

For release: **IMMEDIATE**

Contact: **Norman Block**
Ashton-Tate
(213) 538-7716

Gail Kauranen
Miller Communications
(617) 536-0470

20101 Hamilton Avenue
Torrance, California 90502-1319
Telephone: 213-329-8000
Telex: 669984 ASHT TATE USA

**ASHTON-TATE REPORTS RECORD SALES AND EARNINGS
FOR THIRD QUARTER**

TORRANCE, Calif., Nov. 19, 1985 -- Ashton-Tate (OTC: TATE) today reported record net income of \$4.8 million for the third quarter of fiscal 1986 ended October 31, 1985, an increase of 92 percent over earnings of \$2.5 million* for the same quarter last year. Earnings per share were \$.49, compared with \$.27* for the third quarter of fiscal 1985.

Third quarter sales were at an all-time high of \$28.6 million, a 16 percent increase over revenues of \$24.7 million for the third quarter of last year.

For the nine months ended October 31, net income was \$10.6 million, compared with \$3.3 million* for the first nine months of last year, a 221 percent increase. Earnings per share for the nine months were \$1.11, compared with \$.36* for the nine-month period of fiscal 1985.

Revenues for the nine months were \$80.0 million, compared with \$55.1 million during the same period last year, an increase of 45 percent.

***(Excludes a non-recurring extraordinary item of \$1 million or \$.10 per share)**

(more)

"Continued strong sales of dBASE III, the industry-standard relational database management system, and initial shipments of Framework II, an integrated software package designed for managers and professionals who regularly use a spreadsheet and word processor, are the key reasons for our record third quarter sales and earnings," said Edward M. Esber Jr., president and chief executive officer of Ashton-Tate.

During the third quarter, Ashton-Tate also signed a definitive agreement in connection with its previously announced acquisition of MultiMate International Corporation, producer of the best-selling word processing package, MultiMate Professional Word Processor. Upon completion of the acquisition, expected in December, Ashton-Tate will have best-selling products in three major categories: database management, integrated software and word processing.

International sales continued to increase in the third quarter which saw the company sign an agreement with Datalogica, a leading Brazilian software distributor based in Sao Paulo. Datalogica now distributes Ashton-Tate's full line of products in Brazil.

"We continue to seize new opportunities which are opening up in the international market," Esber said. "International sales are a key element of our corporate strategy and this agreement with Datalogica further strengthens our position in the global marketplace."

(more)

Continuing its strong corporate support policy, Ashton-Tate announced the formation of its Corporate Advisory Board during the third quarter. Made up of MIS/DP executives from 14 major American corporations, the board will assist Ashton-Tate in developing products to meet the needs of corporate users.

According to Esber, the Corporate Advisory Board represents a commitment by Ashton-Tate that is unprecedented in the microcomputer software industry. Eleven of the 14 advisory board members are from Fortune 500 companies, with five of those firms ranked in the top 10.

Ashton-Tate is among the leading microcomputer software companies worldwide. In addition to developing and marketing business software for microcomputers, the company includes a publishing unit that produces books, book/disk packages, add-on software and a quarterly magazine.

#

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

THREE MONTHS ENDED

October 31, 1985 October 31, 1984 July 31, 1985

Net Revenues	\$28,590	\$24,709	\$27,501
Pre-Tax Income (Before Extra- ordinary Item)	8,886	4,609	6,426
Net Income (Before Extra- ordinary Item)	\$ 4,800	\$ 2,483	\$ 3,456
Net Income (After Extra- ordinary Item)	\$ 4,800	\$ 3,483	\$ 3,456
Earnings Per Share (Before Extra- ordinary Item)	\$.49	\$.27	\$.37
Earnings Per Share (After Extra- ordinary Item)	\$.49	\$.37	\$.37

NINE MONTHS ENDED

October 31, 1985 October 31, 1984

Net Revenues	\$80,062	\$55,109
Pre-Tax Income (Before Extra- ordinary Item)	19,657	6,137
Net Income (Before Extra- ordinary Item)	\$10,600	\$ 3,314
Net Income (After Extra- ordinary Item)	\$10,600	\$ 4,314
Earnings Per Share (Before Extra- ordinary Item)	\$ 1.11	\$.36
Earnings Per Share (After Extra- ordinary Item)	\$ 1.11	\$.46