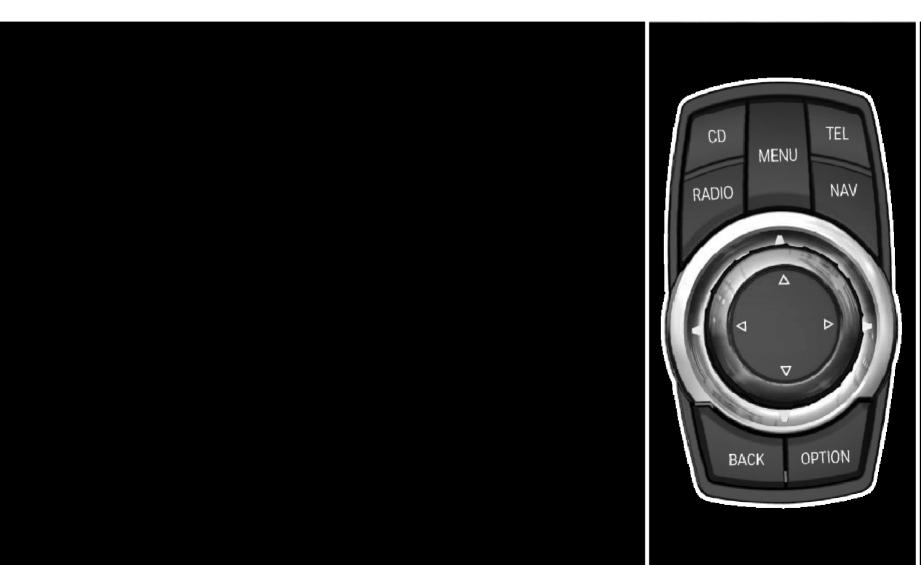
- BMW was the first to introduce this kind of system
 → We are ahead of the curve in experience...
- We did our homework...
- Extensive market research...
- iDrive is safer than touch screen because...
- We did extensive internal testing & with customers...
 → We are convinced that this 2nd Generation sets a new benchmark for intuitive usability.

2nd Generation iDrive Display and Control Logic



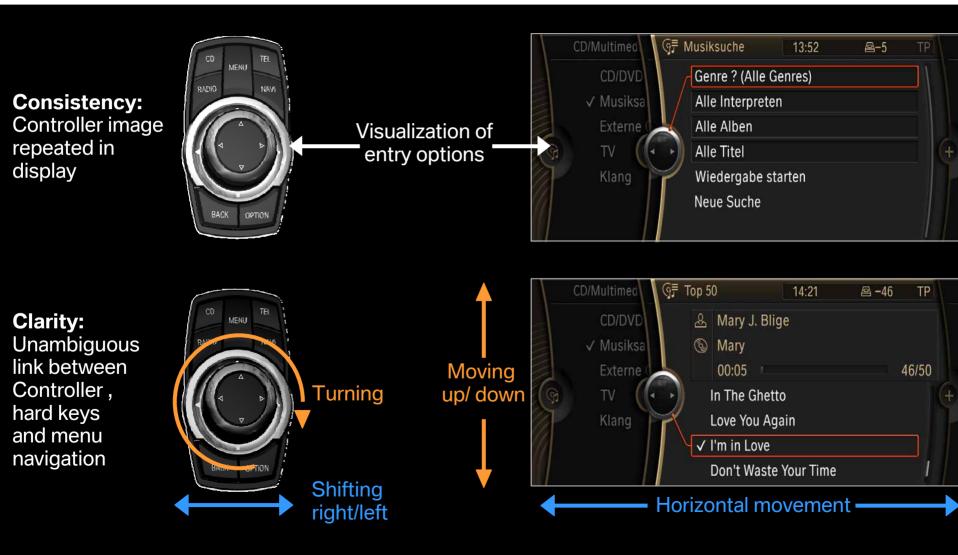


2nd Generation iDrive The Controller - with new hard keys





2nd Generation iDrive Controller and Display Logic



2nd Generation iDrive Interaction – efficient and intuitive

- Consistent interaction in all menus
- Last function menu entries
- Direct access hard keys
- Programable Memory Keys with extra functionality
- Flat menu structures





MY 2009 3 Series and 1 Series iDrive :-Time for your own Assessment!!



MY 2009 3 Series and 1 Series iDrive Simulator

- Computer Based
- Will be available in your Centers mid/end August
- Based on the 7 Series

MY 2009 3 Series and 1 Series iDrive – Exercises

- Four teams
- Team 1: use cases on the car
- Teams 2, 3 & 4 on Laptops
- Rotate every 12 minutes
- Teammates read out the instructions on the cards
- Laptop simulators based on the 7 Series system and has some minor differences to the My 2009 3 Series and 1 Series:
 - → Less Programmable Memory Keys
 - \rightarrow No On-line Owners Manual
 - \rightarrow No Head up Display

MY 2009 3 Series and 1 Series 2nd Generation iDrive

Your impressions?

MY 2009 3 Series and 1 Series On-line training

- iDrive Training
- Based on the 7 Series
- Simulator available at your centers as of mid/end-August 2008.
- 7 Series system has some minor differences to the MY 2009 3 Series and 1 Series
- Navigation / iDrive Training (VOD: OL506)
- New Navigation map supplier (Teleatlas)
- On-line training available as of early September
- 2009 3 Series and EfficientDynamics tests
- In ICP, "open book" using PKoD in September



Thank You and Safe Travels!

\rightarrow Sign your name on the sign in sheet

\rightarrow FIII out a course evaluation form

