# 2013 DODGE DART PRODUCT & PRICING UPDATE







## **Dodge Dart Overview**

- Dart Fever
- Dart Highlights
- Powertrains & Fuel Economy
- Dart Product Plan / Pricing
- Competitive Positioning
- **"** Opportunity

- 3 part
- part
- 22
- 27
- 39
- 49



Note: these are active links you can click on









#### DART FEVER - IT STARTED IN JANUARY...

- "Most Significant Vehicle of the Show" Autoweek Editors
- "Smash Hit of the Show" Motor Trend Magazine
- "Must See of the Show" Automobile Magazine
- "12 Cars we can't wait to drive" MSN Autos
- #1 Trending Bing.com & #3 Trending Yahoo.com
- "... it looks smoking hot" Detroit Free Press

**Detroit Free Press** 

Cover of USA Today

"Head-Turners at the Detroit Auto Show – Dodge Dart"

"The Dart succeeds because it starts with a widened and lengthened Giulietta platform, and adds a body so voluptuous even an Italian might blush."

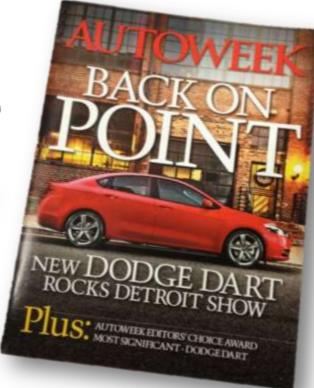
**New York Times** 

Detroit Auto Show – Show Stoppers ... 2013 Dodge Dart"

**Motor Trend** 

"This isn't your grandfathers's Dart, or your father's, or even your brother's. What you see here is actually a stretched and restyled Alfa Romeo Giulietta, a vehicle that competes with the likes of BMW and Mercedes in Europe."









#### DART FEVER - MOMENTUM KEPT BUILDING...

#### 2013 Dodge Dart

Motor Trend – "Smash Hit of the Show"

- The buzz on Dodge's new C-segment player was humongous. More than two hours after its introduction, the stage was still jam packed with photographers, onlookers and other manufacturers all trying to have a look at the good looking Dodge Dart.
- First of all, it's an Alfa Romeo
- ... there's the fact that you can have the Dart how you want it with 5 trim levels, 3 engine choices and three transmission including a dual-clutch.
- Let's not overlook the segment leading/busting touch screen and TFT info screen between the speedo and tach.
- ... the little Dodge seems to be dripping with features.
- # Also, the Dart's rear seat feels like it might be the best in class.
- # And it's a good looking car, even in non-R/T trim.
- Last but not least is price, which starts at \$15,995









#### DART FEVER – ANXIOUS TO DRIVE THE DART

#### 12 Cars We Can't Wait to Drive – MSN Autos

- 2013 Dodge Dart
- It's not too often we look forward to driving a mass-market compact car. They're usually pretty vanilla. The 2013 Dodge Dart is a clear exception to that rule.
- With its Alfa Romeo Giulietta roots and extensive use of high-strength steel, the Dart should have a nimble European driving character. We want to see how much Chrysler Group has improved the 2.0- and 2.4-liter 4-cylinder engines, and we are intrigued by the new turbocharged 1.4-liter four sourced from Fiat. Perhaps most impressive, though, is the interior. With extensive use of soft-touch materials, the Dart's cabin looks worthy of a luxury car.





#### DART FEVER – AFTER THEIR FIRST DRIVES

In March & April, over 150 US journalists have had the opportunity to drive the all-new Dart as part of their initial driving impressions. The result? Dart Fever!

- "Sitting in the mid-level \$18,995 Rallye with fingers wrapped around the leather wheel, I thought of the Honda Civic and how this domestic was about to eat a good share of its pie. And that was before I actually drove it, and discovered it may devour the entire pie." Road & Track
- "Sexy, refined, well-equipped, sporty. Time for rivals to sweat." USA Today
- "The Dart stands out in a segment desperate for a standout." Motor Trend
- "Beyond the nuts and bolts, tempting spoiled customers with long goody lists of safety, entertainment and communication features is compulsory. To fulfill that obligation, every Dart has 10 air bags 3 more than a Mercedes C-Class and four more than an Audi A4. Everything we've learned about the Dodge Dart convinces us it's sailing straight and true to a bull's-eye landing." Car & Driver
- "It's stylish, fun-to-drive, offers some pioneering features for the segment and is competitively priced. From the car's roominess inside to its strong Dodge design roots, the Dart is a breath of fresh air in a compact segment that threatens to become even more beige than it has been." The Car Connection
- "Dart is a high value compact sedan that looks, feels and drives every bit a class or two above the compact segment leaders." Left Lane News
- "The fuel economy figures of the 2013 Dart ... afford the Dart bragging rights over the Focus, Cruze and the Corolla... in addition to offering better fuel economy than the competition around the C-segment sedan class, the 2013 Dodge Dart also offers more power than any of the comparable sedans in the class." Torque News



#### DART FEVER - AFTER THEIR FIRST DRIVES

In March & April, over 150 US journalists have had the opportunity to drive the all-new Dart as part of their initial driving impressions. The result? Dart Fever!

- "It's a great looking compact... the Dart takes it to a whole new level." Kelley Blue Book
- "The 2013 Dart is an athletic, refined and highly customizable sedan... The brand set its sights on the class leaders and it hit the bulls-eye." Cars.com
- "... after spending an afternoon in the Dart, it's clear Dodge has a driver's car in this segment once again. Even on rain-soaked twisty back roads of northern California, the handsome Dart was well composed." Popular Mechanics
- "... with its bold styling, including the 152-LED 'racetrack' taillights taken from the Dodge Charger, a sport-tuned suspension and an interior unlike that of other compacts in the market, the Dart stands out in a crowded field. If you are in the market for a compact car, you certainly need to take a look at the 2013 Dodge Dart, as it takes a back seat to no one in the segment. With an attractive base price, oodles of options and solid EPA numbers, the 2013 Dart should be a solid hit." Autoweek
- "It looks great, is priced aggressively, stacks up nicely in terms of power and efficiency and offers a whole slew of premium options. Beyond that, the Dart handles; it has mojo. The Alfa Romeo Giulietta DNA that went into it has emerged intact..." Edmunds Inside Line
- "The new Dart is a pleasure to drive... Another area the Dart impressed us was in power and handling compared to its rivals. This Dart is the BMW of that crowd... You get a lot for the money on Dart. If you're in the market for something fresh and a great value for the money, look no further than the all-new Dart. Best bang for the buck, killer LED Charger-like rear, Best color choices / configurations, Italian Alfa DNA" Autospies.com



# **Dodge Dart Overview**

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Powertrains & Fuel Economy	22	Darff
Dart Product Plan / Pricing	27	parff
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// Opportunity	49	Darff









#### WHAT SEPARATES DODGE DART FROM THE COMPETITION?

- Groundbreaking car that Breaks the Mold in a heavily commoditized segment ...
- Brings Fun Back to Driving by blending Alfa Romeo DNA and Dodge's passion for performance
- Unmistakable Style
- 3 technologically advanced, fuel-efficient and powerful engines:
  - 2.0L Tigershark
  - 1.4L Intercooled Turbo with MultiAir
  - 2.4L Tigershark with MultiAir II
- Segment-leading levels of interior roominess
- Hidden Storage iPad in Glovebox; In-seat storage
- Class-leading 60 safety features including 10 air bags, blind spot monitoring and class-exclusive Rear Cross Path Detection.
- Exceptional Value









## **Unmistakable Style**

- Class-Exclusive Integrated Dual Exhaust
- Class-Exclusive LED Racetrack Taillamps
- Class-Exclusive Hyper Black & Polished Wheels







# Class Exclusive 8.4-inch Touch Screen 7-inch TFT, Floating Island Bezel & Heated Steering Wheel









## **Hidden & Thoughtful Touches**









## **Best-in-Class Refinement**

Soft-touch surfaces, Premium Nappa Leather









## Class-Leading 60 Safety & Security Features

Unsurpassed 10 Standard Airbags
Class Exclusive Standard 4-wheel Disc ABS with Electronic Stability Program
Class-Exclusive Rear Cross Path Detection
Blind Spot Monitoring

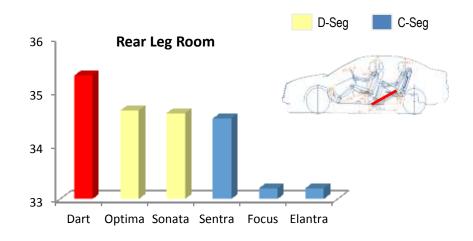


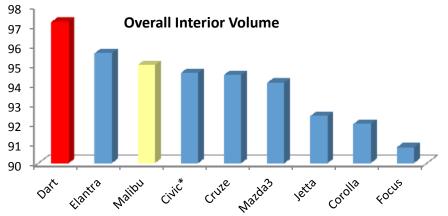


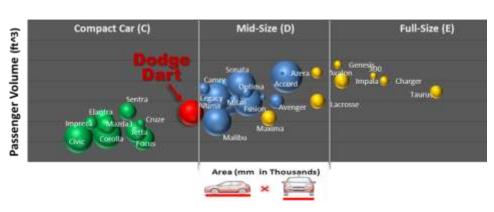
## Mid-Size Interior Room ... Compact Fuel Economy & Pricing

Best-in-Class Shoulder & Hip Room
More Rear Seat Legroom & Overall Interior Room than some Mid-Size Cars!













## What Customers are Looking for...

"My Car is a reflection of myself. It not only has to fit my lifestyle and what I need to accomplish, but it is the image I want to project to the world."







## Bringing Customization Back to the Compact Car Class!









**ALUMINUM** 

**ALUMINUM** 







17" HYPERBLACK **ALUMINUM** 

17" POLISHED **ALUMINUM** 

**18" HYPERBLACK ALUMINUM** 







**DART** 

**FOCUS** 

**CRUZE** 







Brin

Bringing "Power to the People" through Customization

Available accessories:

150+

48

18









### Customization Options – Consumer Reaction:

"Finally....more than grey or dark grey.... We have been waiting for this moment a long time. I, as a consumer want to be able to customize my vehicle to my tastes... If done correctly it can mean the difference between a person buying that car or going to the competition. I think DODGE hit a HOME RUN with this thinking...Funny how VW, Toyota, and Honda Products are all getting panned for feeling CHEAP..., hard plastic, bad driving dynamics, content being removed to save money... This car has the look, the feel, the driving dynamics that will BENCHMARK this segment for the next few years."

I think you guys did an amazing job on this car. The fact that you can have options, but still have a manual transmission is a great feature!! I can't wait to check it out in Detroit next weekend when I go.



The fact that I can get the Dart the way I want it is \*exactly\* why I'll be driving it first before even considering the Focus or Cruze. Or anything else. Well done, guys. :-)







#### SPLASHES OF COLOR IN A SEA OF BEIGE AND GRAY









Dart offers color/trim combinations to fit many personalities and lifestyles!





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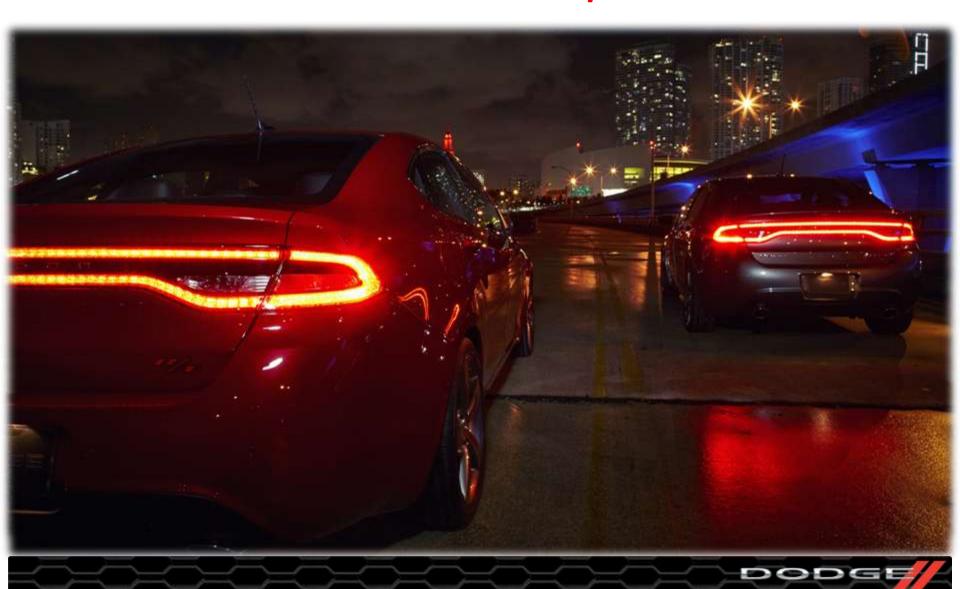








## **Power to the People**





#### **BRINGS POWER TO THE PEOPLE**



2.0L Tigershark 160 hp & 148 lb-ft 6spd Manual or Auto



1.4L MultiAir Turbo 160 hp & 184 lb-ft 6spd Manual or DDCT



2.4L Tigershark MultiAir 184 hp & 171 lb-ft 6spd Manual or Auto



#### **M** More standard HP & Torque than Cruze, Elantra, Corolla, Civic, and Focus









Cruze	Elantra	Corolla	Civic
1.8L	1.8L	1.8L	1.8L
138 hp & 123 lb-ft	148 hp & 131 lb-ft	132 hp & 128 lb-ft	140 hp & 128 lb-ft
1.4L Turbo			2.4L
138 hp & 148 lb-ft			201 hp & 170 lb-ft



### No Compromises: Powerful and Fuel Efficient Engines

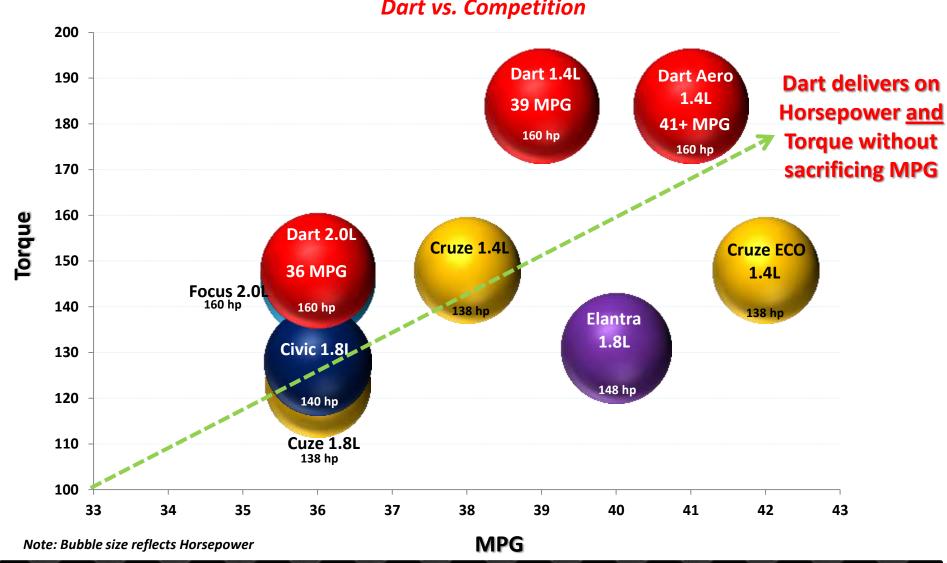


Entry - Manual Transmission			Premium Engine			Most Fuel Efficient Powertrain					
<u>Vehicle</u>	<u>HP</u>	<u>Torque</u>	<u>MPG</u>	<u>Vehicle</u>	<u>HP</u>	<u>Torque</u>	<u>MPG</u>	<u>Vehicle</u>	<u>HP</u>	<u>Torque</u>	<u>MPG</u>
Dart	160	148	36	Dart	160	184	39	Dart Aero	160	184	41+
Jetta	115	125	34	Jetta	170	177	33	Civic HF	110	106	41
Civic	140	128	36	Civic	201	177	31	Focus SFE	160	146	40
Focus	160	146	36	Focus	160	146	36	Cruze Eco	138	148	42
Cruze	138	123	36	Cruze	138	148	38	Elantra	148	131	40
Corolla	132	128	35	Elantra	148	131	40	Mazda3 SA	155	148	40
Mazda3	148	135	33	Mazda3	167	168	<b>2</b> 9				
Elantra	148	131	40								



#### No Compromises: Powerful and Fuel Efficient Engines







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## **Product Plan & Pricing**







## Product Plan that Brings 'Power to the People'

- Reinforce our Styling & Technology Message by bringing down our key attributes to the velocity price classes ... not just on the top 5-10% of our mix
- Unbundled Options making it more affordable for customers to get <u>exactly</u> what they want...





















## Exceptional Value Throughout the Range!

#### Limited - \$19,995

Adds to SXT:

Unique Bright Grille & Door Handles 8.4-inch Uconnect Touch Screen 7-inch TFT Reconfigurable Display 10-way power driver seat Cruise, EVIC, Soft-Touch Doors



#### R/T - \$22,495

Adds to Limited:

2.4L 184 hp Tigershark with MultiAir II Premium Nappa Leather **Heated Seats & Steering Wheel** 18-inch Wheels & Sport Suspension



#### SXT - \$17,995

Adds to SE:

17" Aluminum Wheels Air Conditioning Power Mirrors, Door Locks & RKE **Body Color Door Handles & Mirrors** 60/40 Split Folding Rear Seat



#### Rallye - \$18,995

Adds to SXT:

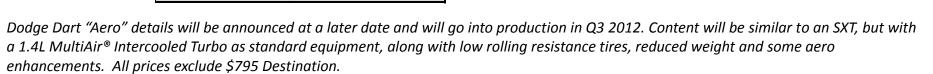
Unique Black Fascias & Headlights **Projector Fog Lamps Integrated Dual Exhaust Unique Interior with Stripes** Leather Wheel & Shifter w/ Cruise



#### SE - \$15,995

10 Airbags - ABS, ESC, 4-wheel Disc Projector headlamps and LED taillamps **Power Windows** AM/FM CD









\$15,995

# STANDARD (Select Equipment)

- 2.0L 160hp Tigershark 4-cyl
- 6-speed Manual
- Power Windows
- Projector Headlamps
- LED Corner Tail lamps
- Soft-Touch Instrument Panel
- 10 Airbags
- Electronic Stability Control
- Brake Assist & Hill Start Assist
- 4-Wheel Disc ABS
- AM / FM / CD / MP3 Radio
- 4 Speakers
- Sun Visors w/ Vanity Mirrors
- Folding Rear Seat





\$995

Air Conditioning
Power Door Locks
Power Mirrors
Remote Keyless Entry







\$17,995

# STANDARD (Adds to SE)

- 17-inch Aluminum Wheels
- Air Conditioning
- Power Mirrors, Door Locks
- Remote Keyless Entry
- Body Color Door Handles & Mirrors
- 60/40 Split Folding Rear Seat
- 6-speakers
- Security Alarm



- 1.4L MultiAir Turbo
- 8.4-inch Touch Screen
- Floating Island Bezel
- Navigation
- In-Seat Storage
- 9 Speakers w/ 506 watts













### RALLYE

\$18,995







# STANDARD (Adds to SXT)

- Unique Front Fascia
- Dark Projector Headlamps
- Projector Fog Lamps
- Integrated Dual Exhaust
- Leather-wrapped Steering Wheel
- Leather-wrapped Shifter
- Steering Wheel Audio Controls
- Cruise Control
- Trip Computer
- First Availability of:
  - Hyper Black Wheels











## LHANTED

## \$19,995

# STANDARD (Adds to SXT)

- Unique Bright Grille
- Bright Door Handles & Signal Repeater Mirrors
- 8.4-inch Touch Screen & Floating Island Bezel
- 7-inch Reconfigurable TFT Display
- 10-way Power Driver Seat
- Rear Backup Camera & Trip Computer
- Uconnect Hands Free
- Premium Soft-Touch Door Trim
- In-Seat Storage
- Auto Headlamps, Ambient Interior Lighting
- One-Touch Up/Down Windows
- First Availability of:
  - Premium Nappa Leather
  - Heated Steering Wheel & Seats
  - Polished Aluminum Wheels
  - HID
  - Cross-Path Detection, Blind-Spot







#### Dart



# STANDARD (Adds to Limited)

- 2.4L 184 hp Tigershark w/ MultiAir
- Unique Front Fascia
- Hyper Black Grille
- Dark Projector Headlamps
- LED 'Racetrack' Taillamps
- Integrated Dual Exhaust
- 18-inch Aluminum Wheels
- Sport Tuned Suspension
- Unique Nappa Perforated Leather
- Heated Front Seats
- Heated Steering Wheel
- Remote Start
- Dual Zone Automatic Climate Control







• First Availability of:



## **Option Pricing**

	<u>Feature</u>	<b>MSRP</b>	<u>Competition</u>
•	8.4-inch Touch Screen, FIB, Backup Camera	\$595	\$1,500 - \$4,400 (smaller screen)
•	Garmin Navigation, Sirius Travel Link	\$495	\$795 - \$2,300 (w/ packages)
•	Polished or Hyper Black Wheels	\$395	\$595 - \$1,890 (w/ packages)
•	Alpine 10-speaker Premium Audio w/ 506 watts	\$495	\$995+
•	Nappa Leather, Heated Seats & Steering Wheel, ATC	\$995	Up to \$3,400
•	Blind Spot, RCP Detection, Keyless Go, SmartBeam	\$995	N/A
•	Remote Start, Cruise, Leather wheel, In-seat storage	\$495	\$495 – Remote Start only
•	<b>Customized Interior Colors</b>	\$0	\$450+ or N/A











#### More Wheel For Your Money...



LIMITED





**Dart** 

\$395 Stand-alone Option



17" HYPER BLACK ALUMINUM



17" POLISHED ALUMINUM



18" HYPER BLACK ALUMINUM



**Focus** 



17" ALUMINUM



17" POLISHED ALUMINUM



**18" ALLOY** 

\$1,395

\$1,890

\$595

Must Have Sport Package

Must Have Sport
Package to upgrade
to Polished wheel

Stand-alone



# **Option Pricing**



\$15,995

\$995

\$17,995

\$495

\$295

Standard

\$18,995

\$1,100

\$1,300

\$1,100 \$395

\$295

\$195

\$495 \$495

\$895

\$595

\$19,995

\$395

\$995 (ATX) /

\$895 (MTX)

\$995

\$395

184 hp

\$395





17" Hyper Black Aluminum Wheels

with 6-speed DDCT Automatic

2.0 L Tigershark (160 hp & 148 lb-ft)

1.4L MultiAir Turbo (160 hp & 184 lb-ft)

17" Polished Aluminum Wheels

Remote Start / Speed Control

Underbody Aero & Active Grille Shutter Leather Wrapped Steering Wheel Front Passenger In-Seat Storage

**Dual Zone Automatic Temp Control** 

Push Button Start / Keyless Entry

Blind Spot Monitor w/Cross Detection

8.4" Touch Screen Radio w/ LIT Bezel Uconnect w/ Auto dimming Mirror

Steering Wheel Audio & Autodim Mirror Sirius XM Satellite Radio w/12-months Free

Garmin Navigation w/Sirius TravelLink

Alpine 10 Speakers w/ 506 watt Amp

Heated Front Seats / Heated Steering Wheel Remote Start / Universal Garage Opener

18" Hyper Black Aluminum Wheels

Power Locks & Mirrors Remote Keyless Entry Popular Equipment

Nappa Leather Seating

Technology Group

Rain-sensing Wipers Smart Beam Headlamps

Premium Audio Group

HID Headlam ps

Power Sunroof

Value Group Air Conditioning

Premium Group

with 6-speed Manual

with 6-speed Manual

with 6-speed Automatic



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## **Positioning**







## **OUTSTANDING VALUE**

### 2012 Caliber SE \$17,380



#### **Added Features**

#### **Powertrain**

- 2.0L Tigershark (+2 hp; +7 lb-ft)
- 6-spd MTX vs. 5-spd (+4 mpg)

#### Safety

- Front Knee Airbags Driver & Pass
- Front Seat-mounted Side Airbags
- Rear Seat-mounted Side Airbags
- Brake Assist
- 4-wheel Disc Brakes
- Tire Pressure Monitor
- 3 Rear Head Restraints
- Laminated Windshield (NVH)

#### Exterior

- Projector Headlamps
- LED Taillamps
- Piano Black Moldings
- 16-inch Wheels (vs. 15-inch)

#### Interior

- Soft Touch Instrument Panel
- Bright Interior Trim
- Driver one-touch up/down window
- Premium Denim Cloth
- Front Courtesy / Map Lights
- Tachometer
- Vanity Mirrors



#### 2013 Dart SE

+Value Group **\$16,990** 



\$1,740 of Added Value

+\$1,350 of Content



#### MID-SIZE ROOM AT A COMPACT CAR PRICE



VS.



**Dart Limited** 

\$19,995

**Camry L** 

\$21,995

#### For less than the price of a Base Camry, Dart offers:



7-inch TFT Reconfigurable Cluster Display



8.4-inch Touchscreen Media Center Auto-dim Mirror Rear Camera



Heated Outside Mirrors Supplemental Turn Signal



10-way Power Seats Includes Power Lumbar Soft Touch Materials





#### **CLASS-LEADING TECHNOLOGY**



VS.



Mercedes-Benz C63 AMG

\$19,995

\$62,140

#### Dodge Dart offers Features **NOT AVAILABLE** on a \$62,000 Mercedes-Benz

- 7-inch TFT
- 8.4-inch Touch Screen
- Heated Steering Wheel
- 10 Air Bags ...







## **CLASS-LEADING SAFETY & SECURITY FEATURES**





# 10 Standard Airbags on every Dodge Dart Starting at \$15,995



More Airbags than...

Mercedes-Benz C63 AMG - \$62,170 ... only 7

Audi S4 - \$54,000 ... only 6

Volvo C30 - \$37,000 ... only 6







# SXT Up to \$895 under the competition



\$17,995



Chevrolet Cruze 1LT \$18,555



VW Jetta SE \$18,725



\$18,770





Ford Focus SE \$18,890

Starting MSRP	\$17,995	\$18,555	\$18,725	\$17,910	\$17,500
Engine Horsepower / Torque	2.0L 160/148	1.4L 138/148	2.5L (5-Cyl) 170/177	1.8L 134/128	2.0L 160/ <mark>146</mark>
Overall Passenger Volume (ft <sup>3</sup> )	97.2	94.5	94.1	92.0	90.8

Overall Passenger Volume (ft <sup>3</sup> )	97.2	94.5	94.1	92.0	90.8
Aluminum Wheel	17"	16"	16" Steel	OPT -\$860 (16")	OPT - \$895 + \$495 (17"
Airbags	10	STD	6	6	6
4-Wheel Disc Brakes	STD	N/A	N/A	N/A	N/A
Projector Headlamps	STD	N/A	N/A	N/A	N/A
6 Speakers	STD	STD	4	STD	4
Remote Keyless Entry	STD	STD	STD	STD	STD
MSRP with Options	\$17,995	\$18,555	\$18,725	\$18,770	\$18,890
vs. Dart SXT	Ų 17,33 <b>3</b>	(\$560)	(\$730)	(\$775)	(\$895)

No 17-inch Wheel Option!





Rallye
Up to \$950 under the
competition







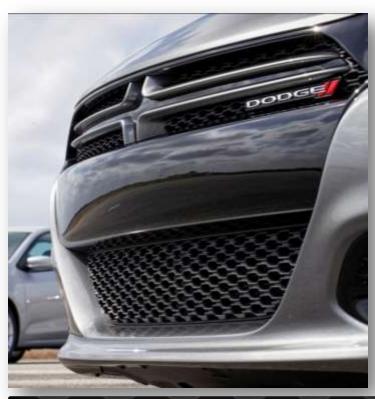
\$19,745
Add RS
"Sport Appearance"

**Chevrolet Cruze 1LT** 



Ford Focus SE \$20,528

Add Sport Package
Add 17" Alloy Wheel



MSRP	\$18,995	\$18,555	\$17,500
Engine	2.0L	1.4L	2.0L
Horsepower / Torque	160/148	138/148	160/ <mark>146</mark>
Overall Passenger Volume (ft <sup>3</sup> )	97.2	94.5	90.7
Aluminum Wheel	17"	16"	OPT - \$895 + \$495 (17")
Airbags	10	10	6
4-Wheel Disc Brakes	STD	N/A	P
Projector Headlamps	STD	N/A	N/A
Speakers	6	6	OPT - \$800
Remote Keyless Entry	STD	STD	STD
Leather Steering Wheel	STD	STD	P
Cruise Control	STD	STD	STD
Fog Lamp	STD	OPT - \$695	P
Integrated Dual Exhaust	STD	NA	N/A
Remote Start	OPT - \$295	OPT - \$495	OPT - \$445
Pasenger In-Seat Storage	Р	N/A	N/A
Auto Head Lamps	Р	STD	STD
Handsfree Phone	OPT - \$295	STD	P
Auto Dimming Mirror	Р	N/A	OPT - \$393
MSRP with Options	\$19,585	\$19,745	\$20,528
vs. Dart Rallye		(\$160)	(\$943)





# Up to \$2,700 under the competition



Dart Limited \$22,585



Chevrolet Cruze 2LT \$23,094 +\$509



Hyundai Elantra Limited \$23,295 +\$710



Honda Civic EX-L \$24,727 +2,142



Ford Focus SEL \$25,295

+\$2,710

MSRP with Automatic	\$21,095	\$21,870	\$20,945	\$23,605	\$20,500
Engine	2.0L	1.4L	1.8L	1.8L	2.0L
Horsepower / Torque	160/148	138/148	148/131	140/128	160/146
Total Passenger Volume (cu.	97.2	94.5	95.6	94.6	90.7
17-inch Aluminum Wheel	STD	17"	17"	16"	OPT - \$2390 (17")
10 Airbags	STD	STD	6	6	6
4-Wheel Disc Brakes	STD	STD	STD	STD	STD
7-inch TFT Cluster	STD	N/A	N/A	4" MID TFT	N/A
8.4-inch Uconnect Touch	STD	OPT - \$995 (7")	OPT - \$2,350 (7")	STD <8"	OPT - 8"
Handsfree Phone	STD	STD	STD	STD	STD
Rear Camera	STD	N/A	р	N/A	OPT - \$695
Auto Dimming Mirror	STD	N/A	N/A	ACC - \$284	P
Leather Steering Wheel	STD	STD	STD	N/A	N/A
Cruise Control	STD	STD	STD	STD	STD
10-way Power D. Seat	STD	6-Way	STD	N/A	OPT - 10-Way
Pasenger In-Seat Storage	STD	N/A	N/A	N/A	N/A
Auto Headlamps	STD	STD	P	STD	STD
Fog Lamps	STD	ACC - \$229	STD	ACC - \$325	STD
Leather Seats	OPT - \$995	STD	STD	STD	ОРТ
Dual ATC	P	N/A	P	N/A	STD
Remote Start	Р	STD	N/A	ACC - \$513	OPT - \$445
Heated Front Seats	P	STD	STD	STD	OPT - \$470
Heated Steering Wheel	P	N/A	N/A	N/A	N/A
Navigation w/Traffic	OPT - \$495	ОРТ	P	STD	OPT - \$795



## GROUNDBREAKING NEW COMPACT CAR

	2013 Dodge Dart	2012 Ford Focus	2012 Chevy Cruze	2012 Honda Civic	2012 Hyundai Elantra	2012 Toyota Corolla
Projector Headlamps	STD	N/A	N/A	N/A	N/A	N/A
LED Taillamps	STD	N/A	N/A	N/A	N/A	N/A
Integrated Dual Exhaust	Avail.	N/A	N/A	N/A	N/A	N/A
Available 18-inch Wheels	Avail.	Avail.	Avail.	N/A	N/A	N/A
Available Colors	12	10	9	8	8	7
Rain-Sensing Wipers	Avail.	Avail.	N/A	N/A	N/A	N/A
Accent Stitching - Seats & IP	Avail.	N/A	Avail.	N/A	N/A	N/A
Floating Island Bezel	Avail.	N/A	N/A	N/A	N/A	N/A
Ambient Interior Lighting	Avail.	Avail.	N/A	N/A	N/A	N/A
Heated Steering Wheel	Avail.	N/A	N/A	N/A	N/A	N/A
Dual Zone Auto Temp. Control	Avail.	Avail.	N/A	N/A	Avail.	N/A
7-inch TFT Display	Avail.	N/A	N/A	N/A	N/A	N/A
Touch-Screen Display	8.4-inches	8-inches	7-inches	<7-inches	7-inches	N/A
Premium Audio	10-speakers	10-speakers	9-speakers	6-speakers	6-speakers	6-speakers
Keyless Go Pushbutton Start	Avail.	Avail.	Avail.	N/A	Avail.	N/A
Smart Beam HID Headlamps	Avail.	N/A	N/A	N/A	N/A	N/A
Standard Airbags	10	6	10	6	6	6
4-wheel Disc Brakes	STD	Avail.	Avail.	N/A	STD	N/A
Rear Cross Path Detection	Avail.	N/A	N/A	N/A	N/A	N/A
Blind Spot Monitoring	Avail.	N/A	N/A	N/A	N/A	N/A
Rear Park Assist & Camera	Avail.	Avail.	N/A	N/A	Avail.	N/A
Total Passenger Room (cu. ft.)	97.2	90.7	95.0	94.6	95.6	92.0



# **Dodge Dart Overview**

Dart Fever	3	part
Dart Highlights	9	parff
Powertrains & Fuel Economy	22	parff
Dart Product Plan / Pricing	27	parff
Competitive Positioning	39	part
// Opportunity	49	parff









# **Opportunity**





## Features & Benefits Never Before Offered in a Compact Car

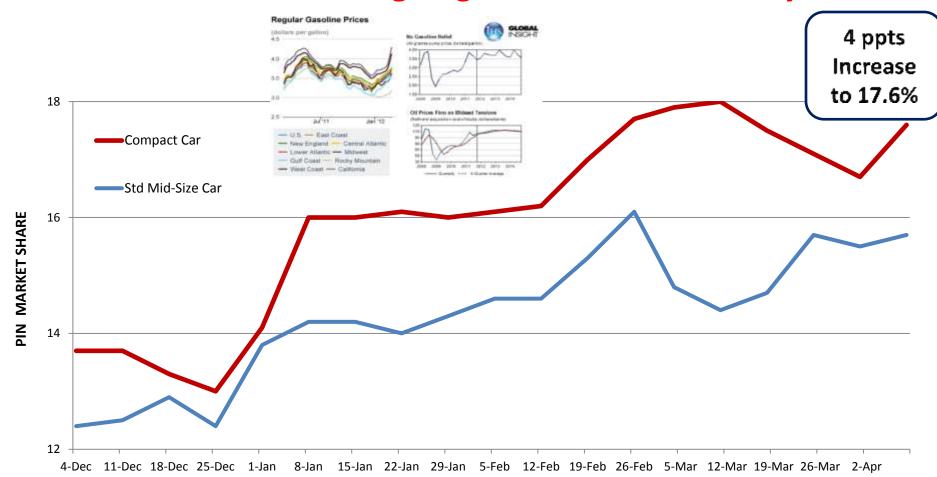
- M Dodge Dart stands alone by offering the room of a mid-size with the fuel efficiency and pricing of a compact allowing it to compete in the two largest and fastest-growing retail segments in the US Compact Cars & Mid-Size Cars
- This represents tremendous opportunity!







## Fastest Growing Segments in the Industry



## **Optimal Timing for Dart**



