

IMMEDIATE

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**ASHTON-TATE SIGNS \$42.1 MILLION CONTRACT TO DISTRIBUTE
dBASE III PLUS, FRAMEWORK II AND MULTIMATE IN FRANCE**

TORRANCE, Calif., September 17, 1986 -- Ashton-Tate, the largest marketer of microcomputer applications software in Europe, today announced it has signed a three-year, \$42.1 million contract with its French distributor for the production, translation, distribution and marketing of French language versions of dBASE III PLUS, Framework II, and its MultiMate word processing product line.

The contract "is believed to be the largest of its kind ever signed in Europe," according to Ronald S. Posner, Ashton-Tate's acting vice president, international. "We are committed to our French operation, which is a very important market for Ashton-Tate," he added.

Under the terms of the agreement, La Commande Electronique, Ashton-Tate's French distributor since 1982, will take on the entire production operation for the products, including duplication, packaging, and distribution.

"We have had tremendous success with our French language versions of dBASE III and Framework, making them the best-selling

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products in France," said Hugues LeBlanc, president of La Commande Electronique. "We have found there is enormous potential for the successor products, dBASE III PLUS and Framework II, and MultiMate as well. This contract is a measure of our confidence in their continued success."

Framework II, Ashton-Tate's integrated software product, was introduced in Europe in December 1985, and became available in France in April 1986. It is a significantly enhanced version of the original Framework, which was named the Software Product of the Year in France for 1985 and also won top honors in West Germany and the Netherlands. Framework II combines a spreadsheet and word processor with ancillary graphics, file management, and communications capabilities. Its FRED programming language permits the development of specialized applications.

dBASE III PLUS is the industry-standard database management system for 16-bit microcomputers. It is a powerful and accessible product that provides both stand-alone and multi-user capability in a single package.

Ashton-Tate's MultiMate word processing products are corporate standards. They include MultiMate Advantage and MultiMate Professional Word Processor 3.3 Series, the On-File and MultiMate GraphLink utility packages, and two hardware products, the MultiMate Business Advantage keyboard and communications board. MultiMate Advantage's LAN family enables it to run on key local area networks.

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Based in Torrance, Calif., Ashton-Tate has a sophisticated international distribution network, with subsidiaries in West Germany, Italy, the Netherlands, Spain, the United Kingdom, Australia, and Hong Kong. In addition to La Commande Electronique in France, Ashton-Tate has agreements with distributors and re-publishers in the Scandinavian countries, the Mideast, New Zealand, Singapore, Argentina, and Mexico. The company serves Japan through Nippon Ashton-Tate, formed under a joint agreement with Japan Systems Engineering (JSE) of Tokyo.

The company markets best-selling software products in three categories: database management software, with the industry-standard dBASE family of products; word processing, with the MultiMate line; and integrated software, with Framework II. Upon completion of the acquisition of Decision Resources, Inc., of Westport, Conn., the company will market leading products in a fourth category, business graphics. Additionally, Ashton-Tate has an exclusive marketing and distribution agreement with Javelin Software Corp., under which Javelin, a business analysis and reporting package for the IBM PC and compatibles, is distributed outside the U.S. and Canada.

Ashton-Tate is the world's second-largest microcomputer applications software company. It reported revenues of \$49 million and net income of \$6.47 million for the second quarter of fiscal 1987, ended July 31, 1986, increases of 78 percent and 87.5 percent, respectively, from the same period of the previous year.

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