Noah Holdings Ltd Form 20-F April 30, 2018 Table of Contents

## **UNITED STATES**

## SECURITY AND EXCHANGE COMMISSION

Washington, D.C. 20549

## **FORM 20-F**

(Mark One)

REGISTRATION STATEMENT PURSUANT TO SECTION 12(B) OR 12(G) OF THE SECURITIES EXCHANGE ACT OF 1934

OR

ANNUAL REPORT PURSUANT TO SECTION 13 OR 15(D) OF THE SECURITIES EXCHANGE ACT OF 1934

For the fiscal year ended December 31, 2017.

OR

TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(D) OF THE SECURITIES EXCHANGE ACT OF 1934

OR

SHELL COMPANY REPORT PURSUANT TO SECTION 13 OR 15(D) OF THE SECURITIES EXCHANGE ACT OF 1934

Date of event requiring this shell company report

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For the transition period from \_\_\_\_\_\_ to \_\_\_\_\_

Commission file number: 001-34936

## NOAH HOLDINGS LIMITED

(Exact name of Registrant as specified in its charter)

## N/A

(Translation of Registrant s name into English)

**Cayman Islands** 

(Jurisdiction of incorporation or organization)

No. 1687 Changyang Road, Changyang Valley, Building 2

Shanghai 200090, People s Republic of China

(Address of principal executive offices)

Shang Yan Chuang, Chief Financial Officer

**Noah Holdings Limited** 

No. 1687 Changyang Road, Changyang Valley, Building 2

Shanghai 200090, People s Republic of China

Phone: (86) 21 8035 9221

Facsimile: (86) 21 8035 9641

(Name, Telephone, E-mail and/or Facsimile number and Address of Company Contact Person)

Securities registered or to be registered pursuant to Section 12(b) of the Act:

Title of each class American depositary shares, two of which represent Name of exchange on which registered New York Stock Exchange

# one Class A ordinary share, par value US\$0.0005 per share

Class A ordinary shares, par value US\$0.0005 per share\*

(Title of Each Class and Name of Each Exchange on Which Registered)

\* Not for trading, but only in connection with the listing on the New York Stock Exchange of the American depositary shares

Securities registered or to be registered pursuant to Section 12(g) of the Act:

#### **NONE**

(Title of Class)

Securities for which there is a reporting obligation pursuant to Section 15(d) of the Act:

#### **NONE**

(Title of Class)

Indicate the number of outstanding shares of each of the issuer s classes of capital or common stock as of the close of the period covered by the annual report: 20,235,183 Class A ordinary shares issued, par value US\$0.0005 per share, and 8,465,000 Class B ordinary shares issued, par value US\$0.0005 per share.

Indicate by check mark if the registrant is a well-known seasoned issuer, as defined in Rule 405 of the Securities Act. Yes No

If this report is an annual or transition report, indicate by check mark if the registrant is not required to file reports pursuant to Section 13 or (15) (d) of the Securities Exchange Act of 1934. Yes No

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes No

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or an emerging growth company. See the definitions of large accelerated filer, accelerated filer, and emerging growth company in Rule 12b-2 of the Exchange Act.

Large accelerated filer Accelerated filer Non-accelerated filer Emerging growth company If an emerging growth company that prepares its financial statements in accordance with U.S. GAAP, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

The term new or revised financial accounting standard refers to any update issued by the Financial Accounting Standards Board to its Accounting Standards Codification after April 5, 2012.

Indicate by check mark which basis of accounting the registrant has used to prepare the financial statements included in this filing:

U.S. GAAP

International Financial Reporting Standards as issued

Other

by the International Accounting Standards Board

If Other has been checked in response to the previous question, indicate by check mark which financial statement item the registrant has elected to follow: Item 17 Item 18

If this is an annual report, indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes No

(APPLICABLE ONLY TO ISSUERS INVOLVED IN BANKRUPTCY PROCEEDINGS DURING THE PAST FIVE YEARS)

Indicate by check mark whether the registrant has filed all documents and reports required to be filed by Sections 12, 13 or 15(d) of the Securities Exchange Act of 1934 subsequent to the distribution of securities under a plan confirmed by a court. Yes No

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#### INTRODUCTION

Unless otherwise indicated and except where the context otherwise requires, references in this annual report on Form 20-F to:

active clients for a given period refers to registered clients who obtain financial products distributed or provided by us during that given period, excluding clients in our other financial services segment;

ADSs refer to our American depositary shares, two of which represent one Class A ordinary share;

assets under management or AUM refers to the amount of capital commitments made by investors to the funds we provide continuous and regular supervisory or management services without adjustment for any gain or loss from investment, for which we are entitled to receive recurring service fees or performance-based income, except for secondary market equity investments. For secondary market equity investments, the assets under management or AUM refers to the net asset value of the investments we manage, for which we are entitled to receive recurring service fees and performance-based income;

China or the PRC refers to the People s Republic of China, excluding, for the purpose of this annual report only, Hong Kong, Macau and Taiwan;

Class A ordinary shares refer to our Class A ordinary shares, par value US\$0.0005 per share;

Class B ordinary shares refer to our Class B ordinary shares, par value US\$0.0005 per share;

financial products refer to products we distribute to clients, such as fixed income products, private equity products, secondary market equity products and insurance products;

high net worth individual refers to individuals with investable financial assets of no less than RMB6 million;

mass affluent individuals refer to the high end of the mass market, or individuals with RMB500,000 to RMB6 million of investable financial assets.

NYSE refers to the New York Stock Exchange;

ordinary shares refer to our ordinary shares, which include both Class A ordinary shares and Class B ordinary shares, par value US\$0.0005 per share;

private funds refer to investment funds which raise capital through non-public offerings of funds targeting specific investors;

registered clients refer to high net worth individuals who have finished our know-your-customer and anti-money laundering review process, but may or may not have purchased any products with us;

RMB and Renminbi refer to the legal currency of China;

transaction value refers to the aggregate value of the financial products we distribute through our wealth management business during a given period; and

ultra high net worth individuals refer to individuals with investable financial assets of no less than RMB 10 million.

variable interest entity and our consolidated variable interest entity refer to Shanghai Noah Investment Management Co., Ltd. (Noah Investment) and its subsidiaries including Gopher Asset Management Co., Ltd. (Gopher Asset Management), unless the context otherwise requires.

Unless the context indicates otherwise, each of we, us, our company, our, and Noah refer to Noah Holdings Limits subsidiaries and variable interest entity and the variable interest entity s subsidiaries. Unless otherwise noted, all translations from RMB to U.S. dollars are made at a rate of RMB6.5063 to US\$1.00, the effective noon buying rate for December 29, 2017 as set forth in the H.10 statistical release of the Federal Reserve Board.

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#### FORWARD-LOOKING STATEMENTS

This annual report on Form 20-F contains forward-looking statements that involve risks and uncertainties. All statements other than statements of historical facts are forward-looking statements. Known and unknown risks, uncertainties and other factors, including those listed under Risk Factors, may cause our actual results, performance or achievements to be materially different from those expressed or implied by the forward-looking statements.

You can identify some of these forward-looking statements by words or phrases such as may, will, expect, anticipate aim, estimate, intend, plan, believe, likely to or other similar expressions. We have based these forward-looking statements largely on our current expectations and projections about future events and financial trends that we believe may affect our financial condition, results of operations, business strategy and financial needs. These forward-looking statements include:

our goals and strategies;
our future business development, financial condition and results of operations;
the expected growth of the wealth management, asset management and other financial services industries in China and internationally;
our expectations regarding demand for and market acceptance of the products and services we distribute, manage or offer;
our expectations regarding keeping and strengthening our relationships with product providers;
relevant government policies and regulations relating to our industry;
our ability to attract and retain qualified employees;

our plans to invest in research and development to enhance our product choices and service offerings;

competition in the wealth management, asset management and other financial services industries in China and internationally;

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our ability to stay abreast of market trends and technological advances;

general economic and business conditions in China and internationally;

our ability to obtain certain licenses and permits necessary to operate and expand our businesses; and

our ability to effectively protect our intellectual property rights and not infringe on the intellectual property rights of others.

These forward-looking statements involve various risks and uncertainties. Although we believe that our expectations expressed in these forward-looking statements are reasonable, our expectations may later be found to be incorrect. Our actual results could be materially different from our expectations. Other sections of this annual report include additional factors that could adversely impact our business and financial performance. Moreover, we operate in an evolving environment. New risk factors and uncertainties emerge from time to time and it is not possible for our management to predict all risk factors and uncertainties, nor can we assess the impact of all factors on our business or the extent to which any factor, or combination of factors, may cause actual results to differ materially from those contained in any forward-looking statements. You should thoroughly read this annual report and the documents that we refer to herein with the understanding that our actual future results may be materially different from, or worse than, what we expect. We qualify all of our forward-looking statements by these cautionary statements.

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## **PART I**

**Item 1. Identity of Directors, Senior Management and Advisers** Not applicable.

# **Item 2. Offer Statistics and Expected Timetable** Not applicable.

## **Item 3.** Key Information

## A. Selected Financial Data

## **Selected Consolidated Financial Data**

The following selected consolidated financial information for the periods and as of the dates indicated should be read in conjunction with our consolidated financial statements and related notes and Item 5. Operating and Financial Review and Prospects in this annual report.

Our selected consolidated financial data presented below for the years ended December 31, 2015, 2016 and 2017 and our balance sheet data as of December 31, 2016 and 2017 have been derived from our audited consolidated financial statements included elsewhere in this annual report. Our audited consolidated financial statements are prepared in accordance with Generally Accepted Accounting Principles in the U.S. (GAAP). Our selected consolidated financial data presented below for the years ended December 31, 2013 and 2014 and our balance sheet data as of December 31, 2013, 2014 and 2015 have been derived from our audited financial statements not included in this annual report.

Starting from the fourth quarter of 2015, we changed our reporting currency from the U.S. dollar ( US\$ ) to the Renminbi ( RMB ). Comparable data of prior periods have also been adjusted accordingly.

	2013 RMB 000	2014 RMB 000	Year Ended D 2015 RMB 000	December 31, 2016 RMB 000	2017 RMB 000	2017 US\$ 000
Revenues						
Total revenues	1,064,620	1,617,160	2,232,696	2,561,636	2,846,006	437,423
Less: business taxes and						
related surcharges	(58,643)	(88,674)	(112,769)	(48,064)	(19,098)	(2,935)
Net revenues	1,005,977	1,528,486	2,119,927	2,513,572	2,826,908	434,488
Operating costs and expenses:						
Compensation and benefits	(448,738)	(737,459)	(1,164,492)	(1,300,405)	(1,407,372)	(216,308)
Selling expenses	(102,198)	(147,265)	(263,815)	(322,667)	(320,462)	(49,254)
General and administrative				, , ,		
expenses	(110,020)	(151,626)	(170,929)	(234,488)	(248,878)	(38,252)
Other operating expenses	(5,445)	(29,961)	(94,624)	(151,088)	(147,318)	(22,642)
Government subsidies	32,645	90,932	132,709	162,365	74,156	11,398
Total operating costs and						
expenses	(633,756)	(975,379)	(1,561,151)	(1,846,283)	(2,049,874)	(315,058)
Income from operations:	372,221	553,107	558,776	667,289	777,034	119,430
Other income (expenses):						
Interest expenses			(16,050)	(19,289)	(24,128)	(3,708)
Interest income	20,272	38,902	39,699	39,539	45,020	6,919
Investment income	24,142	23,551	51,955	48,537	67,343	10,350
Other income (expense), net	1,908	(13,961)	456	(2,531)	3,542	544
Total other income	46,322	48,492	76,060	66,256	91,777	14,105
Income before taxes and income from equity in						
affiliates	418,543	601,599	634,836	733,545	868,811	133,535
Income tax expense	(100,082)	(151,293)	(129,887)	(157,997)	(199,085)	(30,599)
Income from equity in						
affiliates	7,291	13,584	21,353	22,343	92,136	14,161
Net income	325,752	463,890	526,302	597,891	761,862	117,097
Less: net income (loss) attributable to	9,821	17,333	(9,523)	(40,602)	(13,745)	(2,113)

non-controlling interests Less: income (loss) attributable to redeemable non-controlling interest of a						
subsidiary				(5,336)	6,483	996
Less: deemed dividend on non-controlling interest of a						
subsidiary					6,201	953
Net income attributable to ordinary shareholders of Noah Holdings Limited	315,931	446,557	535,825	643,829	762,923	117,261
Net income per share						
Basic	11.50	16.02	19.08	22.87	26.98	4.15
Diluted	11.28	15.82	18.31	22.08	25.90	3.98
Net income per ADS <sup>(1)</sup>						
ъ .			~			
Basic	5.75	8.01	9.54	11.44	13.49	2.07
Diluted	5.75 5.64	8.01 7.91	9.54 9.15	11.44 11.04	13.49 12.95	2.07 1.99
Diluted Weighted average number of shares used in						
Diluted Weighted average number of shares used in computation:	5.64	7.91	9.15	11.04	12.95	1.99

Note:

#### (1) Two ADSs represent one Class A ordinary share.

	Year	Ended December 31,	
Domestic Large Cap	37,429	37,429 32,773	32,773

Total investments measured at fair value \$40,731 \$54,561 \$26,842 \$122,134 \$35,429 \$51,665 \$22,381 \$109,475 The Plan s valuation methodology for Level 2 assets in pooled separate accounts were derived using a change-factor model with inputs derived from observable market data of the underlying instruments in active markets while Level 3 assets in pooled separate accounts were derived using a change-factor model with inputs derived from unobservable market data.

The Plan s valuation methodology for the Guaranteed Income Fund was derived using inputs derived from unobservable market data. The Guaranteed Income Fund is included at its carrying value in the statements of net assets available for benefits, which approximated their fair values at December 31, 2011 and 2010. The contract value of the Guaranteed Income Fund approximates the fair value, due to the nature of the investment contract not having a fair value adjustment upon discontinuance.

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## SIRIUS XM RADIO 401 (k) SAVINGS PLAN

#### **Notes to Financial Statements**

The Plan s valuation methodology for mutual funds and Sirius XM Radio Inc. common stock was derived from quoted market prices as these instruments have an active market.

The table below sets forth a summary of changes in the fair value of the Plan s Level 3 assets for the year ended December 31, 2011. The total gains (losses) are reported in the net appreciation in fair value of investments line in the statement of changes in net assets available for benefits.

(in thousands)	Pooled separate accounts		aranteed ome Fund
Balance as of December 31, 2010	\$ 12,279	\$	10,102
Total gains	37		
Issuances and Settlements			
Issuances	3,047		9,115
Settlements	(803)		(6,935)
Balance as of December 31, 2011	\$ 14,560	\$	12,282

#### 4. Investments

The fair values of investments that individually represent 5% or more of the Plan s net assets are as follows:

	As of December 31,	
	2011	2010
	(in tho	usands)
Investments:		
Large Cap Growth/Turner Investment Partners Fund	\$	\$ 7,610
International Growth/Artisan Partners Fund	*	5,730
Core Plus Bond/PIMCO Fund	6,653	6,236
Guaranteed Income Fund	12,282	10,102
SA/Oakmark Equity and Income Strategy Fund	6,806	5,790
Large Cap Value/LSV Asset Management Fund	8,063	7,489
SA/T Rowe Price Growth Stock Strategy Fund	7,694	
Sirius XM Radio Inc. common stock	37,429	32,773

<sup>\*</sup> Represents less than 5% of Plan net assets at December 31, 2011.

During 2011, the Plan s investments (including gains and losses on investments bought and sold, as well as held during the year) appreciated (depreciated) in fair value as follows:

	For the Year Ended December 31, 2011 (in thousands)
Sirius XM Radio Inc. common stock	\$ 3,899
Pooled separate accounts	(403)

Mutual funds	(851)
Net appreciation in fair value of investments	\$ 2.645

## 5. Risks and Uncertainties

The Plan may invest in various types of investment securities. Investment securities are exposed to various risks, such as interest rate, market, and/or credit risks. Due to the level of risk associated with certain investment securities, it is at least reasonably possible that changes in the values of investment securities will occur in the near

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#### SIRIUS XM RADIO 401 (k) SAVINGS PLAN

#### **Notes to Financial Statements**

term and that such change could materially affect the amounts reported in the statements of net assets available for benefits.

The Plan may invest indirectly in securities with contractual cash flows, such as asset-backed securities, collateralized mortgage obligations and commercial mortgage-backed securities, including securities backed by subprime mortgage loans. The value, liquidity and related income of these securities are sensitive to changes in economic conditions, including real estate value, delinquencies or defaults, or both, and may be adversely affected by shifts in the market s perception of the issuers and changes in interest rates.

The Plan provides for investment in the Company s common stock. At December 31, 2011 and 2010, approximately 30% and 29% of the Plan s total net assets, respectively, were invested in the common stock of the Company. The underlying value of the Company s common stock is dependent upon the performance of the Company and the market s evaluation of such performance.

#### 6. Tax Status

Effective January 1, 2009, the Plan adopted a volume submitter profit sharing plan with cash or deferral arrangement sponsored by Thompson Hine LLP dba Plan Document Systems which received a favorable opinion letter from the Internal Revenue Service (IRS) dated March 31, 2008, stating that the Plan, as then designed, was acceptable under Section 401(a) of the Code and, therefore, the related trust is exempt from taxation. The Plan has been amended since receiving that opinion letter. On April 30, 2010, the Plan applied for a new determination letter and received a favorable determination from the IRS on June 6, 2012. The Plan is required to operate in conformity with the Code to maintain its qualification. The Plan administrator and the Plan s legal counsel believe that the Plan is designed and is currently being operated in compliance with the applicable requirements of the Code and, therefore, the Plan is qualified and the related trust is tax exempt. Therefore, there is no provision for income taxes recorded in the Plan s financial statements.

U.S. GAAP requires Plan management to evaluate tax positions taken by the Plan and recognize a tax liability (or asset) if the Plan has taken an uncertain position that more likely than not would not be sustained upon examination by the IRS. The Plan administrator has analyzed the tax positions taken by the Plan, and has concluded that as of December 31, 2011, there are no uncertain positions taken or expected to be taken that would require recognition of a liability (or asset) or disclosure in the Plan s financial statements. The Plan is subject to routine audits by taxing jurisdictions, however, there are currently no audits for any tax periods in progress.

#### 7. Plan Termination

The Company reserves the right to terminate the Plan, in whole or in part, at any time, subject to the provisions of ERISA. In the event that such termination occurs, all amounts credited to participant accounts will become 100% vested and the trustee, in accordance with the Plan document, will distribute the net assets of the Plan in a uniform and non-discretionary manner.

#### 8. Related Party Transactions

Plan investments in pooled separate accounts and Guaranteed Income Fund are managed by PRIAC, who is the trustee as defined by the Plan. All transactions with these investments qualify as party-in-interest. The Plan also invests in common stock of the Company.

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## SIRIUS XM RADIO 401 (k) SAVINGS PLAN

## Schedule H, line 4a-Schedule of Delinquent Participant Contributions

## Year Ended December 31, 2011

## **Totals that Constitute Nonexempt Prohibited Transactions**

Pa	rticipant			Contributions	Total Fully
Con	tributions		Contributions	Pending	Corrected Under
Transfe	erred Late to	Contributions	Corrected Outside	Correction in	VFCP and PTE
	Plan	Not Corrected	VFCP	VFCP	2002-51
\$	336	336			

In 2011, there were two delinquent contributions, which amounted to \$336. All delinquent contributions were remitted to the trust in 2011, with the exception of lost interest of \$2, which will be paid in 2012.

See accompanying report of independent registered public accounting firm.

Insurance & Annuity Company

## SIRIUS XM RADIO 401 (k) SAVINGS PLAN

## Schedule H, line 4i-Schedule of Assets (Held at End of Year),

## As of December 31, 2011

## (in thousands, except shares)

	(b)	(c)	
	Identity of Issuer, Borrower, Lessor or	Description of Investment, Including Maturity Date, Rate of	(e) Current
(a)	Similar Party	Interest, Collateral, Par or Maturity Value	Value
*	Prudential Retirement	SA/Janus Balanced Strategy Fund:	\$ 2,495
	Insurance & Annuity Company	54,908 units in participation	
*	Prudential Retirement	Lifetime Income & Equity Fund:	1,597
	Insurance & Annuity Company	82,346 units in participation	
*	Prudential Retirement	Lifetime Growth Fund:	3,859
	Insurance & Annuity Company	213,698 units in participation	
*	Prudential Retirement	Lifetime Conservative Growth Fund:	2,311
	Insurance & Annuity Company	123,887 units in participation	
*	Prudential Retirement	Lifetime Balanced Fund:	4,139
	Insurance & Annuity Company	229,864 units in participation	
*	Prudential Retirement	Lifetime Aggressive Growth Fund:	2,653
	Insurance & Annuity Company	152,920 units in participation	
*	Prudential Retirement	Small Cap Value/Kennedy Capital Fund	2,323
	Insurance & Annuity Company	129,666 units in participation	
*	Prudential Retirement	Small Cap Growth/Times Square Fund:	5,103
	Insurance & Annuity Company	141,827 units in participation	
*	Prudential Retirement	International Growth/Artisan Partners Fund:	5,227
	Insurance & Annuity Company	392,818 units in participation	
*	Prudential Retirement	Core Plus Bond/PIMCO Fund:	6,653
	Insurance & Annuity Company	389,857 units in participation	
*	Prudential Retirement	Guaranteed Income Fund:	12,282

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340,644 units in participation

	American Funds Capital World	American Funds Capital World Growth and Income R3 Fund:	2,693
	Growth and Income Fund	84,294 shares in participation	
*	Prudential Retirement	SA/Oakmark Equity and Income Strategy Fund:	6,806
	Insurance & Annuity Company	184,060 units in participation	
*	Prudential Retirement	Mid Cap Value/CRM Fund:	2,635
	Insurance & Annuity Company	208,357 units in participation	
	msurance & Annuity Company	208,337 units in participation	
*	Prudential Retirement	Mid Cap Growth/Times Square Fund:	2,112
	Insurance & Annuity Company	119,259 units in participation	
*	Prudential Retirement	Large Cap Value/LSV Asset Management Fund:	8,063
	Insurance & Annuity Company	485,850 units in participation	
本	Prudential Retirement	SA/T Rowe Price Growth Stock Strategy Fund:	7,694
	Insurance & Annuity Company	232,004 units in participation	
	Allianz Global	Allianz NFJ International Value A Fund:	609
	International Value Fund	33,948 units in participation	
*	Prudential Retirement	Dryden S&P 500 Index Fund:	5,451
	Insurance & Annuity Company	63,944 units in participation	
*	Sirius XM Radio Inc.	Sirius XM Radio Inc. common stock:	37,429
		20,565,623 shares in participation	
*	Loans receivable from participants	142 outstanding loans with rates of 4.25%-10.25% and maturities from 2012-2022	1,664
	paracipanto		1,001
	Total Investments		\$ 123,798

<sup>\*</sup> Represents a party-in-interest as defined by ERISA.

See accompanying report of independent registered public accounting firm.

#### **SIGNATURES**

*The Plan.* Pursuant to the requirements of the Securities and Exchange Act of 1934, the trustee (or other persons who administer the employee benefit plan) have duly caused this annual report to be signed on its behalf by the undersigned hereunto duly authorized.

SIRIUS XM RADIO 401(K) SAVINGS PLAN

By: /s/ David J. Frear David J. Frear

Executive Vice President and

Chief Financial Officer

of Sirius XM Radio Inc.

June 18, 2012

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