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**IMMEDIATE**

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**ASHTON-TATE REPORTS RECORD SALES AND EARNINGS  
FOR THIRD QUARTER**

TORRANCE, Calif., November 18, 1986 -- Ashton-Tate (OTC: TATE) today reported record net income of \$7.9 million for the third quarter of fiscal 1987 ended October 31, 1986, an increase of 64.6 percent over earnings of \$4.8 million for the same quarter last year. Earnings per share were \$.65, compared with \$.49 in the third quarter of fiscal 1986.

Third quarter revenues were \$57.7 million, a 102.0 percent increase over revenues of \$28.6 million for the third quarter of last year.

For the nine months ended October 31, net income was \$19.5 million, compared with \$10.6 million for the first nine months of last year, an 83.4 percent increase. Earnings per share for the nine months were \$1.65, compared with \$1.11 for the nine-month period of fiscal 1986.

Revenues for the nine months were \$147.9 million, compared with \$80 million during the same period last year, an increase of 84.9 percent.

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"Continued strong sales of all products, particularly dBASE III PLUS, the industry-standard database management system, contributed to the financial success of the quarter," said Edward M. Esber Jr., Ashton-Tate's chairman and chief executive officer. "Earnings and revenues continue to show substantial growth, not only from year-to-year, but on a quarter-to-quarter basis.

"During the quarter we completed the Decision Resources acquisition and announced two new products, continuing the company's diversification and strengthening its product line. We are well positioned for continued future growth."

Ashton-Tate completed the acquisition of Decision Resources, Inc., developer of the MASTER-GRAPHICS Series of business graphics software, on September 30. Sean O' Connor, president and co-founder of Decision Resources, remains with Ashton-Tate as director of the Graphics Product Center in Westport, Conn.

Continuing to expand the dBASE franchise into new markets, the company announced two significant products in the third quarter. dBASE Mac, a relational database management system for the Macintosh computer, is the company's first entry into the growing Macintosh market.

RapidFile, announced in October, is a high-performance file manager for IBM personal computers and compatibles that allows business users to manage data, create reports, write form letters and produce mailing labels. The product uses dBASE III PLUS files, providing transparent access to dBASE data. Both dBASE Mac and RapidFile are expected to ship in the fourth quarter.

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Delivering on its promise to provide full service and support, the company announced a major program to provide technical assistance and training to corporate and individual customers. As part of the program, the company announced a policy to remove copy protection from all software products for all customers.

Also during the quarter, the company added to its strong executive team with the appointment of Luther Nussbaum, as president and chief operating officer. Nussbaum, who assumed his duties on October 22, brings high-level operational management strengths to the company.

In other activity, the company reached a major milestone with the sale of the one millionth copy of its dBASE products. dBASE III PLUS, named Softsel Computer Products' best-selling business software product of 1986, continues to lead the industry as the top-selling relational database management system for microcomputers.

Ashton-Tate is the second-largest developer of microcomputer applications software. In addition to the database category, the company markets leading products in word processing, with MultiMate products, integrated software, with Framework II, and business graphics, with the MASTER-GRAPHICS Series.

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<sup>R</sup>Ashton-Tate, dBASE and Framework are registered trademarks of Ashton-Tate. MultiMate is a registered trademark of MultiMate International Corporation, an Ashton-Tate company.

<sup>tm</sup>dBASE III PLUS, Framework II and MASTER-GRAPHICS are trademarks of Ashton-Tate.

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

**THREE MONTHS ENDED**

	<u>October 31, 1986</u> <u>Actual</u>	<u>October 31, 1985</u> <u>Actual</u>	<u>July 31, 1986</u> <u>Actual</u>
Net Revenues	\$57,741	\$28,590	\$48,989
Pre-Tax Income	15,557	8,886	12,209
Net Income	\$ 7,935	\$4,800	\$ 6,471
Earnings Per Share \$	.65	.49	.53
Average Shares Outstanding	12,247,000	9,861,000	12,209,000

**NINE MONTHS ENDED**

	<u>October 31, 1986</u> <u>Actual</u>	<u>October 31, 1985</u> <u>Actual</u>
Net Revenues	\$147,901	\$80,062
Pre-Tax Income	37,434	19,657
Net Income	\$19,530	\$10,600
Earnings Per Share \$	1.65	1.11
Average Shares Outstanding	11,809,000	9,535,000