



For Immediate Release

ASHTON-TATE ANNOUNCES RECORD RESULTS FOR FISCAL 1984

CULVER CITY, CALIFORNIA, March 21, 1984. Ashton-TateTM (OTC: TATE) today announced record results for the fiscal year ended January 31, 1984. The Company's pro forma net revenues for the fiscal year were \$39,846,000, up 297% from \$10,040,000 the prior year. Pro forma net income for fiscal 1984 was \$6,230,000, an increase of 263% over the \$1,714,000 figure for fiscal 1983. Pro forma earnings per share for fiscal 1984 were \$.78, up from \$.23 the prior year. Net revenues for the fourth quarter of fiscal 1984 were \$13,545,000, an increase of 18% over the \$11,433,000 figure for the third quarter. Net income for the fourth quarter of fiscal 1984 was \$1,765,000, up 11% from \$1,596,000 for the third quarter. Fourth-quarter earnings per share were even with the third quarter at \$.20. In discussing the Company's prospects for the current year, David Cole, Ashton-Tate's President and Chief Executive Officer, stated, "The Company continues to dominate the database management system market for microcomputers." In addition, Cole said, "We plan to build on Ashton-Tate's strengths in the marketplace. We expect that Ashton-Tate will achieve record sales and earnings for this year largely through the introduction of new, but related, products."

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Ashton-Tate's pro forma results retroactively reflect the divestiture of two of its divisions and the acquisition of certain product rights during the first half of fiscal 1984. Pro forma adjustments do not affect financial data subsequent to July 31, 1983.

The Company's historical net revenues for the 1984 fiscal year were \$42,994,000, an increase of 138% over the \$18,100,000 figure for fiscal 1983. Historical net income for fiscal 1984 was \$5,270,000, an increase of 392% over the \$1,071,000 for the prior year. Earnings per share for fiscal 1984 were \$.68, up from \$.15 for fiscal 1983.

Ashton-Tate is a leading developer and publisher of microcomputer software products and related books and periodicals. Among its products are dBASE II[®], the largest selling microcomputer database management system in the world, and Friday![™] an easy-to-use file management system.

PRO FORMA RESULTS YEAR ENDED 1/31/84
(in thousands, except per share data)

| | <u>Year</u> | <u>Quarter</u> |
|--------------------|-------------|----------------|
| Net Revenues | \$39,846 | \$13,545 |
| Pre-Tax Income | 12,030 | 3,221 |
| Net Income | 6,230 | 1,765 |
| Earnings Per Share | \$ 0.78 | \$ 0.20 |

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