

Edgar Filing: GAIAM INC - Form SC 13G/A

GAIAM INC  
Form SC 13G/A  
February 13, 2004

UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549

SCHEDULE 13G

Under the Securities Exchange Act of 1934

(Amendment No. 2)\*

Gaiam, Inc.  
(Name of Issuer)

Class A Common Stock  
(Title of Class of Securities)

36268Q103  
(CUSIP Number)

December 31, 2003  
(Date of Event Which Requires Filing of this Statement)

Check the appropriate box to designate the rule pursuant to which this Schedule is filed:

- Rule 13d-1(b)
- Rule 13d-1(c)
- Rule 13d-1(d)

\*The remainder of this cover page shall be filled out for a reporting person's initial filing on this form with respect to the subject class of securities, and for any subsequent amendment containing information which would alter the disclosures provided in a prior cover page.

The information required in the remainder of this cover page shall not be deemed to be "filed" for the purpose of Section 18 of the Securities Exchange Act of 1934 ("Act") or otherwise subject to the liabilities of that section of the Act but shall be subject to all other provisions of the Act (however, see the Notes).

Edgar Filing: GAIAM INC - Form SC 13G/A

CUSIP: 36268Q103

Page 1 of 7

1 NAMES OF REPORTING PERSONS  
I.R.S. IDENTIFICATION NOS. OF ABOVE PERSONS (ENTITIES ONLY)  
Capital Group International, Inc.  
95-4154357

2 CHECK THE APPROPRIATE BOX IF A MEMBER OF A GROUP (SEE INSTRUCTIONS) (a)  
(b)

3 SEC USE ONLY

4 CITIZENSHIP OR PLACE OF ORGANIZATION  
California

5 SOLE VOTING POWER  
399,110

6 SHARED VOTING POWER  
NUMBER OF SHARES BENEFICIAALLY OWNED BY EACH REPORTING PERSON WITH:  
NONE

7 SOLE DISPOSITIVE POWER  
728,810

8 SHARED DISPOSITIVE POWER  
NONE

9 AGGREGATE AMOUNT BENEFICIAALLY OWNED BY EACH REPORTING PERSON  
728,810 Beneficial ownership disclaimed pursuant to Rule 13d-4

10 CHECK BOX IF THE AGGREGATE AMOUNT IN ROW (9) EXCLUDES CERTAIN SHARES (SEE INSTRUCTIONS)

11 PERCENT OF CLASS REPRESENTED BY AMOUNT IN ROW 9  
7.9%

Edgar Filing: GAIAM INC - Form SC 13G/A

12 TYPE OF REPORTING PERSON (SEE INSTRUCTIONS)

HC

CUSIP: 36268Q103

Page 2 of 7

1 NAMES OF REPORTING PERSONS

I.R.S. IDENTIFICATION NOS. OF ABOVE PERSONS (ENTITIES ONLY)  
Capital Guardian Trust Company  
95-2553868

2 CHECK THE APPROPRIATE BOX IF A MEMBER OF A GROUP (SEE INSTRUCTIONS)

(a)

(b)

3 SEC USE ONLY

4 CITIZENSHIP OR PLACE OF ORGANIZATION

California

5 SOLE VOTING POWER

399,110

6 SHARED VOTING POWER

NUMBER OF  
SHARES

NONE

BENEFICIAL

Y OWNED BY

EACH

7 SOLE DISPOSITIVE POWER

REPORTING

728,810

PERSON  
WITH:

8 SHARED DISPOSITIVE POWER

NONE

9 AGGREGATE AMOUNT BENEFICIALLY OWNED BY EACH REPORTING PERSON

728,810 Beneficial ownership disclaimed pursuant to Rule 13d-4

10 CHECK BOX IF THE AGGREGATE AMOUNT IN ROW (9) EXCLUDES CERTAIN SHARES

Edgar Filing: GAIAM INC - Form SC 13G/A

(SEE INSTRUCTIONS)

11 PERCENT OF CLASS REPRESENTED BY AMOUNT IN ROW 9

7.9%

12 TYPE OF REPORTING PERSON (SEE INSTRUCTIONS)

IA BK

CUSIP: 36268Q103

Page 3 of 7

SECURITIES AND EXCHANGE COMMISSION  
Washington, DC 20549

Schedule 13G  
Under the Securities Exchange Act of 1934

Amendment No. 2

Item 1(a) Name of Issuer:  
Gaiam, Inc.

Item 1(b) Address of Issuer's Principal Executive Offices:  
360 Interlocken Boulevard  
Broomfield, CO 80021

Item 2(a) Name of Person(s) Filing:  
Capital Group International, Inc. and Capital Guardian Trust  
Company

Item 2(b) Address of Principal Business Office or, if none,  
Residence:  
11100 Santa Monica Blvd.  
Los Angeles, CA 90025

Item 2(c) Citizenship: N/A

Item 2(d) Title of Class of Securities:  
Class A Common Stock

Item 2(e) CUSIP Number:  
36268Q103

Item 3 If this statement is filed pursuant to sections 240.13d-1(b)  
or 240.13d-2(b) or (c), check whether the person filing is a:  
(b)  Bank as defined in section 3(a)(6) of the Act  
(15 U.S.C. 78c).  
(e)  An investment adviser in accordance with  
section 240.13d-1(b)(1)(ii)(E).  
(g)  A parent holding company or control person in  
accordance with section 240.13d-1(b)(1)(ii)(G).

## Edgar Filing: GAIAM INC - Form SC 13G/A

### Item 4 Ownership

Provide the following information regarding the aggregate number and percentage of the class of securities of the issuer identified in Item 1.

See pages 2 and 3

- (a) Amount beneficially owned:
- (b) Percent of class:
- (c) Number of shares as to which the person has:
  - (i) Sole power to vote or to direct the vote:
  - (ii) Shared power to vote or to direct the vote:
  - (iii) Sole power to dispose or to direct the disposition of:
  - (iv) Shared power to dispose or to direct the disposition of:

CUSIP: 36268Q103

Page 4 of 7

Capital Group International, Inc. ("CGII") is the parent holding company of a group of investment management companies that hold investment power and, in some cases, voting power over the securities reported in this Schedule 13G. The investment management companies, which include a "bank" as defined in Section 3(a)(6) of the Securities Exchange Act of 1934 (the "Act") and several investment advisers registered under Section 203 of the Investment Advisers Act of 1940, provide investment advisory and management services for their respective clients which include registered investment companies and institutional accounts. CGII does not have investment power or voting power over any of the securities reported herein. However, by virtue of Rule 13d-3 under the Act, CGII may be deemed to "beneficially own" 728,810 shares or 7.9% of the 9,201,000 shares of Class A Common Stock believed to be outstanding.

Capital Guardian Trust Company, a bank as defined in Section 3(a)(6) of the Act is deemed to be the beneficial owner of 728,810 shares or 7.9% of the 9,201,000 shares of Class A Common Stock believed to be outstanding as a result of its serving as the investment manager of various institutional accounts.

Item 5 Ownership of Five Percent or Less of a Class. If this statement is being filed to report the fact that as of the date hereof the reporting person has ceased to be the beneficial owner of more than five percent of the class of securities, check the following: [ ]

Item 6 Ownership of More than Five Percent on Behalf of Another Person: N/A

Item 7 Identification and Classification of the Subsidiary Which Acquired the Security Being Reported on By the Parent Holding Company or Control Person.

1. Capital Guardian Trust Company is a bank as defined in Section 3(a)(6) of the Act and an investment adviser

## Edgar Filing: GAIAM INC - Form SC 13G/A

registered under Section 203 of the Investment Adviser Act of 1940, and a wholly owned subsidiary of Capital Group International, Inc.

Item 8 Identification and Classification of Members of the Group:  
N/A

Item 9 Notice of Dissolution of Group: N/A

Item 10 Certification

By signing below, I certify that, to the best of my knowledge and belief, the securities referred to above were acquired and are held in the ordinary course of business and were not acquired and are not held for the purpose of or with the effect of changing or influencing the control of the issuer of the securities and were not acquired and are not held in connection with or as a participant in any transaction having that purpose or effect.

CUSIP: 36268Q103

Page 5 of 7

Signature

After reasonable inquiry and to the best of my knowledge and belief, I certify that the information set forth in this statement is true, complete and correct.

Date: February 10, 2004

Signature: \*David I. Fisher  
Name/Title: David I. Fisher, Chairman  
Capital Group International, Inc.

Date: February 10, 2004

Signature: \*David I. Fisher  
Name/Title: David I. Fisher, Chairman  
Capital Guardian Trust Company

\*By /s/ Kenneth R. Gorvetzian  
Kenneth R. Gorvetzian  
Attorney-in-fact

Signed pursuant to a Power of Attorney dated January 30, 2003 included as an Exhibit to Schedule 13G filed with the Securities and Exchange Commission by Capital Group International, Inc. on February 10, 2003 with respect to Acclaim Entertainment Inc.

CUSIP: 36268Q103

Page 6 of 7

AGREEMENT

Los Angeles, CA  
February 10, 2004

Capital Group International, Inc. ("CGII") and Capital Guardian Trust Company ("CGTC") hereby agree to file a joint statement on Schedule 13G under the Securities Exchange Act of 1934 (the "Act") in connection with their beneficial ownership of Class A Common Stock issued by Gaiam, Inc.

CGII and CGTC state that they are each entitled to individually use Schedule 13G pursuant to Rule 13d-1(c) of the Act.

CGII and CGTC are each responsible for the timely filing of the statement and any amendments thereto, and for the completeness and accuracy of the information concerning each of them contained therein but are not responsible for the completeness or accuracy of the information concerning the others.

CAPITAL GROUP INTERNATIONAL, INC.

BY:                   \*David I. Fisher  
                          David I. Fisher, Chairman  
                          Capital Group International,  
                          Inc.

CAPITAL GUARDIAN TRUST COMPANY

BY:                   \*David I. Fisher  
                          David I. Fisher, Chairman  
                          Capital Guardian Trust Company

\*By /s/ Kenneth R. Gorvetzian  
      Kenneth R. Gorvetzian  
      Attorney-in-fact

Edgar Filing: GAIAM INC - Form SC 13G/A

Signed pursuant to a Power of Attorney dated January 30, 2003 included as an Exhibit to Schedule 13G filed with the Securities and Exchange Commission by Capital Group International, Inc. on February 10, 2003 with respect to Acclaim Entertainment Inc.

CUSIP: 36268Q103

Page 7 of 7