

HEARTLAND PAYMENT SYSTEMS INC
Form 424B4
August 11, 2005

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Filed Pursuant to Rule 424(B)(4)
File No. 333-118073

PROSPECTUS

6,750,000 Shares

Heartland Payment Systems, Inc.

Common Stock
\$18.00 per share

We are selling 2,622,046 shares of our common stock and the selling stockholders named in this prospectus are selling 4,127,954 shares. We will not receive any proceeds from the sale of the shares by the selling stockholders. We and the selling stockholders have granted the underwriters an option to purchase up to 1,012,500 additional shares of common stock to cover over-allotments.

This is the initial public offering of our common stock. Our common stock has been approved for listing on the New York Stock Exchange under the symbol "HPY".

Investing in our common stock involves risks. See "Risk Factors" beginning on page 8.

Neither the Securities and Exchange Commission nor any state securities commission has approved or disapproved of these securities or determined if this prospectus is truthful or complete. Any representation to the contrary is a criminal offense.

	Per Share	Total
Public Offering Price	\$ 18.00	\$ 121,500,000
Underwriting Discount	\$ 1.26	\$ 8,505,000
Proceeds to Heartland Payment Systems (before expenses)	\$ 16.74	\$ 43,893,050
Proceeds to the selling stockholders (before expenses)	\$ 16.74	\$ 69,101,950

The underwriters expect to deliver the shares to purchasers on or about August 16, 2005.

Citigroup
Credit Suisse First Boston
Robert W. Baird & Co.

William Blair & Company
KeyBanc Capital Markets
SunTrust Robinson Humphrey

August 10, 2005

You should rely only on the information contained in this prospectus. We and the selling stockholders have not authorized anyone to provide you with different information. We and the selling stockholders are not making an offer of these securities in any state where the offer is not permitted.

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Until September 4, 2005 (25 days after the date of this prospectus), all dealers that buy, sell or trade our common stock, whether or not participating in this offering, may be required to deliver a prospectus. This is in addition to the dealers' obligation to deliver a prospectus when acting as underwriters and with respect to their unsold allotments or subscriptions.

In this prospectus, we use the terms "Heartland," "we," "us" and "our" to refer to Heartland Payment Systems, Inc.

HEARTLAND PAYMENT SYSTEMS is our registered trademark. We have applied to register HPS Exchange as a trademark. This prospectus also contains trademarks and tradenames of other companies.

SPECIAL NOTE ABOUT FORWARD-LOOKING STATEMENTS

We have made forward-looking statements in this prospectus, including the sections entitled "Management's Discussion and Analysis of Financial Condition and Results of Operations" and "Business," that are based on our management's beliefs and assumptions and on information currently available to our management. Forward-looking statements include the information concerning our possible or assumed future results of operations, business strategies, financing plans, competitive position, industry environment, potential growth opportunities, the effects of future regulation and the effects of competition. Forward-looking statements include all statements that are not historical facts and can be identified by the use of forward-looking terminology such as the words "believe," "expect," "anticipate," "intend," "plan," "estimate" or similar expressions.

Forward-looking statements involve risks, uncertainties and assumptions. Actual results may differ materially from those expressed in the forward-looking statements. We do not have any intention or obligation to update forward-looking statements after we distribute this prospectus.

You should understand that many important factors, in addition to those discussed elsewhere in this prospectus, could cause our results to differ materially from those expressed in the forward-looking statements. These factors include, without limitation, our competitive environment, the business cycles and credit risks of our merchants, chargeback liability, merchant attrition, problems with our bank sponsor, our reliance on other bank card payment processors, our inability to pass increased interchange fees along to our merchants, the unauthorized disclosure of merchant data, economic conditions, system failures and government regulation.

SUMMARY

This summary highlights material information about our company and the common stock that we and the selling stockholders are offering. It does not contain all of the information that may be important to you. You should read this entire prospectus carefully, including the "Risk Factors" section and the financial statements and notes to those statements, which are included elsewhere in this prospectus.

Heartland Payment Systems, Inc.

Our Business

We provide bank card-based payment processing services to small-and medium-sized merchants in the United States and, according to The Nilson Report, in 2004 we were the seventh largest card acquirer in the United States ranked by purchase volume, which consists of both credit and debit Visa and MasterCard transactions. This ranking represented 1.8% of the total bank card processing market. As of June 30, 2005, we provided our payment processing services to approximately 101,500 active merchants located across the United States. In 2002, 2003 and 2004, our processing volume was \$14.4 billion, \$17.9 billion and \$25.0 billion, respectively. Our processing volume for the six months ended June 30, 2005 was \$15.4 billion, a 36.3% increase from the \$11.3 billion processed during the same period in 2004.

Our revenue is recurring in nature as we typically enter into three-year service contracts that, in order to qualify for the agreed-upon pricing, require the merchant to achieve processing volume minimums. Most of our gross revenue is payment processing fees, which are a combination of a percentage of the dollar amount of each Visa and MasterCard transaction we process plus a flat fee per transaction. On average, our gross revenue from processing transactions equals approximately \$2.38 for every \$100 we process.

We sell and market our payment processing services through a nationwide direct sales force of approximately 800 sales professionals, known as Relationship Managers. Our sales force is responsible for both the initial sale to, and the ongoing relationship management with, our merchants. Our sales force is compensated solely with commissions, which are directly tied to the performance of the contract signed by the merchant. They are therefore compensated only for adding and retaining profitable processing volume. In 2004, our sales force generated over 42,500 merchant applications and installed over 39,000 new merchants.

We focus our sales efforts on low-risk merchants and have developed systems and procedures designed to minimize our exposure to potential losses. In 2002, 2003 and 2004, we experienced losses of \$0.6 million, \$0.6 million and \$0.9 million, respectively, each of which represented less than 0.4 basis points (0.004%) of payment processing volume. In the first quarter of 2005, we experienced losses of \$0.3 million, or 0.44 basis points. We cannot predict our future losses, and any future increases in the loss rate would reduce our income. We have developed expertise in industries that we believe present relatively low risks, as the customers are generally present and the products or services are generally delivered at the time the transaction is processed. These industries include restaurants, brick and mortar retailers, lodging establishments (hotels and motels), automotive repair shops, convenience and liquor stores and professional service providers. As of March 31, 2005, over 33% of our merchants were restaurants. We believe that restaurants represent an attractive merchant base as they typically have unique processing needs and have significant, predictable processing volume.

Our direct sales force and merchant services initiatives are supported by our technology platform. We use a number of proprietary Internet-based systems which allow us to increase our operating efficiencies and distribute our processing and merchant data to our three main constituencies: our sales force, our merchant base and our customer service staff. In 2001, we began using our internally-developed system, HPS Exchange, to provide authorization and data capture services, known as front-end processing, to our merchants. We believe that our proprietary systems provide a superior

experience for both our Relationship Managers and merchants, which enhances the overall relationship. We also believe that our front-end processing system allows us to offer superior service at a lower cost to us. During the years ended December 31, 2003 and 2004, and the quarter ended March 31, 2005, approximately 26%, 43% and 51% respectively, of our transactions were processed through HPS Exchange, and we anticipate that as this percentage increases our processing costs per transaction will continue to decline. We rely on third parties, primarily Vital Processing Services, Inc., to provide the remainder of our bank card authorization and data capture services, as well as all of our settlement and merchant accounting services.

Since 2002, our processing volume has increased 31.8% annually from approximately \$14.4 billion for the year ended December 31, 2002 to approximately \$25.0 billion for the year ended December 31, 2004. During the same period, our total net revenues increased from \$340.6 million in 2002 to \$602.7 million in 2004. We have achieved this growth entirely through internal expansion rather than through acquisitions or buying merchant contracts from others. In 2000 and 2001 we recorded net losses of \$9.4 million and \$17.4 million, respectively. In 2002, 2003 and 2004, we recorded net income of \$4.9 million, \$20.1 million and \$8.9 million, respectively. In 2004, our net income declined approximately 55.7% from 2003 primarily as the result of income tax benefits recorded in 2003.

Our Market Opportunity

According to The Nilson Report, total expenditures for all card type transactions, which include credit and debit purchases with American Express, Diners Club, Discover, MasterCard and Visa, by U.S. consumers grew from \$0.9 trillion in 1998, to \$1.9 trillion in 2004, and are expected to grow to \$2.8 trillion by 2008, representing a compound annual growth rate of 10% from 2004 levels. We believe that these increases are due to the benefits of bank card payment systems to both merchants and consumers and generational trends that have increased the size of the population that is comfortable with, and accustomed to, using bank cards as a payment medium. By accepting bank cards, merchants can access a broader universe of consumers and enjoy administrative conveniences that are not available with cash and check payments. For example, in recent years, state and local governments have begun accepting bank cards for government payments, such as motor vehicle fees, recreational services, parking fees and taxes, in order to reduce their costs for collecting and processing payments and to expedite the deposit of these payments into their own accounts. Also, we believe more businesses will accept bank card payments from other businesses. By using bank cards, consumers and businesses are able to make purchases more conveniently, while benefiting from loyalty programs, such as frequent flier miles or cash back, which are increasingly being offered by bank card issuers. Given the advantages of bank card payment systems to both merchants and bank card users, favorable generational trends and the resulting growth in bank card usage, we believe that the number of purchases processed using bank card payment systems and the number of merchants accepting bank card payments will continue to increase.

Our Competitive Strengths

Our principal competitive strengths are:

Large, experienced, efficient direct sales force. We believe that we have the largest direct sales force in the payment processing industry.

Recurring and predictable revenues. Our merchants typically sign three-year service contracts, and many continue their contracts with us for much longer.

Internal growth. All merchants on our platform were originally underwritten by us.

Strong position and substantial experience in our target markets. We believe that we are the largest payment processor that concentrates primarily on small- and medium-sized merchants.

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Industry expertise. Our locally-based sales professionals are trained to address the needs of specific industries, in particular the restaurant industry.

Merchant focused culture. Since inception, our corporate culture has focused on offering fully-disclosed pricing and providing superior customer service to our merchants.

Advanced technology. Since our inception, we have consistently invested in our technology and focused on bringing in-house formerly outsourced processes.

Scalable operating structure. The nature of our business, combined with the investment we have made in our technology, allow for lower incremental costs as we grow our processing volume.

Comprehensive underwriting and risk management system. Our underwriting process and experience in assessing risk, combined with our focus on low-risk merchants, has allowed us to maintain low loss levels.

Proven management team. Our senior management team has broad experience within the payment processing industry.

Challenges We Face

We face a number of challenges in executing our business strategy. Among the most important we face are:

Competition. The payment processing industry is very competitive, and includes large firms with substantial resources, including First Data Merchant Services Corporation, National Processing, Inc., a subsidiary of Bank of America Corporation, Global Payments, Inc., Fifth Third Bank and Nova Information Systems, Inc., a subsidiary of U.S. Bancorp.

General Economic Conditions. Any changes in economic conditions that adversely affect our customers could reduce the number of merchants or volume of transactions that we process.

Regulation. Our business is subject to numerous bank card association rules and practices that are subject to change and may impose significant costs or limitations on the way we conduct or expand our business.

Technology. We depend on various forms of technology systems to deliver our products and services. The failure of these systems could cause us to lose customers and increase our costs.

Reliance on Third Parties. We rely on third parties, including our bank sponsor, in order to conduct our business. If any of these relationships are terminated, and we cannot find alternate providers quickly, our business will be severely impacted.

Data Security. As a card processor, we must protect cardholder data from unauthorized use. A major compromise of our systems could subject us to significant fines and sanctions from Visa, MasterCard and/or governmental agencies.

Please see the section entitled "Risk Factors" for information on these and other risks related to our business and this offering.

Our Strategy

Our growth strategy is to increase our market share in the bank card payment processing services industry for small- and medium-sized merchants in the United States. Key elements of our strategy include:

Expanding our direct sales force.

Entering into new markets and further penetrating existing target markets.

Expanding our product and service offerings.

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Leveraging our technology.

Enhancing merchant retention.

Pursuing strategic acquisitions.

Our History

Heartland Card Services LLC, a Missouri limited liability company and our predecessor, was formed on March 27, 1997, through a contribution of a merchant portfolio from Triad, LLC, a company founded and majority-owned by our chief executive officer, Robert O. Carr, and cash from Heartland Bank, through its subsidiary Heartland Card Company. It began actively processing transactions in July 1997, and in 1999 it changed its name to Heartland Payment Systems LLC. On May 8, 2000, Heartland Payment Systems LLC redeemed the 50% interest owned by Heartland Card Company for cash and part of the merchant portfolio, leaving Triad as the sole member. In connection with such transaction, Heartland Bank and Heartland Card Company acknowledged that we will continue to use the name "Heartland" in connection with our business. On June 16, 2000, we were formed as a Delaware corporation. Triad and Uhle and Associates, LLC were merged into us effective October 1, 2000 and Heartland Payment Systems LLC was merged into us effective January 1, 2001. In addition, on October 1, 2000, Heartland Payroll Company became our wholly-owned subsidiary. In June 2004, we merged Credit Card Software Systems, Inc., our wholly-owned subsidiary, which was acquired by us on December 14, 2000 pursuant to a settlement agreement approved by the United States Bankruptcy Court for the Middle District of North Carolina, into us.

Corporate Information

Our principal executive offices are located at 47 Hulfish Street, Suite 400, Princeton, New Jersey 08542 and our telephone number is (609) 683-3831. Our website address is www.heartlandpaymentsystems.com. Information contained on our website is not a prospectus and does not constitute part of this prospectus.

THE OFFERING

Common stock offered by us	2,622,046 shares
Common stock offered by selling stockholders	4,127,954 shares
Common stock outstanding after this offering	32,406,460 shares
Use of proceeds	We intend to use our net proceeds from this offering to repay approximately \$2.9 million of outstanding indebtedness and to use the remainder for general corporate purposes, including to fund working capital and potential acquisitions. We will not receive any proceeds from the sale of shares by the selling stockholders. See "Use of Proceeds."
New York Stock Exchange symbol	"HPY"
Risk factors	See "Risk Factors" for a discussion of factors you should carefully consider before deciding to invest in shares of our common stock.

Except as otherwise noted, all information in this prospectus assumes:

a two-for-one split of our outstanding common stock on July 26, 2005;

the automatic conversion of all outstanding shares of our convertible participating preferred stock into 13,333,334 shares of common stock upon completion of this offering; and

no exercise of the underwriters' over-allotment option.

As of March 31, 2005, we had 29,784,414 shares of common stock outstanding. The number of shares of common stock to be outstanding after this offering excludes:

9,261,002 shares of common stock issuable upon exercise of outstanding stock options as of March 31, 2005 at a weighted average exercise price of \$6.43 per share; and

168,904 shares of common stock issuable upon exercise of outstanding mandatorily redeemable warrants as of March 31, 2005 at an exercise price of \$0.005 per share.

SUMMARY HISTORICAL CONSOLIDATED FINANCIAL AND OTHER DATA

The following summary historical consolidated financial and other data should be read in conjunction with "Selected Historical Consolidated Financial Information and Other Data," "Capitalization," "Management's Discussion and Analysis of Financial Condition and Results of Operations" and our consolidated financial statements and the related notes included elsewhere in this prospectus. Our summary balance sheet data as of March 31, 2005 and summary statement of operations data for the years ended December 31, 2002, 2003 and 2004 have been derived from our consolidated financial statements included elsewhere in this prospectus. The summary statement of operations data for the three months ended March 31, 2004 and 2005 are derived from our unaudited consolidated financial statements included elsewhere in this prospectus and include all adjustments that we consider necessary for a fair presentation of the financial position and results of operations for those periods. We have prepared the unaudited information on the same basis as the audited consolidated financial statements and have included all adjustments, consisting only of normal recurring adjustments, that we consider necessary for a fair presentation of our financial position at those dates and our results of operations for the periods ended.

The following unaudited pro forma balance sheet data give effect to the automatic conversion of all outstanding shares of our convertible participating preferred stock into common stock upon completion of this offering as if it had occurred as of March 31, 2005.

The following unaudited pro forma as adjusted balance sheet data give effect to the pro forma adjustments discussed in the preceding paragraph, our receipt of approximately \$39.4 million in net proceeds from our sale of 2,622,046 shares of our common stock in this offering at an initial public offering price of \$18.00 per share, after deducting the underwriting discounts and commissions and offering expenses payable by us, as if it had occurred as of March 31, 2005, and the application of our net proceeds from this offering to repay approximately \$2.9 million of outstanding indebtedness. The unaudited pro forma and pro forma as adjusted consolidated financial data do not purport to represent what our financial condition would have been if the issuance of the common stock or the automatic conversion of all outstanding shares of our convertible participating preferred stock had occurred as of or on the dates indicated and do not purport to represent a projection of our future results.

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	Year Ended December 31,			Three Months Ended March 31,	
	2002	2003	2004	2004	2005
	(in thousands, except share and per share data)				
				(unaudited)	(unaudited)
	(Restated*)	(Restated*)	(Restated*)	(Restated*)	
Statement of Operations Data:					
Revenue:					
Gross processing revenue	\$ 330,975	\$ 414,715	\$ 595,524	\$ 119,202	\$ 166,172
Other revenue, net	9,607	7,522	7,225	2,002	3,693
Total net revenue	340,582	422,237	602,749	121,204	169,865
Costs of services:					
Interchange	242,407	302,057	438,738	86,372	122,416
Dues and assessments	12,616	15,945	23,348	4,785	6,415
Processing and servicing	44,224	50,805	70,232	14,748	19,820
Customer acquisition costs	12,422	13,380	18,908	4,135	5,841
Depreciation and amortization	1,587	2,571	3,912	876	1,283
Total costs of services	313,256	384,758	555,138	110,916	155,775
Selling and administrative	20,786	25,751	31,501	7,233	8,989
Total expenses	334,042	410,509	586,639	118,149	164,764
Income from operations	6,540	11,728	16,110	3,055	5,101
Other income (expense):					
Interest income	171	124	182	38	110
Interest expense	(1,182)	(1,188)	(1,385)	(298)	(435)
Fair value adjustment for warrants with mandatory redemption provisions	(509)	(893)	(509)		(90)
Other, net	(62)	(740)	833	833	(3)
Total other income (expense)	(1,582)	(2,697)	(879)	573	(418)
Income before income taxes	4,958	9,031	15,231	3,628	4,683
Provision for (benefit from) income taxes	51	(11,102)	6,376	1,482	1,989
Net income	\$ 4,907	\$ 20,133	\$ 8,855	\$ 2,146	\$ 2,694
Accretion of Series A Senior Convertible Participating Preferred Stock	(6,509)				
Income allocated to Series A Senior Convertible Participating Preferred Stock		(9,843)	(4,263)	(1,037)	(1,295)
Net (loss) income attributable to common stock	\$ (1,602)	\$ 10,290	\$ 4,592	\$ 1,109	\$ 1,399
(Loss) earnings per share:					
Basic	\$ (0.10)	\$ 0.65	\$ 0.28	\$ 0.07	\$ 0.09
Diluted	\$ (0.10)	\$ 0.62	\$ 0.26	\$ 0.07	\$ 0.08
Weighted average number of shares outstanding:					
Basic	15,642,356	15,931,626	16,407,554	16,295,846	16,449,452

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	Year Ended December 31,			Three Months Ended March 31,	
Diluted	15,642,356	32,230,708	33,785,760	32,870,764	34,671,796

Other:

Number of active merchants (at period end)	53	67	89	72	94
Processing volume for period	\$ 14,391,628	\$ 17,914,893	\$ 24,986,790	\$ 5,125,939	\$ 6,877,850

March 31, 2005

Actual	Pro Forma	Pro Forma As Adjusted
(unaudited)	(in thousands)	
(Restated*)		

Balance Sheet Data:

Cash and cash equivalents	\$ 12,706	\$ 12,706	\$ 49,280
Receivables	64,664	64,664	64,664
Total assets	136,392	136,392	172,966
Due to sponsor bank	45,465	45,465	45,465
Accounts payable	26,891	26,891	26,891
Total liabilities	127,562	127,562	124,709
Total stockholders' equity	8,830	8,830**	48,256

*

As discussed in Note 21 of the accompanying consolidated financial statements, the consolidated financial statements for 2002, 2003, 2004 and the three months ended March 31, 2004 and the consolidated balance sheet as of March 31, 2005 have been restated.

**

For details of the pro forma stockholder equity accounts, please see "Capitalization."

RISK FACTORS

An investment in our common stock involves a high degree of risk. You should consider carefully the following risks and other information contained in this prospectus before you decide whether to buy our common stock. If any of the events contemplated by the following discussion of risks should occur, our business, results of operations and financial condition could suffer significantly. As a result, the market price of our common stock could decline, and you may lose all or part of the money you paid to buy our common stock.

Risks Relating to Our Business

The payment processing industry is highly competitive and we compete with certain firms that are larger and that have greater financial resources. Such competition could increase, which would adversely influence our prices to merchants, and as a result, our operating margins.

The market for payment processing services is highly competitive. Other providers of payment processing services have established a sizable market share in the small- and medium-size merchant processing sector. Maintaining our historic growth will depend on a combination of the continued growth in electronic payment transactions and our ability to increase our market share. According to The Nilson Report, in 2004 the eight largest bank card acquirers accounted for approximately \$1.4 trillion of purchase volume (which we refer to as processing volume) on bank cards and the total purchase volume of all bank card acquirers was \$1.5 trillion. We accounted for approximately 1.8% of this total volume in 2004. This competition may influence the prices we are able to charge. If the competition causes us to reduce the prices we charge, we will have to aggressively control our costs in order to maintain acceptable profit margins. In addition, some of our competitors are financial institutions, subsidiaries of financial institutions or well-established payment processing companies, including First Data Merchant Services Corporation, National Processing, Inc., a subsidiary of Bank of America Corporation, Global Payments, Inc., Fifth Third Bank and Nova Information Systems, Inc., a subsidiary of U.S. Bancorp. Our competitors that are financial institutions or subsidiaries of financial institutions do not incur the costs associated with being sponsored by a bank for registration with the card associations and can settle transactions more quickly for their merchants than we can for ours. Some of these competitors have substantially greater financial, technology, management and marketing resources than we have. This may allow our competitors to offer more attractive fees to our current and prospective merchants, requiring us to keep a tighter control on costs in order to maintain current operating margins. We currently do not anticipate acquiring or merging with a financial institution in order to increase our competitiveness.

We are subject to the business cycles and credit risk of our merchants, which could negatively impact our financial results.

A recessionary economic environment could have a negative impact on our merchants, which could, in turn, negatively impact our financial results, particularly if the recessionary environment disproportionately affects some of the market segments that represent a larger portion of our processing volume, like restaurants. If our merchants make fewer sales of their products and services, we will have fewer transactions to process, resulting in lower revenue. In addition, we have a certain amount of fixed and semi-fixed costs, including rent, processing contractual minimums and salaries, which could limit our ability to quickly adjust costs and respond to changes in our business and the economy.

In a recessionary environment our merchants could also experience a higher rate of business closures, which could adversely affect our business and financial condition. During the last recession, we experienced a slowdown in the rate of same-store sales growth and an increase in business closures. In the event of a closure of a merchant, we are unlikely to receive our fees for any transactions processed by that merchant in its final month of operation.

While we service a broad range of merchants, restaurants represent a significant portion of our merchant base. The failure rate of restaurants is typically high, which increases our merchant attrition

and reject losses. A reduction in consumer spending, particularly at restaurants, would further increase our rate of merchant attrition and reject losses.

We have faced, and will in the future face, chargeback liability when our merchants refuse or cannot reimburse chargebacks resolved in favor of their customers, and reject losses when our merchants go out of business. We cannot assure you that we will accurately anticipate these liabilities, which may adversely affect our results of operations and financial condition.

In the event a billing dispute between a cardholder and a merchant is not resolved in favor of the merchant, the transaction is normally "charged back" to the merchant and the purchase price is credited or otherwise refunded to the cardholder. If we or our clearing banks are unable to collect such amounts from the merchant's account, or if the merchant refuses or is unable, due to closure, bankruptcy or other reasons, to reimburse us for the chargeback, we bear the loss for the amount of the refund paid to the cardholder. The risk of chargebacks is typically greater with those merchants that promise future delivery of goods and services rather than delivering goods or rendering services at the time of payment. There can be no assurance that we will not experience significant losses from chargebacks in the future. Any increase in chargebacks not paid by our merchants may adversely affect our financial condition and results of operations.

Reject losses arise from the fact that we collect our fees from our merchants on the first day after the monthly billing period. This results in the build-up of a substantial receivable from our customers, which significantly exceeds the receivables of any of our competitors which assess their fees on a daily basis. If a merchant has gone out of business during the billing period, we may be unable to collect such fees. In addition, if our sponsor bank is unable, due to system disruption or other failure, to collect our fees from our merchants, we would face a substantial loss.

We incurred charges relating to chargebacks and reject losses of \$561,928, \$605,256, \$939,500 and \$299,714 in the years ended December 31, 2002, 2003 and 2004 and the quarter ended March 31, 2005, respectively.

We have faced, and will in the future face, merchant fraud, which could have an adverse effect on our operating results and financial condition.

We have potential liability for fraudulent bank card transactions initiated by merchants. Merchant fraud occurs when a merchant knowingly uses a stolen or counterfeit bank card or card number to record a false sales transaction, processes an invalid bank card or intentionally fails to deliver the merchandise or services sold in an otherwise valid transaction. Examples of merchant fraud we have faced include a manager of a franchised motel who applied for a merchant account that proved to be a second account for that motel, and processed duplicate charges in his office, and an antique repair service owner who continued accepting deposits on cards for repairs, but stopped doing the repairs. We have established systems and procedures designed to detect and reduce the impact of merchant fraud, but we cannot assure you that these measures are or will be effective. It is possible that incidents of fraud could increase in the future. Failure to effectively manage risk and prevent fraud would increase our chargeback liability. Increases in chargebacks could have an adverse effect on our operating results and financial condition.

Increased merchant attrition that we cannot anticipate or offset with increased processing volume or new accounts would cause our revenues to decline.

We experience attrition in merchant processing volume in the ordinary course of business resulting from several factors, including business closures, transfers of merchants' accounts to our competitors and account closures that we initiate due to heightened credit risks relating to, and contract breaches by, merchants. During 2003, 2004 and the first quarter of 2005, we experienced average attrition of less than 1% of total processing volume per month. Substantially all of our processing contracts may be terminated by either party on relatively short notice. Increased attrition in merchant processing volume may have an adverse effect on our financial condition and results of operations. We cannot predict the

level of attrition in the future. If we are unable to establish accounts with new merchants or otherwise increase our processing volume in order to counter the effect of this attrition, our revenues will decline.

We rely on a bank sponsor, which has substantial discretion with respect to certain elements of our business practices, including sponsorship in the bank card associations, in order to process bank card transactions. If this sponsorship is terminated and we are unable to secure new bank sponsors, we will not be able to conduct our business.

Substantially all of our revenue is derived from Visa and MasterCard bank card transactions. Because we are not a bank, we are not eligible for membership in the Visa and MasterCard associations and are, therefore, unable to directly access the bank card association networks, which are required to process Visa and MasterCard transactions. Visa and MasterCard operating regulations require us to be sponsored by a bank in order to process bank card transactions. We are currently registered with Visa and MasterCard through KeyBank National Association, which has maintained that registration since 1999. If we or our bank sponsor fail to comply with the applicable requirements of the Visa and MasterCard bank card associations, Visa or MasterCard could suspend or terminate our registration. The bank card associations frequently amend their requirements. If we or our sponsoring bank were unable to comply with any such amended requirements, Visa or MasterCard could suspend or terminate our registration. On occasion, we have received notices of non-compliance, which have typically related to excessive chargebacks for a merchant or data security failures on the part of a merchant.

The termination of our registration, or any changes in the Visa or MasterCard rules that would impair our registration, could require us to stop providing Visa and MasterCard payment processing services, which would make it impossible for us to conduct our business. In addition, if our sponsorship is terminated and we are unable to secure another bank sponsor or sponsors, we will not be able to process Visa and MasterCard transactions. Furthermore, our agreement with KeyBank gives it substantial discretion in approving certain aspects of our business practices, including our solicitation, application and qualification procedures for merchants, the terms of our agreements with merchants and our customer service levels. We cannot guarantee that KeyBank's actions under this agreement will not be detrimental to our operations.

Current or future bank card association rules and practices could adversely affect our business.

We are registered with the Visa and MasterCard associations through our bank sponsor as an Independent Sales Organization with Visa and a Member Service Provider with MasterCard. In addition, we are a sales agent for Discover, American Express and Diners Club. The rules of the bank card associations are set by member banks and, in the case of Discover, American Express and Diners Club, by the card issuers, and some of those banks and issuers are our competitors with respect to these processing services. Many banks directly or indirectly sell processing services to merchants in direct competition with us. These banks could attempt, by virtue of their membership in the associations, to alter the associations' rules or policies to the detriment of non-members like us. Discover, American Express and Diners Club also sell processing services for their cardholders to merchants. We cannot assure you that the bank card associations or issuers will maintain our registrations or arrangements or that the current bank card association or issuer rules allowing us to market and provide payment processing services will remain in effect. The termination of our registration or our status as an Independent Sales Organization or Member Service Provider, or any changes in card association or issuer rules that limit our ability to provide payment processing services, could have an adverse effect on our processing volumes, revenues or operating costs. In addition, if we were precluded from processing Visa and MasterCard bank card transactions, we would lose substantially all of our revenues.

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Our systems and our third-party providers' systems may fail due to factors beyond our control, which could interrupt our service, cause us to lose business and increase our costs.

We depend on the efficient and uninterrupted operation of our computer network systems, software, data center and telecommunications networks, as well as the systems of third parties. Our systems and operations or those of our third-party providers could be exposed to damage or interruption from, among other things, fire, natural disaster, power loss, telecommunications failure, unauthorized entry and computer viruses. Our property and business interruption insurance may not be adequate to compensate us for all losses or failures that may occur. Defects in our systems or those of third parties, errors or delays in the processing of payment transactions, telecommunications failures or other difficulties could result in:

loss of revenues;

loss of merchants, although our contracts with merchants do not expressly provide a right to terminate for business interruptions;

loss of merchant and cardholder data;

harm to our business or reputation;

exposure to fraud losses or other liabilities;

negative publicity;

additional operating and development costs; and/or

diversion of technical and other resources.

We rely on other payment processors and service providers; if they no longer agree to provide their services, our merchant relationships could be adversely affected and we could lose business.

We rely on agreements with several other large payment processing organizations to enable us to provide bank card authorization, data capture, settlement and merchant accounting services and access to various reporting tools for the merchants we serve. These organizations include First Data Corporation, Paymentech Network Services, Inc. and Global Payments Inc. who also directly or indirectly sell payment processing services to merchants in competition with us. We rely primarily on Vital Processing Services, which provides all of our back-end and the majority of our front-end processing needs under a contract that expires in 2006. We also rely on third parties to whom we outsource specific services, such as organizing and accumulating daily transaction data on a merchant-by-merchant and card issuer-by-card issuer basis and forwarding the accumulated data to the relevant bank card associations. Some of these organizations and service providers are our competitors and, with the exception of Vital, we do not have any long-term contracts with them. Typically, our contracts with these third parties are for one-year terms, have automatic one-year renewals and are subject to cancellation upon limited notice by either party.

The termination by our service providers of their arrangements with us or their failure to perform their services efficiently and effectively may adversely affect our relationships with our merchants and, if we cannot find alternate providers quickly, may cause those merchants to terminate their processing agreements with us.

Adverse conditions in markets in which we obtain a substantial amount of our processing volume, such as our three largest markets of California, New York and Florida, could negatively affect our results of operations.

Adverse economic or other conditions in California, New York and Florida would negatively affect our revenue and could materially and adversely affect our results of operations. In March 2005, merchants in California represented 15.8%, in New York represented 6.2%, and in Florida represented 6.8% of our total processing volume. As a result of this geographic concentration of our merchants in these markets, we are particularly exposed to the risks of downturns in these local economies and to

other local conditions, which could adversely affect the operating results of our merchants in these markets.

If we lose key personnel or are unable to attract additional qualified personnel as we grow, our business could be adversely affected.

We are dependent upon the ability and experience of a number of our key personnel who have substantial experience with our operations, the rapidly changing payment processing industry and the selected markets in which we offer our services. It is possible that the loss of the services of one or a combination of our senior executives or key managers, particularly Robert O. Carr, our Chief Executive Officer, would have an adverse effect on our operations. None of our senior executives or key managers have entered into employment agreements with us. Our success also depends on our ability to continue to attract, manage and retain other qualified middle management and technical and clerical personnel as we grow. We cannot assure you that we will continue to attract or retain such personnel.

If we are unable to attract and retain qualified sales people, our business and financial results may suffer.

Unlike many of our competitors who rely on Independent Sales Organizations or salaried salespeople and telemarketers, we rely on a direct sales force whose compensation is entirely commission-based. Through our direct sales force of approximately 800 Relationship Managers, we seek to increase the number of merchants using our products and services. We intend to significantly increase the size of our sales force. Our success partially depends on the skill and experience of our sales force. If we are unable to retain and attract sufficiently experienced and capable Relationship Managers, our business and financial results may suffer.

If we cannot pass increases in bank card association interchange fees along to our merchants, our operating margins will be reduced.

We pay interchange fees set by the bank card associations to the card issuing bank for each transaction we process involving their bank cards. From time to time, the bank card associations increase the interchange fees that they charge payment processors and the sponsoring banks. For example, in 2004, Visa increased its interchange fees for retail transactions by 0.11%. At its sole discretion, our sponsoring bank has the right to pass any increases in interchange fees on to us and it has consistently done so in the past. We are allowed to, and in the past we have been able to, pass these fee increases along to our merchants through corresponding increases in our processing fees. However, if we are unable to do so in the future, our operating margins will be reduced.

Any acquisitions or portfolio buyouts that we make could disrupt our business and harm our financial condition.

We expect to evaluate potential strategic acquisitions of complementary businesses, products or technologies. We may not be able to successfully finance or integrate any businesses, products or technologies that we acquire. Furthermore, the integration of any acquisition may divert management's time and resources from our core business and disrupt our operations. To date, we have not acquired any significant companies or products. We may spend time and money on projects that do not increase our revenue. To the extent we pay the purchase price of any acquisition in cash, it would reduce our cash reserves, including the proceeds from this offering available to us for other uses, and to the extent the purchase price is paid with our stock, it could be dilutive to our stockholders. While we from time to time evaluate potential acquisitions of businesses, products and technologies, and anticipate continuing to make these evaluations, we have no present understandings, commitments or agreements with respect to any acquisitions.

We also regularly buy out the residual commissions of our Relationship Managers and sales managers, at multiples that typically amount to 2 to 2½ years of such commissions. If the merchants included in the portfolios we purchase do not generate sufficient incremental margin after the purchase, we will not achieve a positive return on the cash expended.

Unauthorized disclosure of merchant and cardholder data, whether through breach of our computer systems or otherwise, could expose us to liability and protracted and costly litigation.

We collect and store sensitive data about merchants, including names, addresses, social security numbers, driver's license numbers and checking account numbers. In addition, we maintain a database of cardholder data relating to specific transactions, including bank card numbers, in order to process the transactions and for fraud prevention. In the last twelve months we have been notified by Visa or MasterCard of six possible compromises of cardholder information retained by our merchants. Two of those incidents resulted in fines to us, each of which was recovered from our merchants. In each of those two incidents, less than 1,400 accounts may have been compromised, and we are unaware of any fraudulent activity resulting from either merchant data compromise. Any significant incidents of loss of cardholder data by us or our merchants could result in significant fines and sanctions by Visa, MasterCard or governmental bodies, which could have a material adverse effect upon our financial position and/or operations. In addition, a significant breach could result in our being prohibited from processing transactions for Visa and MasterCard.

We cannot guarantee that our computer systems will not be penetrated by hackers. If a breach of our system occurs, we may be subject to liability, including claims for unauthorized purchases with misappropriated bank card information, impersonation or other similar fraud claims. We could also be subject to liability for claims relating to misuse of personal information, such as unauthorized marketing purposes. These claims also could result in protracted and costly litigation. In addition, we could be subject to penalties or sanctions from the Visa and MasterCard associations.

Although we generally require that our agreements with our service providers who have access to merchant and customer data include confidentiality obligations that restrict these parties from using or disclosing any customer or merchant data except as necessary to perform their services under the applicable agreements, we cannot assure you that these contractual measures will prevent the unauthorized use or disclosure of data. In addition, our agreements with financial institutions require us to take certain protective measures to ensure the confidentiality of merchant and consumer data. Any failure to adequately enforce these protective measures could result in protracted and costly litigation.

Governmental regulations designed to protect or limit access to consumer information could adversely affect our ability to effectively provide our services to merchants.

Governmental bodies in the United States and abroad have adopted, or are considering the adoption of, laws and regulations restricting the transfer of, and safeguarding, non-public personal information. For example, in the United States, all financial institutions must undertake certain steps to ensure the privacy and security of consumer financial information. While our operations are subject to certain provisions of these privacy laws, we have limited our use of consumer information solely to providing services to other businesses and financial institutions. We limit sharing of non-public personal information to that necessary to effect the services necessary to complete the transactions on behalf of the consumer and the merchant and to that permitted by federal and state laws. In connection with providing services to the merchants and financial institutions that use our services, we are required by regulations and contracts with our merchants to provide assurances regarding the confidentiality and security of non-public consumer information. These contracts require periodic audits by independent companies regarding our compliance with industry standards and best practices established by regulatory guidelines. The compliance standards relate to our infrastructure, components, and operational procedures designed to safeguard the confidentiality and security of non-public consumer personal information shared by our clients with us. Our ability to maintain compliance with these standards and satisfy these audits will affect our ability to attract and maintain business in the future. The cost of such systems and procedures may increase in the future and could adversely affect our ability to compete effectively with other similarly situated service providers.

We face uncertainty about additional financing for our future capital needs, which may prevent us from growing our business.

We may need to raise additional funds to finance our future capital needs and operating expenses. We may need additional financing earlier than we anticipate if we:

expand faster than our internally generated cash flow can support;

purchase portfolio equity (the portion of our commissions that we have committed to our sales force for as long as the merchant processes with us, which we may buy out at an agreed multiple) from a large number of Relationship Managers or sales managers;

add new merchant accounts faster than expected;

need to reduce pricing in response to competition; or

acquire complementary products, businesses or technologies.

If we raise additional funds through the sale of equity or debt securities, these transactions may dilute the value of our outstanding common stock. We may also decide to issue securities, including debt securities, that have rights, preferences and privileges senior to our common stock. We cannot assure you that we will be able to raise additional funds on terms favorable to us or at all. If financing is not available or is not available on acceptable terms, we may be unable to fund our future needs. This may prevent us from increasing our market share, capitalizing on new business opportunities or remaining competitive in our industry.

We have sustained losses in the past and may not be able to achieve or sustain profitability in the future.

Our predecessor began operations in March 1997. In 2000 and 2001, we recorded operating losses of \$4.7 million and \$12.3 million, respectively. We also recorded net losses of \$9.4 million and \$17.4 million in 2000 and 2001, respectively. We cannot assure you that we will operate profitably in the future. In addition, we may experience significant quarter-to-quarter variations in operating results. We are pursuing a growth strategy focused on expanding our sales force, penetrating existing target markets and entering into new markets and expanding our product and service offerings. We may also pursue strategic acquisitions. Our growth strategy may involve, among other things, increased marketing expenses, significant cash expenditures, debt incurrence and other expenses that could negatively impact our profitability on a quarterly and annual basis.

Risks Relating to This Offering

Our executive officers, directors and principal stockholders have substantial control over our business, which could lead to conflicts of interest with other stockholders and could limit your ability to influence corporate matters.

Following this offering, our Chairman and Chief Executive Officer, Robert O. Carr, will beneficially own approximately 32.3% of our outstanding common stock. Mr. Carr and our other executive officers and directors will collectively own approximately 68.6% of our outstanding common stock after this offering. Greenhill Capital Partners, L.P. and its affiliated investment funds and LLR Equity Partners, L.P. and its affiliated investment fund will own in the aggregate approximately 36.6% of our outstanding common stock after this offering. Accordingly, these stockholders, acting individually or together, will have significant influence over all matters requiring stockholder approval, including the election and removal of directors and any merger, consolidation or sale of all or substantially all of our assets. In addition, these stockholders may dictate the day-to-day management of our business. This concentration of ownership could limit your ability to influence corporate matters and could have the effect of delaying, deferring or preventing a change in control, or impeding a merger or consolidation, takeover or other business combination or a sale of all or substantially all of our assets. In addition, the significant concentration of stock ownership may adversely affect the trading price of our common stock due to investors' perception that conflicts of interest may exist or arise.

Future sales of our common stock, or the perception in the public markets that these sales may occur, could depress our stock price.

Sales of substantial amounts of our common stock in the public market, or the perception in the public markets that these sales may occur, could cause the market price of our common stock to decline. This could also impair our ability to raise additional capital through the sale of our equity securities. Upon completion of this offering, we will have 32,406,460 shares of our common stock outstanding. In addition, as of March 31, 2005, we had outstanding options to purchase a total of 9,261,002 shares under our 2000 Incentive Stock Option Plan and 2002 PEPSHares Plan, of which 7,524,904 were vested. We intend to file a Form S-8 registration statement to register all the shares of common stock issuable under our option plans. Our current stockholders and holders of shares of our convertible participating preferred stock, options and warrants to acquire our common stock, on a fully-diluted basis assuming exercise of all outstanding options and warrants and automatic conversion of the convertible participating preferred stock, are expected to own 93.7% of the outstanding shares of our common stock, or 91.5% if the underwriters' over-allotment option is exercised in full. Following the expiration of a 180-day "lock-up" period to which substantially all of our outstanding shares and shares issuable upon the exercise of outstanding options and warrants are subject, the holders of those shares will generally be entitled to freely transfer those shares. Moreover, Citigroup may, in its sole discretion and at any time without notice, release those holders from the sale restrictions on their shares. In addition to the adverse effect a price decline could have on holders of our common stock, such a decline could impede our ability to raise capital or to make acquisitions through the issuance of additional shares of our common stock or other equity securities.

After this offering, the holders of approximately 28,581,878 shares of our common stock, including shares to be issued upon the automatic conversion of the convertible participating preferred stock immediately prior to this offering, will have rights to demand the registration of their shares or include their shares in registration statements that we may file on our behalf or on behalf of other stockholders. By exercising their registration rights and selling a large number of shares, these holders could cause the price of our common stock to decline, which could impede our ability to make acquisitions through the issuance of additional shares of our common stock. Furthermore, if we file a registration statement to offer additional shares of our common stock and have to include shares held by those holders, it could impair our ability to raise needed capital by depressing the price at which we could sell our common stock.

Provisions in our charter documents and Delaware law could discourage a takeover you may consider favorable or could cause current management to become entrenched and difficult to replace.

Provisions in our amended and restated certificate of incorporation, in our bylaws and under Delaware law could make it more difficult for other companies to acquire us, even if doing so would benefit our stockholders. Our amended and restated certificate of incorporation and bylaws contain the following provisions, among others, which may inhibit an acquisition of our company by a third party:

advance notification procedures for matters to be brought before stockholder meetings;

a limitation on who may call stockholder meetings;

a prohibition on stockholder action by written consent; and

the ability of our board of directors to issue up to 10 million shares of preferred stock without a stockholder vote.

If any shares of preferred stock are issued that contain an extraordinary dividend or special voting power, a change in control could be impeded.

We are also subject to provisions of Delaware law that prohibit us from engaging in any business combination with any "interested stockholder," meaning, generally, that a stockholder who beneficially owns more than 15% of our stock cannot acquire us for a period of three years from the date this person became an interested stockholder unless various conditions are met, such as approval of the transaction by our board of directors. Any of these restrictions could have the effect of delaying or preventing a change in control.

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Our common stock has not been publicly traded, and we expect that the price of our common stock will fluctuate substantially.

Before this offering, there has been no public market for our common stock. An active public trading market may not develop after completion of this offering or, if developed, may not be sustained. The initial public offering price for our shares has been determined by negotiations between us and the representatives of the underwriters and may not be indicative of the market price of our common stock after this offering. The market price for our common stock after this offering will be affected by a number of factors, including:

quarterly variations in our or our competitors' results of operations;

changes in earnings estimates, investors' perceptions, recommendations by securities analysts or our failure to achieve analysts' earning estimates;

the announcement of new products or service enhancements by us or our competitors;

announcements related to litigation;

developments in our industry; and

general market conditions and other factors unrelated to our operating performance or the operating performance of our competitors.

You will suffer immediate and substantial dilution.

The initial public offering price per share is substantially higher than the net tangible book value per share immediately after the offering. As a result, you will pay a price per share that substantially exceeds the book value of our assets after subtracting our liabilities. At an offering price of \$18.00, you will incur immediate and substantial dilution of \$16.52 in the net tangible book value per share of the common stock from the price you paid. If net tangible book value per share after this offering is adjusted to exclude capitalized customer acquisition costs, you would incur immediate and substantial dilution of \$17.61. We also have outstanding mandatorily redeemable warrants to purchase 168,904 shares of our common stock at an exercise price of \$0.005 per share and stock options to purchase 9,261,002 shares of our common stock at a weighted average exercise price of \$6.43 per share. To the extent these warrants or options are exercised, there will be further dilution.

We do not intend to pay cash dividends on our common stock in the foreseeable future.

We currently anticipate that we will retain all future earnings, if any, to finance the growth and development of our business and do not anticipate paying cash dividends on our common stock in the foreseeable future. Any payment of cash dividends will depend upon our financial condition, capital requirements, earnings and other factors deemed relevant by our board of directors.

USE OF PROCEEDS

Our net proceeds from the sale of common stock in this offering at an initial public offering price of \$18.00 will be \$39.4 million, or \$41.7 million if the underwriters exercise their over-allotment option in full, after deducting the underwriting discounts and commissions and offering expenses payable by us.

We will not receive any of the proceeds from the sale of shares by the selling stockholders.

We are undertaking this offering in order to access the public capital markets and to increase our liquidity.

At March 31, 2005, the outstanding balance under our Revolver and Advance Facility with KeyBank National Association was \$2,068,897. The entire principal balance plus all accrued interest and fees is due on August 31, 2005, or on demand if there were to be a default. The principal balance due under the Revolver accrues interest at a rate equal to the prime rate, which was 5.5% at March 31, 2005. At March 31, 2005, the outstanding principal balance under our Ability Line of Credit Facility with KeyBank National Association was \$784,165. This amount plus all accrued interest and fees is due upon demand and accrues interest at the prime rate.

We intend to use our net proceeds from this offering to repay this outstanding indebtedness to KeyBank National Association and to use the remainder for general corporate purposes, including to fund working capital and potential acquisitions. However, we currently do not have a specific plan relating to the expenditure of our remaining proceeds from this offering. Pending the use of such net proceeds, we intend to invest these funds in investment-grade, short-term interest bearing securities.

DIVIDEND POLICY

We have never declared or paid any cash dividends on our common stock and do not anticipate paying any cash dividends in the foreseeable future. We currently intend to retain future earnings to fund the development and growth of our business.

CAPITALIZATION

The following table sets forth our capitalization as of March 31, 2005:

on an actual basis to give effect to a two-for-one split of our outstanding common stock on July 26, 2005;

on a pro forma basis to give effect to the automatic conversion of all outstanding shares of our convertible participating preferred stock into 13,333,334 shares of common stock upon the completion of this offering; and

on a pro forma as adjusted basis to give effect to the pro forma adjustments described above, our receipt of approximately \$39.4 million in net proceeds from our sale of 2,622,046 shares of our common stock in this offering at an initial public offering price of \$18.00 per share, after deducting the underwriting discounts and commissions and offering expenses payable by us, and the application of our net proceeds from this offering to repay approximately \$2.9 million of outstanding indebtedness.

The number of shares of common stock to be outstanding after this offering excludes:

9,261,002 shares of common stock issuable upon exercise of outstanding stock options as of March 31, 2005 at a weighted average exercise price of \$6.43 per share; and

168,904 shares of common stock issuable upon exercise of outstanding mandatorily redeemable warrants as of March 31, 2005 at a weighted average exercise price of \$0.005 per share.

You should read this table in conjunction with the "Selected Historical Consolidated Financial Information and Other Data," "Management's Discussion and Analysis of Financial Condition and Results of Operations," our consolidated financial statements and the related notes included elsewhere in this prospectus.

	As of March 31, 2005		
	Actual	Pro Forma	Pro Forma As Adjusted
	(in thousands, except share data)		
Borrowings, financing arrangements and mandatorily redeemable warrants	\$ 14,206	\$ 14,206	\$ 11,353
Stockholders' equity:			
Series A Senior Convertible Participating Preferred Stock, \$80 million liquidation preference, \$.001 par value, 10,000,000 shares authorized, 7,619,048 shares issued and outstanding actual, no shares issued and outstanding pro forma and pro forma as adjusted	8		
Common stock, par value \$.001 per share, 100,000,000 shares authorized, 16,451,080 shares issued and outstanding actual, 29,784,414 shares issued and outstanding pro forma and 32,406,460 shares issued and outstanding pro forma as adjusted	16	30	32
Additional paid in capital	41,102	41,096	80,520
Accumulated other comprehensive income and deficit	(32,296)	(32,296)	(32,296)
Total stockholders' equity	8,830	8,830	48,256
Total capitalization	\$ 23,036	\$ 23,036	\$ 59,609

DILUTION

Our pro forma net tangible book value as of March 31, 2005, was \$8.7 million, or \$0.29 per share of common stock, after giving effect to the automatic conversion of all outstanding shares of convertible participating preferred stock into shares of common stock upon the completion of this offering. Pro forma net tangible book value per share represents the amount of our total tangible assets less total liabilities, divided by the pro forma number of shares of our outstanding common stock. Our pro forma net tangible book value as adjusted to exclude the carrying value of capitalized customer acquisition costs as of March 31, 2005 was a deficit of \$26.9 million, or \$0.90 per share. We have presented two alternative calculations of net tangible book value to provide a full range of disclosure, even though we believe that the carrying value of capitalized customer acquisition costs would be recovered through the sale of the underlying merchant contracts.

After giving effect to our sale of common stock in this offering at an initial public offering price of \$18.00 per share, our receipt of approximately \$39.4 million in net proceeds from this offering, and repayment of approximately \$2.9 million of outstanding indebtedness, our pro forma net tangible book value as of March 31, 2005 would have been \$48.1 million, or \$1.48 per share, representing an immediate increase in the pro forma net tangible book value of \$1.19 to existing stockholders and an immediate dilution of \$16.52 per share to new investors purchasing our common stock in this offering. After giving effect to our sale of common stock in this offering at an initial public offering price of \$18.00 per share, our receipt of approximately \$39.4 million in net proceeds from this offering, and repayment of approximately \$2.9 million of outstanding indebtedness, our pro forma net tangible book value adjusted to exclude the carrying value of capitalized customer acquisition costs as of March 31, 2005 would have been \$12.5 million, or \$0.39 per share, representing an immediate increase in the pro forma net tangible book value of \$1.29 to existing stockholders and an immediate dilution of \$17.61 per share to new investors purchasing our common stock in this offering. The following table summarizes our per share dilution:

	Including Capitalized Customer Acquisition Costs	Excluding Capitalized Customer Acquisition Costs
Initial public offering price per share	\$ 18.00	\$ 18.00
Pro forma net tangible book value (deficit) per share as of March 31, 2005	0.29(1)	(0.90)(2)
Increase in pro forma net tangible book value per share attributable to new investors	1.19	1.29
Pro forma net tangible book value per share after this offering	1.48	0.39
Dilution per share to new investors	\$ 16.52	\$ 17.61

- (1) Pro forma net tangible book value per share is calculated by dividing pro forma common shares outstanding of 29,784,414 into net tangible book value. Net tangible book value is comprised of total pro forma stockholders' equity of \$8.8 million less intangible assets of \$0.1 million.
- (2) Pro forma net tangible book value per share excluding the carrying value of capitalized customer acquisition costs is calculated by dividing pro forma common shares outstanding of 29,784,414 into net tangible book value excluding the carrying value of capitalized customer acquisition costs. For this calculation, net tangible book value is comprised of total pro forma stockholders' equity of \$8.8 million less intangible assets of \$0.1 million and \$35.6 million of capitalized customer acquisition costs.

The following table summarizes, on the pro forma basis described above as of March 31, 2005, the difference between the number of shares of common stock purchased from us, the total consideration

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paid to us, and the average price per share paid by existing stockholders and new investors at an initial public offering price of \$18.00 per share, before deducting the underwriting discounts and commissions and offering expenses payable by us.

	Shares Purchased		Total Consideration	
	Number	Percentage	Amount	Average Price Per Share
Existing stockholders	29,784,414	92%	\$ 8,828,688	\$ 0.30
New investors	2,622,046	8	47,196,828	18.00
Total	32,406,460	100%	\$ 56,025,516	\$ 1.73

The tables and calculations above assume no exercise by the underwriters of their over-allotment option and no exercise of stock options outstanding on March 31, 2005. As of March 31, 2005, there were 29,784,414 shares of common stock outstanding (assuming the conversion of 13,333,334 shares of convertible participating preferred stock), which excludes:

9,261,002 shares of common stock issuable upon exercise of outstanding stock options as of March 31, 2005 at a weighted average exercise price of \$6.43 per share; and

168,904 shares of common stock issuable upon exercise of outstanding mandatorily redeemable warrants as of March 31, 2005 at a weighted average exercise price of \$0.005 per share.

To the extent any of these options and warrants are exercised, there will be further dilution to new investors. If all of these outstanding options and warrants had been exercised as of March 31, 2005, our pro forma net tangible book value per share after this offering would be \$2.57 and total dilution per share to new investors would be \$15.43 per share. If net tangible book value per share after this offering is adjusted to exclude capitalized customer acquisition costs, our pro forma net tangible book value per share after this offering would be \$1.72 and total dilution per share to new investors would be \$16.28 per share.

SELECTED HISTORICAL CONSOLIDATED FINANCIAL INFORMATION AND OTHER DATA

The following table sets forth our selected historical consolidated financial information and other data for the years ended December 31, 2002, 2003 and 2004 and for the three months ended March 31, 2004 and 2005, which are derived from our consolidated financial statements included elsewhere in this prospectus. Historical consolidated financial information for 2000 and 2001 are derived from our consolidated financial statements for those years. We have prepared the unaudited information for the three months ended March 31, 2004 and 2005, on the same basis as the annual consolidated financial statements and have included all adjustments, consisting only of normal recurring adjustments, that we consider necessary for a fair presentation of our financial position at those dates and our results of operations for the periods ended. All outstanding common shares, average number of common shares, earnings per common share and conversion amounts related to stock options, warrants and Series A Senior Convertible Participating Preferred Stock have been retroactively adjusted to reflect a two-for-one split of our outstanding common stock on July 26, 2005.

The information in the following table should be read together with "Capitalization," "Management's Discussion and Analysis of Financial Condition and Results of Operations" and our consolidated financial statements and the related notes included elsewhere in this prospectus.

	Year Ended December 31,					Three Months Ended March 31,	
	2000	2001	2002	2003	2004	2004	2005
	(in thousands, except share and per share data)					(unaudited)	
	(Restated**)	(Restated**)	(Restated*)	(Restated*)	(Restated*)	(Restated*)	
Statement of Operations Data:							
Revenue:							
Gross processing revenue	\$ 193,110	\$ 265,468	\$ 330,975	\$ 414,715	\$ 595,524	\$ 119,202	\$ 166,172
Other revenue, net	10,334	17,588	9,607	7,522	7,225	2,002	3,693
Total net revenue	203,444	283,056	340,582	422,237	602,749	121,204	169,865
Costs of services:							
Interchange	144,134	193,460	242,407	302,057	438,738	86,372	122,416
Dues and assessments		10,223	12,616	15,945	23,348	4,785	6,415
Processing and servicing	27,247	52,677	44,224	50,805	70,232	14,748	19,820
Customer acquisition costs	2,387	21,692	12,422	13,380	18,908	4,135	5,841
Depreciation and amortization	4,949	1,256	1,587	2,571	3,912	876	1,283
Total costs of services	178,717	279,308	313,256	384,758	555,138	110,916	155,775
Selling and administrative	29,443	16,074	20,786	25,751	31,501	7,233	8,989
Total expenses	208,160	295,382	334,042	410,509	586,639	118,149	164,764
(Loss) income from operations	(4,716)	(12,326)	6,540	11,728	16,110	3,055	5,101
Other income (expense):							
Interest income		120	171	124	182	38	110
Interest expense	(4,525)	(4,185)	(1,182)	(1,188)	(1,385)	(298)	(435)
Fair value adjustment for warrants with mandatory redemption provisions		(104)	(509)	(893)	(509)		(90)
Loss on settlement of financing arrangement	(223)						
Other, net	64	(861)	(62)	(740)	833	833	(3)

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	Year Ended December 31,					Three Months Ended March 31,	
Total other income (expense)	(4,684)	(5,030)	(1,582)	(2,697)	(879)	573	(418)
(Loss) income before income taxes	(9,400)	(17,356)	4,958	9,031	15,231	3,628	4,683
Provision for (benefit from) income taxes		17	51	(11,102)	6,376	1,482	1,989
Net (loss) income	\$ (9,400)	\$ (17,373)	\$ 4,907	\$ 20,133	\$ 8,855	\$ 2,146	\$ 2,694
Accretion of Series A Senior Convertible Participating Preferred Stock		1,390	6,509				
Income allocated to Series A Senior Convertible Participating Preferred Stock				(9,843)	(4,263)	(1,037)	(1,295)
Net (loss) income attributable to common stock	\$ (9,400)	\$ (18,763)	\$ (1,602)	\$ 10,290	\$ 4,592	\$ 1,109	\$ 1,399

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As discussed in Note 21 of the accompanying consolidated financial statements, 2002, 2003, 2004 and the three months ended March 31, 2004 have been restated.

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2000 and 2001 have been restated for the matters discussed in Note 21 of the accompanying consolidated financial statements.

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	Year Ended December 31,					Three Months Ended March 31,	
	2000	2001	2002	2003	2004	2004	2005
	(in thousands, except share and per share data)					(unaudited)	
	(Restated**)	(Restated**)	(Restated*)	(Restated*)	(Restated*)	(Restated*)	
(Loss) earnings per share:							
Basic	\$ (0.55)	\$ (1.12)	\$ (0.10)	\$ 0.65	\$ 0.28	\$ 0.07	\$ 0.09
Diluted	\$ (0.55)	\$ (1.12)	\$ (0.10)	\$ 0.62	\$ 0.26	\$ 0.07	\$ 0.08
Weighted average number of shares outstanding:							
Basic	17,000,000	16,696,552	15,642,356	15,931,626	16,407,554	16,295,846	16,449,452
Diluted	17,000,000	16,696,552	15,642,356	32,230,708	33,785,760	32,870,764	34,671,796
Other:							
Number of owned and serviced active merchants (at period end)							
	38	46	53	67	89	72	94
Owned and serviced processing volume for period							
	\$ 8,954,931	\$ 12,084,441	\$ 14,391,628	\$ 17,914,893	\$ 24,986,790	\$ 5,125,939	\$ 6,877,850
	December 31,					March 31,	
	2000	2001	2002	2003	2004	2005	
	(in thousands)					(unaudited)	
	(Restated**)	(Restated**)	(Restated*)	(Restated*)	(Restated*)	(Restated*)	(Restated*)
Balance Sheet Data:							
Cash and cash equivalents	\$ 2,304	\$ 13,047	\$ 8,073	\$ 13,004	\$ 13,237	\$ 12,706	
Receivables	24,488	27,406	33,435	44,934	64,325	64,664	
Total assets	41,134	55,743	65,596	100,742	133,926	136,392	
Due to sponsor bank		20,755	26,319	34,225	45,153	45,465	
Accounts payable	23,979	14,087	14,712	17,923	27,103	26,891	
Total liabilities	81,428	80,453	84,630	98,656	127,827	127,562	
Series A Senior Convertible Participating Preferred Stock (classified as mezzanine equity)	7	36,892	43,401	43,401			
Total stockholders' (deficit) equity	(40,301)	(61,601)	(62,435)	(41,315)	6,099	8,830	

The Statement of Operations Data for the years ended December 31, 2000 and 2001 are presented as reflected in the audited financial statements for those years, except that the restatement to reflect the change in the treatment of the 1999 and 2000 portfolio sales has the effect of reducing deferred gain included in other revenue, net and increasing gross processing revenue to reflect the processing activities of merchants that had previously been treated as sold. Costs of services increased to reflect: interchange and dues and assessments on the merchant contracts that had previously been treated as sold; the elimination of the rental equipment inventory; merchant portfolio purchases being expensed as customer acquisition costs; and, increased amortization of signing bonuses related to sold contracts that had previously been written off. In addition, interest expense has been increased to reflect the establishment of the financing arrangements, and a loss has been recorded on the settlement of debt in 2000 related to one of the financing arrangements. Further, the 2000 presentation is not consistent with the presentation for subsequent years. Costs of services for the periods ended December 31, 2001, and thereafter reflect a more detailed breakout than 2000. In addition, 2000 data includes our service center costs in selling and administrative expenses, whereas in the periods ended December 31, 2001 and thereafter the service center costs directly related to revenue generation are included in processing and servicing.

*

As discussed in Note 21 of the accompanying consolidated financial statements, the consolidated financial statements for 2002, 2003, 2004 and the three months ended March 31, 2004 and the consolidated balance sheet as of March 31, 2005 have been restated.

**

2000 and 2001 have been restated for the matters discussed in Note 21 of the accompanying consolidated financial statements.

MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

The following discussion and analysis of our financial condition and results of operations should be read in conjunction with "Selected Historical Consolidated Financial Information and Other Data" and our consolidated financial statements and the related notes included elsewhere in this prospectus.

As discussed in Note 21 to the Consolidated Financial Statements, our previously audited financial statements for the years ended December 31, 2001, 2002 and 2003 have been restated. The accompanying management's discussion and analysis of financial condition and results of operations gives effect to that restatement.

Overview

We provide bank card-based payment processing services to merchants in the United States. As of June 30, 2005, we provided our payment processing services to approximately 101,500 active merchants located across the United States. Our processing volume for the six months ended June 30, 2005 was \$15.4 billion, a 36.3% increase from the \$11.3 billion processed during the same period in 2004. In 2002, 2003 and 2004, our processing volume was \$14.4 billion, \$17.9 billion and \$25.0 billion, respectively.

Our revenue is recurring in nature, as we typically enter into three-year service contracts that, in order to qualify for the agreed-upon pricing, require the merchant to achieve processing volume minimums. Most of our gross revenue is payment processing fees, which are a combination of a fee equal to a percentage of the dollar amount of each Visa or MasterCard transaction we process plus a flat fee per transaction. We make mandatory payments of interchange fees to card-issuing banks and dues and assessment fees to Visa and MasterCard. Our business volume, and consequently gross processing revenue, is largely driven by the cumulative growth in the number of merchants with whom we have processing contracts. This in turn is the result of the number of merchants that we install during a period, offset by the number of merchants who cease processing with us during that period. We also generally benefit from consumers' increasing use of bank cards in place of cash and checks.

Since our inception in 1997, our success at signing new merchants has generally led to significant annual gross processing revenue increases. However, our limited capital resources and our desire to buy out the equity of our former 50% owner led us to economically transfer approximately two-thirds of our merchant contracts in late 1999 and early 2000 to National Processing Company and Heartland Bank. In October 2001, we raised an aggregate of \$40 million from Greenhill Capital Partners, L.P. and its affiliated investment funds and LLR Equity Partners, L.P. and its affiliated investment fund in exchange for a significant interest in our company. These additional financial resources allowed us to begin the rapid growth of our sales

3,559	3,413	146	124	22	Costs and expenses:	Research and								
development	58,899	19,544	39,355	32,525	6,830	General and administrative	19,347	11,132	8,215	4,892	3,323	Settlement		
with Promega						Biosciences, Inc. -	(1,000)	1,000	1,000	-	Equity related compensation	1,016	(58)	1,074
												(7,531)	8,605	

79,262 29,618 49,644 30,886 18,758

Loss from operations (75,703) 26,205 (49,498) 30,762 (18,736)

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Summary Operating Results
For the years ended December 31,

	2002	Increase (Decrease)	2001	Increase (Decrease)	2000
Equity in net income of joint venture	33	33	-	(502)	502
Other income	1,326	(1,459)	2,785	(2,998)	5,783
Income taxes	(184)	(184)	-	-	-
Net loss	<u>\$ (74,528)</u>	<u>\$ 27,815</u>	<u>\$ (46,713)</u>	<u>\$ 34,262</u>	<u>\$ (12,451)</u>

Revenues

Operating revenues consisting of license fees and royalties were \$3.559 million in 2002 compared to \$0.146 million in 2001 and \$0.022 million in 2000. These revenues were derived mainly from the initial \$10.0 million licensing fee and \$40.0 million development funding received from Aventis under our collaborative agreement with Aventis, along with non-exclusive sub-license agreements involving antisense technology. See Note 12 to our consolidated financial statements for the fiscal year ended December 31, 2002. These initial payments received from Aventis will be recognized over the estimated useful life of the first-to-expire related patent of 115 months. The non-exclusive sub-license agreements were initiated with Atugen AG and EpiGenesis Pharmaceuticals, Inc. in 2001, and Sequitur, Inc. and Oasis Biopharmaceuticals, Inc. in 2000.

Costs and Expenses

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Costs and expenses totaled \$79.3 million in 2002, net of Aventis reimbursement of \$28.451 million, compared to \$49.6 million in 2001 and \$18.8 million in 2000. These increases reflect additional clinical trial activity and related drug supply costs and salaries. Services and capabilities that have not been retained within Genta are out-sourced through short-term contracts or consultants. Substantially all pre-clinical biology and clinical trial work are now conducted through such collaborations with external scientists and clinicians. We anticipate that, if sufficient collaborative revenues and other funding are available, research and development expenses may increase in future years due to requirements for pre-clinical studies, clinical trials and increased regulatory costs. We will continue to assess the potential cost benefit ratio of developing our own antisense oligonucleotide manufacturing and marketing and sales activities if and as such products are successfully developed and approved for marketing.

Research and Development Expenses

Research and development expenses totaled \$58.9 million in 2002, net of Aventis reimbursement of \$27.746 million, compared to \$39.4 million in 2001 and \$6.8 million in 2000. The increase from 2000 through 2002 is due primarily to drug supply costs and investigator and monitor fees related to expanded clinical trials. It is anticipated that research and development expenses will continue to increase in the future, as Genta expands its other product development programs. Furthermore, we are also pursuing other opportunities for new product development candidates, which, if successful, will require additional research and development expenses.

In an effort to focus our research and development on areas that provide the most significant commercial opportunities, we continually evaluate our ongoing programs in light of the latest market information and conditions, availability of third-party funding, technological advances, and other factors. As a result of such evaluation, our product development plans have changed from time to time, and we anticipate that they will continue to do so in the future.

General and Administrative Expenses

General and administrative expenses were \$19.4 million in 2002, net of Aventis reimbursement of \$0.705 million, compared to \$8.2 million in 2001 and \$3.3 million in 2000. The increase is primarily related to financial advisory services, royalty payments and legal fees relating to our collaborative agreement with

Aventis, personnel costs and increased marketing-related spending. We record charges to general and administrative expense for the carrying value of abandoned patents no longer related to the research and development efforts of Genta. There were no abandoned patent charges in 2002 and the amounts recorded in 2001 and 2000 were immaterial.

We recorded charges to non-cash equity related compensation of \$1.0 million in 2002 compared to \$1.1 million in 2001 and \$8.6 million in 2000. This decrease in 2001 was primarily due to the acceleration of outstanding stock options for the four members of our Board of Directors who resigned in March 2000. See Note 18 to our consolidated financial statements for the fiscal year ended December 31, 2002.

Equity in net income of joint venture (Genta Jago Technologies B.V.) was \$0.033 million in 2002 compared to none in 2001 and \$0.502 million in 2000. Since the first quarter of 2000, there have been only \$0.033 million in net earnings of the joint venture allocated to Genta, and we may seek to terminate our involvement in the joint venture.

Other Income

Net other income, principally interest income, decreased over the comparable periods in 2001 and 2000 as a result of significantly lower investment balances and decreased yields on investments. The proceeds received by us from Aventis were not placed into any investment instruments until October 2002. Interest expense is attributable to interest being accrued on the \$10.0 million convertible promissory note issued by us to Aventis. Interest income has fluctuated significantly each year and is anticipated to continue to fluctuate primarily due to changes in the levels of cash, investments and interest rates during each period.

We recorded no gain on the sale of marketable securities in 2002 compared to approximately \$0.061 million in 2001 and to \$4.9 million in 2000, which reflects a non-recurring gain on the disposition of securities in September 2000. We exercised 66,221 warrants to purchase shares of common stock of CV Therapeutics, Inc. These warrants, which were restricted and not publicly traded, were issued to us by CV Therapeutics, Inc. in connection with a licensing arrangement entered into in 1993. We received approximately \$4.9 million in cash upon the sale of such shares of common stock.

Liquidity and Capital Resources

Since inception, we have financed our operations primarily through private placements and public offerings of our equity securities. Cash provided from these offerings totaled approximately \$278.8 million through September 30, 2003, including net proceeds of \$71.0 million received in 2002, \$32.2 million received in 2001 and \$40.1 million received in 2000. We used \$19.7 million in operating activities during 2002, resulting from a net loss of \$74.5 million, offset by deferred revenues received from Aventis, non-cash charges and improved working capital aggregating \$54.8 million. In the nine months ended September 30, 2003, we used \$50.7 million in operating activities, resulting from a net loss of \$30.2 million and reduced working capital aggregating \$20.5 million. At September 30, 2003, we had cash, cash equivalents and short-term investments totaling \$87.4 million compared to \$113.7 million at December 31, 2002.

In March 2003, Genta and Aventis negotiated a line of credit for an amount up to \$40.0 million which terminates with respect to additional borrowings on the earlier to occur of FDA approval of Genasense or December 31, 2004. Loans under this line of credit are subject to repayment six months after termination. As of November 14, 2003, \$15.0 million remained available under this line of credit. FDA approval of Genasense would trigger a milestone payment from Aventis of \$75.0 million. Management believes that at the current rate of spending, primarily in support of on-going and anticipated clinical trials, and after considering expense reimbursement and the line of credit provided by Aventis, we should have sufficient cash funds to maintain our present operations to the end of 2004.

Our principal expenditures relate to our research and development activities, which include our ongoing and future clinical trials. We expect these expenditures to continue. We expect increased total

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expenditures, prior to expense reimbursement, for clinical trials and drug supply related to Genasense as a result of our collaboration agreement with Aventis. In addition, expenditures associated with other products under development by us may increase as research and development activities become more focused and as other clinical trials are initiated.

If we successfully secure sufficient levels of collaborative revenues and other sources of financing, we expect to use such financing to continue to expand our ongoing research and development activities, pre-clinical testing and clinical trials, costs associated with the market introduction of potential products and expansion of our administrative activities.

We anticipate that significant additional sources of financing, primarily expense reimbursement from Aventis, will be required in order for us to continue our planned operations. We also anticipate seeking additional product development opportunities through potential acquisitions or investments. Such acquisitions or investments may consume cash reserves or require additional cash or equity. Our working capital and additional funding requirements will depend upon numerous factors, including: (i) the progress of our research and development programs; (ii) the timing and results of pre-clinical testing and clinical trials; (iii) the level of resources that we devote to sales and marketing capabilities; (iv) technological advances; (v) the activities of competitors; and (vi) our ability to establish and maintain collaborative arrangements with others to fund certain research and development efforts, to conduct clinical trials, to obtain regulatory approvals and, if such approvals are obtained, to manufacture and market products.

Future minimum obligations at December 31, 2002 are as follows:

	Operating Leases	Drug Purchase Commitments	Convertible Debt
		(\$ thousands)	
2003	\$ 2,199	\$ 27,500	\$ -
2004	2,478	27,500	-
2005	2,476	-	-
2006	2,585	-	-
2007	2,613	-	-
Thereafter	5,581	-	10,000
Total	\$ 17,932	\$ 55,000	\$ 10,000

The drug purchase commitments above are the maximum obligations provided in the manufacturing and supply agreement with Avecia Biotechnology Inc. See Note 19 to our consolidated financial statements for the fiscal year ended December 31, 2002. The manufacturing and supply agreement provides for mechanisms to mitigate costs should requirements be lower than anticipated and various performance criteria, which could lower the 2003 and 2004 commitments. For a further description of our agreement with Avecia, see Business Manufacturing .

Quantitative and Qualitative Disclosures about Market Risk

Our carrying values of cash, marketable securities, accounts payable and accrued expenses are a reasonable approximation of their fair value. The estimated fair values of financial instruments have been determined by us using available market information and appropriate valuation methodologies. See Note 3 to our consolidated financial statements for the fiscal year ended December 31, 2002.

However, considerable judgment is required in interpreting market data to develop the estimates of fair value. Accordingly, the estimates utilized in the consolidated financial statements are not necessarily indicative of the amounts that we could realize in a current market exchange. We have not entered into, and do not expect to enter into, financial instruments for trading or hedging purposes. We do not currently anticipate entering into interest rate swaps and/or similar instruments.

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Because we have liquidated our wholly-owned subsidiary, Genta Pharmaceutical Europe, S.A., we have no material currency exchange or interest rate risk exposure as of December 31, 2002. With the liquidation, there will be no ongoing exposure to material adverse effect on our business, financial condition or results of operation for sensitivity to changes in interest rates or to changes in currency exchange rates.

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BUSINESS

Overview

Genta is a biopharmaceutical company dedicated to the identification, development and commercialization of novel drugs for cancer and related diseases. Our research portfolio consists of two major areas of focus:

- DNA/RNA Medicines, which are drugs based on chemical modifications of either deoxyribonucleic acid, or DNA, or ribonucleic acid, or RNA; and
- Small Molecules.

We recently began marketing our first commercial product, Ganite, which is part of our Small Molecule program. Ganite has been approved by the U.S. Food and Drug Administration, or FDA, for treatment of cancer-related hypercalcemia that is resistant to hydration. The drug is being marketed and sold exclusively by Genta in the United States by our dedicated sales force that currently consists of 18 regional representatives.

In September 2003, Genta reported Phase 3 clinical data for Genasense, the lead product from our DNA/RNA Medicines program, in patients with advanced malignant melanoma. We plan to include these data in our FDA New Drug Application, or NDA, for Genasense, which we initiated on a rolling basis in August 2003 (i.e., we are filing the NDA in several sections with each section being filed when completed). We expect to complete the NDA filing for use of Genasense in combination with chemotherapy for patients with advanced malignant melanoma in 2003.

We are pursuing further testing of both Ganite and Genasense in additional indications. Ganite is currently undergoing clinical testing for use as a cancer chemotherapy drug, especially in patients with non-Hodgkin's lymphoma, or NHL. Genasense is being tested as a drug that can increase the effectiveness of current types of cancer therapy. We have completed patient enrollment in two additional randomized Phase 3 trials that test the efficacy of Genasense in patients with multiple myeloma and chronic lymphocytic leukemia, or CLL. Genasense is also being tested in earlier clinical trials for treating more than 10 other cancer types,

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including non-small cell lung cancer, small cell lung cancer, NHL, acute and chronic leukemias, cancers of the prostate, colon and breast and other diseases. Genasense has received designations as Fast Track and Orphan Drug from the FDA in the advanced malignant melanoma, multiple myeloma and CLL indications.

We have a series of agreements with Aventis to develop and commercialize Genasense. Aventis is a major participant in the worldwide oncology market and possesses one of the largest oncology sales forces in the United States. Under these agreements, Aventis has committed to provide up to \$476.9 million in initial payments, milestone payments and for the purchase from us of equity and convertible notes. In addition, Aventis is responsible for 75% of development costs related to any U.S. NDA incurred by Genta or Aventis, and substantially all other development, marketing and sales costs incurred worldwide in connection with Genasense. Aventis has agreed to pay us royalties on its exclusive worldwide net sales of Genasense, and to reimburse a portion of our expense in building Genta's sales force to market Genasense in the United States.

Our pre-clinical pipeline of DNA/RNA Medicines includes technologies known as antisense, small interfering RNA molecules, or siRNA, and decoys, as well as novel delivery system formulations that can increase the entry of these drugs into cells. We recently acquired a private company, Salus

Therapeutics, Inc., or Salus, in order to strengthen our research and development activities in the DNA/RNA Medicines program. The acquisition of Salus provides a proprietary screening system that rapidly identifies hot spots or key target areas in messenger RNA, which can be targeted using both antisense oligonucleotides and RNAi; methods of using single-stranded small interfering RNA and micro-RNA molecules to knockdown gene expression in target cells; and a proprietary delivery platform designed to improve the pharmaceutical properties of oligonucleotides.

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In addition to Ganite, current activities in the Small Molecule program include development of an oral formulation of a gallium-containing compound, and several lead compounds for treatment of hormone-sensitive prostate cancer, which are collectively known as Androgenics drugs.

We carry out our strategy by identifying and licensing or acquiring from third parties early to mid-stage products and well-characterized targets. We design and manage the pre-clinical and clinical testing of promising products, which is carried out for us by contract research organizations. Generally we expect to scale up, validate, conduct late-stage clinical trials and commercialize our products in partnership with established businesses, such as Aventis and Avecia for Genasense. Our own product quality and regulatory staffs oversee FDA-regulated activities conducted by us or by our business partners.

Strategy

Our goal is to establish Genta as a biopharmaceutical leader and preferred partner in the oncology market, and as direct marketers of our products in the United States. Our key strategies and objectives in this regard are:

Build on our foundation in oligonucleotide therapeutics to establish a leadership position in the treatment of cancer.

We believe that drugs based on DNA and RNA are an important next-generation development that Genta is well-positioned to commercialize. We are committed to the discovery, clinical development and commercialization of these next-generation oncology drugs.

Establish Genasense as the preferred chemosensitizing drug for use in combination with other cancer therapies in a variety of human cancer types.

We believe that Genasense will be more effective as a cancer drug used in conjunction with chemotherapy. We are testing Genasense in a variety of cancer types in order to establish its utility across many indications. We intend to complete the filing of our rolling NDA for Genasense in our first indication, advanced malignant melanoma, in 2003. We believe we are well-positioned for FDA approval of Genasense in 2004 for this indication. Assuming FDA approval, we intend to launch Genasense in the United States via a co-promotion with Aventis. Aventis plans to file for regulatory approval for Genasense in advanced malignant melanoma in countries outside the United States. We are entitled to royalties on all sales of Genasense by Aventis. We have completed enrollment in Phase 3 clinical testing of Genasense in patients with multiple myeloma and CLL. We expect to complete data analysis and report our results from those clinical trials in 2004. If one or both of these trials proves positive, we believe we

can submit a follow-on NDA for Genasense in at least one of those diseases in 2004. In addition, in collaboration with Aventis and the National Cancer Institute, or NCI, we plan to initiate both non-randomized and randomized trials for treating eligible patients, based on their disease state, suffering from some of the most prevalent cancers, including lung, breast, prostate and colon cancers and NHL.

Establish Ganite for the treatment of NHL and other diseases.

We have recently launched Ganite in the United States for the treatment of cancer-related hypercalcemia, and we intend to continue to commercialize the product for that indication. However, Ganite was originally developed as a chemotherapy agent, and published Phase 1 and Phase 2 studies have shown a high degree of clinical activity in several diseases, including NHL and bladder cancer. We are currently investigating the use of Ganite in Phase 2 clinical trials in patients with NHL, and we intend to pursue the clinical development of Ganite in this and other indications with the initiation of new clinical trials.

Continue to develop and strengthen our portfolio of R&D projects through internal development, licensing and acquisitions.

We intend to continue to develop our other pipeline products for the treatment of patients with cancer, including DNA/RNA Medicines (antisense, siRNA and decoys) and Small Molecules (Androgenics

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compounds and oral gallium). We intend to continue to evaluate acquisitions of complementary technologies.

Establish a strong presence in the U.S. oncology market.

We plan to seek opportunities to license or acquire attractive new products, well characterized targets, and technologies that could enable us to expand our internal applied research and pre-clinical capabilities. We will continue to strengthen our core competencies in clinical development and regulatory and quality assurance. We also plan to build our U.S. sales and marketing capabilities.

Genasense

The lead product from our DNA/RNA Medicines program is Genasense, an antisense oligonucleotide molecule that is designed to block the production of a protein known as Bcl-2. Current science suggests that Bcl-2 is a fundamental cause of the inherent resistance of cancer cells to current cancer treatments, such as chemotherapy, radiation or monoclonal antibodies. Blocking Bcl-2, therefore, may enable cancer treatments to be more effective. While Genasense has displayed some anticancer activity when used by itself, we believe it is more effective as a means of amplifying the effectiveness of other cancer therapies, principally by pre-treatment of patients with Genasense. Accordingly, we are seeking FDA approval of Genasense in conjunction with chemotherapy.

Programmed Cell Death

The programmed death of cells is necessary to accommodate the billions of new cells that are produced daily, and also to eliminate aged or damaged cells. However, abnormal regulation of the programmed cell death process can result in diseases.

Cancer is commonly associated with the over- or under-production of many types of proteins. These proteins may be directly cancer-causing (i.e., oncogenic) or they may contribute to the malignant nature of cancer (for instance, by increasing the longevity of cancer cells or making them more likely to spread throughout the body). We believe that the ability to selectively halt the production of certain proteins may make the treatment of certain diseases more effective. The process of programmed cell death is regulated by a large number of proteins, particularly members of the Bcl-2 protein family. In an effort to make existing cancer therapy more effective, Genta is developing Genasense to target and block the production of Bcl-2, a protein that is central to the process of programmed cell death also known as apoptosis.

Bcl-2 as an Inhibitor of Programmed Cell Death

Normally, when a cancer cell is exposed to treatment, such as with chemotherapy, radiation or immunotherapy, a death signal is sent to an organelle within the cell called the mitochondrion. The mitochondrion then releases a factor known as cytochrome C

that activates a series of enzymes called caspases. These enzymes cause widespread fragmentation of cellular proteins and DNA, which ultimately causes cell death.

Bcl-2 is normally found in the mitochondrial membrane where it regulates the release of cytochrome C. High levels of Bcl-2 are associated with most types of human cancer, including major hematologic cancers such as lymphomas, myeloma, and leukemia, and solid tumors such as melanoma and cancers of the lung, colon, breast, and prostate. In these diseases, Bcl-2 inhibits the release of cytochrome C that would ordinarily be triggered by cancer therapy. Thus, Bcl-2 appears to be a major contributor to both inherent and acquired resistance to cancer treatments. Overcoming resistance to chemotherapy poses a major challenge for cancer treatment.

In cancer cells, Bcl-2 inhibits the process of programmed cell death, thereby allowing cells to survive for much longer than normal cells. Genasense has been developed as a chemosensitizing drug to block production of Bcl-2, thereby dramatically increasing the sensitivity of cancer cells to standard cancer treatment.

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Antisense Technology

Most of a cell's functions, including whether the cell lives or dies, are carried out by proteins. The genetic code for a protein is contained in DNA, which is made up of bases known as nucleotides that are arranged in a specific sequence. The specificity of the sequence accounts for the production of a specific protein. In order for DNA to produce a protein, an intermediate step is required. In this step, DNA is transcribed into messenger RNA, or mRNA. The sequence of mRNA that encodes a protein is oriented in only one direction, which is known as the sense orientation.

Antisense drugs are short sequences of chemically modified DNA bases that are called oligonucleotides, or oligos. The oligos are engineered in a sequence that is exactly opposite (hence anti) to the sense coding orientation of mRNA. Because antisense drugs bind only short regions of the mRNA (rather than the whole message itself), they contain far fewer nucleotides than the whole gene. Moreover, since they are engineered to bind only to the matching sequence on a specific mRNA, antisense drugs have both high selectivity and specificity, which can be used to attack production of a single, disease-causing protein. Genasense is an antisense oligo that is designed to block the production of Bcl-2.

We have devoted significant resources towards the development of antisense oligos that contain a second generation phosphorothioate backbone, which is the nucleotide chain comprised of ribose and phosphate groups. However, we also have patents and technologies covering later third generation technologies that involve mixed phosphorothioate and methylphosphonate backbones, as well as sterically fixed chemical bonds, that may further enhance the molecule's ability to bind to the intended target. Moreover, we have developed certain formulations of polymers that can be used to more efficiently increase the uptake of oligos into cells. Some of these advanced technologies may be incorporated into new DNA/RNA Medicines.

The Development of Genasense

A number of pre-clinical studies in cell lines and in animals have shown enhancement of tumor cell killing when Bcl-2 antisense was used in combination with standard cancer therapies, including anti-metabolites, alkylating agents, corticosteroids, other cytotoxic chemotherapy, radiation, and monoclonal antibodies. Several studies have demonstrated enhanced antitumor activity and durable tumor regression in animals engrafted with human cancers that were treated with Bcl-2 antisense followed by antitumor agents that induce programmed cell death. These studies include human lymphoma, melanoma, breast cancer and prostate cancers, which were treated with Genasense in combination with cyclophosphamide, dacarbazine, docetaxel and paclitaxel, respectively.

Genasense has been in clinical trials since 1995 in both the United States and Europe. We currently have efficacy and safety data on over 1,200 patients in Phase 1, Phase 2 or Phase 3 clinical trials. These studies have been conducted in patients with a wide variety of tumor types, including advanced malignant melanoma, several types of leukemia, NHL and cancers of the prostate, colon, lung, breast and other tumor types. Since 2001, Genta and the NCI have jointly approved the initiation of approximately 20 new clinical trials. In addition to making Genasense available to more physicians and patients, these trials allow us to evaluate Genasense in certain diseases (and in combination with other chemotherapy drugs) that would otherwise be outside our initial priorities for clinical development. The overall results of clinical trials performed to date suggest that Genasense can be administered to cancer patients with acceptable side-effects, and that such treatment may reduce the level of Bcl-2 protein in cancer cells.

The following chart sets forth the progress of our clinical trials with respect to various potential indications for Genasense:

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Indication	Status
Advanced Malignant Melanoma	Phase 3 fully enrolled; rolling NDA submission in progress
Multiple Myeloma	Phase 3 (fully enrolled); Phase 1-2
Chronic Lymphocytic Leukemia	Phase 3 (fully enrolled); Phase 2
Acute Myelocytic Leukemia	Phase 2b; Phase 2
Non-Small-Cell Lung Cancer	Phase 2b (randomized)
Prostate Cancer	Phase 2 and 2b
Small-Cell Lung Cancer (SCLC)	Phase 2b (randomized)
Breast Cancer	Phase 1-2
Colorectal Cancer	Phase 1-2
Non-Hodgkin's Lymphoma	Phase 1-2; Phase 2
Kidney Cancer	Phase 2
Pancreatic Cancer (and other solid tumors)	Phase 1-2
Waldenstrom's macroglobulinemia	Phase 1-2
Hepatocellular Carcinoma	Phase 1-2
Childhood Solid Tumors	Phase 1

To date, we have completed patient enrollment in three randomized Phase 3 trials, as follows:

Phase 3 Trial of Genasense Plus Chemotherapy in Patients with Advanced Malignant Melanoma

On September 10, 2003, we and Aventis announced results from our Phase 3 clinical study of Genasense plus chemotherapy in patients with advanced malignant melanoma. The trial enrolled patients at 140 sites from 12 different countries. A total of 771 patients who had not been previously treated with chemotherapy were randomly assigned to receive dacarbazine, a standard chemotherapy drug, alone or in combination with Genasense. The primary endpoint of this trial was to compare the overall survival between the two treatment arms. Secondary endpoints included comparative analyses of progression-free survival and tumor response. The following results were obtained:

- Analysis of all patients on an intent-to-treat basis showed that the addition of Genasense to dacarbazine resulted in an estimated median survival of 9.1 months, compared with 7.9 months for patients treated with dacarbazine alone. The result was not statistically significant, as measured by a P-value of 0.184. Accordingly, we did not reach our primary endpoint. However, in part because both groups in the trial lived longer than we originally projected and because a substantial number of patients were accrued at a late stage into the trial, the analysis also revealed that a number of patients had not been followed for sufficiently long periods to establish the final median survival of this trial. For the 480 patients treated per-protocol who had completed a minimum follow-up of 12 months, the addition of Genasense resulted in a median survival of 10.1 months, compared with 8.1 months for dacarbazine alone. The P-value of this result was 0.035, which was statistically significant.
- For the 771 patients from the intent-to-treat analysis, patients treated with Genasense plus dacarbazine showed a significant increase in median progression-free survival to 78 days, compared with 49 days for patients treated with dacarbazine alone. The P-value of this result was 0.001, which was statistically significant.
- For the intent-to-treat population, 11.7% of the patients treated with Genasense plus dacarbazine experienced a 30% reduction in size of skin lesion (using RECIST criteria), compared with 6.8% for patients treated with dacarbazine alone. The P-value of this result was 0.019, which was statistically significant.

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- The addition of Genasense to dacarbazine did not appear to be associated with serious, previously unreported adverse reactions compared with the use of dacarbazine alone.

We plan to include the foregoing data in our rolling NDA for Genasense, a process which we initiated in August 2003. We expect to complete that application in 2003. We have indicated to the FDA that we will update the overall survival analysis of this trial in 2004, and we expect to communicate this information along with our 120-day safety update to the FDA four months after we have completed filing the NDA.

Phase 3 Trial of Genasense Plus Chemotherapy in Patients with Multiple Myeloma

We expect the completion in 2004 of a Phase 3 trial of Genasense plus chemotherapy in patients with multiple myeloma. This trial is directed at patients whose disease progressed despite chemotherapy. The primary goal of this trial is to increase the duration of response (or time to relapse) in patients treated with Genasense plus high-dose dexamethasone compared to dexamethasone alone. This trial completed enrollment of 220 patients as of December 2002, and follow-up of these patients is continuing.

Phase 3 Trial of Genasense Plus Chemotherapy in Patients with Chronic Lymphocytic Leukemia

We expect the completion in 2004 of a Phase 3 trial of Genasense plus chemotherapy in patients with CLL. This trial is directed at patients whose disease progressed despite chemotherapy. The primary goal of this trial is to increase the proportion of patients who achieve a complete (or nodular partial) response after treatment with Genasense plus fludarabine/cyclophosphamide compared to fludarabine/cyclophosphamide alone. This trial completed enrollment of 241 patients in the second quarter of 2003, and follow-up of these patients is continuing.

Current Phase 1 and Phase 2 Trials

In addition to the Phase 3 trials described above, Genasense is currently the subject of a number of other clinical trials, as indicated in the foregoing table, including randomized trials in patients with non-small cell lung cancer, prostate cancer and small cell lung cancer, and non-randomized trials in patients with NHL, acute and chronic leukemias, various solid tumors and other disorders.

Regulatory Status

In the summer of 2003, we began submitting our NDA for Genasense to the FDA on a rolling basis, and we expect to complete our application in 2003. We believe we are well-positioned for FDA approval of Genasense in 2004 for use in advanced malignant melanoma patients. However, the approval is subject to a number of uncertainties, and we cannot assure you that Genasense will be approved in this time frame or at all.

The FDA has granted several designations to Genasense that may expedite its regulatory review. These designations include:

- *Fast track status for advanced malignant melanoma, multiple myeloma and CLL.* The FDA fast track program is designed to facilitate the development and expedite the review of new drugs that are intended to treat serious or life-threatening conditions and that demonstrate the potential to address unmet medical needs. The program allows sponsors to submit an NDA on a rolling basis.
- *Orphan drug designation for advanced malignant melanoma, multiple myeloma and CLL.* An orphan drug is a drug which is intended to treat conditions that affect fewer than 200,000 people in the United States. Designation as an orphan drug allows the sponsors of drugs for rare diseases to qualify for tax credits and certain marketing exclusivity incentives under the Orphan Drug Act.

In September 2003, Genta reported Phase 3 clinical data for Genasense, the lead product from our DNA/RNA Medicines program, in patients with advanced malignant melanoma. We plan to include this data in our NDA for Genasense, which we initiated in August 2003.

For additional background information on the drug application process and clinical trials, see Government Regulation .

We have applied for similar designations from regulatory agencies in Europe.

Commercialization Plan

In April 2002, we announced an exclusive agreement with Aventis to jointly develop and commercialize Genasense. We have agreed with Aventis that only Aventis may sell Genasense. Genta will supply Aventis with Genasense on a global basis. Aventis will pay us a royalty for all worldwide sales of Genasense. Genta retains sole ownership of and exclusive title to the intellectual property with respect to Genasense. We have jointly established an alliance management committee consisting of representatives from both Genta and Aventis to oversee the alliance.

In the United States, Genta and Aventis will jointly develop and co-promote Genasense. Joint teams have been created under our collaborative agreement, including a U.S. commercialization team that is responsible for coordinating the development and implementation of commercialization of Genasense in the United States. Genta is responsible for filing, prosecuting and maintaining all patent applications and patents in the United States. Aventis will reimburse Genta for the cost of an escalating number of Genta sales representatives throughout the United States.

In all countries outside of the United States, Aventis will have exclusive development and marketing rights and regulatory responsibilities. Genta retains responsibility for filing, prosecuting and maintaining all patent applications and patents outside of the United States.

Ganite

Hypercalcemia

On October 6, 2003, we began marketing Ganite for the treatment of cancer-related hypercalcemia. Ganite is our first drug to receive marketing approval, and our oncology sales force currently comprising 18 regional representatives - is now promoting the product in the United States.

Hypercalcemia is a life-threatening condition caused by excessive buildup of calcium in the bloodstream, which may occur in up to 20% of cancer patients. Gallium nitrate was originally studied by the NCI as a new type of cancer chemotherapy. More than 1,000 patients were treated in Phase 1 and Phase 2 trials, and the drug showed promising antitumor activity against NHL, bladder cancer and other diseases. In the course of these studies, gallium nitrate was also shown to strongly inhibit bone resorption. Gallium nitrate underwent additional clinical testing and was approved by the FDA in 1991 as a treatment for cancer-related hypercalcemia. Lower doses of Ganite were also tested in patients with less severe bone loss, including bone metastases, a cancer that has spread to bone, Paget's disease, an affliction of older patients that causes pain and disability, and osteoporosis.

Side effects of Ganite include nausea, diarrhea and kidney damage. (A complete listing of Ganite's side effects is contained in the product's Package Insert that has been reviewed and approved by the FDA.) We believe the development of methods to administer Ganite in the outpatient setting will improve the commercial prospects for Ganite as compared to when it was originally introduced.

The extension for an important patent covering the use of Ganite for its approved indication will expire in 2005. Genta has filed and continues to file patent applications seeking intellectual property protection for Ganite. In addition, Genta intends to seek orphan drug designation for the use of Ganite for the treatment of NHL.

Non-Hodgkin's Lymphoma and Other Cancer Types

Based on previously published data, we believe that Ganite may also be an effective treatment for patients with certain types of cancer, particularly NHL. We have been granted an investigational new drug exemption, or IND, and we have commenced clinical trials of Ganite for the treatment of patients with relapsed NHL. We have also filed an orphan drug application for this use and we plan to seek expanded marketing approval for this indication. Approximately 54,000 new cases of NHL are diagnosed in the United States each year. We are planning to evaluate Ganite in other indications, such as bladder cancer and pancreatic cancer. Previous clinical trials of Ganite showed that it does not cause significant myelosuppression, a decrease of bone marrow activity often

associated with cancer therapy, that causes decreased production of platelets and white blood cells. We believe this feature will allow Ganite to be readily incorporated into combination chemotherapy regimens that employ other drugs that cause myelosuppression.

Regulatory Status

In April 2000, we acquired assets, rights, licenses to patents, and technology relating to gallium-containing compounds for treatment of bone loss, and to Ganite (gallium nitrate injection), the liquid injectable product. The acquired assets included the ownership of an approved NDA relating to Ganite. Since this acquisition, we have worked with the FDA to address certain regulatory issues and to update certain aspects of drug manufacturing. In the first quarter of 2003, we filed a supplemental NDA for Ganite for the treatment of cancer-related hypercalcemia that has not responded to hydration. On September 18, 2003, we received approval from the FDA to market Ganite for the treatment of cancer-related hypercalcemia that is resistant to hydration.

Given the extensive published data on the anticancer activity of gallium nitrate, we filed a new IND request for Ganite with the Oncology Drug Products Division at the FDA for the treatment of patients with relapsed NHL. Under this IND, we initiated a clinical trial of Ganite in NHL patients in 2002. Genta has also submitted an application to the FDA to designate gallium nitrate as an orphan drug in NHL.

Other Pipeline Products and Technology Platforms

Oral Gallium

We are currently planning to develop new formulations of gallium-containing compounds that can be taken orally. These formulations may be useful for diseases in which long term, low-dose therapy is deemed desirable. We believe that such formulations will be useful for the treatment of patients who have chronic bone loss diseases, such as bone metastases, Paget's disease and osteoporosis. Such patients are commonly afflicted by bone pain and susceptibility to fractures.

Decoys

In addition to the antisense program, we are developing compounds known as decoys, which are short strands of DNA or RNA that bind certain proteins known as transcription factors. Normally, transcription factors bind to specific portions of DNA known as response elements and regulate the functions of genes in a positive or negative fashion (i.e., they can turn genes on or off). When a cell is flooded with an excess of decoys, these decoys compete with response elements to bind transcription factors and inactivate them. By selectively inactivating the transcription factor, the function of the gene can be regulated in a positive or negative manner. This type of control could potentially be used to regulate genes that are critically involved in cancer progression.

In December 2000, Genta licensed patents and technology relating to decoys from the NIH. Our current program is targeting a transcription factor known as the cyclic adenosine monophosphate response element binding protein, or CRE-BP. Pre-clinical studies conducted at the NIH have shown broad anticancer activity for this compound, with very low toxicity to normal cells. The CRE-BP decoy is currently undergoing additional pre-clinical testing.

Androgenics

In connection with the acquisition of Androgenics Technologies, Inc. in 1999, we acquired rights to a series of compounds that may ultimately be useful to treat patients with hormone-sensitive prostate cancer. These Androgenics compounds have two principal actions: first, they block the synthesis of androgen hormones, such as testosterone, that stimulate the growth of prostate cancer cells; second, they inactivate androgen receptors, which are proteins that bind androgen hormones and mediate their effects. These types of activities suggest that these drugs could be useful for patients with early stage prostate cancer. Genta is currently evaluating whether to bring forward a lead compound into late-stage pre-clinical testing from this program.

Patents and Proprietary Technology

It is our policy to protect our technology by filing patent applications with respect to technologies important to our business development. To maintain our competitive position, we also rely upon trade secrets, unpatented know-how, continuing technological innovation, licensing opportunities and certain regulatory approvals (such as orphan drug designations).

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We own or have licensed several patents and applications to numerous aspects of oligonucleotide technology, including novel compositions of matter, methods of large-scale synthesis, methods of controlling gene expression and methods of treating disease. Genta's patent portfolio includes both U.S. and foreign applications and patents. To date, Genta has approximately 100 U.S. and foreign patent applications. Genta's portfolio of owned or licensed patents includes approximately 50 issued U.S. patents and approximately 13 pending U.S. patent applications. Genta endeavors to seek appropriate U.S. and foreign patent protection on its oligonucleotide technology.

In the United States, a patent filed on or before June 8, 1995 expires the later of 17 years from the issue date or 20 years from the date on which the application for patent was filed in the United States or the earliest claimed priority date. A patent filed after June 8, 1995 expires 20 years from the date on which the application for patent was filed in the United States or the earliest claimed priority date.

Genta has licensed six U.S. patents relating to Genasense that expire between 2008 and 2015, two pending U.S. patent applications that relate to Genasense, and approximately 45 foreign patent applications that are pending relating to Genasense. Genta also owns three U.S. patent applications relating to methods of using Genasense.

Included among Genta's property rights are certain rights licensed from the NIH covering phosphorothioate oligonucleotides. We also acquired from the University of Pennsylvania exclusive rights to antisense oligonucleotides directed against the Bcl-2 mRNA, as well as methods of their use for the treatment of cancer. In 1998, two U.S. patents were issued encompassing our licensed antisense oligonucleotide compounds targeted against the Bcl-2 mRNA and the use of these compounds outside of organisms. These claims cover our proprietary antisense oligonucleotide molecules, which target the Bcl-2 mRNA including our lead clinical candidate, Genasense. Other related U.S. and corresponding foreign patent applications are still pending.

The patent covering the use of Ganite for its approved indication will expire in 2005. Genta has filed and continues to file patent applications seeking intellectual property protection for Ganite.

In May 2000, we entered into a licensing arrangement with Molecular Biosystems, Inc. for a broad portfolio of patents and technology that relates to antisense for therapeutic and diagnostic applications. The arrangement included a grant of both exclusive and non-exclusive rights from Molecular Biosystems, Inc. to Genta on a royalty-free basis in return for cash and shares of common stock.

The patent positions of biopharmaceutical and biotechnology firms, including Genta, can be uncertain and can involve complex legal and factual questions. Consequently, even though we are currently prosecuting our patent applications with the United States and foreign patent offices, we do not know

whether any of our applications will result in the issuance of any patents, or if any issued patents will provide significant proprietary protection, or even if successful that these patents will not be circumvented or invalidated. Even if issued, patents may be circumvented or challenged and invalidated in the courts. Because some applications in the United States are kept in secrecy until an actual patent issues, we cannot be certain that others have not filed patent applications directed at inventions covered by our pending patent applications, or that we were the first to file patent applications for such inventions. Thus, we may become involved in interference proceedings declared by the U.S. Patent and Trademark Office (or comparable foreign office or process) in connection with one or more of our patents or patent applications to determine priority of invention, which could result in substantial costs to us, as well as an adverse decision as to priority of invention of the patent or patent application involved.

Competitors or potential competitors may have filed applications for, or have received patents and may obtain additional patents and proprietary rights relating to, compounds or processes competitive with those of ours. Accordingly, there can be no assurances that our patent applications will result in issued patents or that, if issued, the patents will afford protection against competitors with similar technology. We cannot provide assurance that any patents issued to Genta will not be infringed or circumvented by others, nor can there be any assurance that we will obtain necessary patents or technologies or the rights to use such technologies.

We also rely upon unpatented trade secrets. No assurances can be given as to whether third parties will independently develop substantially equivalent proprietary information and techniques, or gain access to our trade secrets, or disclose such technologies to the public, or that we can meaningfully maintain and protect unpatented trade secrets.

We require our employees, consultants, outside scientific collaborators, sponsored researchers and other advisors to execute confidentiality agreements with us. These agreements generally provide that all confidential information developed or made known to an individual during the course of the individual's relationship with Genta shall be kept confidential and shall not be disclosed to third parties except in specific circumstances. In the case of employees, the agreement generally provides that all inventions conceived by the individual shall be assigned to, and made the exclusive property of, Genta. There can be no assurance, however, that these agreements will provide meaningful protection to our trade secrets, or guarantee adequate remedies in the event of unauthorized use or disclosure of confidential proprietary information, or in the event of an employee's refusal to assign any patents to Genta in spite of his/her contractual obligation.

Research and Development

In addition to our current focus in the areas described above, we continually evaluate our programs in light of the latest market information and conditions, the availability of third-party funding, technological advances and other factors. As a result of such evaluations, we change our product development plans from time to time and anticipate that we will continue to do so. We recorded net research and development expenses of \$14.2 million, \$58.9 million, \$39.4 million and \$6.8 million during the nine months ended September 30, 2003 and the years ended December 31, 2002, 2001 and 2000, respectively.

Sales and Marketing

Our 18-person oncology sales force began selling Ganite for use in the treatment of cancer-related hypercalcemia on October 6, 2003. We have 29 employees dedicated to sales and marketing and are currently considering an expansion of our sales force by 17 additional individuals to support the anticipated launch of Genasense. This expansion would be subsidized by Aventis as described below.

In April 2002, we entered into a series of agreements relating to the development and commercialization of Genasense, to which we refer collectively as the collaborative agreement with Aventis and its affiliates. Under the terms of our collaborative agreement, Genta and Aventis will jointly develop and commercialize Genasense in the United States, and Aventis will have exclusive

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development and marketing rights to the compound in all countries outside of the United States. We retain responsibility for global manufacturing and for regulatory filings within the United States, while Aventis has assumed all regulatory responsibilities outside the United States. Joint management teams, including representatives from both Genta and Aventis, currently oversee the joint efforts of Genta and Aventis in developing and commercializing Genasense in the United States. Under our collaborative agreement, Aventis has committed to provide up to \$476.9 million in initial payments, milestone payments and for the purchase from us of equity and convertible notes. In addition, we are entitled to royalties on Aventis' exclusive worldwide net sales of Genasense, from which we are required to pay third-party pass-through royalties to the University of Pennsylvania and The National Institutes of Health, or NIH, based on net worldwide sales of Genasense. Furthermore, under our collaborative agreement, Aventis has agreed to pay 75% of development costs related to any U.S. NDA incurred by either Genta or Aventis subsequent to the execution of our collaborative agreement, and substantially all other development, marketing, and sales costs incurred worldwide. Aventis will also reimburse a portion of our expense in building our sales force to market Genasense in the United States. Genta has received a total of \$214.0 million in initial and near-term funding, which included a \$10.0 million licensing fee and \$40.0 million in development funding, \$10.0 million in convertible debt proceeds, \$71.9 million pursuant to an at-market equity investment in our common stock, \$57.1 million in paid expense reimbursements and \$25.0 million in line of credit proceeds. The commercialization agreement may be terminated by Aventis with six months' notice. For additional discussion of the collaborative agreement, see Note 12 to our consolidated financial statements for the fiscal year ended December 31, 2002.

Either alone or in partnerships with other companies, we intend to be a direct marketer or co-marketer of our pharmaceutical products by continuing to build a sales and marketing infrastructure in the United States to launch and fully realize the commercial potential of our products. For international product sales, we intend to distribute our products through collaborations with third parties.

Manufacturing

Our ability to conduct clinical trials on a timely basis, to obtain regulatory approvals and to commercialize our products will depend in part upon our ability to manufacture our products, either directly or through third parties, at a competitive cost and in accordance with applicable FDA and other regulatory requirements, including current Good Manufacturing Practice regulations.

We currently rely on third parties to manufacture our products. In December 2002, we signed a five-year manufacturing and supply agreement with Avecia Biotechnology, Inc., or Avecia, a leading multinational manufacturer of pharmaceutical products, to supply quantities of Genasense. This agreement is also renewable beyond the initial five-year period. In 2004, we expect to be obligated to purchase \$27.5 million in drug substances from Avecia. Pursuant to our collaborative agreement with Aventis, we anticipate that we will be reimbursed for at least 75% of the drug purchases from Avecia once Genasense is shipped to the clinical sites or Aventis distribution sites. In addition, we have committed up to \$5.0 million of advance financing to Avecia for facility expansion, which will be recovered with interest through future purchase payments to be made by us to Avecia. We believe these arrangements are sufficient for our medium-term production needs with respect to Genasense.

Human Resources

As of September 30, 2003, Genta had 151 employees, 31 of whom hold doctoral degrees. There are 95 employees engaged in research, development and other technical activities, 29 employees in sales and marketing and 27 in administration. None of Genta's employees is represented by unions. Most of the management and professional employees of Genta have had prior experience and positions with pharmaceutical and biotechnology companies. Genta believes it maintains satisfactory relations with its employees and has not experienced interruptions of operations due to labor disagreements.

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Government Regulation

Regulation by governmental authorities in the United States and foreign countries is a significant factor in our ongoing research and product development activities and in the manufacture and marketing of our proposed products. All of our therapeutic products will require regulatory approval by governmental agencies prior to commercialization. In particular, human therapeutic products are subject to rigorous pre-clinical and clinical testing and pre-market approval procedures by the FDA and similar authorities in foreign countries. Various federal, and in some cases, state statutes and regulations also govern or affect the development, testing, manufacturing, safety, labeling, storage, recordkeeping and marketing of such products. The lengthy process of seeking these approvals, and the subsequent compliance with applicable federal and, in some cases, state statutes and regulations, require substantial expenditures. Any failure by Genta, our collaborators or our licensees to obtain, or any delay in obtaining, regulatory approvals could adversely affect the marketing of our products and our ability to receive products or royalty revenue.

The activities required before a new pharmaceutical agent may be marketed in the United States begin with pre-clinical testing. Pre-clinical tests include laboratory evaluation of product chemistry and animal studies to assess the potential safety and efficacy of the product and its formulations. The results of these studies must be submitted to the FDA as part of an IND. An IND becomes effective within 30 days of filing with the FDA unless the FDA imposes a clinical hold on the IND. In addition, the FDA may, at any time, impose a clinical hold on ongoing clinical trials. If the FDA imposes a clinical hold, clinical trials cannot commence or recommence, as the case may be, without prior FDA authorization and then only under terms authorized by the FDA.

Clinical trials are generally categorized into four phases.

Phase 1 trials are initial safety trials on a new medicine in which investigators attempt to establish the dose range tolerated by a small group of patients using single or multiple doses, and to determine the pattern of drug distribution and metabolism.

Phase 2 trials are clinical trials to evaluate efficacy and safety in patients afflicted with a specific disease. Typically, Phase 2 trials in oncology comprise 14 to 50 patients. Objectives may focus on dose-response, type of patient, frequency of dosing or any of a number of other issues involved in safety and efficacy. Phase 2a trials are pilot studies while Phase 2b trials typically incorporate more patients than Phase 2a trials in order to more precisely establish efficacy.

In the case of products for life-threatening diseases, the initial human testing is generally done in patients rather than in healthy volunteers. Since these patients are already afflicted with the target disease, it is possible that such studies may provide results traditionally obtained in Phase 2 trials.

Phase 3 trials are usually multi-center, comparative studies that involve larger populations. These trials are generally intended to be pivotal in importance for the approval of a new drug. In oncology, Phase 3 trials typically involve 100 to 1,000 patients for whom the medicine is eventually intended. Trials are also conducted in special groups of patients or under special conditions dictated by the nature of the particular medicine and/or disease. Phase 3 trials often provide much of the information needed for package insert and labeling of the medicine. A trial is fully enrolled when it has a sufficient number of patients to provide enough

data for the statistical proof of efficacy and safety required by the FDA and others. Phase 3b trials are conducted after submission of a new drug application, but before the product's approval for market launch. Phase 3b trials may supplement or complete earlier trials, or they may seek different kinds of information, such as quality of life or marketing. Phase 3b is the period between submission for approval and receipt of marketing authorization.

After a medicine is marketed, Phase 4 trials provide additional details about the product's safety and efficacy.

The results of the pre-clinical and clinical testing, together with chemistry, manufacturing and control information, are then submitted to the FDA for a pharmaceutical product in the form of an NDA, for a biological product in the form of a biologics license application and for a particular medical device in the form of a premarket approval application in order to obtain approval to commence commercial sales. In responding to an NDA, biologics license application or premarket approval application, the FDA may grant marketing approval, request additional information or deny the application if it determines that the application does not satisfy its regulatory approval criteria. There can be no assurance that the approvals that are being sought or may be sought by Genta in the future will be granted on a timely basis, if at all, or if granted will cover all the clinical indications for which we are seeking approval or will not contain significant limitations in the form of warnings, precautions or contraindications with respect to conditions of use.

In circumstances where a company intends to develop and introduce a novel formulation of an active drug ingredient already approved by the FDA, clinical and pre-clinical testing requirements may not be as extensive. Limited additional data about the safety and/or effectiveness of the proposed new drug formulation, along with chemistry and manufacturing information and public information about the active ingredient, may be satisfactory for product approval. Consequently, the new product formulation may receive marketing approval more rapidly than a traditional full new drug application, although no assurance can be given that a product will be granted such treatment by the FDA.

For clinical investigation and marketing outside the United States, we are or may be subject to foreign regulatory requirements governing human clinical trials and marketing approval for drugs. The requirements governing the conduct of clinical trials, product licensing, pricing and reimbursement vary widely from country to country. Our approach is to design our European clinical trial studies to meet FDA, European Economic Community, or EEC, and other European countries' standards. At present, the marketing authorizations are applied for at a national level, although certain EEC procedures are available to companies wishing to market a product in more than one EEC member state. If the competent authority is satisfied that adequate evidence of safety, quality and efficacy has been presented, a market authorization will be granted. The registration system proposed for medicines in the EEC after 1992 is a dual one in which products, such as biotechnology and high technology products and those containing new active substances, will have access to a central regulatory system that provides registration throughout the entire EEC. Other products will be registered by national authorities under the local laws of each EEC member state. With regulatory harmonization finalized in the EEC, our clinical trials will be designed to develop a regulatory package sufficient for multi-country approval in our European target markets without the need to duplicate studies for individual country approvals. This approach also takes advantage of regulatory requirements in some countries, such as in the United Kingdom, which allow Phase 1 studies to commence after appropriate toxicology and pre-clinical pharmacology studies, prior to formal regulatory approval.

Prior to the enactment of the Drug Price Competition and Patent Term Restoration Act of 1984, or the Waxman/Hatch Act, the FDA, by regulation, permitted certain pre-1962 drugs to be approved under an abbreviated procedure which waived submission of the extensive animal and human studies of safety and effectiveness normally required to be in a new drug application. Instead, the manufacturer only needed to provide an abbreviated new drug application containing labeling, information on chemistry and manufacturing procedures and data establishing that the original pioneer product and the proposed generic product are bioequivalent when administered to humans.

Originally, the FDA's regulations permitted this abbreviated procedure only for copies of a drug that was approved by the FDA as safe before 1962 and which was subsequently determined by the FDA to be effective for its intended use. In 1984, the Waxman/Hatch Act extended permission to use the abbreviated procedure established by the FDA to copies of post-1962 drugs subject to the submission of the required data and information, including data establishing bioequivalence. However, approval of such abbreviated new drug applications was dependent upon there being no outstanding patent or non-patent exclusivity.

Additionally, the FDA allows, under section 505(b)(2) of the Food Drug and Cosmetic Act, for the submission and approval of a hybrid application for certain changes in drugs which, but for the changes, would be eligible for an effective abbreviated new drug

application approval. Under these procedures the applicant is required to submit the clinical efficacy and/or safety data necessary to support the changes from the abbreviated new drug application-eligible drug (without submitting the basic underlying safety and efficacy data for the chemical entity involved) plus manufacturing and chemistry data and information. Approval of a 505(b)(2) application is dependent upon the abbreviated new drug application being subject to no outstanding patent or non-patent exclusivity. As compared to a new drug application, an abbreviated new drug application or a 505(b)(2) application typically involves reduced research and development costs. However, there can be no assurance that any such applications will be approved. Furthermore, the supply of raw materials must also be approved by the FDA.

We and our third-party manufacturers are also subject to various foreign, federal, state and local laws and regulations relating to health and safety, laboratory and manufacturing practices, the experimental use of animals and the use, manufacture, storage, handling and disposal of hazardous or potentially hazardous substances, including radioactive compounds and infectious disease agents, used in connection with our research and development work and manufacturing processes. We currently incur costs to comply with laws and regulations and these costs may become more significant.

Competition

In many cases, our products under development will be competing with existing therapies for market share. In addition, a number of companies are pursuing the development of antisense technology and controlled-release formulation technology and the development of pharmaceuticals utilizing such technologies. We compete with fully integrated pharmaceutical companies that have substantially more experience, financial and other resources and superior expertise in research and development, manufacturing, testing, obtaining regulatory approvals, marketing and distribution. Smaller companies may also prove to be significant competitors, particularly through their collaborative arrangements with large pharmaceutical companies or academic institutions. Furthermore, academic institutions, governmental agencies and other public and private research organizations have conducted and will continue to conduct research, seek patent protection and establish arrangements for commercializing products. Such products may compete directly with any products that may be offered by us.

Our competition will be determined in part by the potential indications for which our products are developed and ultimately approved by regulatory authorities. For certain of our potential products, an important factor in competition may be the timing of market introduction of our or our competitors' products. Accordingly, the relative speed with which we can develop products, complete the clinical trials and approval processes and supply commercial quantities of the products to the market are expected to be important competitive factors. We expect that competition among products approved for sale will be based, among other things, on product efficacy, safety, reliability, availability, price, patent position and sales, marketing and distribution capabilities. The development by others of new treatment methods could render our products under development non-competitive or obsolete.

Our competitive position also depends upon our ability to attract and retain qualified personnel, obtain patent protection or otherwise develop proprietary products or processes and secure sufficient capital resources for the often substantial period between technological conception and commercial sales.

Properties

In November 2000, we relocated our headquarters from Lexington, Massachusetts to Berkeley Heights, New Jersey. We now lease approximately 93,000 square feet of office space in Berkeley Heights. Our annual rental costs for this space are approximately \$2.52 million. Our lease on this space terminates in 2010.

Our Salus facilities in Utah currently consist of 5,357 square feet of laboratory and office space at an annual cost of \$0.11 million. We recently signed a five-year lease on 11,178 square feet of laboratory

and office space at an annual rental cost of \$0.19 million. The current lease will terminate when we occupy the newly-leased space, which we expect to occur in February 2004.

Legal Proceedings

JBL Scientifics, Inc.

During May 2000, Promega notified Genta of two claims against Genta and Genta's subsidiary, Genko Scientific, Inc. (formerly known as JBL Scientific, Inc.), for indemnifiable damages in the aggregate amount of \$2.82 million under the purchase agreement pursuant to which Promega acquired the assets of JBL. Promega's letter stated that it intended to reduce to zero the principal amount of the \$1.2 million promissory note it issued as partial payment for the assets of Genko Scientific, Inc. and that therefore Genta owed Promega approximately \$1.6 million. On October 16, 2000 Genta filed suit in a U.S. District Court in California against Promega for the non-payment of the \$1.2 million note plus accrued interest. On November 6, 2000, Promega filed a counterclaim alleging indemnifiable damages in the aggregate amount of \$2.82 million. During the first quarter of 2001, we agreed to resolve the matter with Promega, and, in connection therewith, agreed to restructure its \$1.2 million promissory note receivable to provide for a \$0.2 million non-interest bearing note due to be repaid by Promega upon final resolution of certain environmental issues related to JBL and forgave all accrued interest. While we have resolved one of these environmental issues, we are awaiting final acceptance by the EPA of our settlement offer on the other environmental issue before the restructured note will be repaid by Promega. We are uncertain as to whether and when the EPA will issue such final acceptance.

Genta Pharmaceutical Europe S.A.

During 1995, Genta Pharmaceutical Europe S.A., or Genta Europe, a wholly-owned subsidiary of Genta, received funding in the form of a loan from ANVAR, a French government agency, of which the proceeds were intended to fund research and development activities. In October 1996, in connection with a restructuring of Genta's operations, Genta terminated all scientific personnel of Genta Europe. In 1998, ANVAR asserted that Genta Europe was not in compliance with the ANVAR Agreement, notified Genta Europe of its demand for accelerated repayment of the loan and notified Genta that it was liable as a guarantor on the note. Based on the advice of French counsel, Genta does not believe that ANVAR is entitled to payment under the terms of the ANVAR Agreement, and that Genta will likely incur any liability in this matter, although there can be no assurances thereof. During the quarter ended September 30, 2003, we reversed the accrued net liability of \$0.212 million related to this matter, as management believes that a loss is probable.

University of Pennsylvania

In October 2002, a licensing officer from the University of Pennsylvania asserted a claim to a portion of the initial \$40.0 million development funding we received from Aventis pursuant to the collaborative agreement between Genta and Aventis. In October 2003, we reached a settlement with the University of Pennsylvania with respect to this claim. Under the terms of the settlement, in exchange for an agreement by the University of Pennsylvania to forego any and all claims in the future to any portion of any milestone and other payments (other than royalty payments on sales) made to Genta pursuant to the collaborative agreement, Genta has agreed to make the following payments to the University of Pennsylvania: (i) \$750,000 on November 5, 2003, (ii) \$250,000 on February 2, 2004, (iii) \$1.5 million upon the first new drug application or foreign equivalent approval of Genasense and (iv) provided that the first new drug application or foreign equivalent approval of Genasense has been received by Genta, \$750,000 on the earlier of (a) the second new drug application or foreign equivalent approval of Genasense or (b) December 30, 2004.

MANAGEMENT

Directors and Executive Officers of Genta.

Name	Age	Position
Raymond P. Warrell, Jr., M.D.	54	Chairman of the Board of Directors and Chief Executive Officer
William P. Keane	48	Vice President, Chief Financial Officer and Corporate Secretary
Loretta M. Itri, M.D.	54	President, Pharmaceutical Development, and Chief Medical Officer
Bruce A. Williams	48	Senior Vice President, Sales and Marketing
Robert E. Klem, Ph.D.(1)	59	Vice President and Chief Technical Officer
Jerome E. Groopman, M.D.(2)	51	Director
Betsy McCaughey, Ph.D.(2)	55	Director
Daniel D. Von Hoff, M.D.(3)	56	Director

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Harlan J. Wakoff(3)(4)	37	Director
Douglas G. Watson(3)(4)	58	Director
Michael S. Weiss(2)(3)	37	Director
Patrick J. Zenner(3)(4)	56	Director

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- (1) Retired as of January 1, 2003.
 - (2) Member of the Nominating and Corporate Governance Committee of the Board of Directors.
 - (3) Member of the Compensation Committee of the Board of Directors.
 - (4) Member of the Audit Committee of the Board of Directors.

Raymond P. Warrell, Jr., M.D., 54, has been Chief Executive Officer and a member of the Board of Directors of Genta since December 1999 and Chairman since January 2001. From December 1999 to May 2003, he was also President of Genta. From 1980 to 1999, Dr. Warrell was associated with the Memorial Sloan-Kettering Cancer Center in New York, where he held tenured positions as Member, Attending Physician, and Associate Physician-in-Chief, and with the Joan and Sanford Weill Medical College of Cornell University, where he was Professor of Medicine. Dr. Warrell also has more than 20 years of development and consulting experience in pharmaceuticals and biotechnology products. He was a co-founder and chairman of the scientific advisory board of PolaRx Biopharmaceuticals, Inc., manufacturers of Trisenox®, a drug for the treatment of acute promyelocytic leukemia, which was acquired by Cell Therapeutics, Inc. in January 2000. Dr. Warrell holds or has filed numerous patents and patent applications for biomedical therapeutic or diagnostic agents. He has published more than 100 peer-reviewed papers and more than 240 book chapters and abstracts, most of which are focused upon drug development in tumor-related diseases. Dr. Warrell is a member of the American Society of Clinical Investigation, the American Society of Hematology, the American Association for Cancer Research and the American Society of Clinical Oncology. Among many awards, he has received the U.S. Public Health Service Award for Exceptional Achievement in Orphan Drug Development from the FDA. Dr. Warrell is married to Dr. Loretta M. Itri, President, Pharmaceutical Development and Chief Medical Officer of Genta.

Jerome E. Groopman M.D., 51, has been a member of Genta's Board of Directors since November 2002. Dr. Groopman, who is Professor of Medicine and Chief of Experimental Medicine at the Beth Israel Deaconess Medical Center in Boston, also holds the Dina and Raphael Recanati Chair of Medicine at Harvard. Dr. Groopman has an extensive record of achievement in basic and clinical research related to cancer, hematology, and HIV infection. He has served on the Advisory Council to the National Heart, Lung and Blood Institute for AIDS-related diseases. He was Chairman of the Advisory Committee to the FDA for Biological Response Modifiers. In 2000, Dr. Groopman was elected to the Institute of Medicine of the National Academy of Sciences. Dr. Groopman also serves on many scientific editorial boards and has authored and published more than 150 scientific articles. Recently, he has written two books relating to the devastating personal impact of disease in people afflicted with AIDS and cancer entitled, *The*

Measure of Our Days, and *Second Opinions: Stories of Intuition and Choice in the Changing World of Medicine*. Among other periodicals, he is a frequent contributor to *The New Yorker* magazine, where he is staff writer on medicine and biology.

Loretta M. Itri, M.D., F.A.C.P., 54, was appointed President, Pharmaceutical Development and Chief Medical Officer in May 2003 and was Executive Vice President, Clinical Development and Chief Medical Officer from March 2001 to May 2003. Previously, Dr. Itri was Senior Vice President, Worldwide Clinical Affairs, and Chief Medical Officer at Ortho Biotech Inc., a Johnson & Johnson company, from November 1990 until January 2000. As the senior clinical leader at Ortho Biotech and previously at J&J's R.W. Johnson Pharmaceutical Research Institute (PRI), she led the clinical teams responsible for new drug application approvals for Procrit®. She had similar leadership responsibilities for the approvals of Leustatin®, Renova®, Topamax®, Levofloxacin®, and Ultram®. Prior to joining J&J, Dr. Itri was associated with Hoffmann-La Roche Inc. from June 1982 until November 1990, most recently as Assistant Vice President and Senior Director of Clinical Investigations, where she was responsible for all phases of clinical programs in Immunology, Infectious Diseases, Antivirals, AIDS, Hematology, and Oncology. Under her leadership in the areas of recombinant proteins, cytotoxic drugs and differentiation agents, she compiled the first successful Product License Application (PLA) for an interferon product (Roferon-A®; interferon alfa). Dr. Itri is married to Dr. Raymond P. Warrell, Chief Executive Officer and Chairman of the Board of Directors of Genta.

William P. Keane, 48, has been Vice President and Chief Financial Officer since October 2002, and was appointed Corporate Secretary in November 2002. Previously, he was Vice President of Sourcing, Strategy, and Operations Effectiveness at Bristol Myers Squibb, Inc. From 2000 to 2001, Mr. Keane served as CFO of Covance Biotechnology Services Inc., and from 1997 to 2000, he was Vice-President of Finance within the Global Manufacturing group at Warner-Lambert/Pfizer. From 1985 to 1997, he held positions of increasing responsibility in Finance and Operations at Ciba-Geigy/Novartis.

Robert E. Klem, Ph.D., 59, was Vice President and Chief Technical Officer at the time of his retirement on January 1, 2003. Since January 1, 2003, Dr. Klem has been a consultant to Genta. Dr. Klem joined Genta in February 1991 and was promoted to Vice President in October of that year. He served as a Genta Director from 1991 until 2000. In 1973, Dr. Klem co-founded JBL Scientific, Inc., where he also served as Chairman of the Board. Dr. Klem was previously Plant Manager for E.I. DuPont in Victoria, Texas from 1970 to 1974.

Betsy McCaughey, Ph.D., 55, has been a member of Genta's Board of Directors since June 2001. Dr. McCaughey is a nationally recognized expert on health care. Dr. McCaughey has had a distinguished academic career as a faculty member at Columbia University and as John M. Olin Fellow at the Manhattan Institute. In the mid 1990s, she received broad recognition for her analysis of the Clinton health care plan. In 1995, she was elected Lieutenant Governor of New York and was a candidate for Governor in 1998. As Lieutenant Governor, she drafted legislation dealing with Medicaid reform, clinical trials access, hospital financing and insurance reform. She is currently an Adjunct Senior Fellow at the Hudson Institute and is a frequent commentator on the future of the health care industry. Dr. McCaughey has authored numerous articles on health insurance, medical innovation, government regulation and public policy, which have appeared in publications such as *The Wall Street Journal*, *New Republic*, *The New York Times*, and *U.S. News and World Report*.

Daniel D. Von Hoff, M.D., F.A.C.P., 56, has been a member of Genta's Board of Directors since January 2000. He is currently Professor of Medicine and Professor of Pathology, Molecular and Cellular Biology, Director of the Arizona Health Science Center's Cancer Therapeutics Program at The University of Arizona in Tucson. He also serves as Executive Vice President of the Translational Genomics Research Institute (TGen), and will also serve as Director of TGen's Translational Drug Development Division. Dr. Von Hoff is also Chief Scientific Officer for US Oncology. From 1985 through 1999, he was a professor at the University of Texas Health Science Center at San Antonio. From 1994 through 1999, he was also an adjunct scientist at the Southwest Foundation for Biomedical Research. Dr. Von Hoff has published more than 503 papers, 126 book chapters and more than 843 abstracts. Dr. Von Hoff is the former President of the American Association for Cancer Research, a Fellow of the American College of

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Physicians and a member and past board member of the American Society of Clinical Oncology. He is a founder and board member of ILEX Oncology, Inc. Dr. Von Hoff has also served as a consultant to a number of biopharmaceutical companies engaged in oncology drug development. He is founder and the Editor Emeritus of *Investigational New Drugs*, *The Journal of New Anticancer Agents* and Editor of *Molecular Cancer Therapeutics*. He has played a significant role in the development of several anticancer agents, e.g. gemcitabine, CPT-11, docetaxel and others now used routinely in the practice of oncology.

Harlan J. Wakoff, 37, has been a member of Genta's Board of Directors since September 1997. Mr. Wakoff is a Managing Director in the Mergers & Acquisitions Group at J.P. Morgan Securities Inc. From 1996 to 1999 Mr. Wakoff was a Vice President of the Media and Entertainment Investment Banking Group at ING Baring Furman Selz LLC. He was previously affiliated with the investment banking groups at NatWest Markets from January 1995 to June 1996 and Kidder Peabody & Co. from August 1993 to January 1995.

Douglas G. Watson, 58, has been a member of Genta's Board of Directors since April 2002. Prior to taking early retirement in 1999, Mr. Watson spent 33 years with Geigy/Ciba-Geigy/Novartis, during which time he held a variety of positions in the U.K., Switzerland and the U.S. From 1986 to 1996, he was President of Ciba US Pharmaceuticals Division, and in 1996 he was appointed President & CEO of Ciba-Geigy Corporation. During this ten-year period, Mr. Watson was an active member of the Pharmaceutical Research & Manufacturers Association board in Washington, DC. Mr. Watson became President & CEO of Novartis Corporation in 1997 when the merger of Ciba-Geigy & Sandoz was approved by the Federal Trade Commission. Mr. Watson is currently Chairman of OraSure Technologies Inc. He also serves as a director on the boards of Engelhard Corporation, Dendreon Corporation and InforMedix, Inc., as well as a number of privately held biotechnology companies.

Michael S. Weiss, 37, has been Vice Chairman of Genta's Board of Directors since May 1997 and was appointed Lead Director in November 2002. Mr. Weiss is Chairman and CEO of Keryx Biopharmaceuticals, a drug development company focused on therapies for cancer and diabetes. Prior to joining Keryx, from March 1999 to December 2002, Mr. Weiss served first as Chief Executive Officer and Chairman and then as the Executive Chairman of ACCESS Oncology, Inc., a private biotechnology company dedicated to the in-licensing and development of clinical stage oncology drugs. Previously, from November 1993 to March 1999, Mr. Weiss was Senior Managing Director of Paramount Capital, Inc., a NASD registered broker-dealer. Prior to that, Mr. Weiss was an attorney at Cravath, Swaine & Moore.

Bruce A. Williams, 48, Senior Vice President, Sales and Marketing since February 2001. Mr. Williams served most recently as Vice President, Sales and Marketing, at Celgene Corporation from July 1996 until March 2001, where he launched Thalomid®, that company's first pharmaceutical product. He was previously Executive Director for Marketing at Ortho Biotech, Inc., a Johnson & Johnson company, where he launched Procrit® (epoetin alfa). Previously, Mr. Williams held sales, marketing, advertising, and licensing/acquisition positions at Lederle, now a division of American Home Products, Inc., and at Organon, Inc.

Patrick J. Zenner, 56, has been a member of Genta's Board of Directors since December 2001. Mr. Zenner is a 31-year veteran of the pharmaceutical industry and spent his entire career at Hoffmann-La Roche. During his first 12 years there, he held positions of increasing responsibility in sales, marketing, health care economics, public policy and governmental affairs. In 1982, he became Vice-President and General Manager of Roche Laboratories, and subsequently Director and Head of Global Pharma Marketing, Project Development and Regulation in Basel, Switzerland. In 1988, he became Senior Vice President, Pharmaceuticals Division and a member of the Board of Directors. From 1993 to his retirement in 2001, he served as President and CEO of Hoffmann-La Roche Inc., North America. Mr. Zenner currently serves on the Boards of Geron, Inc., Praecis Pharmaceuticals, Inc., Dendrite International, Inc, ArQule Inc., First Horizon Pharmaceutical Corp., West Pharmaceutical Services, CuraGen Corp., Exact Sciences Corp. and Xoma Ltd. He has also served as a member of the Board and

the Executive Committee of both the Pharmaceutical Research & Manufacturers Association and the Biotechnology Industry Organization.

Compensation of Directors

Employee directors of Genta receive no cash compensation for their Board membership. Non-employee directors of Genta receive \$15,000 annual retainer for their services as directors, \$1,500 for each board meeting attended in person, \$750 for each board meeting attended telephonically and \$2,500 per day for outside board or committee meeting activities. Non-employee committee members receive \$1,000 per committee meeting attended in person and \$750 per committee meeting attended telephonically. The Lead Director and each chair of a committee of the Board receive an additional \$5,000 annual retainer. Non-employee directors are also reimbursed by Genta for their out-of-pocket expenses incurred in attending meetings of the Board of Directors and its committees. In addition, under our Amended Non-Employee Directors' 1998 Stock Option Plan, non-employee directors currently receive a grant of 24,000 stock options upon their initial election to the Board and, thereafter, each member of the Board will receive an annual grant of 20,000 stock options at the first Board of Directors meeting they attend in person each year. Pending approval of an Amended Non-Employee Directors' 1998 Stock Option Plan by stockholders at the next annual meeting, the Lead Director and each chair of a committee of the Board receive an additional annual grant of 5,000 stock options. Employee directors are eligible for stock options under our 1998 Stock Incentive Plan.

Executive Compensation

Summary Compensation Table

The following table sets forth certain information regarding compensation paid to our Chief Executive Officer and the four other most highly paid executive officers during the year ended December 31, 2002.

Name and Principal Position	Year	Annual Compensation			Long-Term Compensation Awards
		Salary (\$)	Bonus (\$)	Other Annual Compensation	Securities Underlying Options (#)
Raymond P. Warrell, Jr., M.D. Chairman, and Chief Executive Officer	2002	\$ 325,000	\$ 200,000	\$ 16,289(1)	300,000(2)
	2001	325,000	100,000	18,037	300,000
	2000	325,000	100,000	18,144	
William P. Keane Vice President, Chief Financial Officer and	2002	47,333(3)	65,000		100,000(4)

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Corporate Secretary

Loretta M. Itri, M.D.	2002	307,000	107,200	3,464(5)	40,000(6)
President, Pharmaceutical Development and Chief Medical Officer	2001	201,807	79,500	11,179	300,000
Bruce A. Williams	2002	203,200	50,800		35,000(7)
Senior Vice President, Sales and Marketing	2001	161,125	39,000		150,000
Robert E. Klem, Ph.D.	2002	214,300	42,900	5,848(8)	15,000(9)
Vice President and Chief Technical Officer	2001	204,000	24,700		

- (1) Includes \$6,000 for auto allowance and \$10,289 for life insurance.
- (2) Represents 300,000 options approved by the Board of Directors in January 2002 for milestones achieved in the year 2001 and excludes 300,000 options approved by the Compensation Committee of the Board of Directors in January 2003 as part of 2002 annual bonus.
- (3) Mr. Keane, who was hired in 2002, receives a base salary of \$260,000 per annum, which was prorated during 2002.
- (4) Represents options issued upon employment.
- (5) Represents long-term disability insurance.

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- (6) Represents 40,000 options approved in January 2002 as part of 2001 annual bonus and excludes 30,000 options approved in January 2003 as part of 2002 annual bonus.
- (7) Represents options approved in January 2002 as part of 2001 annual bonus and excludes 20,000 options approved in January 2003 as part of 2002 annual bonus.
- (8) Represents travel allowance.
- (9) Represents options approved in January 2002 as part of 2001 annual bonus. Dr. Klem retired from Genta on January 1, 2003, and these 15,000 options were cancelled upon his retirement from Genta.
- Stock Options*

The following table sets forth certain information concerning grants of stock options made during 2002 to our Chief Executive Officer and the four other most highly paid executive officers during the year ended December 31, 2002.

Option Grants in Last Fiscal Year

Name	Number Of Securities Underlying Options Granted	Percent Of Total Options Granted To Employees In Fiscal Year	Exercise Price (\$/Share)	Expiration Date	Grant Date Present Value (1)
Raymond P. Warrell, Jr., M.D.	300,000 (2)	23.5%	\$ 13.70	Jan. 25, 2012	\$ 2,102,187
William P. Keane	100,000 (3)	7.9%	7.38	Oct. 28, 2012	377,473
Loretta M. Itri, M.D.	40,000 (4)	3.1%	13.70	Jan. 25, 2012	280,292
Bruce A. Williams	35,000 (5)	2.8%	13.70	Jan. 25, 2012	245,255
Robert E. Klem, Ph.D.	15,000 (6)	1.2%	13.70	N/A (6)	N/A (6)

- (1) These amounts represent the estimated fair value of stock options, measured at the date of grant using the Black-Scholes option-pricing model. There are four underlying assumptions in developing the grant valuations: an expected volatility of 65%, an expected term of exercise of four years, a range of risk free interest rates of 2.8% and a dividend yield of 0%. The actual value, if any, an officer may realize will depend on the amount by which the stock price exceeds the exercise price on the date the option is exercised. Consequently, there is no assurance the value realized by an officer will be at or near the value estimated above. These amounts should not be used to predict stock performance.
- (2) Represents options approved by the Compensation Committee of the Board of Directors in January 2002 for milestones achieved in the year 2001 and excludes 300,000 options approved by the Compensation Committee of the Board of Directors in January 2003 as part of 2002 annual bonus.
- (3) Represents options issued upon employment.
- (4) Represents options approved in January 2002 as part of 2001 annual bonus and excludes 30,000 options approved in January 2003 as part of 2002 annual bonus.
- (5) Represents options approved in January 2002 as part of 2001 annual bonus and excludes 20,000 options approved in January 2003 as part of 2002 annual bonus.
- (6) Represents options approved in January 2002 as part of 2001 annual bonus that were cancelled upon Dr. Klem's retirement from Genta.

Option Exercises in Last Fiscal Year and Fiscal Year End Option Values

The following table sets forth certain information with respect to aggregate option exercises in the fiscal year ended December 31, 2002 by our Chief Executive Officer and the four other most highly paid executive officers during the year ended December 31, 2002, and with respect to the unexercised options as of December 31, 2002 held by our Chief Executive Officer and the four other most highly paid executive officers during the year ended December 31, 2002:

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Name	Shares Acquired On Exercise	Value Realized	Number of Securities Underlying Unexercised Options at Fiscal Year End		Value of Unexercised In-The-Money Options at Fiscal Year End (1)	
			Exercisable	Unexercisable	Exercisable	Unexercisable
Raymond P. Warrell, Jr., M.D.			4,119,385	1,243,877	\$ 19,930,679	\$ 3,986,136
William P. Keane				100,000		31,000
Loretta M. Itri, M.D.			60,000	280,000	117,600	470,400
Bruce A. Williams			37,500	147,500	38,775	116,325
Robert E. Klem, Ph.D.	65,000	\$ 807,407	557,353	25,000	3,669,960	

- (1) Calculated on the basis of the market value of the underlying securities as of December 31, 2002 (\$7.69 per share), minus the exercise price, and excludes options approved in January 2003 as part of 2002 annual bonus.

Equity Compensation Plan Information

Plan category	Number of securities to be issued upon exercise of outstanding options, warrants and rights	Weighted-average exercise price of outstanding options, warrants and rights	Number of securities remaining available for future issuance under equity compensation plans (excluding securities reflected in the first
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			column)
Equity compensation plans approved by security holders	9,368,336	\$5.13	4,817,519
Equity compensation plans not approved by security holders (1)	-	-	-

(1) None.

Employment and Consulting Agreements

Pursuant to an employment agreement dated as of December 1, 2002 between Genta and Dr. Warrell and signed May 16, 2003, Dr. Warrell continues to serve as Chairman and Chief Executive Officer of Genta. Dr. Warrell's 2003 employment agreement will expire on December 31, 2005. Under his 2003 employment agreement, Dr. Warrell receives a base salary of \$400,000 per annum with annual percentage increases equal to at least the Consumer Price Index for the calendar year preceding the year of the increase. In the event Genta terminates his employment without cause (as defined in the 2003 Agreement) or Dr. Warrell terminates his employment for good reason (as defined in the 2003 Agreement), Dr. Warrell becomes entitled to receive, as severance, the base salary he would have received during the twelve-month period following the date of termination. At the end of each calendar year, Dr. Warrell is eligible for an annual bonus ranging from 0% to 60% of annual base salary, subject to the achievement of agreed-upon goals and objectives. Dr. Warrell is entitled to receive (i) an initial option grant of 1,000,000 stock options, of which (a) 500,000 shares should vest immediately in the event that the average share price exceeds \$20.00 for seven consecutive trading days and (b) the remaining 500,000 shares should vest immediately in the event that the average share price exceeds \$30.00 for seven consecutive trading days; (ii) annual stock options for the purchase of up to 225,000 shares of common stock, depending upon the achievement of agreed-upon goals and objectives. Dr. Warrell continues to be entitled to any and all medical insurance, dental insurance, group health, disability insurance and other benefit plans, which are generally available to Genta's senior executives.

Pursuant to an employment agreement dated as of August 5, 2003, between Genta and Dr. Itri, Dr. Itri was appointed President, Pharmaceutical Development, and Chief Medical Officer of Genta as of March 28, 2003. The employment agreement has an initial term of three years, beginning March 28, 2003 and continuing through March 27, 2006. The agreement provides for a base annual salary of

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\$400,000, and an annual cash bonus ranging from 0% to 50% of her base salary to be paid if mutually agreed-upon goals and objectives are achieved for the year. Dr. Itri was also granted an incentive stock option to purchase 300,000 shares of Genta's common stock at an exercise price of \$11.95 per share, one third of the shares to become exercisable upon the first FDA approval of Genasense, one third of the shares to become exercisable upon FDA approval of Genasense in any second indication, and one third of the shares to become exercisable upon FDA approval of Genasense in any of the following indications: non-small cell lung cancer, breast, colorectal, prostate or non-Hodgkin's Lymphoma.

Pursuant to a consultancy agreement dated as of December 13, 2002 between Genta and Dr. Klem, Dr. Klem's services were retained for a term of one year through December 31, 2003. The consultancy agreement provides for fixed monthly payments in the aggregate of \$99,000, in addition to travel reimbursements.

Compensation Committee Interlocks and Insider Participation

None of the members of the Compensation Committee had any interlock relationship to report during our fiscal year ended December 31, 2002.

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RELATIONSHIPS AND RELATED TRANSACTIONS

Michael S. Weiss, Vice Chairman of Genta's board of directors, is a managing director of Genta Jago Technologies, B.V., a joint venture that is 50% owned by Genta.

J.P. Morgan Securities Inc., of which our director Harlan J. Wakoff is a Managing Director, provided advice to us in 2002 on our collaborative agreements with Aventis. Mr. Wakoff did not participate in the decision to engage J.P. Morgan Securities Inc. in connection with the collaborative agreements.

PRINCIPAL AND SELLING STOCKHOLDERS

The selling stockholders may offer and sell up to a total of 671,412 shares of Genta common stock under this prospectus. The shares that may be offered under this prospectus were originally issued to the selling stockholders in connection with Genta's acquisition of Salus Therapeutics, Inc. in August 2003. In connection with this acquisition, we agreed to register these shares under the Securities Act.

The selling stockholders will determine the actual number of shares, if any, that they will sell. Because the selling stockholders may sell all, some or none of the shares of common stock that they hold and offer, we are unable to estimate the amount or percentage of shares of common stock that they will hold after completion of the offering.

The following table sets forth, to the best of our knowledge, based on information provided to us by the selling stockholders:

- the number of shares of Genta common stock owned by each selling stockholder; and
- the number of shares that may be offered by each selling stockholder under this prospectus.

All information with respect to share ownership has been provided by the selling stockholders. Except as described below, none of the selling stockholders holds any position or office with, or has otherwise had a material relationship with, Genta for the past three years. Since the date on which the selling stockholders provided this information, they may have sold, transferred or otherwise disposed of all or a portion of their shares of common stock in transactions exempt from the registration requirements of the Securities Act.

None of the selling stockholders beneficially owns 1% or more of our outstanding common stock.

Name	Number of Shares of Common Stock Beneficially Owned (1)	Number of Shares of Common Stock That May Be Offered
Orrin Grant Hatch	1,311	852
Gary R. Hooper	889	889
Richard K. Koehn(2)	27,972	13,632
Thomas N. Parks	5,297	3,443
Dinesh Patel(3)	28,183	18,319
Ramesh Prakash, Ph.D.(4)	18,089	11,758
Paradigm Resources, L.C.	17,142	11,142
John J. Rossi	889	889
Duane E. Ruffner(5)	28,658	18,319
Willem Spiegel	2,759	1,832
Cy A. Stein(6)	10,889	889
University of Utah Research Foundation(7)	7,864	5,112
Utah Ventures II, L.P.	680,432	442,281
vSpring, L.P.	170,350	110,731
vSpring Partners, L.P.	21,701	14,106
Wright Ventures, L.C.	21,193	13,775
WS Investment Company, LLC	5,297	3,443

Total	1,048,915	671,412
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- (1) Beneficial ownership is determined in accordance with the rules of the SEC and generally includes voting or investment power with respect to securities.

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- (2) Mr. Koehn is Senior Scientific Advisor to Genta.
- (3) By virtue of his position as Managing Director of the general partner of vSpring, L.P. and vSpring Partners, L.P. Mr. Patel may be considered the beneficial owner of 170,350 shares of common stock held by, and 110,731 shares of common stock being offered by, vSpring, L.P. and 21,701 shares held by, and 14,106 shares of common stock being offered by, vSpring Partners, L.P.
- (4) From August 21, 2003 to September 25, 2003, Mr. Prakash was an employee of Genta.
- (5) Since August 21, 2003, Mr. Ruffner has been an employee of Genta.
- (6) The number of shares beneficially owned by Mr. Stein includes options to purchase 10,000 shares of common stock of Genta at \$8.50 per share. Mr. Stein serves on the Scientific Advisory Board of Genta and is a consultant and a research collaborator of Genta.
- (7) The University of Utah Research Foundation is the licensor of certain technology to Genta.

The following table sets forth as of December 1, 2003 certain information with respect to the beneficial ownership of common stock of:

- each of our directors;
- each of our Chief Executive Officer and the four other most highly paid executive officers during the year ended December 31, 2002; and
- each person known to us to own beneficially five percent or more of our outstanding common stock

As of December 1, 2003, each share of series A convertible preferred stock was convertible at the option of the holder into approximately 6.8334 shares of common stock. Except as required by law or with respect to the creation or amendment of senior classes of preferred stock or creation of different series or classes of common stock, and in certain other instances, the holders of series A convertible preferred stock do not have voting rights until such shares are converted into common stock. The conversion price and the numbers of shares of common stock issuable upon conversion of the series A convertible preferred stock may be adjusted in the future, based on the provisions in our restated certificate of incorporation, as amended.

Name and Address (1)	Number of Shares of Common Stock Beneficially Owned (2)	Percent of Class of Common Stock Beneficially Owned (3)
Raymond P. Warrell, Jr., M.D.	4,490,085 (4)	5.6%
William P. Keane	31,000 (5)	*
Loretta M. Itri, M.D.	174,495 (6)	*
Bruce A. Williams	106,500 (7)	*
Robert E. Klem, Ph.D.	3,353 (8)	*
Jerome E. Groopman, M.D.	28,000 (9)	*
Betsy McCaughey, Ph.D.	69,334 (9)	*

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Daniel D. Von Hoff, M.D.	121,667 (9)	*
Harlan J. Wakoff	237,500 (9)	*
Douglas G. Watson	63,000 (10)	*
Michael S. Weiss	837,272 (11)	1.1%
Patrick J. Zenner	56,000 (9)	*
Lindsay A. Rosenwald, M.D.		
787 Seventh Avenue		
New York, NY 10019	23,003,619 (12)	28.3%
Garliston Limited	6,665,498 (13)	8.8%

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Name and Address (1)	Number of Shares of Common Stock Beneficially Owned (2)	Percent of Class of Common Stock Beneficially Owned (3)
c/o Aventis Pharmaceuticals Inc. 300 Somerset Corporate Blvd. Bridgewater, NJ 08807		
All Directors and Executive Officers as a group	6,218,206 (14)	7.6%

* Less than one percent (1%).

- (1) Unless otherwise indicated, the address of each named holder is c/o Genta Incorporated, Two Connell Drive, Berkeley Heights, NJ 07922.
- (2) Beneficial ownership is determined in accordance with the rules of the SEC and generally includes voting or investment power with respect to securities. Shares of common stock subject to options exercisable within 60 days of October 15, 2003 are deemed outstanding for computing the percentage of the person holding such securities but are not deemed outstanding for computing the percentage of any other person. Except as indicated by footnote, and subject to community property laws where applicable, the person named in the table has sole voting and investment power with respect to all shares of common stock shown as beneficially owned by them.
- (3) Based on 76,363,364 shares of common stock outstanding as of December 1, 2003.
- (4) Consists of 50,800 shares of common stock, 10,000 shares of common stock related to the asset purchase agreement with Relgen LLC, a privately held corporation, of which Dr. Warrell is the majority stockholder, 9,900 shares held by Dr. Warrell's children's custodial accounts and 4,419,385 shares of common stock issuable upon exercise of currently exercisable stock options. Excludes 15,995 shares of common stock held by Dr. Warrell's wife, Dr. Itri, issued as a hiring bonus and 1,000 shares of common stock held by Dr. Itri's individual retirement account. Dr. Warrell disclaims beneficial ownership of such shares.
- (5) Consists of 6,000 shares of common stock and 25,000 shares of common stock issuable upon exercise of currently exercisable stock options.
- (6) Consists of 26,995 shares of common stock and 147,500 shares of common stock issuable upon exercise of currently exercisable stock options. Excludes 10,000 shares held by a privately held corporation, of which Dr. Itri's husband, Dr. Warrell, is the majority stockholder, 50,800 shares of common stock held by Dr. Warrell's Individual Retirement Account and 9,900 shares held by Dr. Warrell's children's custodial account. Dr. Itri disclaims beneficial ownership of such shares.
- (7) Consists of 9,000 shares of common stock and 97,500 shares of common stock issuable upon exercise of currently exercisable stock options.
- (8) Consists of 3,353 shares of common stock issuable upon exercise of currently exercisable stock options and excludes 12,000 shares held by Dr. Klem's children's individual retirement accounts.

- (9) Consists of shares issuable upon exercise of currently exercisable stock options.
- (10) Consists of 15,000 shares of common stock and 48,000 shares of common stock issuable upon exercise of currently exercisable stock options.
- (11) Consists of 601,438 shares of common stock, and 235,834 shares of common stock issuable upon exercise of currently exercisable stock options.
- (12) Dr. Rosenwald may be deemed to have shared voting and investment power over the 17,750,685 shares of common stock and 250,800 shares of series A convertible preferred stock (which are convertible into 1,713,817 shares of common stock) that may be deemed to be beneficially owned by Paramount Capital Asset Management, Inc., or Paramount, of which Dr. Rosenwald is the sole stockholder. Paramount Capital Asset Management, Inc. may be deemed to have shared voting and investment power over: (i) 2,261,680 shares of common stock held by the Aries Select I, LLC, (ii) 4,729,299 shares of common stock held by the Aries Select Limited, a Cayman Islands trust, (iii)

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513,546 shares of common stock held by the Aries Select II, LLC, (iv) 5,642,491 shares of common stock held by the Aries Master Fund II, LP, (v) 4,046,456 shares of common stock held by the Aries Domestic Fund, LP, (vi) 557,213 shares of common stock held by the Aries Domestic Fund II, LP, (vii) 76,813 shares of series A convertible preferred stock (convertible into 524,894 shares of common stock) held by the Aries Select I, LLC, (viii) 158,081 shares of series A convertible preferred stock (convertible into 1,080,231 shares of common stock) held by the Aries Select Limited, (ix) 15,906 shares of series A convertible preferred stock (convertible into 108,692 shares of common stock) held by the Aries Select II, LLC. Paramount Capital Asset Management Inc. is the General Partner and Investment Advisor of the Aries Select Fund I and Aries Select Fund II and the Investment Advisor of the Aries Limited.

In addition, Dr. Rosenwald's holdings include 20,000 shares of common stock and 3,519,117 shares of common stock issuable upon exercise of currently exercisable warrants, over which Dr. Rosenwald may be deemed to have sole voting and investment power. Such warrants consist of 3,261,896 shares of common stock issuable upon conversion of 25.83 unit purchase options relating to warrants issued in June 1997, 68,500 shares of common stock issuable upon exercise of certain warrants issued in August 1999, 158,683 shares of common stock issuable upon exercise of certain warrants issued in December 1999 and 30,038 shares of common stock issuable upon exercise of certain warrants issued in December 2001.

- (13) Aventis Pharmaceuticals Inc. may be deemed to have shared voting and investment power over 6,665,498 shares of common stock held by Garlison Limited. These shares were issued to Garlison Limited in connection with our collaborative agreements with Aventis.
- (14) Consists of 729,133 shares of common stock and 5,489,073 shares of common stock issuable upon exercise of currently exercisable stock options.

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DESCRIPTION OF CAPITAL STOCK

Our authorized capital stock consists of 120,000,000 shares of common stock, par value \$0.001 per share, and 5,000,000 shares of preferred stock, par value \$0.001 per share.

The following descriptions are summaries of the material terms of our restated certificate of incorporation and bylaws. Reference is made to the more detailed provisions of, and the descriptions are qualified in their entirety by reference to, the restated certificate of incorporation and bylaws, copies of which are filed with the SEC as exhibits to the registration statement of which this prospectus is a part, and applicable law.

General

The authorized capital stock of Genta consists of 120,000,000 shares of common stock and 5,000,000 shares of preferred stock.

Common Stock

As of December 1, 2003, there were 76,363,364 shares of common stock outstanding. Except as required by law or by the restated certificate of incorporation, holders of common stock are entitled to one vote for each share held of record on all matters submitted to a vote of the stockholders. Subject to preferences that may be applicable to any then outstanding preferred stock, holders of common stock are entitled to receive ratably such dividends as may be declared by the Board of Directors out of funds legally available therefor. See Dividend Policy. In the event of a liquidation, dissolution or winding up of Genta, holders of the common stock and the preferred stock are entitled to share ratably on an as-converted basis in all assets remaining after payment of liabilities and the liquidation preference of any then outstanding preferred stock. Holders of common stock have no right to convert their common stock into any other securities. There are no redemption or sinking fund provisions applicable to the common stock. All outstanding shares of common stock are fully paid and non-assessable.

Preferred Stock

The Board of Directors has the authority, without further action by the stockholders, to issue up to 5,000,000 shares of preferred stock in one or more series and to fix the rights, preferences, privileges and restrictions thereof, including dividend rights, conversion rights, voting rights, terms of redemption, liquidation preferences and the number of shares constituting any series or the designation of such series. The issuance of preferred stock could adversely affect the voting power of holders of common stock and could have the effect of delaying, deferring or preventing a change in control of Genta without further action by the stockholders and may adversely affect the voting and other rights of the holders of our common stock.

Series A Convertible Preferred Stock

General

We are authorized to issue 600,000 shares of series A convertible preferred stock. As of September 30, 2003, 260,500 shares are issued and outstanding.

Each share of series A convertible preferred stock is immediately convertible, into shares of our common stock, at a rate determined by dividing the aggregate liquidation preference of the series A convertible preferred stock by the conversion price. The conversion price is subject to adjustment for antidilution. As of December 1, 2003, each share of series A convertible preferred stock was convertible into 6.8334 shares of our common stock.

In the event of a liquidation of Genta, the holders of series A convertible preferred stock are entitled to a liquidation preference equal to \$50 per share, or \$13.025 million at September 30, 2003.

Options, Warrants and Convertible Securities

As of December 1, 2003, we had options, warrants, convertible preferred stock and convertible debt outstanding exercisable for or convertible into 18,277,631 additional shares.

Delaware Anti-Takeover Law

Under Section 203 of the Delaware General Corporation Law certain business combinations between a Delaware corporation, whose stock generally is publicly traded or held of record by more than 2,000 stockholders, and an interested stockholder are prohibited for a three-year period following the date that such stockholder became an interested stockholder, unless

- the corporation has elected in its certificate of incorporation not to be governed by Section 203 (we have not made such an election);
- the business combination was approved by the board of directors of the corporation before the other party to the business combination became an interested stockholder;

- upon consummation of the transaction that made it an interested stockholder, the interested stockholder owned at least 85% of the voting stock of the corporation outstanding at the commencement of the transaction (excluding voting stock owned by directors who are also officers or held in employee benefit plans in which the employees do not have the right to determine confidentially whether shares held subject to the plan will be tendered in a tender or exchange offer; or
- on or subsequent to such date the business combination is approved by the board of directors and authorized at an annual or special meeting of stockholders by the affirmative vote of at least 66% of the outstanding voting stock which is not owned by the interested stockholder. The three-year prohibition also does not apply to certain business combinations proposed by an interested stockholder following the announcement or notification of certain extraordinary transactions involving the corporation and a person who had not been an interested stockholder during the previous three years or who became an interested stockholder with the approval of a majority of the corporation's directors. A business combination is defined to include mergers, asset sales and other transactions resulting in financial benefit to a stockholder. In general, an interested stockholder is a person who, together with affiliates and associates, owns (or within three years, did own) 15% or more of a corporation's voting stock. The statute could prohibit or delay mergers or other takeover or change in control attempts with respect to Genta and, accordingly, may discourage attempts to acquire Genta even though such a transaction may offer Genta's stockholders the opportunity to sell their stock at a price above the prevailing market price.

Advance Notice Requirements for Stockholder Proposals

The bylaws provide that stockholders seeking to bring business before an annual meeting of stockholders, or to nominate candidates for election as directors at an annual meeting of stockholders, must provide timely notice thereof in writing. To be timely, a stockholder's notice must be delivered to the secretary at our principal executive offices not less than 50 calendar days nor more than 75 calendar days prior to the meeting; provided, that if less than 65 days' notice or prior public disclosure of the date of the meeting is given or made to stockholders, notice by the stockholder to be timely must be received not later than the close of business on the 15th day following the day on which notice of the date of the annual meeting was mailed or such public disclosure was made. The bylaws also specify requirements as to the form and content of a stockholder's notice. These provisions may discourage stockholders from bringing matters before an annual meeting of stockholders or from making nominations for directors at an annual meeting of stockholders.

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Limits on Special Meetings

Genta's certificate of incorporation and bylaws provide that special meetings of the stockholders of Genta may be called only by the Chairman of the Board or the Chief Executive Officer of Genta or by a resolution adopted by the affirmative vote of a majority of the Board of Directors.

Super-majority Requirements

We have specified provisions in our certificate of incorporation and bylaws that require a super-majority vote of the stockholders to amend, revise or repeal provisions that may have an anti-takeover effect.

Listing

Our common stock is listed on the Nasdaq National Market under the symbol GNTA .

Transfer Agent and Registrar

The Transfer Agent and Registrar for the common stock is Mellon Investor Services.

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COMMON STOCK ELIGIBLE FOR FUTURE SALE

All of the 671,412 shares of our common stock sold in the public market in this offering will be eligible for immediate resale in the public market without restriction, except for any of those shares that are beneficially owned at any time by our affiliates, as defined in Rule 144 of the Securities Act, which sales will be subject to the timing, volume and manner of sale limitations of Rule

144.

In general, under Rule 144 as currently in effect, each of our affiliates will be entitled to sell, without registration, within any three-month period, a number of shares that does not exceed the greater of 1% of the then outstanding shares of our common stock, or the average weekly trading volume of our common stock during the four calendar weeks preceding such sale. Sales under Rule 144 are also subject to certain provisions regarding the manner of sale, notice requirements and the availability of current public information about us.

As of December 1, 2003, there were 4,261,608 shares of common stock available for grant of options and other stock-based awards under our compensation plans, and options for 10,921,123 shares of common stock are outstanding. These shares have been or will be registered on Form S-8 and will be eligible for sale in the public markets, subject to Rule 144 limitations applicable to affiliates.

In addition to the shares covered by this registration statement, we have agreed to register any shares beneficially owned by the selling stockholders and not covered by this registration statement upon expiration of the escrow agreement relating to them, as well as shares issued to former Salus stockholders as a result of the occurrence of a milestone as specified in the merger agreement. These milestone payments may aggregate to as much as \$17.0 million of our common stock. These stockholders are also entitled, subject to certain restrictions, to have these shares included in any registered public offering of common stock by Genta.

Aventis (and any of its permitted assignees), as the holder of 6,665,498 shares of common stock issued as part of the collaborative agreement entered into between Genta and Aventis in April 2002, may require Genta to register these shares within 90 days after making a written request at any time after April 2004. In addition, in the event that Genta has converted any portion of the \$10.0 million convertible note issued to Aventis as part of the collaborative agreement, Genta is required to file a registration statement within 90 days after a written request has been made by Aventis. Aventis is also entitled, subject to certain restrictions, to have these shares included in any registered public offering of common stock by Genta after April 2004. The foregoing registration rights terminate when all these shares been sold by or may be sold without registration pursuant to the exemptions provided by Rule 144(k) under the Securities Act.

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PLAN OF DISTRIBUTION

We are registering the shares of Genta common stock offered under this prospectus on behalf of the selling stockholders. As used herein, "selling stockholders" includes donees and pledgees selling shares received from the selling stockholders after the date of this prospectus. We will pay all expenses of registration of the shares offered hereby, other than commissions, discounts and concessions of underwriters, dealers or agents. Brokerage commissions and similar selling expenses, if any, attributable to the sale of the shares will be borne by the selling stockholders. We will not receive any of the proceeds from the sale of the shares by the selling stockholders.

The shares may be sold from time to time by the selling stockholders. The selling stockholders may from time to time sell their shares directly to purchasers or, alternatively, through underwriters, broker-dealers or agents. These shares may be sold in one or more transactions at fixed prices, at prevailing market prices at the time of sale, at varying prices determined at the time of sale, or at negotiated prices. Such sales may be effected in transactions (which may involve crosses or block transactions) (a) on any national securities exchange or quotation service on which these shares may be listed or quoted at the time of sale, (b) in the over-the-counter market, (c) in transactions otherwise than on such exchanges or services or in the over-the-counter market or (d) through the writing of options. In connection with sales of these shares or otherwise, the selling stockholders may enter into hedging transactions with broker-dealers, which may in turn engage in short sales of these shares in the course of hedging the positions they assume. The selling stockholders may also sell their shares short and deliver their shares to close out such short positions, or loan or pledge their shares to broker-dealers that in turn may sell such securities.

If the selling stockholders effect these transactions by selling their shares through broker-dealers (which may act as agents or principals), these broker-dealers may receive compensation in the form of discounts, concessions or commissions from the selling stockholders and/or the purchasers of shares for whom these broker-dealers may act as agents or to whom they sell as principal, or both (which compensation as to a particular broker-dealer might be in excess of customary commissions).

The selling stockholders and any broker-dealers that act in connection with the sale of the shares might be deemed to be underwriters within the meaning of Section 2(11) of the Securities Act. Consequently, any commissions received by these

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broker-dealers and any profit on the resale of the shares sold by them while acting as principals might be deemed to be underwriting discounts or commissions under the Securities Act. We have agreed to indemnify the selling stockholders against certain liabilities, including liabilities arising under the Securities Act, or to contribute to payments which the selling stockholders may be required to make in respect thereof.

Because the selling stockholders may be deemed to be underwriters within the meaning of Section 2(11) of the Securities Act, the selling stockholders will be subject to the prospectus delivery requirements of the Securities Act, which may include delivery through the facilities of the Nasdaq National Market pursuant to Rule 153 under the Securities Act. We have informed the selling stockholders that the anti-manipulation provisions of Regulation M under the Securities Exchange Act of 1934 may apply to their sales in the market.

The selling stockholders also may resell all or a portion of the shares in open market transactions in reliance upon Rule 144 under the Securities Act, provided that they meet the criteria and conform to the requirements of that rule.

Upon being notified by any selling stockholder that he has entered into any material arrangement with a broker-dealer for the sale of the shares through a block trade, special offering, exchange distribution or secondary distribution or a purchase by a broker or dealer, we will file a supplement or an amendment to this prospectus, if required, under the Securities Act, disclosing material terms of such arrangement, including but not limited to:

- the name of the selling stockholder and the participating broker-dealers;

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- the number of shares involved;
- the price at which the shares were sold;
- the commissions paid or discounts or concessions allowed to these broker-dealers, where applicable;
- that the broker-dealers did not conduct any investigations to verify the information set out or incorporated by reference in this prospectus; and
- other facts material to the transaction.

We have agreed with the selling stockholders to keep the registration statement, of which this prospectus is a part, effective for a period ending on the earlier of (i) the date on which all shares offered under this prospectus have been sold, or (ii) the date on which the shares offered hereby can be sold without volume limitations under Rule 144 under the Securities Act.

Genta common stock is listed on the Nasdaq National Market under the symbol GNTA .

LEGAL MATTERS

Certain legal matters relating to the shares of common stock offered hereby have been passed upon for Genta by Davis Polk & Wardwell, New York, New York.

EXPERTS

The financial statements of Genta Incorporated as of December 31, 2002 and 2001, and for each of the three years in the period ended December 31, 2002, and the financial statements of Salus Therapeutics, Inc. as of December 31, 2002 and for the year then ended, included in this prospectus have been audited by Deloitte & Touche LLP, independent auditors, as stated in their reports appearing herein and elsewhere in the registration statement, and have been so included in reliance upon the reports of such firm given upon their authority as experts in accounting and auditing.

WHERE YOU CAN FIND MORE INFORMATION

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We are required by federal securities laws to file certain information with the SEC. You can access this material on the SEC's Internet website at <http://www.sec.gov>. You can also read and copy this material at the SEC's public reference room, located at 450 Fifth Street, N.W., Washington, DC 20549. Please call the SEC at (800) 732-0330 for information on how the public reference room operates. The reference to the Uniform Resource Locator of the SEC's website is intended to be an inactive textual reference only.

We will also send you copies of the material we file with the SEC, free of charge, upon your request. Please call or write our Investor Relations department at:

Genta Incorporated
Attention: Investor Relations
Two Connell Drive
Berkeley Heights, NJ 07922
(908) 286-9800

This prospectus is part of a registration statement on Form S-1 we filed with the SEC. This prospectus omits some information contained in the registration statement in accordance with SEC rules and regulations. You should review the information and exhibits in the registration statement for further information on us and our common stock. Statements in this prospectus concerning any document we

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filed as an exhibit to the registration statement or that we otherwise filed with the SEC are not intended to be comprehensive and are qualified by reference to these filings. You should review the complete document to evaluate these statements. The registration statement, including the exhibits and schedules thereto, are also available for reading and copying at the offices of Nasdaq Operations, 1735 K Street, N.W., Washington, D.C. 20006.

We make available free of charge on our internet website (<http://www.genta.com>) our annual report on Form 10-K, quarterly reports on Form 10-Q, current reports on Form 8-K and amendments to these reports filed or furnished pursuant to Section 13(a) or 15(d) of the Securities Exchange Act of 1934 as soon as reasonably practicable after we electronically file such material with, or furnish it to, the Securities and Exchange Commission. Our website and the information contained therein or connected thereto shall not be deemed to be incorporated into this prospectus or the registration statement of which it forms a part.

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Genta Incorporated CONDENSED CONSOLIDATED BALANCE SHEETS

(In thousands, except par value data)	September 30, 2003	December 31, 2002
	(Unaudited)	
ASSETS		
Current assets:		
Cash and cash equivalents	\$ 19,035	\$ 32,700
Short-term investments (Note 2)	68,362	81,016

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Accounts receivable (Note 3)	11,760	14,574
Notes receivable	200	200
Other current assets	1,941	1,458
	<hr/>	<hr/>
Unallocated purchase price (Note 5)	13,627	
	<hr/>	<hr/>
Total current assets	114,925	129,948
Property and equipment, net	4,636	3,256
Notes receivable	3,213	
Intangibles, net	1,007	1,440
Other assets	1,717	1,775
	<hr/>	<hr/>
Total assets	\$ 125,498	\$ 136,419
	<hr/>	<hr/>
LIABILITIES AND STOCKHOLDERS' EQUITY		
Current liabilities:		
Accounts payable	\$ 15,936	\$ 32,423
Note payable		490
Deferred revenues, current portion	5,237	5,237
Other current liabilities		212
	<hr/>	<hr/>
Total current liabilities	21,173	38,362
Deferred revenues (Note 7)	37,426	41,354
Convertible debt (Note 8)	10,000	10,000
Line of credit (Note 9)	25,000	
	<hr/>	<hr/>
Total liabilities	93,599	89,716
	<hr/>	<hr/>
Commitments and contingencies		
Stockholders' equity:		
Preferred stock, Series A convertible preferred stock, \$.001 par value; 600 shares authorized, 261 shares issued and outstanding at September 30, 2003 and December 31, 2002, respectively; liquidation value of \$13,025		
Common stock, \$.001 par value; 120,000 shares authorized, 75,819 and 74,168 shares issued and 75,819 and 73,775 outstanding at September 30, 2003 and December 31, 2002, respectively	76	74
Additional paid-in capital	335,511	322,997
Accumulated deficit	(303,376)	(273,190)
Deferred compensation	(335)	(697)
Accumulated other comprehensive (loss) income	23	25
	<hr/>	<hr/>
Total stockholders' equity	31,899	49,209
Cost of treasury stock: 0 and 393 shares at September 30, 2003 and December 31, 2002, respectively		(2,506)
	<hr/>	<hr/>
Total stockholders' equity	31,899	46,703
	<hr/>	<hr/>
Total liabilities and stockholders' equity	\$ 125,498	\$ 136,419

See accompanying notes to consolidated financial statements.

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Genta Incorporated
CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS
(Unaudited)

(In thousands, except per share data)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2003	2002	2003	2002
Revenues:				
License fees and royalties (Note 7)	\$ 253	\$ 282	\$ 795	\$ 501
Development funding (Note 7)	1,043	1,043	3,130	1,739
	1,296	1,325	3,925	2,240
Costs and expenses:				
Research and development (Note 4)	9,249	13,044	14,226	32,574
General and administrative (Note 4)	9,287	3,602	20,198	14,651
Compensation expense related to stock options	74	239	362	716
	18,610	16,885	34,786	47,941
Loss from operations	(17,314)	(15,560)	(30,861)	(45,701)
Other income (expense):				
Other income, principally net interest income	393	557	1,279	1,102
Interest expense	(244)	(142)	(604)	(242)
Equity in net income of joint venture		33		33
	149	448	675	893
Net loss applicable to common shares	\$ (17,165)	\$ (15,112)	\$ (30,186)	\$ (44,808)
Net loss per common share	\$ (0.23)	\$ (0.21)	\$ (0.40)	\$ (0.64)
Shares used in computing net loss per common share ..	75,409	73,410	74,699	69,732

See accompanying notes to consolidated financial statements.

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Genta Incorporated
CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS
(Unaudited)

(In thousands)	Nine Months Ended September 30,	
	2003	2002
Operating activities		
Net loss	\$ (30,186)	\$ (44,808)
Items reflected in net loss not requiring cash:		
Depreciation, amortization and loss on disposal of fixed assets	1,668	1,190
Compensation expense related to stock options	362	716
Changes in operating assets and liabilities:		
Accounts and notes receivable (Note 3)	(399)	(6,878)
Prepays and other assets	(425)	(2,446)
Accounts payable, accrued expenses and other current liabilities	(21,760)	45,509
Net cash (used in) provided by operating activities	(50,740)	(6,717)
Investing activities		
Purchase of available-for-sale short-term investments	(48,400)	
Maturities and sales of available-for-sale short-term investments	61,052	16,055
Purchase of property and equipment	(2,615)	(1,793)
Payment to stockholders in conjunction with Salus Acquisition (Note 5)	(56)	
Net cash provided by investing activities	9,981	14,262
Financing activities		
Issuance of common stock from private placement, net		71,035
Issuance of convertible debt (Note 8)		10,000
Proceeds from line of credit (Note 9)	25,000	
Purchase of treasury stock (Note 10)	(303)	(1,679)
Issuance of common stock upon exercise of warrants and options	2,397	1,758
Net cash provided by financing activities	27,094	81,114
(Decrease) increase in cash and cash equivalents	(13,665)	88,659
Cash and cash equivalents at beginning of period	32,700	38,098
Cash and cash equivalents at end of period	\$ 19,035	\$ 126,757

See accompanying notes to consolidated financial statements

Genta Incorporated
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS
September 30, 2003
(Unaudited)

(1) Basis of Presentation

The unaudited condensed consolidated financial statements of Genta Incorporated, a Delaware corporation ("Genta" or the "Company"), presented herein have been prepared in accordance with accounting principles generally accepted in the United States of America for interim financial information and with the instructions to Form 10-Q. Accordingly, they do not include all of the information and note disclosures required to be presented for complete financial statements. The accompanying financial statements reflect all adjustments (consisting only of normal recurring accruals), which are, in the opinion of management, necessary for a fair presentation of the results for the interim periods presented.

The unaudited condensed consolidated financial statements and related disclosures have been prepared with the presumption that users of the interim financial information have read or have access to the audited financial statements for the preceding fiscal year. Accordingly, these financial statements should be read in conjunction with the audited consolidated financial statements and the related notes thereto included in the Company's Annual Report on Form 10-K for the fiscal year ended December 31, 2002. Results for the interim periods are not necessarily indicative of results for the full years.

The Company has experienced significant quarterly fluctuations in operating results and it expects that these fluctuations will continue.

Revenue Recognition

In April 2002, the Company entered into a series of development and commercialization agreements (collectively, the Collaborative Agreement) with Aventis Pharmaceuticals Inc. ("Aventis"). Under the terms of the Collaborative Agreement, the Company and Aventis will jointly develop and commercialize Genasense in the U.S. (the Alliance), and Aventis will have exclusive development and marketing rights to Genasense in all countries outside of the U.S. Under the Collaborative Agreement, Aventis will pay 75% of U.S. New Drug Application ("NDA")-directed development costs incurred by either Genta or Aventis, subsequent to the execution of the Collaborative Agreement, and substantially all other development, marketing, and sales costs incurred worldwide in connection with Genasense . Reimbursements are to be made pursuant to a single net payment from one party to the other. Such payments are due and payable 60 days following the end of the quarter in which such expenses are incurred.

Initial and future funding of ongoing development received from Aventis after the achievement of certain research and development milestones (Notes 4 and 7) are being recognized over the estimated 115 months of useful life of the related first-to-expire patent.

Research and Development

Research and development costs are expensed as incurred, including raw material costs required to manufacture products for clinical trials. Reimbursements for applicable Genasense -related costs, under the Collaborative Agreement (Note 4), have been recorded as a reduction to expenses in the condensed consolidated statements of operations.

Intangible Assets

Intangible assets, consisting primarily of licensed technology and capitalized patent costs, are amortized using the straight-line method over their estimated useful lives of five years. The Company's policy is to evaluate the appropriateness of the carrying values of the unamortized balances of intangible assets on the basis of estimated future cash flows (undiscounted) and other

factors. If such evaluation were

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to indicate an impairment of these assets, such impairment would be recognized by a write-down of the applicable assets. The Company evaluates the continuing value of patents and patent applications in each financial reporting period. Through this evaluation, the Company may elect to continue to maintain these patents, seek to out-license them, or abandon them.

Future amortization expense related to intangibles at September 30, 2003 follows (\$ in thousands):

	Amortization Expense
2003	\$ 144
2004	577
2005	286
	<hr/>
Total	\$ 1,007
	<hr/>

Stock Options

The Company accounts for stock-based compensation arrangements in accordance with provisions of Accounting Principles Board ("APB") Opinion No. 25, *Accounting for Stock Issued to Employees* and complies with the disclosure provisions of Statement of Financial Accounting Standards ("SFAS") No. 123, "Accounting for Stock-Based Compensation." Under APB Opinion No. 25, compensation expense is based on the difference, if any, on the date of grant, between the fair value of the Company's stock and the exercise price. The Company accounts for stock options issued to non-employees in accordance with the provisions of SFAS No. 123, and Emerging Issues Task Force Consensus on Issue No. 96-18, "Accounting for Equity Instruments That Are Issued to Other Than Employees for Acquiring, or in Conjunction with Selling, Goods or Services." The Company is amortizing deferred stock compensation using the graded vesting method, in accordance with Financial Accounting Standards Board Interpretation No. 28, over the vesting period of each respective option, which is generally four years.

In December 2002, the Financial Accounting Standards Board (FASB) issued SFAS No. 148, *Accounting for Stock-Based Compensation - Transition and Disclosure - Amendment of FASB Statement No. 123*, to provide alternative methods of transition for a voluntary change to the fair value based method of accounting for stock-based employee compensation. In addition, this Statement amends the disclosure requirements of Statement No. 123 to require prominent disclosures in both annual and interim financial statements about the method of accounting for stock-based employee compensation and the effect of the method used on reported results.

The following table illustrates the effect on net loss and loss per share if the Company had applied the fair value recognition provisions of SFAS No. 123 to stock-based employee compensation:

(\$ in thousands, except per share data)	Three Months Ended		Nine Months Ended	
	September 30,		September 30,	
	2003	2003	2003	2002
Net loss applicable to common shares, as reported	\$ (17,165)	\$ (15,112)	\$ (30,186)	\$ (44,808)
Equity related employee compensation expense				
included in reported net income, net of related tax				
effects	74	239	362	716

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Total stock-based employee compensation expense
determined under fair values based method for all
awards, net of related tax effects

	(2,119)	(1,788)	(5,508)	(5,364)
Pro forma net loss applicable to common shares	\$ (19,210)	\$ (16,661)	\$ (35,332)	\$ (49,456)
Net loss per common share:				
As reported: Basic and diluted	\$ (0.23)	\$ (0.21)	(0.40)	\$ (0.64)
Pro forma: Basic and diluted	\$ (0.25)	\$ (0.23)	(0.47)	\$ (0.71)

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Pro Forma Disclosure

The fair value of options for the three months ended September 30, 2003 and 2002, has been estimated at the date of grant using the minimum value option pricing model with the following assumptions:

	Three Months Ended September 30,	
	2003	2002
Risk-free interest rate	2.9%	2.8%
Dividend yield	-	-
Expected life (years)	4.0	5.0
Volatility	64.2%	65.0%

All of the options issued during the three-month periods ended September 30, 2003 and 2002, were issued with an exercise price equal to market value on the date of grant. The weighted-average estimated fair value of stock options granted was \$11.47 per share and \$6.81 per share for the three-month periods ended September 30, 2003 and 2002, respectively.

Net Loss Per Common Share

Basic and diluted loss per common share are identical for the three months and nine months periods ended September 30, 2003 and 2002 as potentially dilutive securities, including options, warrants and convertible preferred stock have been excluded in the calculation of the net loss per common share due to their anti-dilutive effect.

Recent Accounting Pronouncements

In May 2003, the FASB issued SFAS No. 150, Accounting for Certain Financial Instruments with Characteristics of Liabilities, Equity, or Both. This limited scope statement prescribes changes to the classification of certain financial instruments including preferred securities issued in the form of shares that are mandatorily redeemable; that embody an unconditional obligation requiring the issuer to redeem them by transferring its assets at a specified or determinable date (or dates) or upon an event that is certain to occur. This Statement is effective for financial instruments entered into or modified after May 31, 2003, and otherwise is effective at the beginning of the first interim period beginning after June 15, 2003. The adoption of this statement did not have any impact on the Company's results of operations, financial position or cash flows.

In April 2003, the FASB issued SFAS No. 149, Amendment of Statement 133 on Derivative Instruments and Hedging Activities. SFAS No. 149 amends and clarifies financial accounting and reporting for derivative instruments, including certain derivative instruments embedded in other contracts (collectively referred to as derivatives) and for hedging activities under SFAS No. 133,

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Accounting for Derivative Instruments and Hedging Activities. In particular, SFAS No. 149 (1) clarifies under what circumstances a contract with an initial net investment meets the characteristic of a derivative discussed in paragraph 6(b) of SFAS No. 133, (2) clarifies when a derivative contains a financing component, (3) amends the definition of an underlying to conform it to language used in FIN 45, *Guarantor's Accounting and Disclosure Requirements for Guarantees, Including Indirect Guarantees of Indebtedness of Others*, and (4) amends certain other existing pronouncements. SFAS No. 149 is to be applied prospectively to contracts entered into or modified after June 30, 2003, with certain exceptions, and for hedging relationships designated after June 30, 2003. The adoption of this statement did not have any impact on the Company's results of operations, financial position or cash flows.

In January 2003, the FASB issued Interpretation No. (FIN) 46, Consolidation of Variable Interest Entities. The Company has no arrangements that would be subject to this interpretation.

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(2) Short-Term Investments

The carrying amounts of short-term investments approximate fair value due to the short-term nature of these instruments. The fair value of available-for-sale marketable securities at September 30, 2003 is as follows (\$ in thousands):

Amortized costs	\$68,339
Gross unrealized gains	68
Gross unrealized losses	(45)
	<hr/>
Estimated fair value	\$68,362
	<hr/>

The estimated fair value of each marketable security has been compared to its cost, and therefore, an unrealized gain of \$0.023 million has been recognized in accumulated other comprehensive income at September 30, 2003.

(3) Accounts Receivable

Included in accounts receivable and netted against operating expenses in the condensed consolidated statement of operations for the three months ended September 30, 2003, is \$11.760 million in net expense reimbursements due from Aventis for various third-party costs, internal costs of scientific and technical personnel (Full-time Equivalents or FTE s) and Genasense drug supply costs. Information with respect to the cost reimbursement for the three months ended September 30, 2003 is presented below (\$ thousands):

Reimbursement to Genta:	
Third-party costs	\$ 8,491
Drug supply costs	1,759
FTE s	1,942
	<hr/>
Amount due to Genta	12,192
Reimbursement to Aventis:	
FTE s	(432)
	<hr/>
Net amount due to Genta	\$11,760
	<hr/>

(4) Collaborative Agreement

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In April 2002, the Company entered into a Collaborative Agreement with Aventis. Under the terms of the Collaborative Agreement, the Company and Aventis will jointly develop and commercialize Genasense in the U.S., and Aventis will have exclusive development and marketing rights to Genasense in all countries outside of the U.S. Under the Collaborative Agreement, Aventis will pay 75% of U.S. NDA-directed development costs incurred by either Genta or Aventis, subsequent to the execution of the Collaborative Agreement, and substantially all other development, marketing, and sales costs incurred worldwide in connection with Genasense. An analysis of expenses reimbursable under the Collaborative Agreement (Note 1) follows:

(\$ in thousands)	Three Months Ended September 30,		Nine Months Ended September 30,	
	2003	2002	2003	2002
Research and development expenses, gross	\$ 21,009	\$ 19,608	\$ 54,576	\$ 45,886
Less net expense reimbursement	(11,760)	(6,564)	(40,350)	(13,312)
Research and development expenses, net	\$ 9,249	\$ 13,044	\$ 14,226	\$ 32,574
Selling, general and administrative, gross	\$ 9,287	\$ 3,763	\$ 20,198	\$ 15,236
Less expense reimbursement	-	(161)	-	(585)
Selling, general and administrative, net	\$ 9,287	\$ 3,602	\$ 20,198	\$ 14,651

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As of September 30, 2003, the Company has received a total of \$214.0 million in initial and near-term funding, which included a \$10.0 million licensing fee and \$40.0 million in development funding (Note 7), \$10.0 million in convertible debt proceeds (Note 8), \$71.9 million pursuant to an at-market equity investment in the Company's common stock, \$57.1 million in paid expense reimbursements and \$25.0 million in line of credit proceeds (Note 9). A further \$11.8 million in accrued expense reimbursement is due for payment during the fourth quarter of 2003 (Note 3). The remaining amounts that could be received under the Collaborative Agreement, \$280.0 million in cash and \$65.0 million in convertible note proceeds, are contingent upon the achievement of certain research and development milestones.

(5) Salus Therapeutics, Inc. Acquisition

In August 2003, the Company acquired Salus Therapeutics, Inc. (Salus), a privately held company located in Salt Lake City, Utah. Salus specializes in the identification and development of drugs that are based on DNA or RNA, including antisense, small interfering RNAs (siRNA), and delivery systems for DNA/RNA-based drugs. Under the terms of the merger agreement, Genta issued 1.03 million shares of common stock with a fair value of approximately \$13.0 million to Salus stockholders in exchange for all of the outstanding shares of Salus common stock, including those issued pursuant to the conversion of Salus preferred stock. Approximately thirty-five percent of the initial payment (0.36 million shares) is held in escrow and will be released on the first anniversary of the acquisition, assuming no event of default occurs as described in the merger agreement. Contingent upon the achievement of certain preclinical and clinical milestones, an additional \$17.0 million may be paid in stock or cash at Genta's option.

The following unaudited condensed consolidated pro forma financial information has been prepared to give effect to Genta's acquisition of Salus. The pro forma adjustments are based upon available information and assumptions that Genta believes are reasonable. The unaudited condensed consolidated pro forma financial information do not purport to represent what the consolidated results of operations or financial position of Genta would actually have been if the acquisition had occurred on the dates referred to below, nor do they purport to project the results of operations or financial position of Genta for any future period.

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The unaudited condensed consolidated pro forma statement of operations data was prepared by combining Genta's statement of operations for the year ended December 31, 2002 with Salus' statement of operations for the year ended December 31, 2002, giving effect to the acquisition as though it occurred on January 1, 2002.

The unaudited condensed consolidated pro forma statement of operations data do not give effect to any restructuring costs or any potential cost savings or other operating efficiencies that could result from the acquisition, or any non-recurring charges or credits resulting from the transaction such as in-process research and development charges.

The unaudited condensed consolidated pro forma financial information should be read in conjunction with the historical financial statements of (i) Genta included in this prospectus, and (ii) Salus beginning on page F-52 hereof.

For the year ended December 31, 2002

	Genta	Salus	Adjustments	F/N	Pro Forma
Revenues	\$ 3,559	\$ 386	\$		\$ 3,945
Net loss	\$ (74,528)	\$ (1,193)	\$		\$ (75,721)
Net loss per basic and diluted shares	\$ (1.05)				\$ (1.07)

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For the three months ended December 31, 2002

	Genta	Salus	Adjustments	F/N	Pro Forma
Revenues	\$ 1,296	\$ 20	\$		\$ 1,316
Net loss	\$ (17,165)	\$ (782)	\$ 231	(1)	\$ (17,716)
Net loss per basic and diluted shares	\$ (0.23)				\$ (0.23)

For the three months ended December 31, 2002

	Genta	Salus	Adjustments	F/N	Pro Forma
Revenues	\$ 1,325	\$ 90	\$		\$ 1,415
Net loss	\$ (15,112)	\$ (272)	\$		\$ (15,384)
Net loss per basic and diluted shares	\$ (0.21)				\$ (0.21)

For the nine months ended December 31, 2002

	Genta	Salus	Adjustments	F/N	Pro Forma
Revenues	\$ 3,925	\$ 194	\$		\$ 4,119
Net loss	\$ (30,186)	\$ (1,471)	\$ 231		\$ (31,426)
Net loss per basic and diluted shares					

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shares \$ (0.40) \$ (0.42)

For the nine months ended December 31, 2002

	Genta	Salus	Adjustments	F/N	Pro Forma
Revenues	\$ 2,240	\$ 300	\$		\$ 2,540
Net loss	\$ (44,808)	\$ (785)	\$		\$ (45,593)
Net loss per basic and diluted shares	\$ (0.64)				\$ (0.65)

(1) An adjustment was made to eliminate the revenues and net losses recorded twice in the table above during the period from August 21, 2003, the date Genta purchased Salus, through September 30, 2003 ("Consolidation Period"). During that period, Salus financial information was consolidated into Genta; however, to accurately depict the financial position of both entities for the three and nine months ended September 30, 2003, both revenues and net loss were shown on a 'stand alone' basis, and properly adjusted for by backing out the amounts during the Consolidation Period to determine the pro forma information.

Since the estimated fair value of the assets acquired is not readily determinable at September 30, 2003, the aggregate purchase price is being shown as unallocated purchase price. Management believes that a large portion of the unallocated purchase price will be valued as in-process research and development and will be written off. Information with respect to the unallocated purchase price at September 30, 2003 is presented below (\$ in thousands):

Market value of 1.03 million shares of common stock issued	\$ 12,985
Legal and accounting fees directly associated with the acquisition	642
	<u>\$ 13,627</u>

(6) Note Receivable

At September 30, 2003, the Company had recorded \$3.2 million as a note receivable relating to advance financing provided to Avecia Biotechnology, Inc. (Avecia) for facility expansion, which will be

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recovered with interest through future payments determined as a function of drug substance purchases to be made by the Company in the future. Final repayment terms of this note receivable are pursuant to the Supply Agreement (Note 13). Information with respect to the note receivable at September 30, 2003 is presented below (\$ in thousands):

Advance funding for facility expansion	\$ 3,274
Interest recorded	44
Payments received	(105)
	<u>\$ 3,213</u>

(7) Deferred Revenues

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As of September 30, 2003, the Company had recorded \$42.6 million in deferred revenues relating to the initial \$10.0 million licensing fee and \$40.0 million development funding received under the Collaborative Agreement (Note 4), of which \$5.2 million is included in current liabilities and \$37.4 million is classified as long-term deferred revenues. These revenues are being recognized over the estimated 115 months of useful life of the related first-to-expire patent. Any subsequent milestone payments that may be received from Aventis will also be recognized over the then, remaining estimated useful life of the first-to-expire related patent.

(8) Convertible Debt

At September 30, 2003, the Company had \$10.0 million outstanding in a convertible promissory note (Aventis Note) that was issued in connection with the Collaborative Agreement (Note 4). Interest accrues at the rate of 5.63% per annum until April 26, 2009 (the Maturity Date) and compounds annually on each anniversary date of the Aventis Note through the Maturity Date. The Company may redeem the Aventis Note for cash in whole or in part (together with any accrued and unpaid interest with respect to such principal amount) in amounts of not less than \$0.5 million (and in \$0.1 million increments thereafter). In addition, the Company may convert the Aventis Note on or prior to the Maturity Date in whole or in part (together with any accrued and unpaid interest with respect to such principal amount) in amounts of not less than \$5.0 million (and in \$1.0 million increments thereafter), into fully paid and non-assessable shares of common stock (calculated as to the nearest 1/1000 of a share). As of any date, the number of shares of common stock into which the Aventis Note may be converted shall be determined by a formula based on the then market value of the common stock (the Conversion Price), subject to a minimum Conversion Price of \$8.00 per share.

(9) Aventis Line of Credit

At September 30, 2003, the Company had \$25.0 million outstanding on a line of credit that was issued in connection with an amendment, dated March 14, 2003, to the Collaborative Agreement (Note 4) that established an up to \$40.0 million line of credit related to the development, manufacturing and commercialization of Genasense (Aventis Line of Credit). The amendment provides Genta the immediate availability of up to \$40.0 million in cash. This revolving debt will be considered an advance against both past and future costs and will be secured by reimbursable development expenses from Aventis, as well as drug inventory. At the time of Genasense NDA approval in the U.S., any outstanding balance will be offset against the first milestone payment that is due to Genta from Aventis. The terms of the Aventis Line of Credit provide for a favorable interest rate, which is set two days prior to the first day of each calendar quarter. The Aventis Line of Credit terminates upon the earlier of (i) the receipt of Genasense NDA approval in the U.S., (ii) notice given by either Genta or Aventis of the termination of the Collaborative Agreement (Note 4), (iii) notice given by Genta of the termination of the Aventis Line of Credit, (iv) various default provisions or (v) December 31, 2004. Depending upon the circumstances, repayment is due immediately or up to six months after the termination of the Aventis Line of Credit.

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(10) Treasury Stock

In June 2002 the Company commenced a stock repurchase program, whereby up to 5.0 million shares of its common stock may be repurchased by the Company at prices deemed desirable by the Company. As of September 30, 2003, the Company had repurchased 444,200 shares of common stock in open-market transactions as follows:

	Shares Repurchased	Average price per share
At December 31, 2002	392,700	\$ 6.3807
Nine Months Ended September 30, 2003	51,500	5.8927
	444,200	\$ 6.3242

In September 2003, the Company retired the 444,200 shares of treasury stock.

(11) Comprehensive Loss

An analysis of comprehensive loss is presented below:

(\$ thousands)	Three Months Ended September 30,		Nine Months Ended September 30,	
	2003	2002	2003	2002
Net loss	\$ (17,165)	\$ (15,112)	\$ (30,186)	\$ (44,808)
Change in market value on available-for-sale short-term investments	42	6	(2)	66
Total comprehensive loss	\$ (17,123)	\$ (15,106)	\$ (30,188)	\$ (44,742)

(12) Supplemental Disclosure of Cash Flows Information and Non-cash Investing and Financing Activities

No interest was paid for the nine months ended September 30, 2003 and 2002.

The market value of common stock issued for the purchase of Salus (Note 5) was \$12.985 million.

The value of treasury stock (Note 10) retired was \$2.809 million.

(13) Commitments and Contingencies

Litigation and Potential Claims

JBL

The sale of JBL Scientific, Inc. (JBL), the Company's manufacturing subsidiary, was completed on May 10, 1999. JBL was notified on October 1998 from Region IX of the Environmental Protection Agency (EPA) that it had been identified as a potentially responsible party (PRP) at the Casmalia Disposal Site, which is located in Santa Barbara, California. JBL has been designated as a de minimis PRP by the EPA. In December 2001, Genta received a revised settlement proposal from the EPA in the amount of \$0.033 million, the terms of the settlement with the EPA containing standard contribution protection and release language. In January 2002, the Company accepted the proposal and paid the \$0.033 million as an offer to settle this matter. There can be no assurance, however, that the EPA will not reject the Company's settlement offer if there is not a sufficient number of PRPs settling with the EPA.

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Genta Europe

During 1995, Genta Pharmaceuticals Europe S.A. (Genta Europe), a wholly-owned subsidiary of Genta, received funding in the form of a loan from ANVAR, a French government agency, of which the proceeds were intended to fund research and development activities. In October 1996, in connection with a restructuring of Genta's operations, Genta terminated all scientific personnel of Genta Europe. In 1998, ANVAR asserted that Genta Europe was not in compliance with the ANVAR Agreement, notified Genta

Europe of its demand for accelerated repayment of the loan and notified Genta that it was liable as a guarantor on the note. Based on the advice of French counsel, Genta does not believe that ANVAR is entitled to payment under the terms of the ANVAR Agreement and also believes it to be unlikely that Genta will incur any liability in this matter, although there can be no assurance thereof. During the quarter ended September 30, 2003, the Company reversed the accrued net liability of \$0.212 million related to this matter, as management no longer believes that a loss is probable.

University of Pennsylvania

In October 2002, a licensing officer from the University of Pennsylvania (UPenn) asserted a claim to a portion of the initial \$40.0 million development funding (Note 7) the Company received from Aventis pursuant to the Collaborative Agreement (Note 4). In October 2003, the Company reached a settlement with UPenn with respect to this claim. Under the terms of the settlement agreement, in exchange for an agreement by UPenn to forego any and all claims in the future to any portion of any milestone and other payments (other than royalty payments on sales) made to Genta pursuant to the Collaborative Agreement (Note 4), Genta has agreed to make the following payments to UPenn: (i) \$0.750 million on November 5, 2003, (ii) \$0.250 million on February 2, 2004, (iii) \$1.5 million upon the first NDA or foreign equivalent approval of Genasense , and (iv) provided that the first NDA or foreign equivalent approval of Genasense has been received by Genta, \$0.750 million on the earlier of (a) the second NDA or foreign equivalent approval of Genasense or (b) December 30, 2004. As of September 30, 2003, the Company has reserved for the royalty payments that are due to UPenn per the settlement agreement.

Purchase Commitments

Per an agreement entered into with Avecia in December 2002 (the Supply Agreement) the Company is obligated to purchase up to a total of \$27.5 million in drug substance each year in 2003 and 2004. The Company expects the 2003 obligation to be substantially below that level. Pursuant to the Collaborative Agreement (Note 4), the Company anticipates that it will be reimbursed for at least 75% of these purchase commitments after the drug is shipped to the clinical sites. No drug substance purchases were made in the first half of 2003, primarily due to the significant amount of drug substance purchased in the fourth quarter of 2002. For the three months ended September 30, 2003, the Company purchased approximately \$2.5 million of drug substance. In addition, the Company has committed up to \$5.0 million of advance financing to Avecia for facility expansion, which would be recovered with interest through future payments determined as a function of drug substance purchases to be made by the Company in the future (Note 6).

(14) Subsequent Events

On November 4, 2003 the Company filed a Form S-1 registration statement with the SEC to register the 0.67 million shares issued to former Salus stockholders in connection with the Company s acquisition of Salus. Upon the registration statement being declared effective, the former Salus stockholders will have the option to retain their shares or sell them during quarterly window periods.

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INDEPENDENT AUDITORS REPORT

To the Board of Directors and Stockholders of
Genta Incorporated

We have audited the accompanying consolidated balance sheets of Genta Incorporated and subsidiaries (the Company) as of December 31, 2002 and 2001, and the related consolidated statements of operations, stockholders equity, and cash flows for each of the three years in the period ended December 31, 2002. These financial statements are the responsibility of the Company s management. Our responsibility is to express an opinion on these financial statements based on our audits.

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We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, such consolidated financial statements present fairly, in all material respects, the financial position of Genta Incorporated as of December 31, 2002 and 2001, and the results of their operations and their cash flows for each of the three years in the period ended December 31, 2002, in conformity with accounting principles generally accepted in the United States of America.

/s/ DELOITTE & TOUCHE LLP

Parsippany, New Jersey

February 13, 2003

(except Note 21, as to which the date is March 17, 2003)

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GENTA INCORPORATED CONSOLIDATED BALANCE SHEETS

(In thousands, except par value data)

	December 31, 2002	December 31, 2001
	<u> </u>	<u> </u>
ASSETS		
Current assets:		
Cash and cash equivalents (Note 2)	\$ 32,700	\$ 38,098
Short term investments (Note 3)	81,016	15,988
Accounts receivable (Note 4)	14,574	36
Notes receivable (Note 5)	200	200
Prepaid expenses and other current assets (Note 6)	1,458	707
	<u> </u>	<u> </u>
Total current assets	129,948	55,029
Property and equipment, net (Note 7)	3,256	1,848
Intangibles, net (Note 9)	1,440	2,120
Prepaid royalties (Note 10)	1,268	1,268
Deposits and other assets (Note 16)	507	365
	<u> </u>	<u> </u>
Total assets	\$ 136,419	\$ 60,630

LIABILITIES AND STOCKHOLDERS' EQUITY

Current liabilities:

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Accounts payable	\$ 27,683	\$ 9,571
Notes payable (Note 6)	490	
Accrued expenses (Note 11)	4,740	2,309
Deferred revenues, current portion (Note 13)	5,237	90
Other current liabilities	212	350
	<hr/>	<hr/>
Total current liabilities	38,362	12,320
Deferred revenues (Note 13)	41,354	
Convertible debt (Note 14)	10,000	
	<hr/>	<hr/>
Total liabilities	89,716	12,320
	<hr/>	<hr/>
Commitments and contingencies (Note 19)		
Stockholders' equity (Note 17):		
Series A convertible preferred stock, \$.001 par value; 600 shares authorized, 261 shares issued and outstanding at December 31, 2002 and December 31, 2001, respectively; liquidation value of \$13,025 and \$13,050, respectively		
Common stock, \$.001 par value; 120,000 shares authorized, 74,168 and 66,000 shares issued and outstanding at December 31, 2002 and December 31, 2001, respectively	74	66
Additional paid-in capital	322,997	248,685
Accumulated deficit	(273,190)	(198,662)
Deferred compensation	(697)	(1,713)
Accumulated other comprehensive (loss) income	25	(66)
	<hr/>	<hr/>
	49,209	48,310
Less cost of treasury stock: 393 shares at December 31, 2002	(2,506)	
	<hr/>	<hr/>
Total stockholders' equity	46,703	48,310
	<hr/>	<hr/>
Total liabilities and stockholders' equity	\$ 136,419	\$ 60,630
	<hr/>	<hr/>

See accompanying notes to consolidated financial statements

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GENTA INCORPORATED
CONSOLIDATED STATEMENTS OF OPERATIONS

(In thousands, except per share data)	Years Ended December 31,		
	2002	2001	2000
	<hr/>	<hr/>	<hr/>

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Revenues:

License fees (Note 13)	\$ 3,498	\$ 97	\$ 17
Royalties	61	49	5
	<u>3,559</u>	<u>146</u>	<u>22</u>

Costs and expenses:

Research and development (Note 12)	58,899	39,355	6,830
General and administrative (Note 12)	19,347	8,215	3,323
Equity related compensation (Note 18)	1,016	1,074	8,605
Promega settlement (Note 5)		1,000	
	<u>79,262</u>	<u>49,644</u>	<u>18,758</u>

Loss from operations	(75,703)	(49,498)	(18,736)
Equity in net income of joint venture (Note 8)	33		502
Other income	1,326	2,785	5,783
Income taxes (Note 15)	(184)		

Net loss	(74,528)	(46,713)	(12,451)
Preferred stock dividends (Note 17)			(3,443)

Net loss applicable to common shares	\$ (74,528)	\$ (46,713)	\$ (15,894)
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Net loss per common share	\$ (1.05)	\$ (0.84)	\$ (0.41)
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Shares used in computing net loss per common share	70,656	55,829	38,659
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See accompanying notes to consolidated financial statements.

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GENTA INCORPORATED
CONSOLIDATED STATEMENTS OF STOCKHOLDERS' EQUITY
For the Years Ended December 31, 2000, 2001 and 2002

Convertible Preferred Stock	Common Stock	Treasury Stock		Additional Paid-in Capital	Accumulated Deficit	Accrued Dividends Payable	Other Comprehensive Income (Loss)	Total Stockholders' Equity
Shares Amount	Shares Amount	Shares Amount						

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Balance at January 1, 2000	400 \$	25,457 \$	26	\$	\$	146,863 \$	(139,498) \$	5,134 \$	(2,318) \$	\$	10,207
Comprehensive loss:											
Net loss							(12,451)				(12,451)
Unrealized investment gain										95	95
Total comprehensive loss											(12,356)
Issuance of common stock upon conversion of convertible preferred stock	(139)	14,486	15			(14)					1
Issuance of common stock in connection with two private placements, net of issuance costs of \$2,548		6,458	6			40,095					40,101
Issuance of common stock in connection with exercise of warrants and stock options		3,345	3			3,254					3,257
Preferred stock dividends		953	1			5,133		(5,134)			
Equity related compensation						7,368			1,237		8,605
Issuance of common stock in connection with rights to Relgen license agreement		10				84					84
Issuance of common stock in connection with MBI asset purchase		376				2,400					2,400
Value of shares to be issued related to license agreement						1,268					1,268
Balance at December 31, 2000	261	51,085	51			206,451	(151,949)		(1,081)	95	53,567
Comprehensive loss:											
Net loss							(46,713)				(46,713)
Unrealized investment loss										(161)	(161)

Total comprehensive loss					(46,874)
Issuance of common stock upon conversion of convertible preferred stock	2				
Issuance of common stock in connection with private placement, net of issuance costs of \$502	2,500	3	32,220		32,223
Issuance of common stock in connection with exercise of warrants and stock options	12,245	12	8,309		8,321
Issuance of common stock as hiring bonus	6				
Issuance of common stock related to license agreement	162				

See accompanying notes to consolidated financial statements.

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	Convertible Preferred Stock		Common Stock		Treasury Stock		Additional Paid-in Capital	Accumulated Deficit	Accrued Dividends Payable	Deferred Compensation	Other Comprehensive Income (Loss)	Total Stockholders' Equity
	Shares	Amount	Shares	Amount	Shares	Amount						
Equity related compensation							1,705			(632)		1,073
Balance at December 31 2001	261		66,000	66			248,685	(198,662)		(1,713)	(66)	48,310
Comprehensive loss:												
Net loss								(74,528)				(74,528)
Unrealized investment												

loss										91	91
Total comprehensive loss											(74,437)
Issuance of common stock in connection with private placement, net of issuance cost of \$899	6,665	7				71,028					71,035
Issuance of common stock in connection with exercise of warrants and stock options	1,503	1				3,284					3,285
Purchase of treasury stock (Note 17)			(393)	(2,506)							(2,506)
Equity related compensation								1,016			1,016
Balance at December 31, 2002	261	74,168	\$ 74	(393)	\$ (2,506)	\$ 322,997	\$ (273,190)	\$ (697)	\$ 25	\$	46,703

See accompanying notes to consolidated financial statements.

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GENTA INCORPORATED
CONSOLIDATED STATEMENTS OF CASH FLOWS

(In thousands)	Years Ended December 31,		
	2002	2001	2000
Operating activities:			
Net loss	\$ (74,528)	\$ (46,713)	\$ (12,451)
Items reflected in net loss not requiring cash:			
Depreciation and amortization	1,646	1,131	581
Loss on disposition of equipment	13	19	7
Promega settlement (Note 5)		1,000	
Non-cash equity related compensation (Note 18)	1,016	1,074	8,605
Changes in operating assets and liabilities:			
Accounts, notes and loan receivable (Note 4 & 5)	(14,538)	102	(84)

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Other assets (Note 6)	(751)	(282)	(288)
Accounts payable, accrued and other expenses	20,895	8,679	1,634
Deferred revenue (Note 13)	46,501		
Net cash used in operating activities	(19,746)	(34,990)	(1,996)
Investing activities:			
Purchase of available-for-sale short-term investments (Note 3)	(88,317)	(14,521)	(33,389)
Maturities of available-for-sale short-term investments (Note 3)	23,380	29,546	2,296
Purchase of property and equipment	(2,387)	(1,438)	(778)
Purchase of intangibles			(400)
Deposits and other	(142)	(68)	(167)
Net cash (used in) provided by investing activities	(67,466)	13,519	(32,438)
Financing activities:			
Proceeds from private placements of common stock, net (Note 17)	71,035	32,223	40,101
Proceeds from convertible debt (Note 14)	10,000		
Purchase of treasury stock (Note 17)	(2,506)		
Proceeds from exercise of warrants and options (Note 17 & 18) ..	3,285	8,321	3,257
Net cash provided by financing activities	81,814	40,544	43,358
(Decrease) increase in cash and cash equivalents	(5,398)	19,073	8,924
Cash and cash equivalents at beginning of year	38,098	19,025	10,101
Cash and cash equivalents at end of year	\$ 32,700	\$ 38,098	\$ 19,025

See accompanying notes to consolidated financial statements.

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GENTA INCORPORATED
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

For the years ended December 31, 2002, 2001 and 2000

1. Organization and Business

Genta Incorporated (Genta or the Company) is a biopharmaceutical company engaged in pharmaceutical (drug) research and development, its sole reportable segment. The Company is dedicated to developing innovative drugs to treat cancer. In the past, the Company's research efforts have focused primarily on the development of antisense drugs, which are designed to selectively prevent the production of specific proteins that contribute to the cause or progression of disease. More recently, the Company has broadened its research portfolio into other DNA medicines, which, in addition to antisense drugs, consist of decoy and small molecules, which include the Company's gallium products and Androgenics compounds.

The Company previously manufactured and marketed specialty biochemicals and intermediate products through its manufacturing subsidiary, JBL Scientific, Inc. (JBL). Substantially all of the subsidiary's assets were sold in May 1999, and accordingly, JBL is presented as a discontinued operation for the year ended December 31, 1999 (Note 20). The Company also has a 50% equity interest in Genta Jago Technologies B.V. (Genta Jago), a drug delivery system joint venture with SkyePharma, PLC (SkyePharma). In March 1999, Genta and SkyePharma entered into an interim agreement pursuant to which the parties to the joint venture released each other from all liability relating to unpaid development costs and funding obligations. Since the first quarter of 2000, there has been immaterial activity within the joint venture and we are currently seeking to terminate our involvement. In August 1999, the Company acquired Androgenics Technologies, Inc. (Androgenics), which developed a proprietary series of compounds that act to inhibit the growth of prostate cancer cells. In April 2000, the Company entered into an asset purchase agreement with Relgen LLC, a privately held corporation and a party related to Genta, in which the Company acquired all assets, rights and technology to a portfolio of gallium containing compounds, including Ganite .

The Company has had recurring operating losses since inception and management expects that such losses will continue for the next couple years or until Genasense receives approval from the FDA for commercial sales and we receive a full year of royalties from Aventis on worldwide sales. Although no assurances can be expressed, management believes that at the current rate of spending, coupled with the amounts to be reimbursed by and the available line of credit from Aventis, the Company should have sufficient cash funds to maintain its present operations to the end of 2004. Additional Aventis milestone payments and other funding available to the Company upon the anticipated NDA approval of Genasense should provide sufficient capital resources for beyond 2004.

The Company may also seek collaborative agreements, equity financing and other financing arrangements with potential corporate partners and other sources. However, there can be no assurance that any such collaborative agreements or other sources of funding will be available on favorable terms, if at all. The Company will need substantial additional funds before it can expect to realize significant product revenue.

2. Summary of Significant Accounting Policies

Basis of Presentation

The consolidated financial statements are presented on the basis of generally accepted accounting principles recognized in the United States. All professional accounting standards that are effective as of December 31, 2002 have been considered in preparing the consolidated financial statements. Such financial statements include the accounts of the Company and all majority-owned subsidiaries. All material intercompany transactions and balances have been eliminated in consolidation. The preparation

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of financial statements in conformity with generally accepted accounting principles requires management to make certain estimates and assumptions that affect reported earnings, financial position and various disclosures. Actual results could differ from those estimates.

Revenue Recognition

In April 2002, the Company entered into a development and commercialization agreement (Collaborative Agreement) with Aventis Pharmaceuticals Inc. (Aventis). Under the terms of the Collaborative Agreement, the Company and Aventis will jointly develop and commercialize Genasense in the U.S. (the Alliance), and Aventis will have exclusive development and marketing rights to the compound in all countries outside of the U.S. Under the Collaborative Agreement, Aventis will pay 75% of U.S. NDA-directed development costs incurred by either Genta or Aventis, subsequent to the execution of the Collaborative Agreement, and 100% of all other development, marketing, and sales costs incurred within the U.S. and elsewhere as subject to the Collaborative Agreement (Note 12). Reimbursements are to be made pursuant to a single net payment from one party to the other. Such payments are due and payable 60 days following the end of the quarter in which such expenses are incurred.

Consistent with Staff Accounting Bulletin No. 101 Revenue Recognition (SAB 101), initial funding of ongoing development received from Aventis after the achievement of certain research and development milestones (Note 12) will be recognized on a straight-line basis over the estimated useful life of the related first-to-expire patent of 115 months. Any subsequent milestone payments that may be received from Aventis will also be recognized over the then, remaining estimated useful life of the related first-to-expire patent.

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In 2001 and 2000, the Company entered into worldwide non-exclusive license agreements. The license agreements each have initial terms that expire in 2010 and include upfront payments in cash, annual licensing fee payments for two years, and future royalties on product sales. The Company's policy is to recognize revenues under these arrangements when delivery has occurred or services have been rendered, persuasive evidence of an arrangement exists, the fee is fixed and determinable and collectibility is reasonably assured. Since each of the aforementioned licensing arrangements have variable payment terms extending beyond one year, such fees are recognized as earned.

Research and Development

Research and development costs are expensed as incurred, including raw material costs required to manufacture products for clinical trials. Once Genta has submitted an NDA, which includes the results of the preclinical and clinical testing, chemistry, manufacturing and control information, to the FDA for approval to commence commercial sales, Genta will then include the sales launch product, consisting of raw materials and all subsequent processing costs required to produce finished goods, as inventory on Genta's balance sheet in anticipation of approval by the FDA.

Reimbursements for applicable Genasense-related costs, under the Collaborative Agreement (Note 12), will continue to be recorded as a reduction to research and development expense.

Cash, Cash Equivalents and Short-Term Investments

Cash and cash equivalents consisted entirely of money market funds. The carrying amounts of cash, cash equivalents and short-term investments approximate fair value due to the short-term nature of these instruments. Marketable short-term investments consisted primarily of corporate notes and government securities, all of which are classified as available-for-sale marketable securities. Management determines the appropriate classification of debt and equity securities at the time of purchase and reassesses the classification at each reporting date. The Company invests its excess cash primarily in debt instruments of domestic corporations with AA or greater credit ratings as defined by Standard & Poors and government backed securities. The Company has established guidelines relative to diversification and maturities that attempt to maintain safety and liquidity. These guidelines are periodically reviewed and modified to take advantage of trends in yields and interest rates.

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Property and Equipment

Property and equipment is stated at cost and depreciated on the straight-line method over the estimated useful lives of the assets, ranging from three to five years. Leasehold improvements incurred in the renovation of the Company's current offices are being amortized over the remaining life of the leases. The Company's policy is to evaluate the appropriateness of the carrying value of the undepreciated value of long-lived assets on the basis of estimated future cash flows (undiscounted) and other factors. If such evaluation were to indicate an impairment of these intangible assets, such impairment would be recognized by a write-down of the applicable assets. Since the Company signed a new seven-year lease for additional office space in June 2002, the Company's previous leases for office space have been amended so that the expiration dates coincide with the new lease term.

Intangible Assets

Intangible assets, consisting primarily of licensed technology and capitalized patent costs, are amortized using the straight-line method over their estimated useful lives of five years. The Company's policy is to evaluate the appropriateness of the carrying values of the unamortized balances of intangible assets on the basis of estimated future cash flows (undiscounted) and other factors. If such evaluation were to indicate an impairment of these assets, such impairment would be recognized by a write-down of the applicable assets. The Company evaluates, each financial reporting period, the continuing value of patents and patent applications. Through this evaluation, the Company may elect to continue to maintain these patents, seek to out-license them, or abandon them.

Income Taxes

The Company uses the liability method of accounting for income taxes. Deferred income taxes are determined based on the estimated future tax effects of differences between the financial statement and tax bases of assets and liabilities given the provisions of the enacted tax laws.

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The Company may record valuation allowances against net deferred tax assets, if based upon the available evidence, it is more likely than not that some or all of the deferred tax assets will not be realized. The ultimate realization of deferred tax assets is dependent upon the generation of future taxable income and when temporary differences become deductible. The Company considers, among other available information, uncertainties surrounding the recoverability of deferred tax assets, scheduled reversals of deferred tax liabilities, projected future taxable income, and other matters in making this assessment. At December 31, 2002 the Company has reviewed its deferred tax assets and believes that the valuation allowance reduces such assets to an amount that is more likely than not to be realized.

Stock Options

The Company has two stock-based compensation plans (Note 18). The Company accounts for stock-based compensation arrangements in accordance with provisions of Accounting Principles Board ("APB") Opinion No. 25, "Accounting for Stock Issued to Employees" and complies with the disclosure provisions of Statement of Financial Accounting Standards ("SFAS") No. 123, "Accounting for Stock-Based Compensation." Under APB Opinion No. 25, compensation expense is based on the difference, if any, on the date of grant, between the fair value of the Company's stock and the exercise price. The Company accounts for stock options issued to non-employees in accordance with the provisions of SFAS No. 123, and Emerging Issues Task Force Consensus on Issue No. 96-18, "Accounting for Equity Instruments That Are Issued to Other Than Employees for Acquiring, or in Conjunction with Selling, Goods or Services." The Company is amortizing deferred stock compensation using the graded vesting method, in accordance with Financial Accounting Standards Board Interpretation No. 28, over the vesting period of each respective option, which is generally four years.

In December 2002, the FASB issued SFAS No. 148, "Accounting for Stock-Based Compensation - Transition and Disclosure - Amendment of FASB Statement No. 123," to provide alternative methods of transition for a voluntary change to the fair value based method of accounting for stock-based employee

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compensation. In addition, this Statement amends the disclosure requirements of Statement No. 123 to require prominent disclosures in both annual and interim financial statements about the method of accounting for stock-based employee compensation and the effect of the method used on reported results.

The following table illustrates the effect on net loss and loss per share if the Company had applied the fair value recognition provisions of SFAS No. 123 to stock-based employee compensation:

	Years Ended December 31,		
	2002	2001	2000
(\$ thousands, except per share data)			
Net loss applicable to common shares, as reported	\$ (74,528)	\$ (46,713)	\$ (15,894)
Add: Equity related compensation expense included in reported net income, net of related tax effects	1,016	1,074	8,605
Deduct: Total stock-based employee compensation expense determined under fair values based method for all awards, net of related tax effects	6,840	5,477	4,701
Pro forma net loss	\$ (80,352)	\$ (51,116)	\$ (11,990)
Net loss per share attributable to common shareholders:			
As reported: Basic and diluted	\$ (1.05)	\$ (0.84)	\$ (0.41)
Pro forma: Basic and diluted	\$ (1.14)	\$ (0.92)	\$ (0.31)

Net Loss Per Common Share

Basic earnings per share are based upon the weighted-average number of shares outstanding during the period. Diluted earnings per share includes the weighted average number of all potentially dilutive common shares such as shares outstanding, options, warrants and convertible preferred stock outstanding.

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Net loss per common share for the three years ended December 31, 2002 is based on the weighted average number of shares of common stock outstanding during the periods. Basic and diluted loss per share are identical for all periods presented as potentially dilutive securities, including options, warrants and convertible preferred stock, aggregating 16.7 million, 17.2 million and 28.3 million in 2002, 2001 and 2000, respectively, have been excluded from the calculation of the diluted net loss per common share because the inclusion of such securities would be antidilutive. Net loss per common share is based on net loss adjusted for imputed and accrued dividends on preferred stock.

Recently Issued Accounting Standards

In August 2001, the FASB issued SFAS No. 143, *Accounting for Asset Retirement Obligations*. SFAS No. 143 addresses financial accounting and reporting for obligations associated with the retirement of tangible long-lived assets and the associated asset retirement costs. SFAS No. 143 requires that the fair value of a liability for an asset retirement obligation be recognized in the period in which it is incurred if a reasonable estimate of fair value can be made. The associated asset retirement costs are capitalized as part of the carrying amount of the long-lived asset. The Company adopted SFAS No. 143 effective January 1, 2003. The adoption did not have a material impact on the Company's results of operations, financial position or cash flows.

In April 2002, the FASB issued SFAS No. 145, *Recission of FASB Statements 4, 44 and 64, Amendment of FASB Statement 13, and Technical Corrections*. SFAS No. 145 rescinds the provisions of SFAS No. 4 that requires companies to classify certain gains and losses from debt extinguishments as extraordinary items, eliminates the provisions of SFAS No. 44 regarding transition to the Motor Carrier Act of 1980 and amends the provisions of SFAS No. 13 to require that certain lease modifications be treated as sale leaseback transactions. The provisions of SFAS No. 145 related to classification of debt extinguishment are effective for fiscal years beginning after May 15, 2002. Commencing January 1, 2003, the Company will classify debt extinguishment costs within income from operations. The provisions of SFAS No. 145 related to lease modifications are effective for transactions occurring after May 15,

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2002. The Company does not expect the provisions of SFAS No. 145 related to lease modifications to have a material impact on its financial position or results of operations.

In June 2002, the FASB issued SFAS No. 146, *Accounting for Costs Associated with Exit or Disposal Activities*. SFAS No. 146 nullifies Emerging Issues Task Force (EITF) No. 94-3, *Liability Recognition for Certain Employee Termination Benefits and Other Costs to Exit an Activity (including Certain Costs Incurred in a Restructuring)*. The principal difference between SFAS No. 146 and EITF No. 94-3 relates to its requirements for recognition of a liability for a cost associated with an exit or disposal activity. SFAS No. 146 requires that a liability for a cost associated with an exit or disposal activity be recognized when the liability is incurred. Under EITF No. 94-3, a liability for an exit cost was recognized at the date of an entity's commitment to an exit plan. SFAS No. 146 is effective for exit and disposal activities that are initiated after December 31, 2002. The Company does not expect the provisions of SFAS No. 146 to have a material impact on its financial position or results of operations.

In November 2002, FASB Interpretation (FIN) 45, *Guarantor's Accounting And Disclosure Requirements for Guarantees, Including Indirect Guarantees of Indebtedness of Others*, was approved by the FASB. FIN 45 clarifies that a guarantor is required to recognize, at the inception of a guarantee, a liability for the fair value of the obligation undertaken in issuing the guarantee. The initial recognition and initial measurement provisions of this interpretation are applicable on a prospective basis to guarantees issued or modified after December 31, 2002. The interpretation also requires enhanced and additional disclosures of guarantees in financial statements ending after December 15, 2002. In the normal course of business, the Company does not issue guarantees, accordingly this interpretation has no effect on the financial statements.

3. Short-Term Investments

The carrying amounts of short-term investments approximate fair value due to the short-term nature of these instruments. The fair value of available-for-sale marketable securities is as follows (\$ thousands):

	<u>Amortized costs</u>	<u>Unrealized gains</u>	<u>Unrealized losses</u>	<u>Estimated fair value</u>
December 31, 2002				
Corporate debt securities	\$ 80,991	\$ 42	\$ (17)	\$ 81,016

December 31, 2001

Corporate debt securities	\$	16,054	\$	23	\$	(89)	\$	15,988
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The fair value of corporate debt securities by contractual maturity, is as follows (\$ thousands):

	December 31, 2002	
	2002	2001
Due in one year or less	\$ 55,979	\$ 15,988
Due after one year	\$ 25,037	-
	<u>\$ 81,016</u>	<u>\$ 15,988</u>

The estimated fair value of each marketable security has been compared to its cost, and therefore, an unrealized gain of approximately \$0.025 million has been recognized in accumulated other comprehensive income at December 31, 2002.

4. Accounts Receivable

Included in accounts receivable and netted against operating expenses in the consolidated statement of operations at December 31, 2002, is \$14.554 million in net expense reimbursements due from Aventis for various third-party costs, internal costs of scientific and technical personnel (Full-time Equivalents or

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FTE s) and Genasense drug supply costs for the three month period ended December 31, 2002. Information with respect to this cost reimbursement is presented below (\$ thousands):

	December 31, 2002
Reimbursement to Genta:	
Third-party costs	\$ 10,936
Drug supply costs	2,254
FTE s	1,364
Amount due Genta	<u>\$ 14,554</u>

5. Notes Receivable

In May 1999, the Company accepted a \$1.2 million 7% promissory note (the JBL Note) from Promega as partial consideration for the JBL Agreement (Note 19). The principal of the note plus accrued interest was due as follows: \$0.700 million on June 30, 2000 and \$0.500 million on the later of June 30, 2000 or the Environmental Compliance Date as defined in the JBL Agreement. Accrued interest due the Company was \$0.138 million at December 31, 2000. During the first quarter of 2001, the Company agreed to resolve the matter with Promega, and, in connection therewith, agreed to restructure its \$1.2 million promissory note receivable to provide for a \$0.2 million non-interest bearing note due upon final resolution of certain environmental issues related to JBL and forgive all accrued interest (Note 19). The transaction resulted in a non-recurring charge of \$1.0 million for the quarter ended March 31, 2001. As of March 21, 2003, the Company is awaiting final acceptance by the EPA of the Company s settlement offer before the remaining note receivable will be repaid by JBL.

6. Prepaid Expenses and Other Current Assets

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Included in prepaid expenses and other current assets at December 31, 2002, is \$0.834 million for prepaid insurance expenses for various corporate insurance policies, of which \$0.723 million is for directors and officers liability. After an initial deposit was paid by the Company related to the insurance policies, the remaining balance was financed and will be repaid in eight equal installments. At December 31, 2002 the remaining balance to be paid was \$0.490 million.

The remaining amount in prepaid expenses and other current assets is primarily interest due on short-term investments.

7. Property and Equipment

Property and equipment is comprised of the following (\$ thousands):

	Estimated Useful Lives	December 31,	
		2002	2001
Computer equipment	3	\$ 1,734	\$ 599
Software	3	1,237	256
Furniture and fixtures	5	920	764
Leasehold improvements	5	613	523
Equipment	5	80	74
		<hr/> 4,584	<hr/> 2,216
Less accumulated depreciation and amortization		(1,328)	(368)
		<hr/> \$ 3,256	<hr/> \$ 1,848

8. Genta Jago Joint Venture

Genta Jago Technologies B.V. (Genta Jago) is a joint venture formed by SkyePharma PLC and Genta. On March 4, 1999, SkyePharma PLC (on behalf of itself and its affiliates) entered into an interim agreement with Genta (the "Interim JV Agreement") pursuant to which the parties to the joint venture released each other from all liability relating to unpaid development costs and funding obligations of

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Genta Jago. Under the terms of the Interim JV Agreement, SkyePharma PLC assumed responsibility for substantially all the obligations of the joint venture to third parties as well as further development of the product line. Pursuant to the terms of the agreement, earnings of the joint venture are to be allocated equally between the two parties. Accordingly, Genta recognized \$0.502 million as its equity in net income of the joint venture during the first quarter of 2000. Since the first quarter of 2000, there have been only \$0.033 million in net earnings of the joint venture allocated to Genta and we are currently seeking to terminate our involvement with the joint venture.

In 1999, the Company wrote-off its liability in this joint venture and recorded a gain of approximately \$2.3 million. Financial statements of the joint venture for the year ended December 31, 2002 and 2001 were not available.

9. Intangibles

Intangible assets consist of the following (\$ thousands):

	December 31,	
	2002	2001
Patent and patent applications	\$ 3,905	\$ 3,905

Other amortizable costs	87	87
	<u>3,992</u>	<u>3,992</u>
Less accumulated amortization	(2,552)	(1,872)
	<u>\$ 1,440</u>	<u>\$ 2,120</u>

Future amortization expense related to intangibles at December 31, 2002 are as follows (\$ thousands):

	<u>Amortization Expense</u>
2003	\$ 577
2004	577
2005	286
2006	-
2007	-
Thereafter	-
	<u>\$ 1,440</u>

10. Prepaid Royalties

In December 2000, the Company recorded \$1.268 million as the fair value for its commitment to issue 162,338 shares of common stock to a major university as consideration for an amendment to a license agreement initially executed on August 1, 1991 related to antisense technology licensed from the university. The amendment provided for a reduction in the royalty percentage rate to be paid to the university based on the volume of sales of the Company's products containing the antisense technology licensed from such university. These shares were issued in the first quarter of 2001. The Company will amortize the prepaid royalties upon the commercialization of Genasense, the Company's leading antisense drug, through the term of the arrangement which expires twelve years from the date of first commercial sale.

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11. Accrued Expenses

Accrued expenses is comprised of the following (\$ thousands):

	<u>December 31,</u>	
	<u>2002</u>	<u>2001</u>
Accrued expenses relating to clinical trials	\$ 910	\$ 792
Accrued compensation	1,826	822
Accrued interest	384	-
Other accrued costs	1,620	695
	<u>\$ 4,740</u>	<u>\$ 2,309</u>

12. Collaborative Agreement

In April 2002, the Company entered into a development and commercialization agreement (Collaborative Agreement) with Aventis Pharmaceuticals Inc. (Aventis). Under the terms of the Collaborative Agreement, the Company and Aventis will jointly develop and commercialize Genasense in the U.S. (the Alliance), and Aventis will have exclusive development and marketing

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rights to the compound in all countries outside of the U.S. The Company will retain responsibility for global manufacturing and for regulatory filings within the U.S., while Aventis will assume all regulatory responsibilities outside the U.S. Joint management teams, including representatives from both Genta and Aventis, will oversee the Alliance. Collectively, this Collaborative Agreement could provide up to \$476.9 million in cash, equity and convertible debt proceeds to the Company. In addition, under the Collaborative Agreement, Genta is entitled to royalties on any worldwide sales of Genasense, from which Genta is required to pay third-party pass-through royalties to the University of Pennsylvania (UPenn) and The National Institutes of Health (NIH) based on net worldwide sales. Furthermore, under the Collaborative Agreement, Aventis will pay 75% of U.S. NDA-directed development costs incurred by either Genta or Aventis subsequent to the execution of the Collaborative Agreement, and 100% of all other development, marketing, and sales costs incurred within the U.S. and elsewhere as subject to the Collaborative Agreement. An analysis of expenses reimbursed under the Collaborative Agreement follows (\$ thousands):

	Three Months Ended December 31,			Twelve Months Ended December 31,		
	2002	2001	2000	2002	2001	2000
Research and development expenses, gross	\$ 40,760	\$ 15,569	\$ 2,916	\$ 86,645	\$ 39,355	\$ 6,830
Less expense reimbursement	(14,434)	-	-	(27,746)	-	-
Research and development expenses, net	\$ 26,326	\$ 15,569	\$ 2,916	\$ 58,899	\$ 39,355	\$ 6,830
General and administrative expenses, gross	\$ 4,816	\$ 2,633	\$ 596	\$ 20,052	\$ 8,215	\$ 3,323
Less expense reimbursement	(120)	-	-	(705)	-	-
General and administrative expenses, net	\$ 4,696	\$ 2,633	\$ 596	\$ 19,347	\$ 8,215	\$ 3,323

As of December 31, 2002, the Company has received a total of \$131.9 million in initial and near-term funding, which included a \$10.0 million licensing fee and \$40.0 million in development funding (Note 13), \$10.0 million in convertible debt proceeds (Note 14), and \$71.9 million pursuant to an at-market equity investment in the Company's common stock priced at \$10.792 per share. The remaining amounts that could be received under the Collaborative Agreement, \$280.0 million in cash and \$65.0 million in convertible note proceeds, are contingent upon the achievement of certain research and development milestones. In connection with this \$131.9 million, the Company paid approximately \$1.5 million for financial advisory services and an aggregate of \$3.5 million in one-time pass-through payments to UPenn and the NIH. Neither UPenn nor the NIH is entitled to any portion of future research and development milestone payments that Genta may receive.

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13. Deferred Revenues

As of December 31, 2002, the Company had recorded \$46.591 million, net of amortization in deferred revenues relating to the initial \$10.0 million licensing fee and \$40.0 million development funding received from Aventis under the Collaborative Agreement (Note 12), of which \$5.237 million is included in current liabilities and \$41.354 million is classified as long-term deferred revenues, which will be recognized on a straight-line basis over the estimated useful life of the related first-to-expire patent of 115 months, in accordance with SAB 101. Any subsequent milestone payments that may be received from Aventis will also be recognized over the then, remaining estimated useful life of the related first-to-expire patent.

14. Convertible Debt

At December 31, 2002, the Company had \$10.0 million in convertible debt that was issued in connection with the Collaborative Agreement (Note 12). The Company received \$10.0 million in debt proceeds from Aventis, and issued a \$10.0 million convertible promissory note to Aventis (Aventis Note). Interest accrues at the rate of 5.63% per annum until April 26, 2009 (the Maturity Date).

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and compounds annually on each anniversary date of the Aventis Note through the Maturity Date. The Company may redeem the Aventis Note for cash in whole or in part (together with any accrued and unpaid interest with respect to such principal amount) in amounts of not less than \$0.5 million (and in \$0.1 million increments thereafter). In addition, the Company may convert the Aventis Note on or prior to the Maturity Date in whole or in part (together with any accrued and unpaid interest with respect to such principal amount) in amounts of not less than \$5.0 million (and in \$1.0 million increments thereafter), into fully paid and non-assessable shares of common stock (calculated as to the nearest 1/1000 of a share). As of any date, the number of shares of common stock into which the Aventis Note may be converted shall be determined by a formula based on the then market value of the common stock (the Conversion Price), subject to a minimum Conversion Price of \$8.00 per share.

As of December 31, 2002, the Company has accrued interest of \$0.384 million on the Aventis Note.

15. Income Taxes

The Company's tax provision is comprised of \$0.184 million of current state taxes related to the New Jersey Alternate Minimum Assessment (AMA) Tax. Significant components of the Company's deferred tax assets as of December 31, 2002 and 2001 and related valuation reserves are presented below (\$ thousands):

	December 31,	
	2002	2001
Deferred tax assets:		
Deferred compensation	\$ 6,152	\$ 5,292
Net operating loss carryforwards	68,407	53,414
Research and development credits	52,630	5,554
Purchased technology and license fees	4,850	4,519
Depreciation, net	-	18
Deferred revenue	20,500	-
New Jersey Alternate Minimum Assessment (AMA) Tax	184	-
Other, net	212	246
	152,935	69,043
Valuation allowance for deferred tax assets	(152,775)	(68,999)
Net deferred tax assets	160	44
Deferred tax liabilities:		
Patent expenses	-	(44)
Depreciation, net	(160)	-
	(160)	(44)

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	December 31,	
	2002	2001
Net deferred tax assets (liabilities)	\$ -	\$ -

A full valuation allowance has been provided at December 31, 2002 and 2001 to reserve for deferred tax assets, as it appears more likely than not that net deferred tax assets will not be realized.

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At December 31, 2002, the Company has federal and state net operating loss carryforwards of approximately \$171.0 million and \$95.0 million, respectively. The difference between the federal and state tax loss carryforwards is primarily attributable to the fact that the Company relocated from California to Massachusetts in 1998, and from Massachusetts to New Jersey in 2000. Net operating losses for state income tax purposes, previously generated in California and Massachusetts, cannot be utilized in New Jersey. The federal tax loss carryforwards will begin expiring in 2003, unless previously utilized. The Company also has federal research and development tax credit carryforwards of \$52.6 million, which will begin expiring in 2003, unless previously utilized.

Federal and New Jersey tax laws limit the utilization of income tax net operating loss and credit carryforwards that arise prior to certain cumulative changes in a corporation's ownership resulting in a change of control of the Company. The Company's future annual utilization of their net operating loss carryforwards and research and development tax credits will be limited due ownership changes which occurred previously.

16. Operating Leases

At December 31, 2002 and 2001, the Company maintained \$0.507 million and \$0.365 million, respectively, in restricted cash balances with a financial institution related to lease obligations on its corporate facilities and leased fleet vehicles. Such restricted cash balances collateralize letters of credit issued by the financial institution in favor of the Company's landlord with respect to corporate facilities and GE Capital with respect to leased fleet vehicles.

Future minimum obligations under operating leases at December 31, 2002 are as follows (\$ thousands):

	Operating Leases
2003	\$ 2,199
2004	2,478
2005	2,476
2006	2,585
2007	2,613
Thereafter	5,581
Total	\$ 17,932

17. Stockholders' Equity

Common Stock

In March 1999, the Company agreed to grant 50,000 shares of common stock to Georgetown University (the "University") as consideration for services to be performed pursuant to a clinical trials agreement (the "Agreement"). According to the terms of the Agreement, the University was to perform studies of the Company's leading antisense drug, Genasense, on 24 patients, commencing in April 1999. Pursuant to the terms of the Agreement, Genta would issue 25,000 of the shares to the University upon the completion of the first 12 patient studies, with the remaining shares to be issued upon the completion of the remaining patients. During 2000, the first 12 patient studies were completed.

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Accordingly, the estimated fair value of these shares of \$0.363 million was included as a charge to non-cash equity related compensation in the amounts of \$0.215 million and \$0.148 million in 2000 and 1999, respectively. The Company obtained Board approval in February 2003 for the issuance of the 50,000 shares to the University, which will be issued in March 2003.

In August 1999, the Company acquired Androgenics Technologies, Inc. ("Androgenics"), a wholly owned entity of the Company's majority stockholder. Androgenics is a company with license rights to a series of compounds invented at the University of Maryland at Baltimore to treat prostate cancer. As consideration for the acquisition, the Company paid \$0.132 million in cash (including reimbursements of pre-closing expenses and on-going research funding) and issued warrants (with exercise prices ranging from \$1.25 to \$2.50 per share) to purchase an aggregate of 1.0 million shares of common stock, 90% of which will not become exercisable until the successful conclusion of certain development milestones, ranging from the initial clinical patient trial through

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the submission of an application for marketing authorization. As of December 31, 2002, the above-mentioned milestones have not been met.

In December 1999, the Company received net proceeds of approximately \$10.4 million through the private placement of 114 units (the 1999 Private Placement). Each unit sold in the 1999 Private Placement consisted of (i) 33,333 shares of common stock, par value \$.001 per share, and (ii) warrants to purchase 8,333 shares of the Company's common stock at any time prior to the fifth anniversary of the final closing (the Warrants). The Warrants are convertible at the option of the holder into shares of common stock at an initial conversion rate equal to \$4.83 per share, subject to antidilution adjustment. There were a total of 3.809 million shares of common stock, and 952,388 warrants issued in connection with the 1999 Private Placement. The placement agent, a related party, received cash commissions equal to 7.5% of the gross sales price, reimbursable expenses up to \$0.125 million and warrants (the Placement Warrants) to purchase up to 10% of the units sold in the private placement for 110% of the offering price per unit. During 2000, 57,147 penalty warrants were issued to the 1999 private placement investors as a result of an SEC registration statement not becoming effective within the prescribed 120 day period after closing.

In January 2000, the Board of Directors approved an amendment to increase the authorized common stock to 95.0 million shares from 65.0 million. In May 2000, shareholders approved this amendment at the annual meeting of stockholders.

In April 2000, the Company entered into an asset purchase agreement with a privately held corporation and a related party of Genta, in which the Company acquired all assets, rights and technology to a portfolio of gallium containing compounds, known as Ganite, in exchange for common stock valued at \$0.084 million. These compounds are used to treat cancer-related hypercalcemia.

In May 2000, the Company entered into a worldwide licensing arrangement for a broad portfolio of patents and technologies that relate to antisense for therapeutic and diagnostic applications. The arrangement includes grants of both exclusive and non-exclusive rights from the licensor to Genta on a royalty-free basis in return for cash and shares of common stock.

In September 2000, the Company sold 2.163 million shares of common stock through a private placement and received proceeds of approximately \$13.7 million, net of placement costs of \$0.916 million. The placement agent received cash commissions equal to 7.0% of the gross sales price. In connection with the financing, 135,639 warrants valued at \$0.867 million were issued to the placement agent. In addition, 20,641 penalty warrants were subsequently issued as a result of untimely filing of an SEC registration statement within the prescribed 30-day period after closing.

In November 2000, the Company sold 4.285 million shares of common stock through a private placement and received proceeds of approximately \$26.8 million, net of placement costs of \$1.633 million. The placement agents, one a related party shareholder, received cash commissions equal to 7.0% of the gross sales price.

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In December 2000, the Company recorded \$1.268 million as the fair value for its commitment to issue 162,338 shares of common stock to a major university as consideration for an amendment to a license agreement initially executed on August 1, 1991, concerning antisense technology licensed by such university. The amendment provided for a reduction in the royalty percentage rate to be paid to the university based on the volume of sales of the Company's products containing the antisense technology licensed from such university. These shares were issued in the first quarter of 2001.

In November 2001, the Company sold 2.5 million shares of common stock through a private placement and received proceeds of approximately \$32.2 million, net of placement agent commissions of \$0.420 million and related expenses.

In March 2002, the Board of Directors approved an amendment to increase the authorized common stock to 120.0 million shares from 95.0 million. In June 2002, shareholders approved this amendment at the annual meeting of stockholders.

In May 2002, the Company sold 6.665 million shares of common stock to Aventis in connection with the Collaborative Agreement (Note 12) and received proceeds of \$71.0 million, net of investment banking fees of \$0.899 million and related expenses.

Treasury Stock

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In June 2002, the Company commenced a stock repurchase program, whereby up to 5.0 million shares of its common stock may be repurchased by the Company at prices deemed desirable by the Company. The Company uses the cost method to account for treasury stock. Since initiating the stock repurchase program, the Company has repurchased a total of 392,700 shares at an average cost of \$6.3807 per share.

Preferred Stock

The Company has authorized 5.0 million shares of preferred stock and has issued and outstanding 260,500 shares of Series A Convertible Preferred Stock as of December 31, 2002. In 1999, the Board of Directors of the Company and certain holders of common stock, Series A and D preferred stock approved, in accordance with Delaware law, an amendment to the Company's Restated Certificate of Incorporation to remove the "Fundamental Change" redemption right. The Company has formally amended its Restated Certificate of Incorporation after the expiration of the 20-day period provided for in Rule 14c-5 promulgated under the Securities Exchange Act of 1934, as amended (the "Exchange Act").

Series A Preferred Stock

Each share of Series A Preferred Stock is immediately convertible, into shares of the Company's common stock, at a rate determined by dividing the aggregate liquidation preference of the Series A Preferred Stock by the conversion price. The conversion price is subject to adjustment for antidilution. As of December 31, 2002 and 2001, each share of Series A Preferred Stock was convertible into 6.8334 and 7.1573 shares of common stock, respectively.

In the event of a liquidation of the Company, the holders of the Series A Preferred Stock are entitled to a liquidation preference equal to \$50 per share, or \$13.025 million at December 31, 2002.

Series D Preferred Stock

In June 1997, the Company received gross proceeds of approximately \$16.2 million (approximately \$14.0 million net of placement costs) through the private placement of 161.58 Premium Preferred Units. Each unit sold in the private placement consisted of (i) 1,000 shares of Premium Preferred Stock, par value \$.001 per share, stated value \$100 per share (the Series D Preferred Stock), and (ii) warrants to purchase 5,000 shares of the Company's common stock, (the Class D Warrants) at any time prior to the fifth anniversary of the final closing.

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In May 1998, the Company requested, and subsequently received, consents (the Letter Agreements) from the holders of a majority of the Series D Preferred Stock to waive the Company's obligation to use best efforts to obtain the effectiveness of a registration statement with the SEC as to common stock issuable upon conversion of Series D Preferred Stock and exercise of Class D Warrants. In exchange, the Company agreed to waive the contractual lock-up provisions to which such consenting holders were subject and which provisions would have prevented the sale of up to 75% of their securities for a nine-month period following the effectiveness of the registration statement. The Company also agreed to extend the Reset Date referred to in the Certificate of Designation of the Series D Preferred Stock to January 29, 1999 from June 29, 1998. In addition, through the Letter Agreements, the Company agreed to issue to such holders warrants to purchase an aggregate of up to 807,900 shares of common stock at \$0.94375 per share, subject to certain anti-dilution adjustments, exercisable until June 29, 2002. The Company had conditioned the effectiveness of such consent on its acceptance by a majority of the Series D Preferred Stockholders.

In March 2000, the Board of Directors approved the mandatory conversion of all Series D Convertible Preferred Stock, par value \$.001 per share (Series D Preferred Stock), and the mandatory redemption of all outstanding Class D Warrants. As a result of the conversion of the Series D Preferred Stock, the Company issued approximately 14.4 million shares of common stock. The Company realized approximately \$1.4 million from the exercise of the Class D Warrants and issued 2.0 million shares of common stock. During 2002, the remaining 155,640 Class D Warrants expired and are no longer redeemable at \$0.10 per warrant. No dividends have been accrued after January 29, 2000 due to the mandatory conversion of the Series D Preferred Stock.

Subsequent to the Reset Date of January 29, 1999, Series D Preferred Stock earned dividends, payable in shares of the Company's common stock, at the rate of 10% per annum, based on a stated value of \$140 per share. In calculating the number of shares of common stock to be paid with respect to each dividend, each share of common stock was deemed to have the value of the Conversion Price at the time such dividend was paid. The Company was restricted from paying cash dividends on common stock until such time as cumulative dividends on outstanding shares of Series D Preferred Stock were paid. Additionally, the Company could not declare a dividend to its common stockholders until such time that a special dividend of \$140 per share was

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paid on the Series D Preferred Stock. The Company issued 953,000 and 924,519 shares of common stock as payment of dividends in 2000 and 1999, respectively. Accordingly, the Company provided dividends for \$5.1 million and \$2.3 million for the years ended December 31, 2000 and 1999, respectively, based on the fair value of the common stock. As a result of the Mandatory Conversion of Series D Preferred Stock in June 2000, no further dividends were paid or accrued.

In connection with certain warrants issued in 1998 related to Series D Preferred Stock, the Company was contingently liable for \$0.150 million in commissions upon the exercise of the warrants, which were exercised in September 2001, resulting in commissions expense of \$0.150 million.

Warrants

Summary information with respect to outstanding common stock warrants at December 31, 2002 is presented below:

	<u>Exercise Price</u>	<u>Potential Warrant Exercise Proceeds</u>	<u>Common Equivalents</u>	<u>Expiration Date</u>
June 1997 Private Placement (Series D):				
Placement & Advisory Warrants:	\$ 0.86465-\$1.10	\$ 3,037,995	3,355,477	June 2007
Androgenics Warrants (August 1999):				
Vested December 31, 1999:	\$ 1.25	121,875	97,500	August 2006
Vest upon achievement of various milestones:	\$ 1.50-\$2.50	1,787,500	900,000	August 2004
December 1999 Private Placement (Common):				
Related Party Warrants:				
Common Stock:	\$ 3.30 F-32	1,060,739	321,436	December 2004
<hr/>				
	<u>Exercise Price</u>	<u>Potential Warrant Exercise Proceeds</u>	<u>Common Equivalents</u>	<u>Expiration Date</u>
Warrants:	\$ 5.31	426,711	80,360	December 2004
Funding Warrants:	\$ 4.69716	2,629,282	559,760	December 2004
Penalty Warrants (May 2000):	\$ 4.69716	213,791	45,515	May 2005
September 2000 Private Placement (Common):				
Penalty Warrants:	\$ 6.75	91,550	13,563	September 2005
Placement Agent Warrants:	\$ 7.1500	310,117	43,373	September 2005
Placement Agent Warrants:	\$ 7.4250	289,330	38,967	September 2005
November 2000 Private Placement (Common):				
Placement Agent Warrants:	\$ 7.4250	429,336	57,823	September 2005
		<hr/> \$ 10,398,226	<hr/> 5,513,774	

In June 1997, in connection with the issuance of the Premium Preferred Units, the placement agent received warrants (the Placement Warrants) to purchase up to 10% of the units sold in the Private Placement for 110% of the offering price per unit. Furthermore, the Company had entered into a financial advisory agreement with the placement agent pursuant to which the financial advisor received certain cash fees and has received warrants (the Advisory Warrants) to purchase up to 15% of the units sold in the Private Placement for 110% of the offering price per unit. This financial advisory agreement terminated in June 1999. The Placement Warrants and the Advisory Warrants expire on June 29, 2007.

On August 30 1999, the Company acquired Androgenics Technologies, Inc. (Androgenics), a wholly owned entity of a related party shareholder. As consideration for the acquisition, the Company paid \$0.132 million in cash (including reimbursements of pre-closing expenses and on-going research funding) and issued warrants (with exercise prices ranging from \$1.25 to \$2.50 per

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share) to purchase an aggregate of 1.0 million shares of common stock, 90% of which will not become exercisable until the successful conclusion of certain development milestones, ranging from the initial clinical patient trial through the submission of an application for marketing authorization. The acquisition was accounted for as a transfer of interest between companies under common control. The cash and warrants were issued in exchange for 100% of the shares of Androgenics and licensed technology and the assumption of a research and development agreement with the University of Maryland at Baltimore. The 1.0 million warrants were accounted for as a deemed distribution based on their fair value of \$0.441 million. At December 31, 2002, none of the above-mentioned milestones have been met and these warrants expire in August 2004.

On November 5, 1999, the Company issued 550,000 Bridge Warrants to the Aries Funds in full settlement of the Company's obligation under a 1997 note and warrant purchase agreement. The settlement of this obligation was accounted for as a capital distribution, since the Aries Funds are a shareholder of the Company. Accordingly, these warrants were accounted for at their fair value of \$1.8 million and included in accrued dividends at December 31, 1999. In September 2001, these warrants were exercised for \$0.204 million.

In December 1999, as described above, in connection with the 1999 Private Placement, the placement agent, a related party shareholder, received warrants (the Related Party Warrants) to purchase up to 10% of the Units sold in the Private Placement for 110% of the offering price per Unit. The Related Party Warrants expire on December 23, 2004. The Related Party Warrants have a fair value at the time of their issuance approximating \$1.377 million, resulting in no net effect to stockholders' equity. During 2001, also in connection with the 1999 Private Placement, 57,147 penalty warrants were issued, as a result of an SEC registration statement not becoming effective within the prescribed 120 day period after closing.

In September 2000, as discussed above, in connection with the September 2000 private equity placement, 135,639 warrants were issued to the placement agent. The value of such warrants of \$0.867 million was considered part of the cost of the placement. In addition, 20,641 penalty warrants were issued

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as a result of an untimely filing of an SEC registration statement within the prescribed 30-day period after closing.

On March 27, 2000, as discussed above, the Board of Directors approved the mandatory redemption of all outstanding Series D Preferred Stock and Class D Warrants.

Common Stock Reserved

At December 31, 2002, an aggregate of 16,662,202 shares of common stock were reserved for the conversion of preferred stock and the exercise of outstanding options and warrants.

18. Employee Benefit Plans

1991 Plan

The Company's 1991 Stock Plan as amended (the Plan) provides for the sale of stock and the grant of stock options to employees, directors, consultants and advisors of the Company. Options may be designated as incentive stock options or non-statutory stock options; however, incentive stock options may be granted only to employees of the Company. Options under the Plan have a term of up to 10 years and must be granted at not less than the fair market value or 85% of fair market value for non-statutory options on the date of grant. Common stock sold and options granted pursuant to the Plan generally vest over a period of four to five years.

Summary information with respect to the Company's 1991 Stock Plan is as follows:

	Shares Under Option	Weighted Average Exercise Price Per Share
1991 Plan		
Balance at January 1, 2000	107,568	\$ 4.20

Granted		
Exercised		
Canceled	(180)	20.21
Balance at December 31, 2000	107,388	4.18
Granted		
Exercised	(100,000)	3.00
Canceled	(3,000)	16.67
Balance at December 31, 2001	4,388	22.41
Granted		
Exercised		
Canceled		
Balance at December 31, 2002	4,388	\$ 22.41

At December 31, 2002, all of these outstanding stock options were exercisable. There are no shares of common stock available for grant or sale under the 1991 Stock Plan, as it expired in 2001.

1998 Plan

Pursuant to the Company's 1998 Stock Plan as amended (the "1998 Plan"), 15.6 million shares have been provided for the grant of stock options to employees, directors, consultants and advisors of the Company. In March 2002, the Board of Directors approved an amendment to increase the total number of shares of common stock authorized for issuance under the 1998 Plan to 15.6 million shares from 12.1 million. In June 2002, shareholders approved this amendment at the annual meeting of stockholders. Options may be designated as incentive stock options or non-statutory stock options; however, incentive stock options may be granted only to employees of the Company. Options under the 1998 Plan have a term of up to 10 years and must be granted at not less than the fair market value, or 85% of fair market

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value for non-statutory options, on the date of the grant. Common stock sold and options granted pursuant to the 1998 Plan generally vest over a period of four years.

Grants to Employees and Directors 1998 Plan

During 1999, the Company granted to certain key employees, including the new CEO and the Chairman of the Board, a total of 6,188,250 options with exercise prices below the market value of the Company's common stock on the date of grant. The Company recorded total deferred compensation of \$2.018 million attributable to the intrinsic value of these options, and amortized \$0.471 million, \$0.417 million, and \$0.519 million as non-cash equity related compensation expense in 2002, 2001, and 2000, respectively. In 2000, the Company recorded additional deferred compensation of \$0.064 million for the remeasurement of the new CEO's options, of which \$0.013 million, \$0.013 million and \$0.027 million was amortized as non-cash equity related compensation expense in 2002, 2001 and 2000, respectively.

During 2000, the Company granted to a certain employee a total of 5,000 options with an exercise price below the market value of the Company's common stock on the date of grant. The Company recorded total deferred compensation of \$0.032 million attributable to the intrinsic value of these options, which was amortized as non-cash equity related compensation expense in 2000. In addition, certain employees were granted a total of 320,000 options that had an exercise price below the market value of the Company's common stock on the date of hire. Accordingly, the Company recorded total deferred compensation of \$0.934 million attributable to the intrinsic value of these options, and amortized \$0.234 million and \$0.293 million as non-cash equity related compensation expense in 2002 and 2001.

The Company's employees were granted 1,274,400, 1,392,300 and 558,362 stock options with exercise prices equal to fair market value on the date of grant in 2002, 2001 and 2000, respectively.

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Grants to Non-Employees 1998 Plan

In connection with the JBL Agreement in May 1999 and pursuant to a related lease termination agreement, the Company granted stock options to acquire 450,000 shares of common stock, to the owners of the building previously leased to JBL, some of whom were also employees of JBL. Those options are accounted for pursuant to guidelines in SFAS No. 123, using the Black-Scholes method and had an approximate value of \$1.0 million, which was charged against the gain on the sale of JBL. In addition, a total of 245,500 options were granted to employees of JBL upon the closing of the sale of JBL, in connection with an ongoing service arrangement between Promega and the Company. These options were accounted for pursuant to SFAS No. 123 using the Black-Scholes method. The Company recorded \$0.529 million and \$1.175 million of deferred compensation relative to these JBL options in 2000 and 1999, respectively, and amortized \$0.948 million and \$0.756 million as non-cash equity related compensation expense in 2000 and 1999, respectively.

In 1999, the Company also granted 50,000 options to purchase common stock to certain consultants and advisors to the Company, for which the Company recorded a total of \$0.033 million and \$0.136 million in deferred compensation in 2000 and 1999, respectively, of which \$0.069 million and \$0.100 million was amortized as non-cash equity related compensation expense in 2000 and 1999, respectively.

In 2001, the Company also granted 50,000 options to purchase common stock to members of Gent's Scientific Advisory Board, for which the Company recorded a total of \$3.049 million in deferred compensation, of which \$0.297 million and \$0.257 million was amortized as non-cash equity related compensation expense in 2002 and 2001, respectively.

Summary information with respect to the Company's 1998 Stock Plan is as follows:

1998 Plan	Shares Under Option	Weighted Average Exercise Price Per Share
Balance at January 1, 2000	9,602,882	\$ 2.08
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1998 Plan	Shares Under Option	Weighted Average Exercise Price Per Share
Granted	558,362	7.09
Exercised	(461,067)	1.81
Canceled	(3,750)	2.41
Balance at December 31, 2000	9,696,427	2.39
Granted	1,392,300	8.56
Exercised	(2,363,983)	1.29
Canceled	(429,500)	2.94
Balance at December 31, 2001	8,295,244	3.71
Granted	1,274,400	11.88
Exercised	(871,632)	2.12
Canceled	(198,400)	11.88
Balance at December 31, 2002	8,499,612	\$ 4.89

At December 31, 2002, options to purchase 5,493,987 shares of common stock were exercisable at weighted average exercise price of approximately \$3.21 per share and 3,359,706 shares of common stock were available for grant or sale under the Plan.

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1998 Non-Employee Directors Plan

Pursuant to the Company's Non-Employee Directors 1998 Stock Plan as amended (the Directors Plan), 3.3 million shares have been provided for the grant of stock options to non-employee members the Board of Directors. In March 2002, the Board of Directors approved an amendment to increase the total number of shares of common stock authorized for issuance under the Directors Plan to 3.3 million shares from 2.9 million and an amendment to change the amount and the time when stock options are granted under the Directors Plan. In June 2002, shareholders approved both amendments at the annual meeting of stockholders. Options under the Directors Plan have a term of up to ten years and must be granted at not less than the fair market value on the date of grant. As amended and approved, each director shall be granted 20,000 options at the first Board of Directors meeting they attend in person. Each option granted shall become exercisable in full on the date of grant.

In May 1998, the Company granted stock options to purchase 1,725,000 shares of common stock, subject to shareholder approval, which was received in July 1998. As a result of an increase in the stock price between May and July 1998, the Company recorded deferred compensation of \$0.366 million, of which \$0.124 million and \$0.153 million was amortized as non-cash equity related compensation expense in 2000 and 1999, respectively.

In March 2000, four members of the Company's Board of Directors resigned. The Company accelerated the vesting of their outstanding options and extended the exercise period for one year. As result, the Company recognized \$6.610 million in non-cash equity related compensation expense.

In March 2000, the Company granted to a Company Director 25,000 options with an exercise price below the market value of the Company's common stock on the date of grant. The Company recorded total deferred compensation of \$0.052 million attributable to the intrinsic value of these options, of which \$0.001 million and \$0.051 million was amortized as non-cash equity related compensation expense in 2001 and 2000, respectively.

The Company's directors were granted stock options to purchase a total of 174,667, 170,769 and 450,000 shares of common stock in 2002, 2001 and 2000, respectively, with an exercise price equal to the fair market value of the common stock on the date of grant.

Summary information with respect to the Company's 1998 Non-Employee Director's Plan is as follows:

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1998 Directors Plan	Shares Under Option	Weighted Average Exercise Price Per Share
Balance at January 1, 2000	2,075,000	\$ 1.26
Granted	450,000	8.37
Exercised	(871,887)	1.17
Canceled	(32,813)	0.94
Balance at December 31, 2000	1,620,300	3.30
Granted	170,769	10.70
Exercised	(501,400)	1.33
Canceled		
Balance at December 31, 2001	1,289,669	5.01
Granted	174,667	11.29
Exercised	(475,000)	1.96
Canceled	(125,000)	8.77
Balance at December 31, 2002	864,336	\$ 7.41

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At December 31, 2002, options granted under the Directors Plan to purchase 771,836 shares of common stock were exercisable at a weighted average exercise price of approximately \$6.86 per share and 1,457,813 shares of common stock were available for grant or sale under the Directors Plan.

In 2000, a total of 1,008,362 options were granted pursuant to the 1998 Plan and the 1998 Directors Plan, of which 928,362 were granted at fair market value with a weighted average grant date fair value of \$7.76 per share, and 80,000 were granted below fair market value with a weighted average grant date fair value of 8.49 per share. In 2001, a total of 1,563,069 options were granted pursuant to the 1998 Plan and the 1998 Directors Plan, of which 1,513,069 were granted at fair market value with a weighted average grant date fair value of \$8.53 per share, and 50,000 were granted below fair market value with a weighted average grant date fair value of \$6.64 per share. In 2002, a total of 1,449,067 options were granted pursuant to the 1998 Plan and the 1998 Directors Plan at fair market value with a weighted average grant date fair value of \$11.81 per share. No options were granted below fair market value.

An analysis of all options outstanding as of December 31, 2002 is presented below:

Range of Prices	Options Outstanding	Weighted Average Remaining Life in Years	Weighted Average Exercise Price	Options Exercisable	Weighted Average Exercise Price of Options Exercisable
\$0.88 - \$0.94	769,000	5.96	0.92	769,000	0.92
\$2.41 - \$5.92	5,398,262	7.31	4.03	4,325,885	2.72
\$6.03 - \$9.92	1,898,283	8.85	7.89	904,510	7.65
\$10.00 - \$15.85	1,160,401	9.00	13.02	223,926	12.26
\$16.14 - \$25.00	142,390	7.17	18.87	46,890	18.53
	<u>9,368,336</u>			<u>6,270,211</u>	

Pro Forma Disclosure

As permitted under SFAS No. 123, the Company has elected to follow APB Opinion No. 25 and related interpretations in accounting for stock-based awards to employees. Pro-forma information regarding net income is required by SFAS No. 123. This information is required to be determined as if the Company had accounted for its stock-based awards to employees under the fair value method of that statement. The fair value of options during the years ended December 31, 2002, 2001, and 2000, as reported below has been estimated at the date of grant using the minimum value option pricing model with the following assumptions:

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	Years Ended December 31,		
	2002	2001	2000
Risk-free interest rate	2.8%	4.0%	6.3%
Dividend yield	-	-	-
Expected life (years)	4.0	4.5	4.5
Volatility	65%	69%	74%

All of the options issued during 2002 were issued with an exercise price equal to market value on the date of grant. The weighted-average estimated fair value of employee stock options granted during 2002 was \$11.81 per share.

Employee Savings Plan

In January 2001, the Company initiated sponsorship of the Genta Incorporated Savings and Retirement Plan, a defined contribution plan under Section 401(K) of the Internal Revenue Code. The Company's matching contribution to the Plan was \$0.343 million and \$0.144 million for 2002 and 2001, respectively.

19. Commitments and Contingencies

Litigation and Potential Claims

JBL

In October 1996, JBL retained a chemical consulting firm to advise it with respect to an incident of soil and groundwater contamination (the *Spill*). Sampling conducted at the JBL facility revealed the presence of chloroform and perchloroethylenes (PCEs) in the soil and groundwater at this site. A semi annual groundwater-monitoring program is being conducted, under the supervision of the California Regional Water Quality Control Board, for purposes of determining whether the levels of chloroform and PCEs have decreased over time. The results of the latest sampling conducted by JBL show that PCEs and chloroform have decreased in all but one of the monitoring sites. Based on an estimate provided to the Company by the consulting firm, the Company accrued \$0.065 million in 1999 relating to remedial costs. Although the Company has agreed to indemnify Promega in respect of this matter, in November 2001, the Company received from the California Regional Water Quality Control Board notification on the completion of site investigation and remedial action for these sites. The notification stated that no further action related to this case was required.

JBL was notified on October 16, 1998 from Region IX of the Environmental Protection Agency (EPA) that it had been identified as a potentially responsible party (PRP) at the Casmalia Disposal Site, which is located in Santa Barbara, California. JBL has been designated as a de minimis PRP by the EPA. Based on volume amounts from the EPA, the Company concluded that it was probable that a liability had been incurred and accrued \$0.075 million during 1998. In 1999, the EPA estimated that the Company would be required to pay approximately \$0.063 million to settle their potential liability. In December 2001, Genta received a revised settlement proposal from the EPA in the amount of \$0.033 million, the terms of the settlement with the EPA containing standard contribution protection and release language and accordingly, reduced the previous accrual. In January 2002, the Company accepted the proposal and paid the \$0.033 million as an offer to settle this matter. There can be no assurance, however, that the EPA will not reject our settlement offer if there is not a sufficient number of PRPs settling with the EPA.

Genta Europe

During 1995, Genta Pharmaceuticals Europe S.A. (Genta Europe), a wholly-owned subsidiary of Genta, received funding in the form of a loan from ANVAR, a French government agency, in the amount of FF5.4 million (or approximately US\$0.863 million at December 31, 2002) with a scheduled maturity of December 31, 2002. Pursuant to the loan agreement with ANVAR, the utilization of the proceeds was

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intended to fund research and development activities. In October 1996, in connection with a restructuring of Genta's operations, Genta terminated all scientific personnel of Genta Europe. In February 1998, ANVAR asserted that Genta Europe was not in compliance with the ANVAR Agreement, and that ANVAR might request immediate repayment of the loan. In July 1998, ANVAR notified Genta Europe of its demand for accelerated repayment of the loan in the amount of FF4.2 million (or approximately US\$0.671 million at December 31, 2002) and subsequently notified us that Genta was liable as a guarantor on the note. At December 31, 2002, the Company has accrued a net liability of \$0.212 million related to the ANVAR Agreement, which management believes is adequate to provide for that contingency.

In June 1998, Marseille Amenagement, a company affiliated with the city of Marseilles, France, filed suit in France to evict Genta Europe from its facilities in Marseilles and to demand payment of alleged back rent due and of a lease guarantee for nine years rent. Following the filing of this claim and in consideration of the request for repayment of the loan from ANVAR, Genta Europe's Board of Directors directed the management to declare a Cessation of Payment. Under this procedure, Genta Europe ceased operations and terminated its only remaining employee. A liquidator was appointed by the Court to take control of any assets of Genta Europe and to make payment to creditors. In December 1998, the Court in Marseilles dismissed the case against Genta Europe and indicated that it had no jurisdiction against Genta Incorporated. In August 1999, Marseille Amenagement instituted legal proceedings against us in the Commercial Court of Marseilles, alleging back rent and early termination receivables aggregating FF2.5 million (or approximately US\$0.374 million at September 30, 2002). On October 8, 2001, the Commercial Court of Marseilles rendered their decision which declared the action brought by Marseille Amenagement as admissible and ordered us to pay an amount of FF1.9 million (or approximately US\$0.284 million at September 30, 2002). The Company negotiated with Marseille Amenagement and agreed to settle this matter for EUR0.140 million or \$0.138 million, which was paid in September 2002. The settlement amount of \$0.138 million was recorded as a reduction to the Company's accrued net liability.

University of Pennsylvania

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In October 2002, a licensing officer from the University of Pennsylvania (UPenn) asserted a claim to a portion of the initial \$40.0 million development funding (Note 13) the Company received from Aventis pursuant to the Collaborative Agreement. The Company has disputed this claim and has filed a petition for binding arbitration for this matter, as provided in the original licensing agreement between the Company and UPenn. At the current time the Company cannot reasonably estimate the outcome of this claim; however, the Company does not believe that this claim will have a material adverse impact on the Company's financial results and liquidity. As such, the Company has not reserved any amount for royalty payments that could be due to UPenn as a result binding arbitration.

Purchase Commitments

At December 31, 2002, the Company was obligated for \$27.5 million in drug substance purchases during 2003 per an agreement entered into with Avecia Biotechnology, Inc. (Avecia) in December 2002 (the Supply Agreement). Pursuant to the Collaborative Agreement with Aventis (Note 13), the Company anticipates that it will be reimbursed for at least 75% of these purchase commitments after the drug is shipped to the clinical sites. In addition, the Company has committed up to \$5.0 million of advance financing to the drug substance manufacturer, for facility expansion, which would be recovered with interest through future payments determined as a function of drug substance purchases to be made by Genta in the future. In 2003, the Company paid \$0.392 million in advance financing.

20. Discontinued Operations

On March 19, 1999 (the Measurement Date), the Company entered into an Asset Purchase Agreement (the JBL Agreement) with Promega whereby its wholly owned subsidiary Promega Biosciences Inc. would acquire substantially all of the assets and assume certain liabilities of JBL for approximately \$4.8 million in cash, a 7% promissory note for \$1.2 million, and certain pharmaceutical development services in support of the Company's development activities. The transaction was

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completed on May 10, 1999 (the Disposal Date), with a gain on the sale of approximately \$1.6 million being recognized, based upon the purchase price of JBL, less its net assets and costs and expenses associated with the sale, including lease termination costs of \$1.1 million, JBL losses of \$0.147 million, and legal, accounting, tax and other miscellaneous costs of the sale approximating \$0.653 million.

In connection with the JBL Agreement (Note 18), the Company granted stock options during 1999 to acquire 450,000 shares of common stock, to owners of the building previously leased to JBL, some of whom were JBL employees. These options were accounted for pursuant to the Black-Scholes option-pricing model and had an approximate value of \$1.0 million, which was charged against the gain on the sale of JBL. In addition, 245,500 options were granted to former employees of JBL in connection with an ongoing service arrangement between Promega and the Company. The fair value of these options amounting to \$1.7 million was charged to continuing operations as non-cash equity related compensation expense in the amount of \$0.948 million and \$0.757 million for the years ended December 31, 2000 and 1999, respectively.

21. Subsequent Events

In March 2003, the Company and Aventis signed an amendment to the Collaborative Agreement (Note 12), which establishes a line of credit, up to \$40.0 million, related to the development, manufacturing and commercialization of Genasense.

22. Selected Quarterly Financial Data (Unaudited)

	Quarter Ended			
	Mar. 31	Jun. 30	Sep. 30	Dec. 31
2002 (\$ thousands, except per share data)				
Revenues	\$ 5	\$ 910	\$ 1,325	\$ 1,319
Operating expenses (1)	12,639	17,940	16,646	31,021
Loss from continuing operations	(12,626)	(17,069)	(15,112)	(29,721)
Net loss	(12,626)	(17,069)	(15,112)	(29,721)

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Loss per common share from continuing operations:

Basic and diluted	\$	(0.19)	\$	(0.25)	\$	(0.21)	\$	(0.40)
Net loss per common share:								
Basic and diluted	\$	(0.19)	\$	(0.25)	\$	(0.21)	\$	(0.40)

Quarter Ended

2001 (\$ thousands, except per share data)	Mar. 31	Jun. 30	Sep. 30	Dec. 31
Revenues	\$ 70	\$ 12	\$ 23	\$ 41
Operating expenses (2)	7,028	11,129	11,210	18,203
Loss from continuing operations	(7,459)	(10,903)	(10,420)	(17,931)
Net loss	(7,459)	(10,903)	(10,420)	(17,931)
Loss per common share from continuing operations:				
Basic and diluted	\$ (0.15)	\$ (0.21)	\$ (0.19)	\$ (0.29)
Net loss per common share:				
Basic and diluted	\$ (0.15)	\$ (0.21)	\$ (0.19)	\$ (0.29)

(1) Excludes equity related compensation expense

(2) Excludes equity related compensation expense and Promega settlement expense (Note 5)

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23. Supplemental disclosure of cash flows information and non-cash investing and financing activities

Years Ended December 31,

(\$ thousands)	2002	2001	2000
Preferred stock dividend accrued	\$	\$	\$ 3,443
Common stock issued in payment of dividends on preferred stock			8,577
Common stock issued in payment of patent portfolios			2,484
Income receivable on securities to be sold		(3)	64
Market value change on short-term investments	91	(97)	31
Stock warrants issued to placement agent			867
Common stock to be issued in payment of future royalties			1,268
Common stock issued in payment of hiring bonus		50	

Interest paid during the year ended December 31, 2000 was \$0.036 million. No interest was paid in the years ended December 31, 2002 and 2001.

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Unaudited Condensed Consolidated Pro Forma Financial Information

The following unaudited condensed consolidated pro forma financial statements have been prepared to give effect to Genta Incorporated's (Genta) acquisition of Salus Therapeutics, Inc. (Salus). These pro forma statements are presented for illustrative purposes only.

The pro forma adjustments are based upon available information and assumptions that Genta believes are reasonable. A preliminary allocation of the purchase price for the above transaction has not been completed. A determination of the fair value of

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the underlying assets acquired and liabilities assumed is in process. It is expected that a significant portion of the allocation will be made to in-process research and development, which will be expensed upon recognition. The unaudited condensed consolidated pro forma financial statements do not purport to represent what the consolidated results of operations or financial position of Genta would actually have been if the acquisition had occurred on the dates referred to below, nor do they purport to project the results of operations or financial position of Genta for any future period.

The unaudited condensed consolidated pro forma statements of operations for the year ended December 31, 2002 and for the nine month period ended September 30, 2003 were prepared by combining Genta's statement of operations for the respective periods with Salus' statement of operations for the similar respective periods, giving effect to the acquisition as though it occurred on the first day of the respective fiscal year.

These unaudited condensed consolidated pro forma statements of operations do not give effect to any restructuring costs or any potential cost savings or other operating efficiencies that could result from the acquisition, or any non-recurring charges or credits resulting from the transaction such as in-process research and development charges.

The unaudited condensed consolidated pro forma financial statements should be read in conjunction with the historical financial statements of (i) Genta included in this prospectus, and (ii) Salus beginning on page F-52 hereof.

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Unaudited Condensed Consolidated Pro Forma Statement of Operations Nine Months Ended September 30, 2003 (Dollars in thousands, except per share data)

	Nine Months Ended September 30, 2003			
	Genta	Salus	Adjustments	Pro Forma
	(a)	(b)	(c)	
Revenues:				
License and royalties fees	\$ 795	\$ -	\$ -	\$ 795
Development funding	3,130	194	(194)	3,130
Total revenues	3,925	194	(194)	3,925
Cost and expenses:				
Research and development	14,226	973	(789)	14,410
General and administrative	20,198	684	(637)	20,245
Equity related compensation	362	-	-	362
Total operating expenses	34,786	1,657	(1,426)	35,017
Loss from operations	(30,861)			