

# Business Standard

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## Lockheed nears \$37-bn deal to sell F-35 jet to 11 nations

Lockheed Martin is in the final stages of negotiating a deal worth more than \$37 billion to sell a record 440 F-35 fighter jets to a group of 11 nations including the United States, sources said. This would be the biggest deal yet for the stealthy F-35 jet, which is set to make its Paris Airshow debut this week. The sale represents a major shift in sales practices from annual purchases to more economic multi-year deals that lower the cost of each jet. The pricing of the jets was still not final, though the average price of the 440 jets was expected to be \$85 million, the people said on condition of anonymity because they were not authorised to discuss the negotiations publicly.

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