

# ASHTON-TATE NEWS

## ASHTON-TATE REPORTS RECORD REVENUES, NET INCOME FOR FISCAL 1988

TORRANCE, Calif., March 1, 1988 -- Ashton-Tate Corporation (NASDAQ: TATE) today reported record net income of \$43.1 million (\$1.70 per share) for the year ended January 31, 1988, a 43.2 percent increase over net income of \$30.1 million (\$1.26 per share) reported for fiscal 1987.

Revenues for the year ended January 31, 1988, were a record \$267.3 million, a 26.8 percent increase over revenues of \$210.8 million reported last year.

Fourth quarter net income was \$12.8 million (\$.50 per share), compared with \$10.6 million (\$.43 per share) reported for the fourth quarter last year.

Fourth quarter revenues were \$75.5 million, compared with \$62.9 million for the same period last year.

"Fiscal 1988 was another successful year for Ashton-Tate," said Edward M. Esber Jr., chairman and chief executive officer. "In addition to achieving record financial results, we have positioned the company to take advantage of many new opportunities."

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The year ended amidst what Esber called "the most exciting five-week period in Ashton-Tate history," during which the company made a number of major product announcements.

On January 13, 1988, Ashton-Tate announced a relationship with Microsoft Corporation to market SQL Server, a relational database server software product for local area networks.

A month later, Ashton-Tate announced dBASE IV, an advanced relational database software package that industry observers believe will carry on the dBASE family tradition and set a new data management standard for microcomputer database software.

An OS/2 version of dBASE IV is currently being shown to some of the nation's most influential corporate computing decision makers at a series of IBM-sponsored seminars slated to run through May of this year.

"SQL Server and the recently announced dBASE IV are major elements of Ashton-Tate's database strategy. These two products, combined with future offerings, will maintain Ashton-Tate's position as the technological and market leader in microcomputer relational database management systems," Esber said.

Driving these and future technological advancements will be some of the industry's best known database scientists, many of whom joined Ashton-Tate in the past year. Among the new faces are Dr. Moshe Zloof, father of the Query-By-Example (QBE) database interface; Dr. Harry Wong, a leading SQL pioneer; Dr. Arvola Chan, a noted distributed database expert; and Michael

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Benson, the architect of a highly regarded mainframe relational database language.

In February, Ashton-Tate unveiled a family of new Macintosh products including FullWrite Professional, a state-of-the-art word processor; Full Impact, a powerful presentation-oriented spreadsheet; and dBASE Mac RunTime for applications developers.

The company also announced the formation of a new Macintosh Products Division to market software programs for Apple Computer, Inc.'s increasingly popular Macintosh personal computer.

Fiscal 1988 highlights included the introduction of MultiMate Advantage II word processing software, DRAW APPLAUSE business graphics software, Byline desktop publishing software, dBASE Mac and an enhanced version of RapidFile.

Ashton-Tate Corporation is one of the largest developers and marketers of business applications software and the major supplier of relational database management systems for microcomputers. The company markets microcomputer software products in the following categories: database management, word processing, business graphics, desktop publishing and integrated products.

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COMPARATIVE RESULTS  
(In thousands, except per share data)

	<u>THREE MONTHS ENDED</u>		
	<u>January 31, 1988</u>	<u>January 31, 1987</u>	<u>October 31, 1987</u>
Net Revenues	\$75,508	\$62,898	\$68,034
Pre-Tax Income	22,756	20,727	19,887
Net Income	12,755	10,570	11,087
Net Income Per Share	.50	.43	.44
Average Shares Outstanding	25,663	24,746	25,357

	<u>YEAR ENDED</u>	
	<u>January 31, 1988</u>	<u>January 31, 1987</u>
Net Revenues	\$267,328	\$210,799
Pre-Tax Income	76,976	58,161
Net Income	43,076	30,100
Net Income Per Share	1.70	1.26
Average Shares Outstanding	25,338	23,902