

**ASHTON-TATE REPORTS NET INCOME OF \$11.7 MILLION AND
NET REVENUES OF \$75.7 MILLION FOR THIRD QUARTER**

TORRANCE, Calif., November 15, 1988 -- Ashton-Tate Corporation (NASDAQ:TATE) today reported net income of \$11.7 million (\$.45 per share) for the quarter ended October 31, 1988, a 5.9 percent increase over net income of \$11.1 million (\$.44 per share) reported for the corresponding quarter a year ago.

Revenues for the recent quarter were \$75.7 million, an 11.3 percent increase over the \$68.0 million reported for the third quarter last year.

Revenues for the nine months ended October 31, 1988 increased 14.7 percent to \$219.9 million, compared with \$191.8 million reported for the corresponding nine-month period last year. Net income for the recent nine months increased 13.2 percent to \$34.3 million (\$1.32 per share), compared with net income of \$30.3 million (\$1.20 per share) reported for the nine months ended October 31, 1987.

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"Third quarter revenues and earnings reflect the initial customer shipments of dBASE IV," said Edward M. Esber, Jr., chairman and chief executive officer of Ashton-Tate. "We were pleased to ship dBASE IV in the third quarter. However, despite heroic efforts, we were unable to fill all orders on hand at quarter-end because product certification so near the end of the quarter did not afford us adequate production time. Orders we could not complete in the third quarter are being shipped in November. Accounts receivable and inventories increased substantially during the quarter. The increase in accounts receivable resulted from a combination of having shipped the preponderance of the quarter's orders at quarter-end and previously announced extensions of credit terms in connection with the implementation of a program designed to smooth our product shipment pattern; inventories increased primarily due to having purchased substantial quantities of dBASE IV materials during the third quarter to fill orders scheduled for shipment subsequent to October 31, 1988."

dBASE IV is the latest in Ashton-Tate's family of best-selling dBASE database management software products. It represents the state of the art in microcomputer DBMS applications and is expected to extend the dBASE standard into a new generation of microcomputer technology.

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Other third quarter highlights included the announcement of dBASE Professional Compiler, the first native code compiler for developers of dBASE applications, and Step IVward, which converts code written in other formats to run on dBASE IV.

"We believe these products, combined with the power of dBASE IV, will draw software developers back to the Ashton-Tate fold, especially those developers who have opted to work with dBASE clones in the past," said Esber. Both products were announced at Ashton-Tate's Developer Conference in September, which was the largest and most successful developer gathering in the company's history.

Also during the quarter, Ashton-Tate and Digital Equipment Corporation of Maynard, Massachusetts, signed a major agreement pursuant to which Ashton-Tate will develop, and Digital will market and support, versions of dBASE software for Digital's VAX/VMS and ULTRIX computing environments. The agreement marks the first time that dBASE products will be offered for use on Digital's multi-user computers and graphics-oriented 32-bit workstations.

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Ashton-Tate develops and markets best-selling microcomputer business applications software for DOS, Macintosh and OS/2 environments. Products are available in six major categories: database management systems, word processing, business graphics, integrated decision support, spreadsheets and desktop publishing. The company also offers a comprehensive line of service and support programs for individuals, corporations, and government agencies.

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COMPARATIVE RESULTS

(In thousands, except per share data)

	<u>THREE MONTHS ENDED</u>		
	<u>October 31, 1988</u>	<u>October 31, 1987</u>	<u>July 31, 1988</u>
Net Revenues	\$75,714	\$68,034	\$71,908
Pre-Tax Income	\$18,139	\$19,887	\$18,208
Net Income	\$11,739	\$11,087	\$11,508
Net Income Per Share	\$.45	\$.44	\$.44
Average Shares Outstanding	26,163	25,357	26,148

	<u>NINE MONTHS ENDED</u>	
	<u>October 31, 1988</u>	<u>October 31, 1987</u>
Net Revenues	\$219,985	\$191,820
Pre-Tax Income	\$ 54,511	\$ 54,221
Net Income	\$ 34,311	\$ 30,321
Net Income Per Share	\$ 1.32	\$ 1.20
Average Shares Outstanding	26,083	25,229