

ASHTON-TATE NEWS

ASHTON-TATE REPORTS NET INCOME OF \$11.5 MILLION AND NET REVENUES OF \$71.9 MILLION FOR SECOND QUARTER

TORRANCE, Calif., August 16, 1988 -- Ashton-Tate Corporation (NASDAQ:TATE) today reported net income of \$11.5 million (\$.44 per share) for the quarter ended July 31, 1988, a 13.9 percent increase over net income of \$10.1 million (\$.40 per share) reported for the same quarter last year.

Revenues for the quarter were \$71.9 million, a 13.1 percent increase over the \$63.6 million reported for the second quarter last year.

"Second quarter revenues and earnings exceeded our expectations and were particularly strong given the advanced status of our dBASE product transition," said Edward M. Esber Jr., chairman and chief executive officer of Ashton-Tate.

"Second quarter revenues included the on-schedule shipment of three new products: Framework III, Full Impact and dBASE DIRECT/38," Esber added.

(more)

Framework III is Ashton-Tate's newest and most powerful integrated decision support software product for MS-DOS. Framework III has a suggested retail price of \$695. Full Impact, a full-featured presentation-oriented spreadsheet for the Apple Macintosh computer, joins Ashton-Tate's industry-leading Macintosh word processor, FullWrite Professional, dBASE Mac, and FullPaint in providing our customers with a rich family of Macintosh products. Full Impact has a suggested retail price of \$395. dBASE/DIRECT 38 is a connectivity software package that links dBASE III PLUS with data residing on IBM System/38 minicomputer databases.

Ashton-Tate develops and markets best-selling microcomputer business applications software for DOS, Macintosh and OS/2 environments. Products are available in six major categories: database management systems, word processing, business graphics, integrated decision support, spreadsheets and desktop publishing. The company also offers a comprehensive line of service and support programs for individuals, corporations, and government agencies.

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dBASE III PLUS, dBASE DIRECT/38, Framework III, MultiMate Advantage II, FullWrite Professional and Full Impact are trademarks of Ashton-Tate Corporation; Ashton-Tate is a registered trademark of Ashton-Tate Corporation.

COMPARATIVE RESULTS

(In thousands, except per share data)

	<u>THREE MONTHS ENDED</u>		
	<u>July 31, 1988</u>	<u>July 31, 1987</u>	<u>April 30, 1988</u>
Net Revenues	\$71,908	\$63,575	\$72,363
Pre-Tax Income	\$18,208	\$18,089	\$18,164
Net Income	\$11,508	\$10,136	\$11,064
Net Income Per Share	.44	.40	.43
Average Shares Outstanding	26,148	25,177	25,938

	<u>SIX MONTHS ENDED</u>	
	<u>July 31, 1988</u>	<u>July 31, 1987</u>
Net Revenues	\$144,271	\$123,786
Pre-Tax Income	36,372	34,334
Net Income	22,572	19,234
Net Income Per Share	.87	.76
Average Shares Outstanding	26,043	25,165