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ASHTON-TATE COMPLETES ACQUISITION OF  
MULTIMATE INTERNATIONAL CORPORATION

TORRANCE, CALIF., December 5, 1985 -- Ashton-Tate today announced it has completed the acquisition of MultiMate International Corporation of East Hartford, Conn., producer of the best-selling MultiMate Professional Word Processor software package.

To complete the acquisition, Ashton-Tate paid \$22 million in cash for MultiMate.

"The addition of MultiMate's word processing product line to our database and integrated offerings gives Ashton-Tate the strongest applications lineup in the microcomputer software industry," said Edward M. Esber, Jr., Ashton-Tate president and chief executive officer. "We now offer

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leading products in three major business software categories."

Ashton-Tate's acquisition of MultiMate International Corp. is the largest ever in the microcomputer software industry. Ashton-Tate reported sales of \$82.3 million for its fiscal year ended January 31, 1985, and had record revenues of \$80 million for the first nine months of the current fiscal year. MultiMate International, a profitable company, reported sales of \$21 million in its last fiscal year ended March 31, 1985.

MultiMate International will be operated out of its East Hartford location as a wholly owned operation of Ashton-Tate. As part of the acquisition agreement, Wilton H. Jones, MultiMate's chairman of the board, and Richard A. Lefebvre, executive vice president and chief operating officer, have signed employment contracts and covenants not to compete against Ashton-Tate.

"During the next six months, we will complete the integration of the two companies," Esber said. "Key items

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to be discussed include overall sales and marketing strategy, future product plans, site licensing and other important issues facing our company and the industry."

"We are extremely excited at the completion of the acquisition and believe the combined entity will be a formidable competitor in all areas of the microcomputer software market," said Lefebvre. "Of the many strengths Ashton-Tate brings to the MultiMate product line, two of the most important are increased distribution through alternate channels and penetration of international markets. We also believe MultiMate's experience in the corporate market and its site licensing program, which has gotten off to a successful start, will be of great benefit to Ashton-Tate."

The acquisition of MultiMate International marks the second major acquisition this year for Ashton-Tate. In July, the company completed the purchase of Forefront Corporation of Sunnyvale, Calif., developer of Framework and Framework II. Both purchases are a reflection of Ashton-Tate's strategic plan to offer the widest range of quality business applications.

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Ashton-Tate now offers Framework II, dBASE III (to be replaced by dBASE III PLUS in January), dBASE II, MultiMate Professional Word Processor 3.3 series, MultiMate Advantage, MultiMate On-File and Just Write. The company also markets, for use with MultiMate Advantage, the MultiMate Business Advantage Keyboard and the MultiMate Business Advantage Communications Board. Many of the MultiMate products, as well as dBASE III PLUS, can be used in both stand-alone and networked modes. In January, the company will also begin shipping dBASE III LAN Pack which will provide network access to dBASE III PLUS.

Ashton-Tate is now the second largest microcomputer applications software company in the world.

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