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IMPORTANT NOTICE:

Product specifications are known to be accurate at time of printing and are subject to change without notice.

Effective Date: **September 29th, 2016**

WHAT'S CHANGED

<u>Feature</u>	<u>Trim</u>
Re-alignment of trims	All
Redesigned Front bumper, Head lamp, Radiator grille	All
Interior Accent Enhancements: Air-vent garnish & console upper cover, Center fascia, Gear shift knob, Seat pattern	All
Sport Steering Wheel (D-shape)	SX
Redesigned Fog lamp	LX+ >
Redesigned Alloy Wheels	EX >



Sales Strategy

The Sales Strategy for the 2017 Forte 5-door is to reduce trim mix and complexity to help dealers maintain the proper trim mix availability on their lots, therefore possibly reducing the need for dealer trades. KCI recommends that dealerships stock the mix outlined below to meet the needs/demands of the customers and maximize their profitability.

EX
AT
(25%)



Step-Up Strategy (Best Value):

- o Exterior → 16" Alloy wheels, LED positioning lights
- o Comfort → Improved cloth seat material, Leather steering wheel, Leather TGS knob,
- o Convenience → Smart key w/ push button, Auto climate

LX+
AT
(36%)



Step-Up Strategy (Volume Trim):

- o Automatic transmission

LX+
MT
(7%)

Consideration Strategy (Advertising Trim):

- o Provides the everyday essentials
 - Air conditioning
 - Keyless entry
- o Convenience/Safety → Rearview camera, Auto headlights, Heated front seats, Cruise control
- o Design/Tech → 7" Audio screen, Fog lights, 6 speakers

SX
AT
(13%)



Step-Up Strategy (Showcase Trim):

- o Performance → 1.6T-GDI engine, 7-Speed DCT (Dual Clutch Transmission)
- o Improved look → HID headlights, LED light bar taillights, 18" alloy wheels, Dual exhaust
- o Improved technology → Lane keeping assist, Navigation, Ventilated front seats

EX-L
AT
(19%)



Step-Up Strategy (Technology Trim):

- o Tech/Convenience Story → Blind spot display, Heated steering wheel, Power driver seat w/Memory, Rea heated seats, Leather seats

Percentages in brackets under each trim name is the recommended sales mix based on competitiveness and maximizing profitability



Ordering Information – Model Information

FORTE 5

Example of ordering code: F0551H

Character Placement	Sample	Explanation of Character	Comments
1st (2 digits):	F0	Model Name: F0 = Forte	No change
3rd digit:	5	Transmission Type: 5 = Manual Transmission 7 = Automatic Transmission	Changes according to vehicle's equipment
4th digit:	5	Number of Doors: 5 = 5 door	No change
5th digit:	1	Trim level number: 1: LX+ MT 2: LX+ AT 4: EX AT 9: EX Luxury AT 8: SX AT	Re-alignment of trims
6th digit:	H	Model year: H = 2017 Model year	Changes only at the end of a model year.

FSC Code	Car Name	Body Type	Engine Capacity	Engine Type	Fuel Type	Transmission	Grade
Code	B0	S6 : 5-Door	2G : 2.0L D2 : 1.6L	A : GDI G : T-GDI	1 : Unleaded	7 : 6-Speed MT F : 6-Speed AT U : 7-speed DCT	D : LX G : EX H : SX

Additional Charges*	
Destination & Delivery	\$ 1,560
Holdback	2% of Dealer Net
Excise Tax	\$ 100

*The above prices do not include all applicable taxes.



LX Trims				
Ordering Code	Features	Price		
		Dealer Net	Dealer Invoice	MSRP
F0551H	LX+ MT	FSC : A7S62GA17DD000		
	Key features include:			
	<p>Powertrain & Mechanical:</p> <ul style="list-style-type: none"> o 2.0L GDI 4-cylinder engine o 6-speed Manual Transmission o 4-Wheel ABS Disc Brakes o Electronic Power Steering <p>Safety:</p> <ul style="list-style-type: none"> o 6 Airbags (Advanced dual front, dual front side and dual curtain) o Anti-lock brakes (ABS) o Electronic Stability Control (ESC) o Vehicle Stability Management (VSM) o Hill Assist Control (HAC) o Escort Headlights o Tire Mobility Kit o Automatic Headlights <p>Exterior:</p> <ul style="list-style-type: none"> o 15" Steel Wheels (w/ cover) o 195/65/R15 LRR Tires o Projection Headlights o Body Colour Side-view Mirrors o Body Colour Door Handles o Splash Guards o Windshield Wiper De-Icer o Fog Lights o Express Power Front Windows o Obstacle-Detecting Front Windows 	<p>Comfort:</p> <ul style="list-style-type: none"> o Air conditioning o Keyless entry (w/security feature) o Cloth Seats (Knit/Tricot) o Heated Front Seats o Cruise Control o Height adjusting driver seat o 60/40 split rear seats o Tilt/Telescopic Steering Column o Power windows o Express down driver window o Power door locks o Impact-sensing door unlock o Two-turn unlock (driver side) o Central door lock o Power side-view mirrors o Heated side-view mirrors o Solar Glass (IR & UV Reducing) o Rear Center Armrest (w/ Cup Holders) o Illuminated Vanity Mirrors o Glove Box Illumination <p>Technology:</p> <ul style="list-style-type: none"> o 7" Display Audio o Smart Phone Integration (Android Auto)* o 3.5 TFT LCD Cluster o Rearview Camera o Front Tweeter Speakers o AM/FM/MP3/Satellite stereo o AUX & USB input ports o Bluetooth wireless technology o 6 speakers o Trip Computer 		
				\$19,695
	<i>*Compatible Android Smartphone required</i>			

F0752H	LX+ AT	FSC: A7S62GA1FDD000		
	The F0752H adds to the F0551H (LX MT):			
	<p>Powertrain & Mechanical:</p> <ul style="list-style-type: none"> o 6-speed automatic transmission o Drive Mode Select (Eco/Normal/Sport) 			\$20,895



EX & SX Trims

Ordering Code	Features	Price		
		Dealer Net	Dealer Invoice	MSRP
F0754H	EX AT F0754H adds to the F0752H (LX+ AT): Exterior: <ul style="list-style-type: none"> o 16" Alloy Wheels o 205/55/R16 LRR Tires o LED Positioning Lights o Stainless Steel Exhaust Tip (Single) o LED Side-view Mirror Signal Repeaters o Chrome Door Handles o Chrome Beltline Molding 	FSC : A7S62GA1FGG000		
	Comfort: <ul style="list-style-type: none"> o Premium Cloth Seats (Knit/Woven) o Leather-Wrapped Steering Wheel o Leather Shift Knob o Soft-Touch Door Panels o Sliding Front Armrest o Automatic Temperature Control (Dual) Technology: <ul style="list-style-type: none"> o Smart Key (/w Push-Button Start) o Power Folding Side-view Mirror o Auto-Dimming Rearview Mirror 			\$22,395
F0759H	EX Luxury The F0759H adds to the F0754H (EX AT) : Exterior: <ul style="list-style-type: none"> o Sunroof o 17" Machined-Finish Alloy Wheels o 215/45/R17 LRR Tires Technology: <ul style="list-style-type: none"> o Enhanced Supervision Instrument Cluster Safety: <ul style="list-style-type: none"> o Blind-Spot Detection 	FSC : A7S62GA1FGGBV9		
	Comfort: <ul style="list-style-type: none"> o Heated Steering Wheel o 10-Way Power Driver Seat o Memory Driver Seat o Rear Heated Seats o Leather Seats 			\$25,195
F0758H	SX AT The F0758H adds to the F0759H (EX Lux) : Powertrain & Mechanical: <ul style="list-style-type: none"> o 1.6T-GDI engine o S/W-Mounted Paddle Shifters Safety: <ul style="list-style-type: none"> o Lane Keep Assist o Compact Spare Tire Exterior: <ul style="list-style-type: none"> o Dual Exhaust o Larger Front Brakes o Sport bumper and grille o 18" Alloy Wheels o Rear Spoiler o Black high-gloss outside mirror and outside door handle o Xenon HID Headlights o LED Light Bar Taillights 	FSC : B0S6D2G1UHH040		
	Comfort: <ul style="list-style-type: none"> o Ventilated Front Seats o Alloy Pedals Technology: <ul style="list-style-type: none"> o Integrated Navigation System 			\$29,895



Exterior Interior Colours (Colour may not appear exactly as shown)			
Colour Code	Exterior Colour Name	Interior Colour Availability	
		LX, EX	SX
SWP	Snow White Pearl** 	Black One-Tone	Black One-Tone
ABP	Aurora Black 	Black One-Tone	Black One-Tone
4SS	Ultra-Silver* 	Black One-Tone	Black One-Tone
MST	Steel Blue* 	Black One-Tone	-
K3R	Temptation Red* 	Black One-Tone	-
B2R	Azure Blue* 	-	Black One-Tone

* Metallic paint charge: \$200 ** Pearl paint charge: \$200

The exterior and interior colours are as close to the actual vehicle production colours as possible, although they may differ from on-screen resolutions or printing.



Exterior Interior Colours (Colour may not appear exactly as shown)			
Colour Code	Exterior Colour Name	Interior Colour Availability	
		LX, EX	SX
U4G	Urban Grey* 	-	Black One-Tone
R4R	Radiant Red* 	-	Black One-Tone

*Metallic paint charge: \$200

**Pearl paint charge: \$200

The exterior and interior colours are as close to the actual vehicle production colours as possible, although they may differ from on-screen resolutions or printing.

Wheel Designs



195/65R15

(LX+>)



205/55R16

(EX)



215/45R17

(EX Luxury)



225/40R18

(SX)



Exterior Dimensions

Dimension	
Length (mm)	4,350
Width (mm)	1,780
Height (mm)	1,450
Wheelbase (mm)	2,700

Clearances

Dimension	
Minimum Ground clearance (mm)	140
Approach angle (°)	<u>2.0L GDI</u> : 15.2 (bumper), 13.5 (bumper Lip) <u>1.6L T-GDI</u> : 14.9 (bumper), 14.5 (bumper lip)
Departure angle (°)	<u>2.0L GDI</u> : 25.1 (bumper), 24.0 (tail pipe) <u>1.6L T-GDI</u> : 23.8 (bumper), 23.3 (tail pipe)
Over Hang (Front/Rear) (mm)	880 / 770

Vehicle Weight

Capacity	2.0L GDI MT	2.0L GDI AT	1.6L T-GDI AT
Maximum curb weight (kg) – excluding drivers weight	1,367	1,387	1,412
Minimum curb weight (kg) – excluding drivers weight	1,308	1,328	1,375
Gross vehicle weight (kg)	1,780	1,800	1,840



Interior Dimensions		
Dimension	Area	Measurement
Head room (mm)	1 st Row	1,000
	2 nd Row	983
Hip room (mm)	1 st Row	1,366
	2 nd Row	1,348
Leg room (mm)	1 st Row	1,073
	2 nd Row	913
Shoulder room (mm)	1 st Row	1,424
	2 nd Row	1,395
Interior Capacity (L)	Total	2,780
	Total w/sunroof	2,740
Cargo Volume (L)	Trunk	657

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4-Cylinder Engines													
Description	Specification												
Engine type	2.0L GDI - 4-cylinder / 1.6L Turbo-GDI - 4-cylinder Aluminum block, Aluminum head												
Displacement, litres (cc)	2.0L GDI (1,999) / 1.6L Turbo-GDI (1,591)												
Valve train	4-valves per cylinder Dual Over-Head Cam (DOHC) Dual Cam Variable Valve Timing (D-CVVT)												
Compression ratio (:1)	11.5 : 2.0L GDI 9.5 : 1.6L T-GDI												
Horsepower @ rpm (SAE net)	164 @ 6,200 rpm : 2.0L GDI 201 @ 6,000 rpm : 1.6L T-GDI												
Torque @ rpm (lb-ft)	151 @ 4,000 rpm : 2.0L GDI 195 @ 1,500 ~ 4,500 rpm : 1.6L T-GDI												
Intake	Variable Intake System (VIS)												
Fuel system	2.0L : Gasoline Direct Injection (GDI) 1.6L Turbo: Gasoline Direct Injection (GDI)												
Required fuel	Regular unleaded												
Estimated Fuel Economy													
L/100km (city / highway/combined)	<table border="0"> <tr> <td></td> <td style="text-align: center;"><u>2.0L GDI</u></td> <td></td> <td style="text-align: center;"><u>1.6L T-GDI</u></td> </tr> <tr> <td></td> <td style="text-align: center;">MT : 9.8 / 7.3 / 8.7</td> <td></td> <td style="text-align: center;">AT : 9.4 / 7.9 / 8.7</td> </tr> <tr> <td></td> <td style="text-align: center;">AT : 9.4 / 7.0 / 8.3</td> <td></td> <td></td> </tr> </table>		<u>2.0L GDI</u>		<u>1.6L T-GDI</u>		MT : 9.8 / 7.3 / 8.7		AT : 9.4 / 7.9 / 8.7		AT : 9.4 / 7.0 / 8.3		
	<u>2.0L GDI</u>		<u>1.6L T-GDI</u>										
	MT : 9.8 / 7.3 / 8.7		AT : 9.4 / 7.9 / 8.7										
	AT : 9.4 / 7.0 / 8.3												
5-Cycle Testing													
Fuel Efficiency Systems	Drive Mode Select (ECO/Sport/Normal) on all <u>Automatic Transmissions</u>												



Transmission		
Description	Specification	
Configuration	Front-wheel drive	
Transmission	6-speed Manual Transmission (2.0L GDI) 6-speed Automatic Transmission (2.0L GDI) 7-speed Automatic Dual Clutch Transmission (1.6L T-GDI)	
1 st gear ratio	<u>2.0L GDI</u> 3.308 : MT 4.400 : AT	<u>1.6L T-GDI</u> 3.643 : AT
2 nd gear ratio	1.962 : MT 2.726 : AT	2.174 : AT
3 rd gear ratio	1.257 : MT 1.834 : AT	1.826 : AT
4 th gear ratio	0.976 : MT 1.392 : AT	1.024 : AT
5 th gear ratio	0.778 : MT 1.000 : AT	0.809 : AT
6 th gear ratio	0.633 : MT 0.774 : AT	0.854 : AT
7 th gear ratio	N/A	0.717 : AT
Final Drive	4.333 : MT 3.065 : AT	4.176(1/2/4/5th) : AT 3.087 (3/6/7th/R)

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Description	Specification
Body type	Unibody
Front suspension	McPherson struts, coil springs and gas shock absorber
Rear suspension	Coupled Torsion Beam Axle with gas shock absorber
Steering type	Electric power steering (EPS)
Front brakes (in.)	<u>2.0L GDI</u> : Vented disc (11.0") / <u>1.6L T-GDI</u> : Vented disc (11.8")
Rear brakes (in.)	Solid disc (10.3")
Braking system	4-wheel anti-lock braking system (ABS) Electronic Brake-Force Distribution (EBD) Brake Assist System (BAS)
Stability control	Electronic Stability Control (ESC) Vehicle Stability Management (VSM) Hill Assist Control (HAC)
Wheels	15" Steel : LX+ M/T, LX + A/T 16" Alloy : EX 17" Alloy: EX Lux, SX Tire Mobility Kit : LX+ M/T, LX+ A/T, EX, EX Lux Compact spare tire: SX
Tires	P195/65R15: LX+ M/T, LX+ A/T P205/55R16: EX P215/45R17 EX Lux, SX Low Rolling Resistance Tires are standard on all trims

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Description	Specification
Airbags	Advanced front airbags (2) Side airbags (2) Curtain airbags (2)
Headrests	Up/Down (Front)
Door locks	Impact sensing auto door unlock
Windows	Front Obstacle-detecting power window
Seat belts	Front seat belt pretensioners
Child safety	2 nd row child seat anchors
Theft deterrent	Immobilizer
Keyless entry	Remote keyless entry with panic function
Rear parking	Rear parking camera
Headlights	Automatic headlights
Safety Systems	Rear View Camera Blind Spot Detection : <i>EX Lux and up</i> Lane Keep Assist System : <i>SX</i>

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Revision Date	Specification
September 29th, 2016	Release

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