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ASHTON-TATE REPORTS RECORD REVENUES, NET INCOME
FOR FISCAL 1989

TORRANCE, Calif., March 7, 1989 -- Ashton-Tate Corporation (NASDAQ:TATE) today reported its seventh consecutive year of record revenues and net income. The company also announced that it will be changing its financial reporting year-end from January 31 to conform with its December 31 tax year.

For the year ended January 31, 1989, the company reported net income of \$47.7 million (\$1.83 per share), a 10.7 percent increase from the \$43.1 million (\$1.70 per share) reported for fiscal 1988. Revenues for the year were \$307.3 million, a 15.0 percent increase from the \$267.3 million reported a year ago.

Fourth quarter net income was \$13.4 million (0.51 per share), compared with \$12.8 million (\$.50 per share) reported for the fourth quarter of fiscal 1988. Fourth quarter revenues were \$87.3, compared with \$75.5 million for the same period last year.

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Fourth quarter net income was reduced by several factors:

(1) a provision for estimated costs related to consolidating operations previously conducted in Connecticut with the company's Los Gatos, California, operations, (2) a large volume of dBASE product upgrades, yielding lower gross profit margins than full system sales, (3) an accrual for the estimated cost of free dBASE IV 1.1 upgrades and (4) freight and other costs related to a higher than normal volume of products exchanged pursuant to the company's distributor and dealer inventory balancing program.

In fiscal 1989 Ashton-Tate commenced operations in new manufacturing facilities in Puerto Rico and Ireland, and product translation centers in Singapore and outside London. The lower income tax rates incurred in Puerto Rico and Ireland contributed materially to the reduction in the company's fiscal 1989 overall effective tax rate.

Ashton-Tate invested heavily in research and development, technology and strategic relationships and the recruitment of key technical and management personnel in 1988." said Edward M. Esber, Jr., Chairman and Chief Executive Officer of Ashton-Tate. "Our R&D expenditures alone increased by approximately forty-two percent last year," he said. "We introduced fourteen new products and the technology that we believe will provide the foundation for our product pipeline of the 1990's."

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In fiscal 1989, Ashton-Tate announced strategic relationships with Microsoft/Sybase, Interbase and Digital Equipment Corporation.

The strategic alliance among Ashton-Tate, Microsoft and Sybase yielded a key product for computing in the 1990's, the SQL Server. "The SQL Server is another step that supports the continuing trend toward more computing being done at the desk top. This product gives the individual the capability to solve his or her own problems and access major databases by applying a cost efficient microcomputer solution. It significantly enhances user flexibility and provides a good balance between the individual user and traditional MIS control."

"Along these same lines," Mr. Esber stated, "we announced an equity investment in Interbase Software Corporation of Bedford, Massachusetts. Interbase products permit the end-user to treat documents and images as relational data. We intend to incorporate its SQL-based relational database management engine technology in our future database and office automation products."

Under another strategic relationship, Digital will market and support versions of Ashton-Tate's dBASE database management and applications development software for Digital's VAX computing environment. By providing the dBASE language and applications development tools in the Digital computing environment, we will allow the end-user broad access to data throughout the Digital VAX computing network.

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dBASE IV has set new industry sales records. More than 300,000 copies, including approximately 100,000 upgrades, have been shipped since its first customer shipment at the end of October 1988. dBASE III PLUS and dBASE IV are now the top two selling microcomputer database products worldwide. dBASE IV has won a number of technical awards and ratings including Software Digest's only four star rating in its category, InfoWorld's "Readers' Choice Product of The Year" and "Database Product of The Year" in France and Spain.

"Ashton-Tate has one of the broadest, most technologically advanced, product lines for the Macintosh. These products have been heralded as the first of the next generation of presentation-oriented productivity tools. They were designed for the high end of the current Macintosh line and in anticipation of future, more powerful Macintosh hardware. The continued increase in price/performance of hardware should accelerate the sales of our Macintosh products." said Esber. "The company has a very aggressive advertising and sales promotion program scheduled for its Macintosh product line."

Mr. Esber said that in the near future, Ashton-Tate will continue to invest in and focus on the requirements and direction of the end-user computer market to deliver the best applications development environment and the best set of office automation

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tools. We will continue to bring advanced information processing from the mainframe to millions of end-users through easy to use, affordable products." said Esber.

"We invested heavily in development in 1988, building a technological foundation for our future and delivering the best products in our company's history. This year we plan to aggressively promote and sell those products."

In the first half of the coming year, we plan to capitalize on DBASE IV's strong market potential and our technology by investing heavily in sales force expansion, advertising, sales promotion and dealer training." said Esber. "We have strengthened and reorganized our sales and marketing staffs. We intend to double our field sales force in the coming year and to add the field technical support and consulting services demanded by the increased sophistication of our products."

"While these expenditures may impact first half results, we expect these programs to convert the technical progress we made last year into renewed growth in terms of sales, earnings and market share both in the second half of 1989 and beyond."

Based in Torrance, Calif., Ashton-Tate markets best-selling microcomputer business applications software for DOS, OS/2 and Macintosh environments. Products are available in six major categories: database management systems, word processing,

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graphics integrated decision support software, spreadsheets and desktop publishing. The Company offers a variety of software applications, tools and utilities under the Tate Publishing software label, as well as a library of best-selling computer hardware and software-related books and periodicals. Ashton-Tate also markets a comprehensive line of service and support programs for individuals, corporations and government agencies.

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COMPARATIVE RESULTS
(In thousands, except per share data)

	THREE MONTHS ENDED		
	January 31, 1989	January 31, 1988	October 31, 1988
Net Revenues	\$87,268	\$75,508	\$75,714
Pre-Tax Income	\$18,944	\$22,756	\$18,139
Net Income	\$13,444	\$12,755	\$11,739
Net Income Per Share	\$.51	\$.50	\$.45
Average Shares Outstanding	26,382	25,663	26,163

	YEAR ENDED	
	January 31, 1989	January 31, 1988
Net Revenues	\$307,253	\$267,328
Pre-Tax Income	\$ 73,455	\$ 76,976
Net Income	\$ 47,755	\$ 43,076
Net Income Per Share	\$ 1.83	\$ 1.70
Average Shares Outstanding	26,158	25,338