News

ASHTON-TATE ANNOUNCES RECORD REVENUES AND EARNINGS
FOR FISCAL YEAR 1986

TORRANCE, Calif., March 12, 1986 -- Ashton-Tate, a leading
independent provider of microcomputer business applications
software, today reported record net income of $16.6 million for
fiscal year 1986 ended January 31, an increase of 122 percent
over net income of $7.5 million for fiscal 1985. Earnings per
share were $1.70, compared with $.80 last year. Net income for
fiscal 1985 included a non-recurring extraordinary item of
$1,000,000 ($.10 per share).

Sales for the year were an all-time high of $121.6 million,
a 47.7 percent increase over revenues of $82.3 million last year.

For the fourth quarter, net income was $5.97 million, an
89.5 percent increase over $3.15 million for the same quarter
last year. Earnings per share for the fourth quarter were $.59,
compared with $.34 for last year's fourth quarter.

Fourth quarter revenues were $41.5 million, a 52.8 percent
increase over revenues of $27.2 million for the fourth quarter
last year. Sales, net income and earnings per share for fiscal

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1986 and the fourth quarter include results from MultiMate
International Corporation for the two-month period between
December 4, 1985 and January 31, 1986. MultiMate was acquired by
Ashton-Tate on December 4, 1985. Purchase orders at the end of
the fourth quarter by distributors accumulating inventory of
dBASE III PLUS (prior to Ashton-Tate's previously-announced
February 1, 1986 increase in distributor prices) resulted in
significant unfilled orders for this product at quarter's end.

"Our record results for the past year can be attributed to a
number of reasons," said Edward M. Esber Jr., president and chief
executive officer. "Among these are the acceptance of two major
new products, dBASE III PLUS and Framework II, substantial sales
of dBASE III, increased penetration into foreign markets, and the
acquisition of MultiMate."

The MultiMate acquisition added the MultiMate 3.3 Series and
MultiMate Advantage word processing products to the Ashton-Tate
product line.

dBASE III PLUS, introduced in November 1985, succeeds dBASE
III and is the first microcomputer database management system to
include single- and multi-user capabilities in one package. It
also increases the power available to non-programmers, while at
the same time adding more capabilities for programming.
Announced with dBASE III PLUS was dBASE III PLUS LAN Pack, a
companion product which allows multiple users to access dBASE III
PLUS on a network-only basis.

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Introduced in September, Framework II is based on the company's widely-acclaimed Framework and contains a larger, faster and more powerful spreadsheet and an advanced word processor that includes an 80,000-word spell checker and built-in mailmerge capability.

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(R) Ashton-Tate, dBASE, dBASE III, and Framework are registered trademarks of Ashton-Tate. MultiMate is a registered trademark of MultiMate International Corp.

(tm) Framework II is a trademark of Ashton-Tate.

COMPARATIVE QUARTERLY RESULTS
(In thousands, except per share data)

THREE MONTHS ENDED

	January 31, 1986	January 31, 1985	October 31, 1985
Net Revenues	$ 41,509	$ 27,172	$ 28,590
Pre-Tax Income	11,022	6,290	8,886
Net Income	$ 5,967	$ 3,149	$ 4,800
Earnings Per Share	$ .59	$ .34	$ .49

TWELVE MONTHS ENDED

	January 31, 1986	January 31, 1985
Net Revenues	$121,571	$ 82,281
Pre-Tax Income Before Extraordinary Item	30,679	12,427
Net Income Before Extraordinary Item	16,567	6,463
Net Income	$ 16,567	$ 7,463
Earnings Per Share Before Ext. Item	$ 1.70	$ .70
Earnings Per Share	$ 1.70	$ .80

NOTE: Operating results from MultiMate International Corporation are included in the financial statements from December 4, 1985 through January 31, 1986.