

TO: All Ashton-Tate Employees
FROM: Ed Esber *EE*
DATE: February 24, 1987
SUBJ: Announcement of new Executive Vice President
and Chief Financial Officer

I am happy to announce to you today the appointment of George L. Farinsky as Executive Vice President and Chief Financial Officer of Ashton-Tate. I view George's appointment as an important addition to our management team. He brings more than 20 years of senior level financial and administrative experience to Ashton-Tate.

George, whose appointment is effective immediately, was most recently president, U.S. operations, and a member of the board of directors of the Bank of British Columbia. Prior to that, he spent five years as vice president and chief financial officer of Dysan Corporation, a Santa Clara, CA.-based high technology corporation.

This announcement completes yet another phase in Ashton-Tate's corporate strategy for future growth, and satisfies our objective to assemble a strong team to manage our corporate development plans.

George will be reporting directly to me. Gail Pomerantz, director of corporate communications and investor relations; Stan Witkow, general counsel; and David Russian, vice president and controller, will report directly to George.

For your information, enclosed is a copy of the press release announcing George's appointment.

Ashton-Tate is well on its way to becoming the leading computer software and services company. In about a week, we'll be announcing the financial results for fiscal 1987, our best year yet. I am sure George will play a major role in furthering the Company's growth.

Please join me in giving George a warm welcome to the Ashton-Tate team.

PLEASE BE CERTAIN EVERYONE IN
YOUR AREA SEES THIS MEMO AND
PRESS RELEASE.

IMMEDIATE

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ASHTON-TATE NAMES GEORGE FARINSKY
EXECUTIVE VICE PRESIDENT AND CHIEF FINANCIAL OFFICER

TORRANCE, Calif., February 24, 1987 -- Ashton-Tate today announced the appointment of George L. Farinsky as executive vice president and chief financial officer.

Farinsky, 51, who has held senior financial positions with a number of Fortune 500 companies, will report to Edward M. Esber, Jr., chairman and chief executive officer of Ashton-Tate.

"George Farinsky has outstanding credentials as a chief financial officer," Esber said. "His high-level administrative skills will add strength to Ashton-Tate's management team."

Farinsky joins the Ashton-Tate senior management team of Esber, Luther Nussbaum, president and chief operating officer, and Roy Folk, executive vice president and general manager, Software Products Division.

He most recently served as president, U.S. operations, and a member of the board of directors of the Bank of British Columbia. Prior to that, Farinsky spent five years as vice

president and chief financial officer of Dysan Corporation, a Santa Clara, CA.-based high technology corporation.

"George's appointment achieves our goal of hiring a chief financial officer who combines high tech experience with superior financial and administrative expertise in a variety of industries," said Nussbaum. "We are very excited to have him join our team."

In addition to his experience at Dysan, Farinsky held the position of senior vice president, corporate development, at Kaiser Resources, Ltd., of British Columbia, and was senior vice president, chief financial officer, and a member of the board of Kaiser Industries Corporation. Before that, he was senior vice president, chief financial officer and a member of the board of Mattel, Inc. From 1962 to 1973 he held various senior financial positions including vice president, finance and chief financial officer of Teledyne, Inc.

"Joining Ashton-Tate gives me the opportunity to be a part of one of the most exciting companies in the computer industry," Farinsky said. "I'm extremely pleased to be a member of Ashton-Tate's talented management team."

Ashton-Tate is the world's second largest microcomputer business applications software company. Its products include dBASE III PLUS, dBASE III PLUS LAN Pack, dBASE II, RapidFile, MultiMate Advantage, the MultiMate 3.3 Series, Framework II and the MASTER Graphics series for IBM personal computers and compatibles.

For the nine months ended October 31, 1986, Ashton-Tate

reported revenues of \$147.9 million and net income of \$19.5 million, increases of 84.9 percent and 83.4 percent respectively, from the same period last year.

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