



# CEOCFO

## Interviews & News!

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### **FIMA Inc. On An Acquisition Rampage - From Raw Land Development To Metals Mining And Resources, FIMA Moves From Latin America To North America With Plans To Go Global By 2010**



**FIMA, INC.**

A land development Company

**Financial  
Raw Land Development  
(FIMA-OTCPK)**

**FIMA, Inc.**

**6352 Santa Ynez Drive  
Huntington Beach, CA 92647  
Phone: 714-847-2460**



**Roy Sahachaisere  
President and CEO**

**BIO:** Mr. Sahachaisere has over two decades of experience in the investment industry. He began his career in 1990 raising venture capital for a number of highly successful enterprises, among them Earthlink and other well known venture deals. Since then, Mr. Sahachaisere has

been successful in a myriad of diverse aspects of the investment world. With a background in Business Finance and an emphasis in Business Marketing, he has successfully managed multi-million dollar fixed-income portfolios for Nationwide Bank and Credit Unions. He has also successfully managed a multitude of 7 figure portfolios for private clients during his tenure as a Financial Advisor for corporate giant Morgan Stanley. Roy has served as an officer and executive of several private and public companies, and is the founder of InvestSource, Inc., a California-based investor relations firm that specializes in enhancing the market presence of small-and micro-cap public companies. It is largely through this experience that he has gained his tremendous insights into the workings of the small-cap arena, as well as an unassailable foundation of knowledge regarding the dynamics of the small- and micro-cap markets.

#### **Company Profile:**

We are a leading development company specializing in all phases of discovery and exploration land development in the emerging markets in foreign markets. We specialize in planning, development, managing and marketing of projects, requiring the highest standards of execution for the most discriminating clients including but not limited to metal mining, resource exploration, and land development.

**Interview conducted by:  
Lynn Fosse, Senior Editor**

**CEOCFO:** Mr. Sahachaisere, what is your vision for the company?

**Mr. Sahachaisere:** “We have some long-term, mid-term and short-term goals. In

the long-term I would like FIMA Development Inc. (our land development company) to become a major land developer in not only Latin America but other foreign countries outside the US with highly prospering economies. Mid Range goals we expect the recent acquisitions of our oil and gas leases to start paying off for us and short term our metal mining acquisitions shall start showing us immediate gratification. Also just recently we have been exploring areas inside the US as well to do some development as well as exploration so we are continuously looking to build upon on our current goals.”

**CEOCFO:** Why do you like Latin America?

**Mr. Sahachaisere:** “Besides the fact that Latin markets have been the number two growing economy in the second half of 2007 and currently in 2008 with positive financial markets, we have been in Latin America now for a year and a half. About a month ago the new president of Mexico recently came out and said they are going to focus on tourism bringing in dollars to the Mexican economy. We initially liked that area because we are looking at raw land purchases and developing, building, in tourist areas to build multi-unit homes, multi-unit large commercial buildings and things like this. Most recently we acquired an architect firm down there that comes with a construction company that kind of puts us in that playing field so the really prospering areas such as the Mexican Mayan Riviera and Vera Cruz area, Puebla. There has been a lot of money movement down there and as everybody knows Mexico City is one of the largest cities in the world and just over populated. Like real estate was here in the US in ten or fifteen years ago, real

estate is down there now. You see a lot of the American companies going down there from creditors to title companies to agencies such as Century 2, Remax, Stewart Title, American Title and creditors as well such as GE, GMAC and many more.”

**CEO CFO:** Your company description mentions “time-tested real estate methods”; what is it that you are doing, and can it be quite as simple as that sounds?

**Mr. Sahachaisere:** “It can, and it is! As funny as it sounds and as simple as it is, Mexico is still very much of a handshake country and utilization of procedures to ensure all parties are safe in a transaction are just now starting to become “common law”. Everybody has heard of horror stories of over boarder investors coming in purchasing something and not getting title or someone moving in with out authorization. What we have done is we are focusing on utilizing the US methods of purchasing real estate, which is very simple. You use a title company, everybody is protected there, you use an escrow account where everybody is also protected, and you can use major firms to do crediting as well as major banks. The time-tested part of it is basically just your everyday routine real estate transaction here in the US, which is kind of a new concept down in Mexico but growing rapidly.”

**CEO CFO:** Please tell us about a few of the projects you are working on now.

**Mr. Sahachaisere:** “We currently have two projects in Quintana Roo (on the island of Cozumel). The first project is called San Miguel which is 2500 sq. ft. property with 4 3 bedroom, 4 level units. We purchased the raw land back in late 2006, started building in 2007. These properties we purchased land for are 98% finished. We plan to be able to put those on the market at approximately \$180,000-\$200,000 each sale. Another property that we have that we are currently working on environmental studies (again due to mangroves notorious in the area) on the beach and north side of Cozumel called “Del Fines”. It is a new area for building and a highly growth orien-

tated area. It is a sixteen unit project and we are ready to break ground almost any time provided we get the last EPA signature that we have been waiting for.”

**CEO CFO:** Tell us more about the resource properties and why is it a good fit for FIMA?

**Mr. Sahachaisere:** “As I mentioned earlier in regards to the real estate credit markets...raising money for a real estate company at this moment has been an uphill battle although, things are becoming looser. We were not expecting originally to branch out into resources and/or mining but it fell into our laps and made perfect sense for the vitality for FIMA. Recently we have acquired GOLD-SOURCE, which currently has a mine called “The Los Mates Project” in Colombia. It is a gold mining property with

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**- Roy Sahachaisere**

over 8000 kilograms of proven reserves that reports will be coming out on shortly. Gold mining resources seems to currently be a buzzword still so for short term this seems very accessible. Standard Minerals (a New Mexico Company) that was also recently acquired came with 24 oil and gas leases that we plan to rework and explore in that area. There have been some huge finds in New Mexico in the last decade or two and we expect as a mid term exploration play this should also bode well for FIMA. For the longer-term of the company we are focusing on land development, building large projects, multifamily homes, commercial properties etc.”

**CEO CFO:** What is the financial picture of the company?

**Mr. Sahachaisere:** “Right now we have the funding to suffice for our land development area of the company. Mining and

resources we are currently getting independent geological reports so that we can assess the potential of bringing money into the company. We’ve currently had minimal revenue’s in the past year but we have all expectations to 10 fold that with the finish of the Building projects and the acquisition of Gold Source. “

**CEO CFO:** Why should potential investors look at FIMA as an investment potential?

**Mr. Sahachaisere:** “Besides management, FIMA is positioning itself in such a manner that it could be considered a win/win scenario for the company and its potential investors. We have three different divisions now in the following sectors, resource, mining, and the land development/building development sectors. Out of the building development sector,

we are in an area where properties are still undervalued and we will not go into a project unless we know we can turn a profit on it. In the resource and in the mining sectors we are looking at areas that have proven performance, while the trend in the market is still there. For an investor you have a short-term buzz as well as a long-term buzz.

Currently there is a lack of liquidity in our trading market that is being addressed and hopefully there we will see some changes. I compare my investment from a company perspective to a good laddered bond portfolio. I plan to always have something coming available that will create liquidity for us that we will be able to reinvest. Thereby the company can reap the highest benefits as possible in regards to potentially going longer term on our investments as opposed to reaping the shorter-term yield of course while taking in consideration of where the yield curve is currently at and where we can put the least risk for the highest amount of reward. I think we have a great management team to put this all together and make it happen. We made it this far and I think with our ideas we will be able to go a long way with FIMA, it is going to be around for a long while. Hopefully will be a global company and a house hold name by 2010.”