

F- ASK

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I N T E R O F F I C E M E M O R A N D U M

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Tel No: DTN 521-6624

TO: Remote Addressee

(RUSS GULLOTTI @ MKO)

Subject: BRIEFING PACKAGE FOR ASK

Russ, I understand we have had a couple of miscues in getting this information to you - so I am resending again. In the interim, however, I have been notified from Pier Carlo's office that the concall was canceled. While the agenda for the original call is unknown to me, perhaps the attached general information will provide adequate background. If not, I will be happy to provide more data.

In any event, it is my recommendation that we spend 15 minutes on the phone to discuss the account due to the complexity of the ASK/DEC relationship and the status of mutual business issues. Until then, you should be aware of some current concerns regarding The ASK Group.

- ASK/Digital revenues are down approximately 45% (YOY) due to lack of OSF/Alpha port for the new Unix product MANMAN/X. It is currently available on HP/UX which ASK has sold approximately 25 licenses to 2 on the DEC Ultrix interim version.
- Current port schedule for MANMAN/X to OSF/Alpha and OpenVMS/VAX not available until May further depressing revenue picture. Upon availability, OSF version will not be database compatible. However, will receive Oracle port in Q1 FY94 - initially MANMAN/X will utilize a flat file system which is not as competitive with other product offerings especially the HP version of ASK's product.

These issues will probably result in FY93 revenue production of \$15.5M, for the U.S. portion of ASK Computer Systems, versus almost \$30M of revenue production in FY92.

This data should provide at least a point of departure for your concall.

I am available, at your request, for further data.

Cameron Crowe
Worldwide Account Manager, The ASK Group

Needham & Company, Inc.
June 29, 1992Charles E. Taylor, Jr. CFA
(212) 371-8300**The ASK Companies**

		Fiscal Year	Revenues (millions)	Operating Margin	E.P.S.	P/E Ratio
Price(6/26/92--ASKI/OTC):	11.00	6/93E	\$487.0	9.6%	\$1.15	9.6
Price Range (52 weeks):	20-6	6/92E	420.0	6.1	0.52	21.2
Shares Outstanding (millions):	21.0	6/91	339.8	2.3	0.01	NA
Average Daily Volume (000s):	80					

Investment recommendation (6-12 months): Buy

	Quarterly Earnings			
	Q1	Q2	Q3	Q4
6/93E	(0.19)	0.24	0.30	0.80
6/92E	(0.21)	0.05	0.09A	0.55
6/91R	0.01	(0.02)	(0.03)	0.04

The ASK Companies, headquartered in Mountain View, California, is a leading provider of relational database management systems (RDBMS) and midframe-based MRP (manufacturing resource planning) information systems. ASK's Ingres division sells midframe oriented RDBMS and application development tools used by computer professionals to build custom business solutions. The ASK Computer Systems division sells MRP systems for DEC VAX and Hewlett Packard proprietary minicomputers. The Data3 division sells MRP systems for IBM AS400 midframes. These product families assist manufacturers in areas such as inventory control, material requirements planning, capacity planning, production scheduling, order processing, purchasing and shop floor control, as well as in accounting and human resources functions. In FY92, we estimate the revenue mix will be 59% Ingres, 36% ASK and 5% Data3.

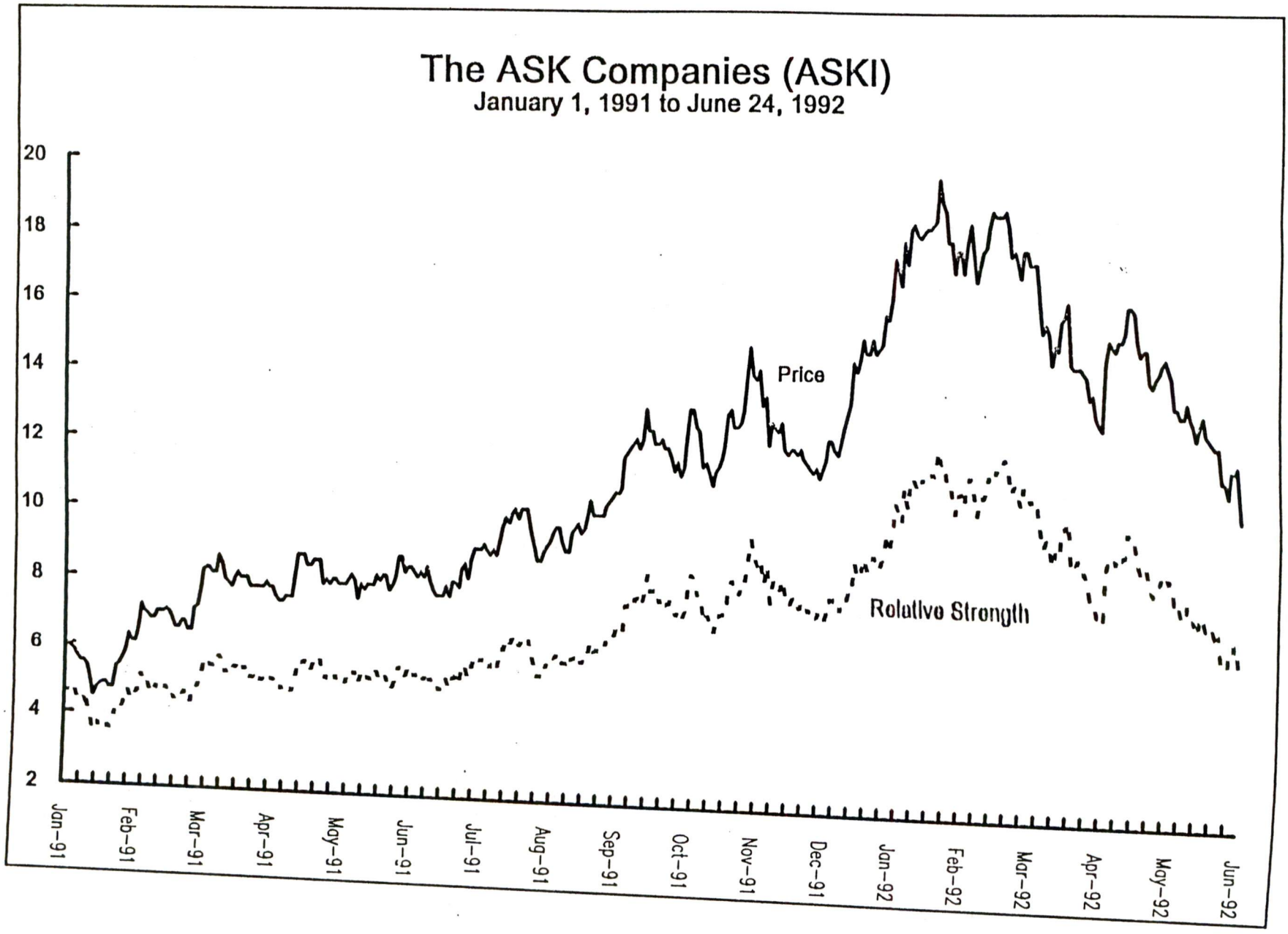
Investment Opinion**ASKI Revisited: A Fresh Look**

Given the negative sentiment towards the stock of The ASK Companies (ASKI) since March (see Exhibit 1), we thought it appropriate to revisit our most beleaguered recommendation. We tried to be as objective as possible under the circumstances and to answer a series of questions about what has changed over the last 6-9 months.

What's changed in the marketplace?

In the RDBMS arena, Oracle has just officially introduced Version 7 (V7) of its RDBMS product. There is considerable concern among investors because, if one believes everything Oracle says, it could spell trouble for Oracle's competitors. We believe Ingres will continue to perform very well. We will deal with the Oracle competitive issue in greater depth later on in this report but, for now, consider the following points.

Exhibit 1. ASKI Price and Relative Strength History



A customer doesn't purchase an RDBMS engine alone but rather buys a suite of products including applications development tools and connectivity products with the intention of developing in his own MIS shop specific problem solving applications. Ingres has the most advanced tools of all the RDBMS vendors and tools are what are increasingly driving sales of the whole suite.

Oracle "introduced" V7 but it is not yet generally available and won't be until later this year and early next. Ingres and other competitors will be that much closer to their next release by the time Oracle is actually shipping. Ingres is shooting for a mid 1993 introduction of its next release.

All three of Oracle's major RDBMS competitors -- Ingres, Sybase and Informix -- have issued detailed rebuttals to Oracle's claims of uniqueness and superiority. Numerous examples exist of what we charitably refer to as Oracle's marketing hyperbole. While Oracle has unquestionably narrowed the gulf that existed between its own capabilities and those of its competitors, we are not of the opinion that it has demonstrably leapfrogged them.

In the MRP arena, the U.S. economy is not recovering well, if at all, from recession and the manufacturing sector remains a very difficult market.

MRP customer interest in Unix based software has expanded sharply in 1992. A year ago, manufacturing executives regarded Unix with suspicion about its performance, security and reliability. Today, many are looking at it as the basis of their future technology platform for networked, open architected, RDBMS based applications.

The concept of Enterprise Resource Planning (ERP) has not materialized because, we believe, it is ill-defined and too all encompassing.

What's changed at ASK?

Ingres's turnaround has been virtually completed. Release 6.4 of the Ingres Intelligent Server occurred last November and the company established a new standard of concurrency for other vendors to match by rolling out versions for all major supported platforms within 90 days instead of the 6-9 months that was previous industry practice. The added capabilities of the RDBMS engine have been well received.

Of equal importance, the release of the graphical applications development tool (ADT) Windows 4GL for Microsoft Windows occurred at the same time. Windows 4GL has enabled Ingres to maintain its lead over the other RDBMS vendors in the ADT area. We believe a powerful tools offering is a key to future growth for RDBMS vendors and that Ingres is the clear leader here. Increasingly, we hear that sales of tools pull through sales of the RDBMS engine rather than vice versa.

The MRP product development strategy in the ASK division has changed. A year ago, ASK was hard at work developing a product family called Advance that was intended to be a combination of next generation MRP capabilities and innovative financial software. Advance was being designed for the Unix based workstations operating in a client/server mode. Advance was targeted to be a pioneer in the Enterprise Resource Planning (ERP) market. The problem has been that there isn't an ERP market, at least not yet. There is no consensus among customers about what the functionality should be and the market researchers who have been championing this concept (particularly the Gartner Group) have been no help either. As a result, Advance development efforts have been scaled back and the project has been put on the back burner.

In its place has come an appreciation of exactly how fast manufacturers have climbed on to the Unix bandwagon. Customers are telling ASK that MRP capabilities are adequate for their needs today but they would like to reap the benefits of open architected applications products running on Unix, namely hardware vendor independence and improved hardware price performance. ASK has shifted gears and has as its number one priority the development of ManMan X, the Unix implementation of its core MRP family. ManMan X has moved to center stage.

To jump start this effort, ASK was fortunate enough to find a Dutch company, Baan International, that has a manufacturing product call Triton that is built on the Ingres database and is available on a variety of Unix platforms. ASK has a struck a deal with Baan in which it is using Triton code as the foundation for building ManMan X. ManMan X will be uniquely an ASK product from a features perspective as well as in ownership. Availability of initial modules of ManMan X are expected later this year in late summer or early fall.

A Unix product may have two benefits. The first is obvious -- it should generate revenue in its own right. The second is more subtle. Customers may look at the Unix product but decide that they really need the superior performance and richer feature set that ASK's HP and DEC product families will initially provide versus the Unix product. Just having a Unix product capability and a migration path to get there in a few years could help accelerate sales of the HP and DEC based versions of ManMan.

On the financial front, the balance sheet has improved markedly via the asset write-down in December. Cashflow has improved and DSO's are down sharply to 97 days as of March 1992 versus a pro forma peak of 184 when Ingres was acquired. Net debt is down below \$10 million and may well be gone as of June 30. Balance sheet information is presented in Exhibit 2.

Exhibit 2. Balance Sheet

The ASK Companies Balance Sheet Statement Fiscal Year Ends June				
	3/31/92 3Q92	12/31/91 2Q92R	September 1Q92	6/30/91 FY91R
Assets:				
Cash and cash equivalents	22,436	17,242	18,300	24,652
Accounts Receivable, net	120,763	127,931	118,657	146,674
Other Current Assets	21,285	21,548	8,943	18,684
Total Current Assets	164,484	166,721	145,900	190,010
Capitalized software R&D costs, net	9,663	10,259	8,510	7,109
Property, plant and equipment, net	42,046	43,124	39,842	38,723
Goodwill, net	49,587	50,502		90,799
Purchased Intangibles	30,681	31,848		60,943
Other non-current assets	4,504	3,255	152,510	2,170
Total Assets	300,965	305,709	346,762	389,754
Liabilities & Stockholders' Equity:				
Current portion of long-term debt	19,002	14,118	12,142	10,119
Accounts Payable & accrued expenses	25,552	30,832	23,427	40,537
Accrued payroll and related items	21,727	19,601	20,025	22,825
Other accrued liabilities	23,080	25,854	16,605	35,458
Deferred revenue	59,534	56,772	33,293	48,888
Total Current Liabilities	148,895	147,177	105,492	157,827
Long-term bank debt	12,834	22,840	25,538	35,854
Other long term debt & obligations	8,991	9,135	9,176	7,876
Deferred income taxes	15,666	17,149	28,828	29,645
Total Liabilities	186,386	196,301	169,034	231,202
Common Stock	117,789	112,163	197	108,476
Retained earnings	73	(1,905)	65,016	55,960
Cumulative translation adjustment	(3,283)	(850)	(3,272)	(5,884)
Total Stockholders' Equity	114,579	109,408	61,941	158,552
Total Liabilities/Stockholders' Equity	300,965	305,709	230,975	389,754
Ratios:				
Net debt (ST + LT debt - cash)	\$9,400	\$19,716	\$19,380	\$21,321
Days Sales Outstanding	98	109	145	106
Current Assets/Current Liabilities	1.10	1.13	1.38	1.20
Cash/Total Assets	7.5%	5.6%	5.3%	6.3%
Current Assets/Total Assets	54.7%	54.5%	42.1%	48.8%
Non-Current Assets/Total Assets	45.3%	45.5%	57.9%	51.2%
Current Liabilities/Total Assets	49.5%	48.1%	30.4%	40.5%
Long-term liabilities/Total Capital	24.7%	31.0%	50.6%	31.6%
Stockholders' Equity/Total Capital	75.3%	69.0%	49.4%	68.4%
Sources: The ASK Companies Needham & Company, Inc.				
29-Jun-92				

There have been several restatements of financial statements which have been time consuming for investors to assimilate and, we suspect, caused many of them to not want to bother sorting it all out. Most of these restatements have been caused by positive changes such as the adoption of new conservative revenue recognition policies or the voluntary clean-up of the balance sheet.

The most recent one, however, is a minor embarrassment and proves that, while Ingres has improved vastly, there is still managerial work to be done. In 3Q92 (ended March), distributor revenue in Europe and cost of revenues were both inadvertently overstated by \$3.9 million. While this caused no change in operating profits, it did change 3Q revenues at Ingres which didn't do as well in Q3 as we had initially thought.

What's changed in our analysis?

We are disappointed that the cyclically sensitive parts of ASK -- the MRP divisions -- have not had the improved demand environment we had envisioned. ASK is not alone -- few other MRP vendors on any platform are doing well either. The recently released U.S. government data on May durable goods orders was disheartening. Nine of ten major industry groups reported declines and the overall monthly decline was 2.4%.

We are taking a new approach with our forecast. Instead of assuming an economic recovery is just around the corner, as we have been doing, we are now adopting the assumption that U.S. economy has been so badly mismanaged that it is going to continue to bump along the bottom. Therefore, we are scaling back our expectations and lowering our estimates. Given the obvious widespread skepticism surrounding ASK1, we see no point in carrying aggressive estimates when few investors seem to believe even conservative ones.

Specifically, for 4Q92 we are cutting our estimate to \$0.55 from \$0.60. Poor demand for MRP products in general, exacerbated by the possibility that some customers might defer planned purchases of ManMan on HP or DEC to await the introduction of ManMan X in a few months, resulted in lowering our forecasts in this area. Even Ingres, which we think is on plan and doing superbly well, has a small element of capital spending sensitivity to it and we trimmed very slightly our revenue estimate there as well.

We also are lowering our FY92 estimate to \$0.52 from \$0.60. The reduction in our annual estimate is greater than the decline in our fourth quarter estimate because we were inadvertently using an estimate for outstanding shares for the full year that was too low. Our former \$0.60 estimate would have been \$0.57 using the share count estimate we have now. Our FY92 model as well as FY91 restated historical data are shown in Exhibit 3.

We lowered our FY93 estimate for essentially the same reasons to \$1.15 from \$1.20. In addition, Ingres could experience some moderation in its growth rate if European demand slows down. While some European economies appear to be softening and there is considerable confusion surrounding European economic union and the Maastricht Treaty's future, we note that Europe is a hotbed of Unix enthusiasm and is a few years behind the U.S. in its hardware and software purchase cycles. Our FY93 model is shown in Exhibit 4. A summary financial statement is included in Appendix A.

The ASK Companies															
Income Statement															
Fiscal Year ends June															
(Dollars in Thousands)															
	1Q92R			2Q92A***			3Q92A			4Q92E			FY92E		
	Amount	% of Rev.	Y/Y % Ch.	Amount	% of Rev.	Y/Y % Ch.	Amount	% of Rev.	Y/Y % Ch.	Amount	% of Rev.	Y/Y % Ch.	Amount	% of Rev.	Y/Y % Ch.
Total Revenues	\$74,911	100.0%	72.8%	\$106,979	100.0%	27.7%	\$108,163	100.0%	24.3%	\$130,000	100.0%	3.4%	\$420,053	100.0%	23.8%
ASK Computer Div: Hardware	14,771	19.7%	-32.3%	16,829	15.7%	-22.6%	16,830	15.6%	-17.0%	18,000	13.8%	-52.7%	66,430	15.8%	-34.8%
ASK Computer Div: Software	6,136	8.2%	-1.6%	8,389	7.8%	0.8%	7,377	6.8%	0.1%	8,000	6.2%	-42.8%	29,902	7.1%	-16.8%
ASK Computer Div: Services	13,086	17.5%	11.4%	15,044	14.1%	12.9%	13,595	12.6%	9.7%	14,000	10.8%	14.4%	55,725	13.3%	12.1%
Total ASK Division	33,993	45.4%	-14.6%	40,262	37.6%	-7.2%	37,802	34.9%	-5.6%	40,000	30.8%	-37.7%	152,057	36.2%	-18.9%
Data3 - Hardware	1,772	2.4%	258.0%	975	0.9%	-87.4%	1,157	1.1%	108.2%	2,000	1.5%	-3.3%	5,904	1.4%	-3.5%
Data3 - Software	1,817	2.4%	-8.6%	1,843	1.7%	-31.9%	1,932	1.8%	-5.7%	2,000	1.5%	-43.7%	7,592	1.8%	-26.3%
Data3 - Services	1,434	1.9%	38.0%	1,409	1.3%	-1.0%	1,480	1.4%	39.9%	1,500	1.2%	60.8%	5,823	1.4%	30.8%
Total Data 3	5,023	6.7%	42.6%	4,227	4.0%	-40.7%	4,569	4.2%	24.6%	5,500	4.2%	-16.1%	19,319	4.6%	-7.4%
Ingres - Software	19,822	26.5%	NA	37,075	34.7%	37.3%	38,408	35.5%	16.3%	58,000	43.1%	25.8%	151,305	36.0%	44.7%
Ingres - Services	16,073	21.5%	NA	25,415	23.8%	NA	27,384	25.3%	166.5%	28,500	21.9%	175.2%	97,372	23.2%	262.3%
Total Ingres	35,895	47.9%	NA	62,490	58.4%	88.0%	65,792	60.8%	51.9%	84,500	65.0%	54.0%	248,677	59.2%	89.2%
Total Software	27,775	37.1%	237.7%	47,307	44.2%	24.4%	47,717	44.1%	12.4%	68,000	50.8%	6.3%	188,799	44.9%	25.2%
Total Hardware	16,543	22.1%	-25.9%	17,804	16.6%	-28.0%	17,987	16.6%	-13.7%	20,000	15.4%	-50.1%	72,334	17.2%	-33.0%
Total Services	30,593	40.8%	139.2%	41,868	39.1%	99.5%	42,459	39.3%	78.9%	44,000	33.8%	87.0%	158,920	37.8%	96.1%
Total Services	30,593	40.8%	139.2%	41,868	39.1%	99.5%	42,459	39.3%	78.9%	44,000	33.8%	87.0%	158,920	37.8%	96.1%
Cost Of Revenues	23,971	32.0%	13.7%	35,421	33.1%	41.8%	33,503	31.0%	26.1%	33,800	26.0%	-31.0%	126,695	30.2%	4.2%
Gross Margin	50,940	68.0%	125.9%	71,558	66.9%	21.8%	74,660	69.0%	23.5%	96,200	74.0%	25.4%	293,358	69.8%	34.5%
Product Development	7,335	10.6%	118.1%	7,753	7.2%	-18.4%	10,373	9.6%	-0.2%	9,750	7.5%	52.4%	35,816	8.5%	19.7%
Selling, Gen. & Admin.	47,163	63.0%	164.5%	58,709	54.9%	25.9%	57,059	52.8%	16.2%	60,450	46.5%	8.4%	223,387	53.2%	31.9%
Goodwill Amortization	3,525	4.7%	203.9%	2,434	2.3%	-10.5%	2,083	1.9%	-38.0%	2,100	1.6%	-46.1%	63,322	15.1%	NA
Write-down of intangible assets				63,322	59.2%	NA							63,322	15.1%	NA
Operating Expenses	58,629	78.3%	159.1%	68,956	64.5%	17.1%	69,520	64.3%	10.8%	72,300	55.6%	9.4%	269,405	64.1%	28.1%
Operating Income	(7,689)	-10.3%	NA	2,602	2.4%	NA	5,140	4.8%	NA	23,900	18.4%	124.7%	23,953	5.7%	NA
Other Net Income (Expense)	(398)	-0.5%	NA	(258)	-0.2%	-65.9%	(1,406)	-1.3%	NA	(750)	-0.6%	-82.5%	(2,812)	-0.7%	-14.1%
Pretax Income	(8,087)	-10.8%	NA	2,344	2.2%	NA	3,734	3.5%	NA	23,150	17.8%	263.8%	21,141	5.0%	NA
Income Taxes	(4,001)		NA	1,302		NA	1,755		NA	10,881		95.7%	9,936		NA
Tax Rate	49.5%			55.5%			47.0%			47.0%			47.0%		
Net Income	(4,086)	-5.5%	NA	1,042	1.0%	NA	1,979	1.8%	NA	12,270	9.4%	1426.1%	11,205	2.7%	NA
Earnings Per Share	(\$0.21)		NA	\$0.05		NA	\$0.09		NA	\$0.55		1275.0%	\$0.52		NA
Average # Of Shares (mm)	19,488			19,772			22,135			22,500			21,500		

29-Jun-92

***From Operations

Sources: ASK Computer Systems, Inc.;

Needham & Company, Inc. estimates

The ASK Companies																
Income Statement																
Fiscal Year ends June																
(Dollars In Thousands)																
	1Q91R			2Q91R			3Q91R			4Q91R			FY91R			
	Amount	% of Rev.	Y/Y % Ch.	Amount	% of Rev.	Y/Y % Ch.	Amount	% of Rev.	Y/Y % Ch.	Amount	% of Rev.	Y/Y % Ch.	Amount	% of Rev.	Y/Y % Ch.	
Total Revenues	\$43,342	100.0%	14.2%	\$83,748	100.0%	66.9%	\$87,023	100.0%	64.7%	\$125,687	100.0%	88.9%	\$339,800	100.0%	63.8%	
ASK Computer Div: Hardware	21,834	50.4%	4.9%	21,733	26.0%	-15.4%	20,282	23.3%	-27.2%	38,019	30.2%	6.5%	101,868	30.0%	-7.4%	
ASK Computer Div: Software	6,235	14.4%	26.2%	8,323	9.9%	7.7%	7,373	8.5%	-19.3%	13,995	11.1%	22.6%	35,928	10.6%	8.1%	
ASK Computer Div: Services	11,750	27.1%	10.3%	13,324	15.9%	12.8%	12,398	14.2%	12.4%	12,240	9.7%	-12.0%	49,712	14.6%	4.9%	
Total ASK Division	39,819	91.9%	9.4%	43,380	51.8%	-4.1%	40,053	46.0%	-16.6%	64,254	51.1%	5.3%	187,506	55.2%	-1.7%	
Data3 - Hardware	495	1.1%	-12.9%	2,995	3.6%	143.7%	561	0.6%	4.9%	2,068	1.6%	-2.8%	6,119	1.8%	37.2%	
Data3 - Software	1,989	4.6%	128.1%	2,706	3.2%	19.2%	2,049	2.4%	-24.9%	3,553	2.8%	40.5%	10,297	3.0%	22.6%	
Data3 - Services	1,039	2.4%	908.7%	1,423	1.7%	-2.1%	1,058	1.2%	-30.6%	933	0.7%	6.1%	4,453	1.3%	12.4%	
Total Data 3	3,523	8.1%	128.3%	7,124	8.5%	43.8%	3,668	4.2%	-23.4%	6,554	5.2%	18.4%	20,869	6.1%	24.1%	
Ingres - Software	0	0.0%	NA	27,000	32.2%	NA	33,028	38.0%	NA	44,523	35.4%	NA	104,551	30.8%	NA	
Ingres - Services	0	0.0%	NA	6,244	7.5%	NA	10,274	11.8%	NA	10,356	8.2%	NA	26,874	7.9%	NA	
Total Ingres	0	0.0%	NA	33,244	39.7%	NA	43,302	49.8%	NA	54,879	43.7%	NA	131,425	38.7%	NA	
Total Software	8,224	19.0%	41.5%	38,029	45.4%	280.4%	42,450	48.8%	257.8%	62,071	49.4%	345.1%	150,774	44.4%	262.3%	
Total Hardware	22,329	51.5%	4.4%	24,728	29.5%	-8.1%	20,843	24.0%	-26.6%	40,087	31.9%	6.0%	107,987	31.8%	-5.7%	
Total Services	12,789	29.5%	19.0%	20,991	25.1%	58.3%	23,730	27.3%	89.1%	23,529	18.7%	59.2%	81,039	23.8%	57.8%	
Cost Of Revenues	21,090	48.7%	9.4%	24,987	29.8%	-3.5%	26,576	30.5%	2.3%	48,979	39.0%	39.6%	121,632	35.8%	14.5%	
Gross Margin	22,252	51.3%	19.2%	58,761	70.2%	141.9%	60,447	69.5%	125.3%	76,708	61.0%	143.9%	218,168	64.2%	115.5%	
Product Development	3,638	8.4%	10.2%	9,499	11.3%	125.4%	10,394	11.9%	122.2%	6,397	5.1%	46.9%	29,928	8.8%	80.9%	
Selling, Gen., & Admin.	17,834	41.1%	23.2%	46,620	55.7%	161.4%	49,084	56.4%	158.8%	55,774	44.4%	158.3%	169,312	49.8%	132.4%	
Goodwill Amortization	1,160	2.7%	107.9%	2,786	3.3%	146.1%	3,257	3.7%	187.7%	3,899	3.1%	249.4%	11,102	3.3%	181.9%	
Write-down of intangible assets																
Operating Expenses	22,632	52.2%	23.4%	58,905	70.3%	154.1%	62,735	72.1%	153.2%	66,070	52.6%	144.1%	210,342	61.9%	125.3%	
Operating Income	(380)	-0.9%	NA	(144)	-0.2%	NA	(2,288)	-2.6%	NA	10,638	8.5%	142.2%	7,826	2.3%	-0.9%	
Other Net Income (Expense)	533	1.2%	-20.6%	(757)	-0.9%	NA	1,226	1.4%	NA	(4,275)	-3.4%	NA	(3,273)	-1.0%	NA	
Pretax Income	153	0.4%	-84.7%	(901)	-1.1%	NA	(1,062)	-1.2%	NA	6,363	5.1%	32.7%	4,553	1.3%	-52.4%	
Income Taxes	65	0.1%	-85.6%	(593)	-0.7%	NA	(570)		NA	5,559		153.5%	4,461		-2.8%	
Tax Rate	42.5%			65.8%			53.7%			87.4%			98.0%			
Net Income	88	0.2%	NA	(308)	-0.4%	NA	(492)	-0.6%	NA	804	0.6%	-69.1%	92	0.0%	-98.2%	
Earnings Per Share	\$0.01	0.0%	NA	(\$0.02)		NA	(\$0.03)		NA	\$0.04		-78.9%	\$0.01		-97.3%	
Average # Of Shares (mm)	13,503		NA	17,680			18,948			20,230			17,759			

29-Jun-92 R=Restated to reflect the Company's adoption of AICPA's SOP on Software Revenue Recognition

Sources: ASK Computer Systems, Inc.;

Needham & Company, Inc. estimates

The ASK Companies															
Income Statement															
Fiscal Year ends June															
(Dollars in Thousands)															
	1Q93E			2Q93E			3Q93E			4Q93E			FY93E		
	Amount	% of Rev.	Y/Y % Ch.	Amount	% of Rev.	Y/Y % Ch.	Amount	% of Rev.	Y/Y % Ch.	Amount	% of Rev.	Y/Y % Ch.	Amount	% of Rev.	Y/Y % Ch.
Total Revenues	\$90,900	100.0%	21.3%	\$120,700	100.0%	12.8%	\$126,700	100.0%	16.2%	\$150,100	100.0%	15.5%	\$487,400	100.0%	16.0%
ASK Computer Div: Hardware	11,000	12.1%	-25.5%	12,500	10.4%	-25.7%	12,500	9.9%	-25.7%	13,500	9.0%	-25.0%	49,500	10.2%	-25.5%
ASK Computer Div: Software	6,000	6.6%	-2.2%	9,000	7.5%	7.3%	8,000	6.4%	8.4%	9,000	6.0%	12.5%	32,000	6.6%	7.0%
ASK Computer Div: Services	15,000	16.5%	14.6%	17,000	14.1%	13.0%	16,000	12.7%	17.7%	16,000	10.7%	14.3%	64,000	13.1%	14.8%
Total ASK Division	32,000	35.2%	-5.9%	38,500	31.9%	-4.4%	36,500	29.0%	-3.4%	38,500	25.6%	-3.8%	145,500	29.9%	-4.3%
Data3 - Hardware	1,000	1.1%	-43.6%	1,200	1.0%	23.1%	1,000	0.8%	-13.6%	1,200	0.8%	-40.0%	4,400	0.9%	-25.5%
Data3 - Software	2,200	2.4%	21.1%	2,300	1.9%	24.8%	2,400	1.9%	24.2%	2,500	1.7%	25.0%	9,400	1.9%	23.8%
Data3 - Services	1,700	1.9%	18.5%	1,700	1.4%	20.7%	1,800	1.4%	21.6%	1,900	1.3%	26.7%	7,100	1.5%	21.9%
Total Data 3	4,900	5.4%	-2.4%	5,200	4.3%	23.0%	5,200	4.1%	13.8%	5,600	3.7%	1.8%	20,900	4.3%	8.2%
Ingres - Software	26,000	28.6%	31.2%	45,000	37.3%	21.4%	50,000	39.8%	30.2%	70,000	46.6%	25.0%	191,000	39.2%	26.2%
Ingres - Services	28,000	30.8%	74.2%	32,000	26.5%	25.9%	34,000	27.0%	24.2%	36,000	24.0%	26.3%	130,000	26.7%	33.5%
Total Ingres	54,000	59.4%	50.4%	77,000	63.8%	23.2%	84,000	66.8%	27.7%	106,000	70.6%	25.4%	321,000	65.9%	29.1%
Total Software	34,200	37.6%	23.1%	56,300	46.6%	19.0%	60,400	48.1%	26.6%	81,500	54.3%	23.5%	232,400	47.7%	23.1%
Total Hardware	12,000	13.2%	-27.5%	13,700	11.4%	-23.1%	13,500	10.7%	-24.9%	14,700	9.8%	-26.5%	53,900	11.1%	-25.5%
Total Services	44,700	49.2%	46.1%	50,700	42.0%	21.1%	51,800	41.2%	22.0%	53,900	35.9%	22.5%	201,100	41.3%	26.5%
Cost Of Revenues	25,452	28.0%	6.2%	34,400	28.5%	-2.9%	35,510	28.3%	6.0%	36,024	24.0%	6.6%	131,388	27.0%	3.7%
Gross Margin	65,448	72.0%	28.5%	86,301	71.5%	20.6%	90,190	71.8%	20.8%	114,076	76.0%	18.6%	356,014	73.0%	21.4%
Product Development	10,454	11.5%	31.7%	10,260	8.5%	32.3%	10,999	8.8%	6.0%	10,507	7.0%	7.8%	42,219	8.7%	17.9%
Selling, Gen., & Admin.	59,994	66.0%	27.2%	63,971	53.0%	9.0%	64,736	51.5%	13.5%	69,797	46.5%	15.5%	258,497	53.0%	15.7%
Goodwill Amortization	2,100	2.3%	-40.4%	2,100	1.7%	-15.8%	2,100	1.7%	0.8%	2,100	1.4%	0.0%	8,400	1.7%	-17.7%
Write-down of intangible assets															
Operating Expenses	72,548	79.8%	23.7%	76,331	63.2%	10.7%	77,834	61.9%	12.0%	82,404	54.9%	14.0%	309,116	63.4%	14.7%
Operating Income	(7,100)	-7.8%	NA	9,970	8.3%	283.2%	12,356	9.8%	140.4%	31,673	21.1%	32.5%	46,899	9.6%	95.8%
Other Net Income (Expense)	(500)	-0.6%	25.6%	(500)	-0.4%	93.8%	(500)	-0.4%	-64.4%	(500)	-0.3%	-33.3%	(2,000)	-0.4%	-28.9%
Pretax Income	(7,600)	-8.4%	NA	9,470	7.8%	304.0%	11,856	9.4%	217.5%	31,173	20.8%	34.7%	44,899	9.2%	112.4%
Income Taxes	(3,192)		NA	3,977		205.5%	4,979		183.7%	13,092		20.3%	18,857		89.8%
Tax Rate	42.0%			42.0%			42.0%			42.0%			42.0%		
Net Income	(4,408)	-4.8%	NA	5,493	4.6%	427.1%	6,876	5.5%	247.5%	18,080	12.0%	47.4%	26,041	5.3%	132.4%
Earnings Per Share	(\$0.19)		NA	\$0.24		380.0%	\$0.30		233.3%	\$0.80		45.5%	\$1.15		121.2%
Average # Of Shares (mm)	22,700			22,700			22,700			22,700			22,700		

What hasn't changed?

Given the extremely low price at which the stock is trading, our steps towards conservative forecasting do not change our investment recommendation because ASKI is still an enormously undervalued stock. We continue to rate it a strong Buy.

Our investment thesis is essentially unchanged. We continue to believe that ASK is misunderstood and our beliefs are reinforced by frequent contact with investors who haven't thought about ASK in a few years (indeed, until recently there was no reason to) and still think of it as an MRP company with a high percentage of remarketed hardware flowing through its income statement. As Exhibits 5 and 6 demonstrate, ASK is now primarily an RDBMS company with mostly software and services revenue.

Exhibit 5. Divisional Revenue

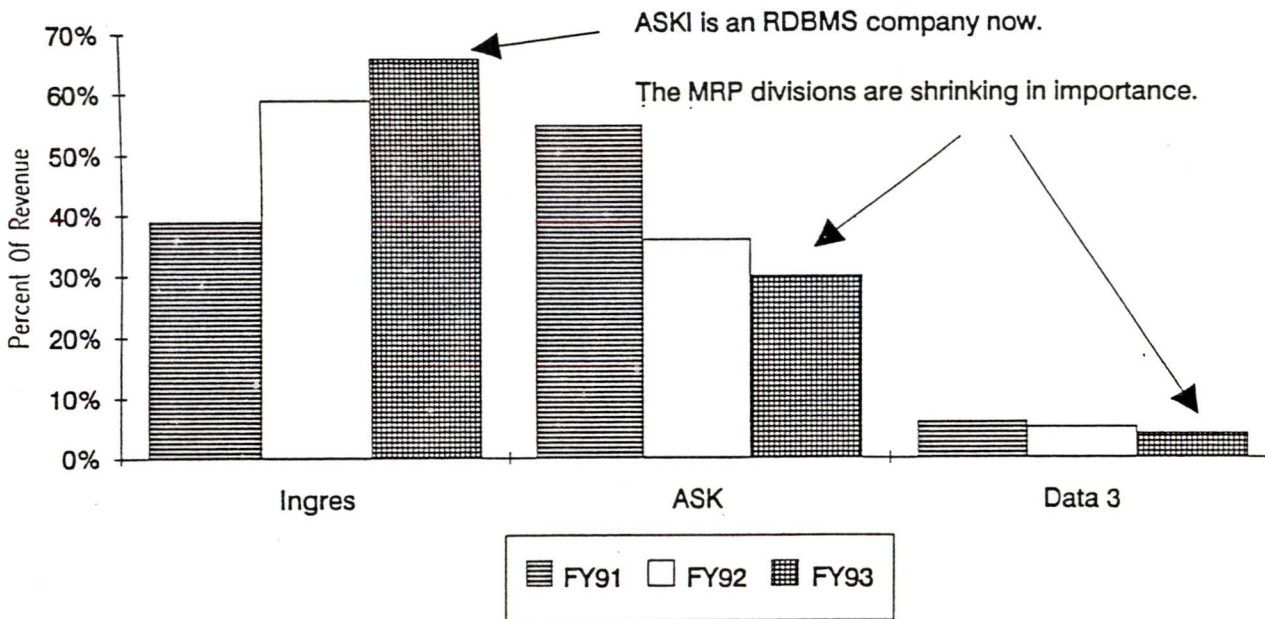
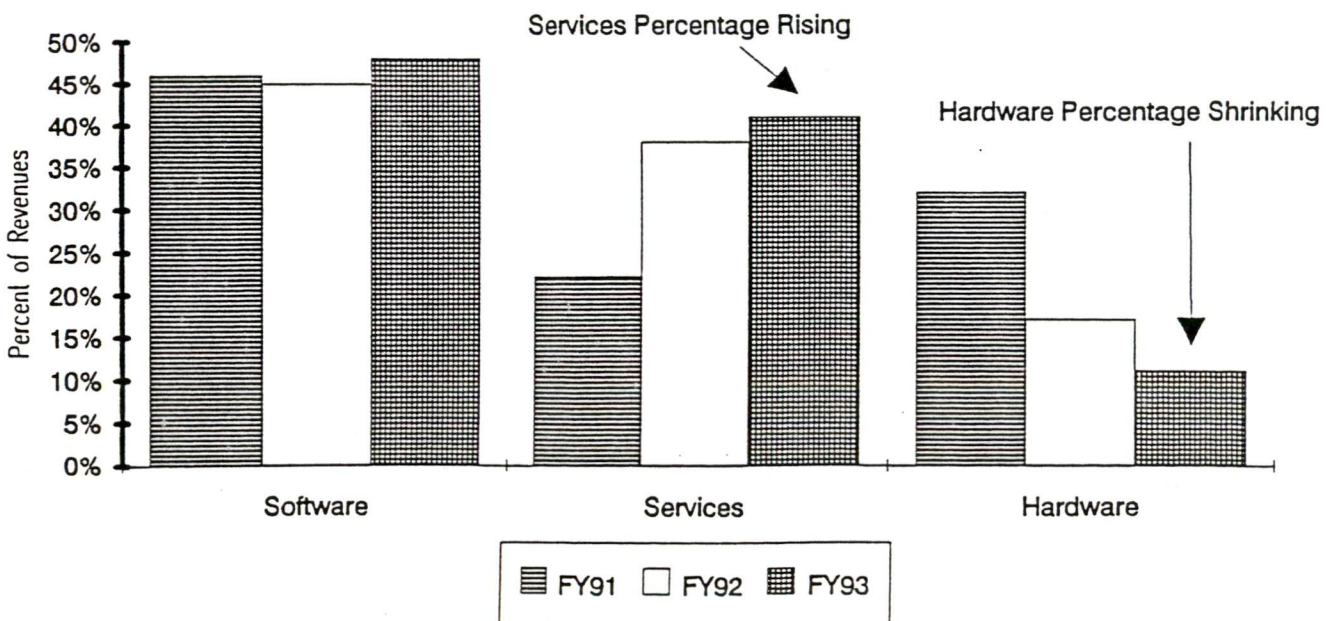


Exhibit 6. ASK Revenue Mix



Structurally, The ASK Company is now a holding company with three independent business units -- Ingres and the two MRP applications divisions ASK Computer Systems and Data 3. Ingres is doing very well while the other two divisions, particularly ASK, are struggling and awaiting an economic recovery. Today, ASK is first and foremost an RDBMS company. Gone are the days when turnkey sales of MRP software bundled with HP or DEC computers were all important.

For many investors who do recognize these shifts, there is another area of misunderstanding. They acknowledge that Ingres is the majority of ASK but they believe that Ingres is a weak RDBMS vendor that couldn't survive on its own. This is an accurate description of the past but it no longer applies.

Before ASK acquired it, Ingres was the runt of the litter among RDBMS companies, not because of product problems (indeed, its product strengths kept the company alive) but because of a lack of senior management focus and financial controls. ASK provided these missing ingredients and Ingres is flourishing. Ingres is a quality participant in the high growth RDBMS market. We think investors have missed the boat with Ingres and are evaluating it as if it had the same problems it had before it was acquired. It doesn't. Ingres isn't perfect but it is nonetheless a very good RDBMS and application development tools company. Recent concerns surrounding the introduction of Oracle Version 7 have been overblown.

Quality of revenue and earnings is vastly improved thanks to new GAAP revenue recognition rules requiring license fees to be recognized on shipment of the software, rather than on contract signing and maintenance revenue to be recognized ratably over the period rather than on contract signing or payment. The trend towards Unix also improves the revenue stream by making it less lumpy. Unix customers tend to make smaller upfront purchase of development systems and then make phased purchases as their internally developed applications get rolled out. This smooths out the revenue flow and also fosters better on-going relationships between customer and RDBMS vendor. In the past, RDBMS sales people used to go from account to account looking for home run sales and would tend to ignore a customer once a large sale had been made.

Numerous rumors have been associated with ASK, most of which are just the rantings of a nervous stock market. One rumor has some element of truth to it, but it has been perverted by the bears into a major negative story, which it is not. Sandy Kurtzig, founder, Chairman, President and CEO is said to be leaving the company. Sandy came out of retirement to turn ASK around and we would argue that she has done a very good job of doing just that. Had she not acquired Ingres at the bargain basement price of \$110 million, it is not clear what would exist at ASK today.

Sandy has never made any bones about her lack of enthusiasm for day to day operational responsibility. She has discussed with her Board of Directors that it should begin to examine candidates both inside and outside the company for the role of Chief Operating Officer. In our conversations with her, Sandy has made it clear to us that she never intended to sever all ties with ASK and that she intends to remain in the role of chief strategist and as a very active, involved Chairman of the Board. So, instead of losing Sandy, the reality is that an additional senior manager may be added to strengthen ASK's already solid managerial ranks.

Remember, too, that the independent business unit structure of ASK, in place since last summer, has placed very competent operating executives in charge of the three divisions. These three officers -- Dennis McGinn (Ingres), Eric Carlson (ASK), and David Sohm (Data 3) -- have substantial experience in the software industry and have been hard at work improving all aspects of their respective division's infrastructure.

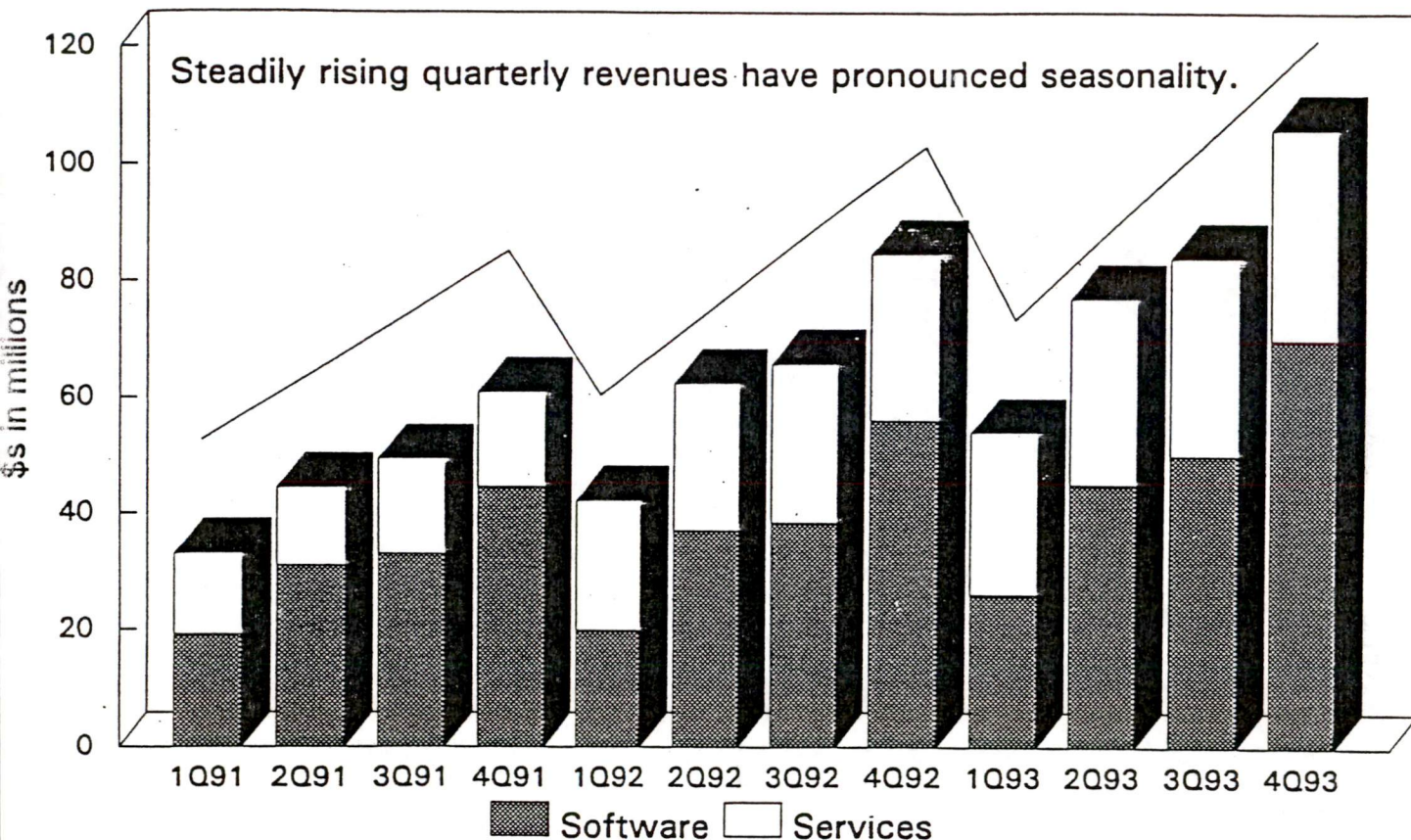
Ingres -- The Hidden RDBMS Company

If Ingres hits our 4Q92 revenue forecast, it will reach nearly \$250 million in FY92 revenue, up over 30% from \$188 million. We are forecasting nearly 30% growth to \$320 million in FY93. Ingres has undergone significant operating turnaround over the past two years and is also in the early stages of product cycles for both its RDBMS server engine (the Ingres Intelligent Database) and its key graphical development tool family (Windows 4GL).

Ingres gets around 65% of its revenue overseas with about 85% of that coming from Europe. It is very solidly entrenched in Europe and has strong sales and support presence there. In North America, Ingres's sales organization has not been strong historically but it has made meaningful progress recently. North American revenue at Ingres grew 17% in the third quarter but we believe that it has accelerated to around 25% in Q4.

Year-over-year revenue growth has been rising steadily although there is pronounced seasonality, as shown in Exhibit 7. The strong presence in Europe is the cause of this seasonality.

Exhibit 7. Ingres Quarterly Revenue



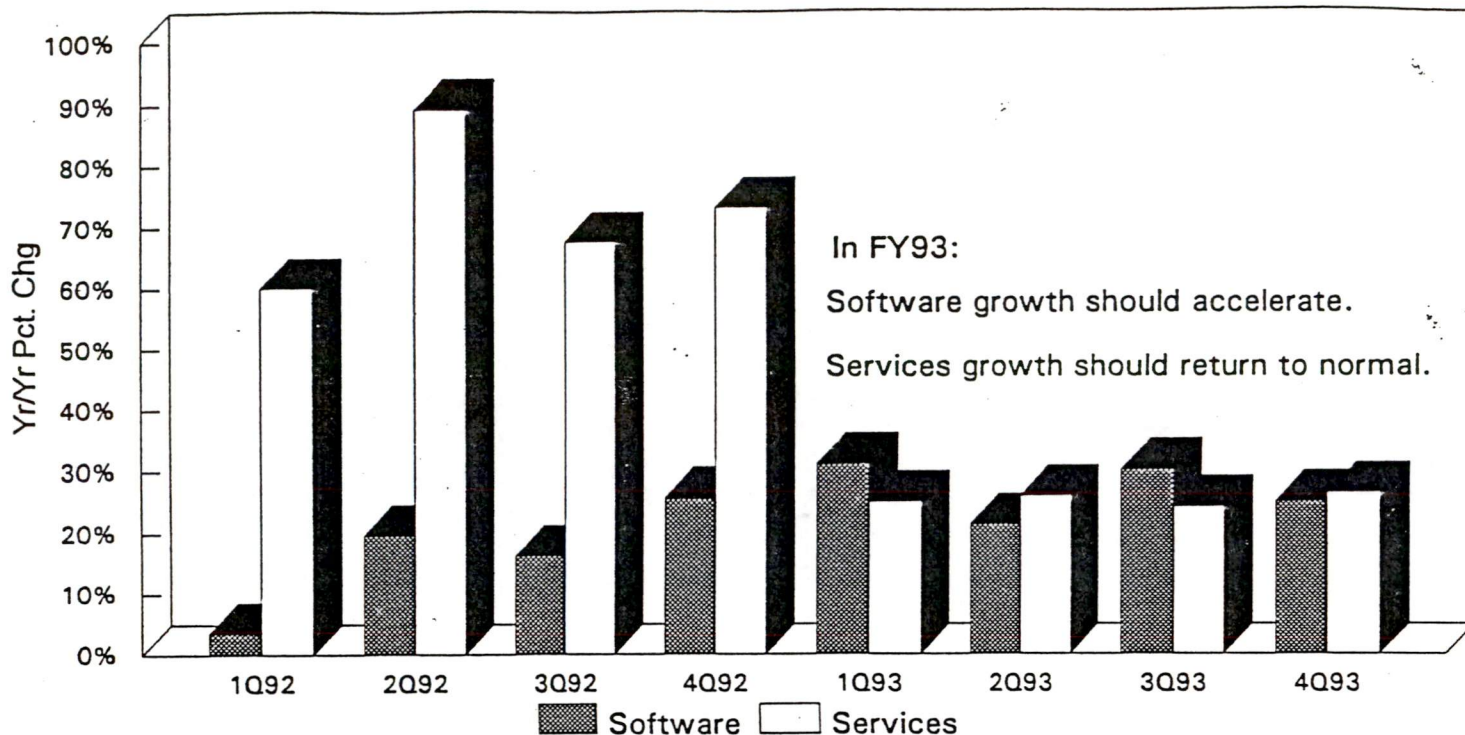
Revenue growth has been disproportionately driven by Services revenues thus far in FY92 although Software has grown in the 20% range for the past two quarters. Services have grown as a function of management focus in Europe. Historically, services revenue was not emphasized and, as a result, FY92 should be regarded as a catch up year. In FY93, we believe Software license growth will accelerate to 20%-30% as a function of a strong, larger sales force and of growing acceptance of Windows 4GL. Services revenue growth should stabilize at more normal levels in the mid 20% range. See Exhibit 8 at the top of the next page.

Nearly 60% of Ingres's installed license base is on Unix with the remainder on DEC VMS. Both subsets have been growing but Unix is growing much faster and gaining as a percent of the total.

Ingres is upgrading the professionalism of the sales force in the U.S. by hiring people with higher level strategic sales skills. In addition, Ingres is in the process of expanding the North American sales and support sales staff by around 20% for FY93 from its base of around 100 people now.

Ingres has just globalized its development and field operations organizations. Mike Laven, formerly head of Ingres International, is taking over worldwide responsibility for field operations. R&D, which reports to Sr. VP Marilyn Bohl, has added development centers in London and Singapore. The development organization has been subdivided into two key segments – RDBMS and tools.

Exhibit 8. Historical and Forecast Growth Rates for Ingres Software and Services Revenue



We have attempted to value Ingres as if it were a stand alone RDBMS company. It was necessary to make assumptions, enumerated in the footnote of Exhibit 9, about profitability, tax rates and the like but we feel we have been reasonable in this regard. The conclusion seems inescapable to us that Ingres alone is undervalued even if the rest of ASK is worth nothing. On either a market capitalization-to-revenue basis or on a PE basis, Ingres deserves to be closer to Oracle and Sybase than it is.

Exhibit 9. Valuation Comparison of RDBMS Vendors

	ASKI	Ingres*	ORCL	SYBS
Shares outstanding	21	21	143	21.1
Price 6/26/92	11.00	11.00	14.25	23.00
Market Capitalization	231	231	2,038	485
Revenue estimate - calendar '92	475	280	1250	221
Market Cap/Revenue	0.49	0.83	1.63	2.20
EPS estimate - calendar '92	0.78	0.63	0.55	0.75
PE	14	17	26	31
*Ingres assumptions:				
280 Revenue \$s MM				
7.90% Lowest OPM of competitors				
22 Operating Income \$MMs				
8.85 Taxes @ assumed 40% rate				
13.27 Net Income \$MMs				
21 Shares outstanding MMs				
\$0.63 EPS				

The Oracle Announcement

Ingres, Informix and Sybase have all issued sharp rebuttals to Oracle's claims regarding Oracle Version 7. Ingres has issued a list of features that Oracle asserts are industry leadership material that have been contained in versions of the Ingres Intelligent Database going back as far as 1988. In the concurrent OLTP area, Ingres has had multithreaded server capability since its Release 6.1 back in 1988 (the current release is 6.4). In the area of server programmability, Ingres has had database procedures, business rules and database event alerters in releases ranging between 1988 and 1991. In the areas of transaction support and open architectural support, Ingres has had two phase commit (2PC) since 1989 (distributed 2PC since 1991) and cost based optimization since 1988. The list goes on but hopefully the point has been made.

In addition, Ingres is fully committed to moving towards a more object oriented data model. It already supports classes, objects and operations and intends to support encapsulation and inheritance in its next release. Ingres very recently signed a development agreement with ESL (a TRW subsidiary) to jointly work to integrate multidimensional, spacial data into its RDBMS. Supporting such data will enable new types of applications to be developed on Ingres such as geographical information systems and medical imaging. This all comes under the heading of object management and we believe Ingres is as far advanced as any of the traditional RDBMS vendors in this area.

Adaptec, Inc.	ADPT	Lam Research Corporation	LRCX
Advanced Logic Research, Inc.	AALR	LaserMaster Technologies, Inc.	LMTS
Altera Corporation	ALTR	Lattice Semiconductor Corporation	LSCC
American Power Conversion Corporation	APCC	Linear Technology Corporation	LLTC
American Software, Inc.	AMSWA	Lotus Development Corporation	LOTS
American Superconductor Corporation	AMSC	LTX Corporation	LTXX
Andros, Inc.	ANDY	Marcam Corporation	MCAM
Applied Bioscience International, Inc.	APBI	Maxim Integrated Products	MXIM
Applied Materials, Inc.	AMAT	Maxtor Corporation	MXTR
Archive Corporation	ACHV	MECA Software, Inc.	MECA
The ASK Companies	ASKI	MEDSTAT Systems, Inc.	MDST
Atmel Corporation	ATML	Mentor Graphics Corporation	MENT
Autoclave Engineers, Inc.	ACLV	Metricom, Inc.	MCOM
Bioject, Inc.	BJCTF	Micro Focus ADR	MIFGY
Bird Medical Technologies, Inc.	BMTI	Micrografx, Inc.	MGXI
Brooktree Corporation	BTRE	Microsoft Corporation	MSFT
BTU International, Inc.	BTUI	Nature Food Centers	NAFD
Burr-Brown Corporation	BBRC	Nelcor Incorporated	NELL
Bytex Corporation	BYTX	Network Systems Corporation	NSCO
Candela Laser Corporation	CLZR	Nordstrom, Inc.	NOBE
Charming Shoppes, Inc.	CHRS	Novell, Inc.	NOVL
ChemTrak, Incorporated	CMTR	Novellus Systems, Inc.	NVLS
Chipcom Corporation	CHPM	Oracle Systems Corporation	ORCL
Chips and Technologies, Inc.	CHPS	PDA Engineering	PDAS
Circon Corporation	CCON	Pharmacy Management Services, Inc.	PMSV
Cirrus Logic, Inc.	CRUS	Photronics, Inc.	PLAB
Cisco Systems, Inc.	CSCO	Progress Software Corporation	PRGS
Cognex Corporation	CGNX	Pulse Engineering, Inc.	PLSE
Compression Labs, Inc.	CLX	Qualcomm Incorporated	QCOM
Computer Network Technologies	CMNT	Quantum Corporation	QNTM
CONMED Corporation	CNMD	Quantum Health Resources, Inc.	QHRI
Criticare Systems, Inc.	CXIM	Rainbow Technologies, Inc.	RNBO
Data Switch Corporation	DASW	Retix	RETX
DH Technology, Inc.	DHTK	Seagate Technology, Inc.	SGAT
Diceon Electronics, Inc.	DICN	Sequoia Systems, Inc.	SEQS
Dura Pharmaceuticals, Inc.	DURA	Sierra Semiconductor Corporation	SERA
The Dress Barn, Inc.	DBRN	Software Publishing Corporation	SPCO
Easel Corporation	EASL	Southwall Technologies Inc.	SWTX
Electromedics, Inc.	ELMD	Structural Dynamics Research Corporation	SDRC
Emulex Corporation	EMLX	Summagraphics Corporation	SUGR
Endosonics Corporation	ESON	Sun Microsystems, Inc.	SUNW
Exabyte Corporation	EXBT	Surgical Laser Technologies, Inc.	SLTI
EZ EM, Inc.	EZEM	Sybase, Inc.	SYBS
Fischer Imaging Corporation	FIMG	Symantec Corporation	SYMC
FORTIS Corporation	FORT	Synopsys, Inc.	SNPS
Frame Technology Corporation	FRAM	SynOptics Communications, Inc.	SNPX
FSI International, Inc.	FSII	SyQuest Technology, Inc.	SYQT
Galileo Electro-Optics Corporation	GAEO	System Software Associates, Inc.	SSAX
Gateway Communications, Inc.	GWAY	T ² Medical, Inc.	TSQM
GMIS, Inc.	GMIS	Telco Systems, Inc.	TELC
GTI Corporation	GGTI	Telebit Corporation	TBIT
Hadco Corporation	HDCO	Tokos Medical Corporation	TKOS
HealthCare COMPARE Corp.	HCCC	Triconex Corporation	TCNX
Healthdyne, Inc.	HDYN	Trimble Navigation Limited	TRMB
Heart Technology, Inc.	HRTT	Value Health, Inc.	VHII
Hologic, Inc.	HOLX	Ventritex Inc.	VNTX
Home Nutritional Services, Inc.	HNSI	Vicor Corporation	VICR
II-VI, Inc.	IVI	Viewlogic Systems, Inc.	VIEW
Integrated Device Technology, Inc.	IDTI	Vital Signs, Inc.	VITL
Integrated Health Services, Inc.	IHSI	Vitesse Semiconductor Corporation	VTSS
Intel Corporation	INTC	Weitek Corporation	WWTK
KLA Instruments Corporation	KLAC	Wellfleet Communications, Inc.	WFLT
Komag, Inc.	KMAG	Xilinx, Inc.	XLNX
Kopin Corporation	KOPN		

Income Statement
(dollars in thousands, except per-share amounts)

Fiscal Year-End June 30	Total Revenues			Cost of Revenues		Product Development Expenses		SG&A Expenses		Goodwill Amortization Expenses		Writedown of Intangible Assets		Operating Inc. Excluding Writedown		Other Net Income	Pretax Income Excluding Writedown		Income Taxes		Net Income	EPS Excluding Writedown	Average No. of Common Shares (mm)
	Amount	Amount	Gross Margin	Amount	% of Rev.	Amount	% of Rev.	Amount	% of Rev.	Amount	% of Rev.	Amount	% of Rev.	Amount	% of Sales	Amount	Amount	Tax Rate	Amount	Amount	Amount	Amount	Amount
1993E	487400	131388	73.0	42219	8.7	258497	53.0	8400	1.7					46899	9.6	(2,000)	44899	9.2	18857	42.0	26,041	1.15	22700
Q4E-Jun'93	150100	38024	76.0	10507	7.0	89797	48.5	2100	1.4					31673	21.1	(500)	31173	20.8	13092	42.0	18080	0.80	22700
Q3E-Mar'93	125700	35510	71.8	10999	8.8	64736	51.5	2100	1.7					12356	9.8	(500)	11856	9.4	4979	42.0	6876	0.30	22700
Q2E-Dec'92	120700	34400	71.5	10260	8.5	63971	53.0	2100	1.7					9970	8.3	(500)	9470	7.8	3977	42.0	5493	0.24	22700
Q1E-Sep'92	90900	25452	72.0	10454	11.5	59994	66.0	2100	2.3					(7,100)	-7.8	(500)	(7,600)	-8.4	(3,192)	42.0	(4,408)	(0.19)	22700
1992E	420053	126895	69.8	35816	8.5	223387	53.2	10202	2.4	63322	15.1			23953	5.7	(2,812)	21141	5.0	9936	47.0	11205	0.52	21500
Q4E-Jun'92	130000	33800	74.0	9750	7.5	80450	48.5	2100	1.8					23900	18.4	(750)	23150	17.8	10881	47.0	12270	0.55	22500
Q3A-Mar'92	108163	33503	69.0	10378	9.8	57059	52.8	2083	1.9					5140	4.8	(1,408)	3734	3.5	1755	47.0	1979	0.09	22135
Q2R-Dec'91	106979	35421	68.9	7753	7.2	58709	54.9	2494	2.3	63322	59.2			2,602	2.4	(258)	2,344	2.2	1,302	55.5	1,042	0.05	19772
Q1A-Sep'91	74911	23971	68.0	7935	10.8	47169	63.0	3525	4.7					(7,689)	-10.3	(398)	(8,087)	-10.8	(4,001)	49.5	(4,088)	(0.21)	19488
1991	339800	121632	64.2	29928	8.8	169312	49.8	11102	3.3					7826	2.3	(3,273)	4553	1.3	4461	98.0	92	0.01	17759
Q4R-Jun'91	125687	48979	61.0	8397	5.1	55774	44.4	3899	3.1					10638	8.5	(4,275)	6363	5.1	5559	87.4	804	0.04	20230
Q3R-Mar'91	87023	26576	69.5	10394	11.9	49084	56.4	3257	3.7					(2,288)	-2.6	1,226	(1,062)	-1.2	(570)	53.7	(492)	(0.03)	18948
Q2R-Dec'90	83748	24987	70.2	9499	11.3	46620	55.7	2788	3.3					(144)	-0.2	(757)	(901)	-1.1	(593)	65.8	(308)	(0.02)	17680
Q1R-Sep'90	43342	21090	51.3	3638	8.4	17834	41.1	1160	2.7					-380	-0.9	533	153	0.4	65	42.5	88	0.01	13503
1990	207486	106236	48.8	16548	8.0	72889	35.1	3938	1.9					7895	3.8	1670	9565	4.6	4591	48.0	4974	0.37	13443
1989	186293	95164	48.9	13422	7.2	56550	30.4	2409	1.3					18748	10.1	2299	21047	11.3	7557	35.9	13490	1.00	13554
1988	142414	67843	47.6	11876	8.3	49816	35.0	NA	NA					12879	9.0	2543	15422	10.8	4827	30.0	10795	0.82	13230

R= Restated to reflect the Company's adoption of the AICPA's SOP on Software Revenue Recognition

Year-to-year Percentage Change

1993E	16.0%	3.7%	17.9%	15.7%	-17.7%	95.8%	-28.9%	112.4%	89.8%	132.4%	121.2%	5.6%
Q4E-Jun'93	15.5%	6.8%	7.8%	15.5%	0.0%	32.5%	-33.3%	34.7%	20.3%	47.4%	45.5%	0.9%
Q3E-Mar'93	16.2%	6.0%	6.0%	13.5%	0.8%	140.4%	-64.4%	217.5%	183.7%	247.5%	233.3%	2.6%
Q2E-Dec'92	12.8%	-2.9%	32.3%	9.0%	-15.8%	283.2%	93.8%	304.0%	205.5%	427.1%	380.0%	14.8%
Q1E-Sep'92	21.3%	6.2%	31.7%	27.2%	-40.4%	-7.7%	25.6%	-6.0%	-20.2%	7.9%	-9.5%	16.5%
1992E	23.6%	4.2%	19.7%	31.9%	-8.1%	208.1%	-14.1%	364.3%	122.7%	NA	NA	21.1%
Q4E-Jun'92	3.4%	-31.0%	52.4%	8.4%	-46.1%	124.7%	-82.5%	263.8%	95.7%	NA	NA	11.2%
Q3A-Mar'92	24.3%	26.1%	-0.2%	16.2%	-36.0%	NA	NA	NA	NA	NA	NA	16.8%
Q2R-Dec'91	27.7%	41.8%	-18.4%	25.9%	-10.5%	NA	-65.9%	NA	NA	NA	NA	11.8%
Q1A-Sep'91	72.8%	13.7%	118.1%	164.5%	203.9%	NA	NA	NA	NA	NA	NA	44.3%
1991	63.8%	14.5%	80.9%	132.4%	181.9%	-0.9%	NA	-52.4%	-2.8%	-98.2%	-98.8%	32.1%
1990	11.4%	11.6%	23.3%	28.9%	63.5%	-57.9%	-27.4%	-54.6%	-39.2%	-63.1%	-62.8%	-0.8%
1989	30.8%	40.3%	13.0%	13.5%	NA	45.6%	-9.6%	36.5%	63.3%	25.0%	22.0%	2.4%

ASK COMPUTER SYSTEMS

COMPANY FACT SHEET

Business: ASK Computer Systems, An ASK Company, supplies comprehensive systems designed to help companies around the world streamline manufacturing operation, control costs, manage inventory, deliver products on time, and help run business efficiently. ASK provides the widest choice of world-class manufacturing business management systems which address the manufacturing, marketing, financial and management reporting needs of manufacturing companies.

The company offers a portfolio of high-quality, open product lines that support a wide range of hardware platforms, databases, and operating systems, as well as unequaled international customer service and support.

Products: MANMAN, an integrated group of 20 software modules, is the leading manufacturing business management system for the Hewlett-Packard Company HP 3000 and Digital Equipment Corp. VAX families of computers. The MANMAN product family is the most reliable, feature-rich manufacturing business management system available.

MANMAN/X is ASK's manufacturing business management system which consists of 27 integrated modules and runs on UNIX-based computer systems from Digital Equipment Corporation, Hewlett-Packard Company and International Business Machines. MANMAN/X is designed to be database independent and currently, supports the INGRES Intelligent Database and the ISAM file system. In addition, MANMAN/X provides support for multinational businesses offering French, German, U.K. English and U.S. English versions and localizations to support tax laws, reporting practices and methods of payment.

MAXCIM is a manufacturing information system that runs on Digital Equipment Corp. VAX family of computers and is targeted at suppliers to Digital.

Service: ASK offers comprehensive customer service and programs. For MANMAN/X the program is called MANMAN/X Advantage. For MANMAN and MAXCIM it is called Warranty-Plus. The services offered include support from customer response centers, product training classes, implementation assistance, documentation and software upgrades.

Distribution: MANMAN, MANMAN/X, and MAXCIM are distributed worldwide by ASK Computer Systems' direct sales force and through distribution agreements with value-added resellers, integrators and others.

Background: Founded in 1972 by Sandra Kurtzig and incorporated in 1974, ASK Computer Systems is the leading independent supplier of manufacturing business management systems in the world. Its flagship product, MANMAN, has been installed in over 2,500 facilities worldwide.

ASK Computer Systems is a business unit of The ASK Group, one of the ten largest software companies in the world. Corporate revenue for the fiscal year which ended on June 30, 1992 was \$432.4 million. It is a publicly traded company (NASDAQ: ASKI) and employs over 2,300 in 92 offices in 15 countries. The ASK Group comprises ASK Computer Systems, Ingres and Data 3.

Management: Eric Carlson, PH.D., President
Peter West, Vice President of Marketing
Martin R. Browne, Vice President of Manufacturing Technologies
Jim Sutton, Vice President of Engineering
Tom Mackey, Vice President of North American Sales
Mary Marley, Vice President of Customer Support
Kim Chang, Controller

Headquarters: 2440 W. El Camino Real
Mountain View, California 94039-7640
Tel: (415) 969-4442
Fax: (415) 962-1974

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INGRES COMPANY FACT SHEET

Ingres serves a broad market composed of financial institutions, government, health care, manufacturing, telecommunications, transportation and others with leading-edge database software and application development tools. Founded in 1980 by database gurus Michael Stonebraker and Eugene Wong, Ingres has grown into a company with sales in excess of \$180 million and currently employs over 1,000 people worldwide. Ingres is a wholly-owned subsidiary of The ASK Group, a publicly traded company listed on the NASDAQ exchange under the symbol ASKI.

Market Positioning: The fastest growing database vendor and premier Unix provider, Ingres is the one vendor that is innovating the way database application are developed, deployed, integrated and supported, all to make customers more successful in building and using information management solutions.

Technology: Ingres is a technology leader in RDBMS (relational database management system) software and application development tools. INGRES 6.3 is the industry's first intelligent database. Introduced in 1989, the INGRES Intelligent Database has a multi-threaded, multi-server architecture designed to support client-server applications. Ingres 6.4 is the first RDBMS product family to be available simultaneously across the most popular hardware platforms. Ingres/Windows4GL is the industry's first and only graphical user-based application development tool with support for multiple Window managers including Motif and Microsoft Windows.

Ingres has won Target awards from Digital Review for the best database management software for the INGRES Intelligent Database, the best database tools award for INGRES Tools and the Editor's Choice award for INGRES/Star, Ingres' transparent distributed database manager. The INGRES database has also been judged the best database for the Sun environment, according the a user survey by Sun Observer magazine.

Products: INGRES Intelligent Database - Relational database management system. The foundation of the INGRES product family, it allows businesses to model their operations in the database directly by managing not only conventional data, but knowledge (business policies and procedures) and objects (business-specific data types and operators) as

well. The first of its kind, the INGRES Intelligent Database has powerful features to increase programmer productivity and data integrity simultaneously, improving overall performance. Additionally, the object management capability of the Intelligent Database provides a basis from which INGRES will enhance its object orientation capabilities.

INGRES Tools - Broad, integrated set of decision support and application development tools, including INGRES/Windows4GL, the industry's premier application development tool for graphical user interface-based systems and INGRES/VisionPro, the application generator for creating complex character-based systems.

Open-Connectivity Products - Enable an end-user application to run without change across multiple networks, machine architectures, database managers (relational and non-relational), and distributed single-point data sources. Includes INGRES/Star the transparent distributed database manager; INGRES/Gateways to data on IBM's IMS and DB2 databases, Digital's RMS and Rdb databases and Hewlett-Packard's ALLBASE/SQL on HP-UX and MPE/XL; and INGRES/NET communications server.

Desktop Products - A series of products enabling DOS, OS/2, UNIX and Macintosh desktop computers to access INGRES running on host computers. Products include INGRES Tools for DOS; INGRES Server for OS/2; SmartLook, a Macintosh connectivity tool to VAX and other server platforms; and support for DAL (Data Access Language), support for PC protocols and GQL (Graphical Query Language) on the Macintosh providing connectivity to Unix, INGRES/Windows4GL and INGRES/VisionPro for complex application development and deployment.

Partnerships:

Ingres' partnerships are designed to forge strong links to leading system vendors, software vendors, and service providers. By doing so, Ingres can focus its resources on developing the best core application development software products, and, through the partnerships, offer total systems to the customers worldwide.

Ingres partnership programs also benefit the partners. To reach their marketplace, they must have technology that matches their customers'

corporate goals and requirements. Ingres provides strong product and a satisfied installed base.

Ingres has extensive relationships with partners such as IBM, ICL, Group Bull, Hewlett-Packard, Sun Microsystems, NCR, Data General, Pyramid, Sequent, Digital, Prime, Amdahl and others.

Distribution: Products are distributed through Ingres' worldwide direct sales force and through distribution agreements with VARSS, OEMs, system integrators and others.

Customers: Customers include multinational corporations like AT&T Bell Labs, Chrysler Motors, Siemens, L'Oreal, London Stock Exchange, Heineken, Harvard University, Chevron USA, Manufacturers Hanover Trust, Eastman Kodak, Qantas Airlines and Neutrogena.

Management: Pier Carlo Falotti, President
John Paul Minarro, Vice President of Marketing
Marilyn Bohl, Vice President of Engineering
Peter Michiche, Vice President of N. American Sales
Mike Laven, Vice President of Worldwide Sales Operations
Lindsay MacDermid, Vice President of Asia/Pacific
Barbara Wehrle, Director of Product Marketing
George Kellar, Director Channels Marketing

Headquarters: 1080 Marina Village Parkway
Alameda, California 94501
Tel: (510) 769-1400

Parent Company: The ASK Group
2440 W. El Camino Real
Mountain View, California 94039-7640
Tel: (415) 969-4442

Media Contact: Glynnis Sears
Public Relations Specialist
Ingres
(510) 748-2803

David Schneider
Associate
Copithorne & Bellows Public Relations
(510) 541-0873

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