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**ASHTON-TATE NAMES EUROPEAN MANAGING DIRECTOR**

TORRANCE, Calif., July 2, 1986 -- Ashton-Tate, a leading manufacturer of microcomputer software, today announced the promotion of Peter E. Tik to European managing director.

Tik, a resident of Amsterdam, joined Ashton-Tate in 1983 as managing director of Ashton-Tate B.V., responsible for activities in Holland, Spain and Scandinavia. In his new post, he will be responsible for all aspects of the company's European operations. Ashton-Tate has European subsidiaries in the Netherlands, Spain, the United Kingdom, Italy and West Germany and a master distributor agreement in France.

"Peter brings a broad range of experience in the computer industry to this job. As the senior Ashton-Tate executive in Europe, Peter has started and built our Dutch and Spanish subsidiaries and established distribution networks throughout the Scandinavian markets," said Ronald S. Posner, acting vice president, international. "Further, he pioneered Ashton-Tate's translation and marketing standards in Europe."

Prior to joining Ashton-Tate, Tik was managing director of Thorn EMI/Software Sciences, a U.K.-based computer company, from 1981 to 1983. From 1973 to 1981 he was marketing director of

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NHCS, a Dutch process control company. He was Australian general manager of DECCA Ltd. from 1969 to 1973.

Tik holds advanced degrees in economics and marketing sciences.

Ashton-Tate reported revenues of \$41.2 million and net income of \$5.1 million for the first quarter of fiscal 1987, ended April 30, 1986, increases of 71.8 percent and 118.6 percent, respectively, from the same period of the previous year. The company reported record revenues of \$121.6 million and record net income of \$16.6 million for fiscal 1986, ended January 31, 1986.

International software sales accounted for approximately 24 percent of the company's total revenue for fiscal 1986. In addition to its European subsidiaries, Ashton-Tate also has a subsidiary in Australia and distributor agreements in New Zealand, Hong Kong, Mexico and Venezuela. Nippon Ashton-Tate, a joint venture agreement with Japan Systems Engineering, serves the Japanese market.

Ashton-Tate markets best-selling products in three major categories: database management software, with the industry-standard dBASE family of products; word processing, with the MultiMate product line; and integrated software, with Framework II.

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<sup>tm</sup>Framework II is a trademark of Ashton-Tate.