

For release: **IMMEDIATE**

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**ASHTON-TATE REPORTS 55.4 PERCENT INCREASE IN EARNINGS  
AND 29.8 PERCENT INCREASE IN SALES FOR SECOND QUARTER**

TORRANCE, Calif., August 18, 1987 -- Ashton-Tate Corporation (NASDAQ: TATE) today reported record net income of \$10.1 million for the quarter ended July 31, 1987, a 55.4 percent increase over net income of \$6.5 million reported for the same quarter last year. Earnings per share were \$.40, compared with \$.27\* in last year's second quarter.

Second quarter revenues were \$63.6 million, also a record, a 29.8 percent increase over revenues of \$49 million reported for the second quarter of last year.

Net income for the six months ended July 31, 1987, was \$19.2 million, compared with \$11.6 million for the first half of last year. Earnings per share for the six-month period were \$.76 compared with \$.50\* for the first six months of last year.

(more)

\* Restated to reflect a 100 percent stock dividend distributed to stockholders in January 1987

Revenues for the six-months ended July 31, 1987, were \$123.8 million, compared with \$90.2 million during the same period last year.

"Extremely strong sales of dBASE III PLUS, the MASTER GRAPHICS Series and MultiMate Advantage II, which began shipping in April of this year, contributed to our sales and earnings growth in the second quarter," said Edward M. Esber Jr., chairman and chief executive officer of Ashton-Tate.

"Despite the current confusion regarding new operating systems and hardware, business users of microcomputers continued to buy Ashton-Tate products to meet their applications needs. We expect strong demand for DOS-based products to continue into 1988 and are well positioned to take a major share of that market," Esber said.

The company demonstrated its commitment to DOS shortly after quarter-end when it announced Byline, an IBM PC desktop publishing product that allows business professionals to quickly and easily enhance the quality of printed materials. Byline is designed for business software users who have no special knowledge of graphic arts and typography, but need to prepare professional, high-quality documents. The product has a suggested retail price of \$295.

(more)

Second quarter highlights included the introduction of two other software products: the MASTER GRAPHICS Presentation Pack, an all-in-one business graphics package that bundles CHART-MASTER, SIGN-MASTER and DIAGRAM-MASTER, and Dun's SalesSearch, a dBASE III PLUS sales management application developed in conjunction with Dun's Marketing Services.

Ashton-Tate recently instituted a number of new service programs, including a new volume upgrade plan and a revamped service and support plan for corporate and government customers. The company also released the Ashton-Tate Developer Registry, a catalogue of more than 1,000 dBASE and Framework applications and services provided by hundreds of software developers and consultants nationwide.

Ashton-Tate is one of the largest developers and marketers of business applications software. The company's products, which cover four major applications categories, are designed to provide fast and efficient solutions to business problems.

Ashton-Tate markets the following best selling programs: dBASE III PLUS and RapidFile in database management systems, MultiMate Advantage II in word processing, the MASTER GRAPHICS Series in business graphics and Framework II in integrated software.

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tm dBASE III PLUS, RapidFile, Framework II, MultiMate Advantage II, MASTER GRAPHICS, DIAGRAM-MASTER and Byline are trademarks of Ashton-Tate Corporation.

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

	THREE MONTHS ENDED		
	<u>July 31, 1987</u>	<u>July 31, 1986</u>	<u>April 30, 1987</u>
Net Revenues	\$63,575	\$48,989	\$60,211
Pre-Tax Income	18,089	12,209	16,245
Net Income	10,136	6,471	9,098
Earnings Per Share	.40	.27*	.36
Average Shares Outstanding	25,177	24,418*	25,154

	SIX MONTHS ENDED	
	<u>July 31, 1987</u>	<u>July 31, 1986</u>
Net Revenues	\$123,786	\$90,160
Pre-Tax Income	34,334	21,877
Net Income	19,234	11,595
Earnings Per Share	.76	.50*
Average Shares Outstanding	25,165	23,174*

\* Restated to reflect a 100 percent stock dividend distributed to stockholders in January 1987.