November, 2017

CURICULUM VITAE AND LIST OF PUBLICATIONS

Personal Details

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Education

- B.A. 2002-2006 Ben-Gurion University Department of Economics (**Cum Laude**)
- Completion 2005-2006 Ben-Gurion University Successful completion of advanced courses in mathematics and finance for M.A. studies in Economics
- Completion 2006-2006 Israel Securities Authority Successful completion of all the professional exams for a Portfolio Manager License
- M.B.A. 2006-2008 Ben-Gurion University Business Administration (**Cum Laude**)
- Completion 2011-2012 University of Haifa Successful completion of advanced courses in mathematics and statistics for certificate studies in Actuarial Science
- Certificate 2011-2012 Ariel University Post-graduate certificate in Financial Risk Management
- FRM 2011-2012 Global Association of Risk Professionals Diploma in Financial Risk Management
- CRM 2013-2013 Israeli Association of Risk Managers Diploma in Risk Management
- CFV 2015-2015 Israel Association of Valuators and Financial Actuaries –
 Diploma in Corporate Finance Valuation
- QFV 2015-2015 Israel Association of Valuators and Financial Actuaries –
 Diploma in Quantitative Finance Valuation
- FEM 2015-2015 Israel Association of Valuators and Financial Actuaries Diploma in Financial and Economic Modeling
- MRA 2015-2015 Israel Association of Valuators and Financial Actuaries Diploma in Market Risk Actuarial Science

Mr. Roi Polanitzer

- CRA 2015-2015 Israel Association of Valuators and Financial Actuaries –
 Diploma in Credit Risk Actuarial Science
- ORA 2015-2015 Israel Association of Valuators and Financial Actuaries Diploma in Operational Risk Actuarial Science
- IRA 2015-2015 Israel Association of Valuators and Financial Actuaries Diploma in Investment Actuarial Science
- LRA 2015-2015 Israel Association of Valuators and Financial Actuaries –
 Diploma in Life Risk Actuarial Science
- PRA 2015-2015 Israel Association of Valuators and Financial Actuaries –
 Diploma in Pensions Risk Actuarial Science

Courses Taught

Corporate Finance, Financial Statement Analysis, Valuations, Derivatives, Risk Management, Securities and Financial Instruments Analysis, Portfolio Management, Statistics and Stochastics Processes, Foundations of Financial Actuarial Science, Quantitative Analysis, Financial Markets and Products, Valuation and Financial Actuarial Science Models, Market Risk Actuarial Science, Credit Risk Actuarial Science, Operational Risk Actuarial Science, Investment Risk Actuarial Science, Life Risk Actuarial Science, Pensions Risk Actuarial Science, The Income Approach and Cost of Capital, The Market Approach, Asset Approach and Discounts and Premiums, Valuation of Pass-Through Entities, Valuation of Intangible Assets, Corporate Finance Valuations, Options and Futures Markets, Derivative Products and Financial Actuarial Science, Advanced Derivatives, Derivatives Modeling Using VBA, Quantitative Finance Valuations, Corporate Finance Models, Portfolio Models, Option-Pricing Models, Bonds and Duration, and Financial and Economic Modeling.

Publications

(a) Professional Standards and Statement of Financial Valuation Standards (SFVS)

- 1. Polanitzer et al., "IAVFA's SFVS No. 1: Determining the Debt Value (D) and the Normative Long-Term Financial Leverage Ratio [D/(D+E)] for the Purpose of Calculating the Weighted Average Cost of Capital (WACC)", *Israel Association of Valuators and Financial Actuaries*, August 2015.
- 2. Polanitzer et al., "IAVFA's SFVS No. 2: Determining the Long-Term Risk-Free Rate for the Purpose of Calculating the Cost of Equity (Ke) and the Long-Term Sustainable Growth Rate (g)", *Israel Association of Valuators and Financial Actuaries*, October 2015.
- 3. Polanitzer et al., "IAVFA's SFVS No. 3: Determining the Model for Estimating the Cost of Equity (Ke)", *Israel Association of Valuators and Financial Actuaries*, December 2015.
- 4. Polanitzer et al., "IAVFA's SFVS No. 4: Determining the Long-Term Equity Risk Premium (Rm- Rf) and Country Risk for the Purpose of Calculating the Cost of Equity (Ke)", *Israel Association of Valuators and Financial Actuaries*, February 2016.
- 5. Polanitzer et al., "IAVFA's SFVS No. 5: Determining the Normative Long-Term Corporate Tax Rate for the Purpose of Calculating the Weighted Average Cost of Capital (WACC)", *Israel Association of Valuators and Financial Actuaries*, April 2016.
- 6. Dekel Y., Polanitzer, R., "IAVFA's SFVS No. 6: Defining the Valuation Engagement and Obtaining the Necessary Information", *Israel Association of Valuators and Financial Actuaries*, June 2016.
- 7. Polanitzer, R., J. Eshed, Y. Dekel, "IAVFA Professional Standards", *Israel Association of Valuators and Financial Actuaries*, July 2016.

- 8. Polanitzer et al., "IAVFA's SFVS No. 7: Estimating the Relevered Beta (βl) for the Purpose of Calculating the Cost of Equity (Ke)", *Israel Association of Valuators and Financial Actuaries*, August 2016.
- 9. Polanitzer et al., "The Report of the Committee for Determining Financial Valuation Guidelines to All Israeli Tax Authority Personnel Engaged in Valuation Practice", *Israel Association of Valuators and Financial Actuaries*, January 2017.
- 10. Polanitzer et al., "IAVFA's SFVS No. 8: Estimating the Normative Long-Term Cost of Debt (Kd) and Normative Long-Term Credit Spread (CS) Free from Any Lien and Collateral of the Company for the Purpose of Calculating the Weighted Average Cost of Capital (WACC)", Israel Association of Valuators and Financial Actuaries, December 2016.
- 11. Polanitzer et al., "IAVFA's SFVS No. 9: Calculation of Pension Rights in Defined-Benefit Plans Under the One-Time Balance Alternative in Net Terms Calculated as of the Split Date, Regarding the Balancing Resources in Divorce Setting", Israel Association of Valuators and Financial Actuaries, October 2017.
- 12. Polanitzer et al., "IAVFA's SFVS No. 10: Calculation of Pension Rights in <u>Defined-Contribution Plans</u> Under the One-Time Balance Alternative in Net Terms Calculated as of the Split Date, Regarding the Balancing Resources in Divorce Setting", Israel Association of Valuators and Financial Actuaries, November 2017.
- 13. Polanitzer et al., "IAVFA's SFVS No. 11: Calculation of Social Rights Under the One-Time Balance Alternative in Net Terms Calculated as of the Split Date, Regarding the Balancing Resources in Divorce Setting", Israel Association of Valuators and Financial Actuaries, Forthcoming.

(b) Articles in Refereed Journals

Published

- 1. Lifschutz, S., Polanitzer, R., "The Informative Value of the VaR Disclosures in the Israeli Banking System", *Joseph Kasierer Institute for Research in Accounting*, November 2008.
- 2. Polanitzer, R., Lifschutz, S., "The Determinants of the Market-to-Book Value Ratio in the Israeli Banking System 2004-2008", *Quarterly Banking Review*, Vol. 166, 2009, pp. 28-44.
- 3. Polanitzer, R., Lifschutz, S., "The Projection Capability of Altman's Z-score: An Empirical Examination of Public Companies in Israel 2000-2007", Quarterly Banking Review, Vol. 166, 2009, pp. 85-101.
- 4. Polanitzer, R., Lifschutz, S., "Value-at-Risk and Market-to-Book Equity Ratio Evidence from the Israeli Banking System", *Israeli Association of Risk Managers*, December 2013.
- 5. Polanitzer, R., Lifschutz, S., "Value-at-Risk Disclosures of Banks The Case of Israel", *Israeli Association of Risk Managers*, December 2013.
- 6. Polanitzer, R., "Market Risk VaR (MVaR) using the Analytical Approach", *Israeli Association of Risk Managers*, January 2014.
- 7. Polanitzer, R., "Market Risk VaR (MVaR) using the Historical Approach", *Israeli Association of Risk Managers*, January 2014.
- 8. Polanitzer, R., "Market Risk VaR (MVaR) using the Monte Carlo Approach", Israeli Association of Risk Managers, January 2014.
- 9. Polanitzer, R., "Credit Risk VaR (CVaR) using KMV Method", *Israeli Association of Risk Managers*, February 2014.

- 10. Polanitzer, R., "Credit Risk VaR (CVaR) using CreditMetrics Method", *Israeli Association of Risk Managers*, February 2014.
- 11. Polanitzer, R., "Estimating Credit Rating and Probability of Default Part I", *Israeli Association of Risk Managers*, February 2014.
- 12. Polanitzer, R., "Estimating Credit Rating and Probability of Default Part II", *Israeli Association of Risk Managers*, February 2014.
- 13. Polanitzer, R., "Estimating Credit Rating and Probability of Default Part III", *Israeli Association of Risk Managers*, February 2014.
- 14. Polanitzer, R., "Pricing Counterparty Credit Risk", *Israeli Association of Risk Managers*, February 2014.
- 15. Polanitzer, R., "Quantifying Counterparty Credit Exposure, I", *Israeli Association of Risk Managers*, February 2014.
- 16. Polanitzer, R., "Quantifying Counterparty Credit Exposure, II: The Impact of Collateral", *Israeli Association of Risk Managers*, February 2014.
- 17. Polanitzer, R., "Estimating the Probability of Default using KMV-Merton Model", *Israeli Association of Risk Managers*, March 2014.
- 18. Polanitzer, R., "Default Correlation", *Israeli Association of Risk Managers*, March 2014.
- 19. Polanitzer, R., "Liquidity-Adjusted VaR (LVaR) using the Constant Spread Approach", *Israeli Association of Risk Managers*, April 2014.
- 20. Polanitzer, R., "Liquidity-Adjusted VaR (LVaR) using the Constant Spread Approach", *Israeli Association of Risk Managers*, April 2014.

- 21. Polanitzer, R., "Liquidity-Adjusted VaR (LVaR) using the Exogenous Spread Approach", *Israeli Association of Risk Managers*, April 2014.
- 22. Polanitzer, R., "Liquidity-Adjusted VaR (LVaR) using the Endogenous Spread Approach", *Israeli Association of Risk Managers*, April 2014.
- 23. Polanitzer, R., "Operational Risk VaR (OptVaR) using LDA", *Israeli Association of Risk Managers*, April 2014.
- 24. Polanitzer, R., "Model Risk Measurement and Management", *Israeli Association of Risk Managers*, April 2014.
- 25. Polanitzer, R., "Investment Risk VaR: Individual VaR vs. Portfolio VaR", *Israeli Association of Risk Managers*, May 2014.
- 26. Polanitzer, R., "Investment Risk VaR: Diversified Portfolio VaR vs. Undiversified Portfolio VaR", *Israeli Association of Risk Managers*, May 2014.
- 27. Polanitzer, R., "Investment Risk VaR: Marginal VaR vs. Incremental VaR", *Israeli Association of Risk Managers*, May 2014.
- 28. Polanitzer, R., "Funding Risk VaR: Surplus at VaR (SVaR)", *Israeli Association of Risk Managers*, June 2014.
- 29. Polanitzer, R., "Comparison between Basel II/III and Solvency II", *Israeli Association of Risk Managers*, December 2014.
- 30. Polanitzer, R., Etzioni, N., "Director, have you already requested Marton's PD?", Status – The Journal for Managerial and Strategic Thinking, January 2015.
- 31. Polanitzer, R., Blazberg, N., "Who is an Actuary?", *Status The Journal for Managerial and Strategic Thinking*, April 2015.

- 32. Polanitzer, R., Blazberg, N., "What is an Actuarial Calculation?", *Status The Journal for Managerial and Strategic Thinking*, April 2015.
- 33. Polanitzer, R., Blazberg, N., "What is a Financial Actuarial Science?", *Status The Journal for Managerial and Strategic Thinking*, May 2015.
- 34. Polanitzer, R., Blazberg, N., "The Financial Actuary", *Status The Journal for Managerial and Strategic Thinking*, May 2015.
- 35. Polanitzer, R., "Commonly Used Methods of Valuation: Asset-Based Approach", Status – The Journal for Managerial and Strategic Thinking, October 2015.
- 36. Polanitzer, R., "Commonly Used Methods of Valuation: Income Approach", *Status The Journal for Managerial and Strategic Thinking*, October 2015.
- 37. Polanitzer, R., "Commonly Used Methods of Valuation: Market Approach", *Status The Journal for Managerial and Strategic Thinking*, November 2015.
- 38. Polanitzer, R., "Commonly Used Methods of Valuation: Other Approaches: Income/Asset Approaches", *Status The Journal for Managerial and Strategic Thinking*, November 2015.
- 39. Polanitzer, R., "Commonly Used Methods of Valuation: Application of Methods for Valuing Intangible Assets", *Status The Journal for Managerial and Strategic Thinking*, December 2015.
- 40. Polanitzer, R., "Commonly Used Methods of Valuation: Sanity Checks", Status The *Journal for Managerial and Strategic Thinking*, December 2015.
- 41. Polanitzer, R., "Capitalization/Discount Rates: Proper Capitalization/Discount Rates", Status The *Journal for Managerial and Strategic Thinking*, January 2016.

- 42. Polanitzer, R., "Capitalization/Discount Rates: Ibbotson Build-Up Method", *Status The Journal for Managerial and Strategic Thinking*, January 2016.
- 43. Polanitzer, R., "Capitalization/Discount Rates: Capital Asset Pricing Model (CAPM)", Status The *Journal for Managerial and Strategic Thinking*, January 2016.
- 44. Polanitzer, R., "Capitalization/Discount Rates: Fama-French Three Factor Model", Status – The Journal for Managerial and Strategic Thinking, February 2016.
- 45. Polanitzer, R., "Capitalization/Discount Rates: Weighted Average Cost of Capital (WACC)", *Status The Journal for Managerial and Strategic Thinking*, February 2016.
- 46. Polanitzer, R., Moore, D., "A Valuation Concept for Contingent Convertible Bonds: COCO Bonds", *Status The Journal for Managerial and Strategic Thinking*, February 2016.
- 47. Polanitzer, R., Moore, D., "Elements of Contingent Convertible Bonds: Bank-Specific Trigger", *Status The Journal for Managerial and Strategic Thinking*, March 2016.
- 48. Polanitzer, R., "Capitalization/Discount Rates: Market Multiples", *Status The Journal for Managerial and Strategic Thinking*, March 2016.
- 49. Polanitzer, R., Moore, D., "Elements of Contingent Convertible Bonds: Market-Based Trigger", *Status The Journal for Managerial and Strategic Thinking*, March 2016.
- 50. Polanitzer, R., "Capitalization/Discount Rates: Less Frequently Used Small Business Build-Up Models", *Status The Journal for Managerial and Strategic Thinking*, March 2016.

- 51. Polanitzer, R., Moore, D., "Elements of Contingent Convertible Bonds: Systemic Trigger", *Status The Journal for Managerial and Strategic Thinking*, March 2016.
- 52. Polanitzer, R., "Capitalization/Discount Rates: Rates Developed from Value Derived Models", *Status The Journal for Managerial and Strategic Thinking*, March 2016.
- 53. Polanitzer, R., Moore, D., "Elements of Contingent Convertible Bonds: Duel Trigger", *Status The Journal for Managerial and Strategic Thinking*, April 2016.
- 54. Polanitzer, R., "Capitalization/Discount Rates: Converting Pre-Tax Rates to After-Tax Rates", *Status The Journal for Managerial and Strategic Thinking*, April 2016.
- 55. Polanitzer, R., "Valuation Discounts and Premiums: Overview", *Status The Journal for Managerial and Strategic Thinking*, May 2016.
- 56. Polanitzer, R., "Valuation Discounts and Premiums: Control Premium and Minority interest Basics Part I", *Status The Journal for Managerial and Strategic Thinking*, May 2016.
- 57. Polanitzer, R., "Valuation Discounts and Premiums: Control Premium and Minority interest Basics Part II", *Status The Journal for Managerial and Strategic Thinking*, May 2016.
- 58. Polanitzer, R., Eshed, J., "Purchase Price Allocation (PPA)", *Status The Journal for Managerial and Strategic Thinking*, June 2016.
- 59. Polanitzer, R., Blazberg, N., "Watch Out, Credit Risk Actuarial Science is in front of you! Part I", *Status The Journal for Managerial and Strategic Thinking*, June 2016.

- 60. Polanitzer, R., Blazberg, N., "Watch Out, Credit Risk Actuarial Science is in front of you! Part II", *Status The Journal for Managerial and Strategic Thinking*, June 2016.
- 61. Polanitzer, R., Eshed, J., "Impairment Tests for Assets, including Goodwill", *Status The Journal for Managerial and Strategic Thinking*, July 2016.
- 62. Polanitzer, R., "Valuation Discounts and Premiums: Minority discount for Family Transfers", *Status The Journal for Managerial and Strategic Thinking*, July 2016.
- 63. Polanitzer, R., "Valuation Discounts and Premiums: Discount for Lack of Marketability (DLOM) Part I", *Status The Journal for Managerial and Strategic Thinking*, July 2016.
- 64. Polanitzer, R., Eshed, J., "Valuations of Intangible Assets", *Status The Journal for Managerial and Strategic Thinking*, July 2016.
- 65. Polanitzer, R., "Valuation Discounts and Premiums: Discount for Lack of Marketability (DLOM) Part II", *Status The Journal for Managerial and Strategic Thinking*, August 2016.
- 66. Dekel Y., Polanitzer, R., "Corporate and Business Segment Valuations Part I", Status – The Journal for Managerial and Strategic Thinking, August 2016.
- 67. Polanitzer, R., "Valuation Discounts and Premiums: Discount for Lack of Marketability (DLOM) Part II", *Status The Journal for Managerial and Strategic Thinking*, August 2016.
- 68. Eshed, J., Polanitzer, R., "Fair Value of Embedded Options Part I", *Status The Journal for Managerial and Strategic Thinking*, August 2016.
- 69. Polanitzer, R., "Valuation Discounts and Premiums: Discount for Lack of Marketability (DLOM) Part III", *Status The Journal for Managerial and Strategic Thinking*, August 2016.

- 70. Eshed, J., Polanitzer, R., "Fair Value of Embedded Options Part II", *Status The Journal for Managerial and Strategic Thinking*, August 2016.
- 71. Dekel, Y., Polanitzer, R., "Corporate and Business Segment Valuations Part II", Status – The Journal for Managerial and Strategic Thinking, August 2016.
- 72. Eshed, J., Polanitzer, R., "Fair Value of Embedded Options Part III", *Status The Journal for Managerial and Strategic Thinking*, August 2016.
- 73. Dekel, Y., Polanitzer, R., "Corporate and Business Segment Valuations Part III", *Status The Journal for Managerial and Strategic Thinking*, August 2016.
- 74. Damin, M., Polanitzer, R., "Introduction to the Cost of Capital", *Status The Journal for Managerial and Strategic Thinking*, September 2016.
- 75. Hassoun, N., Polanitzer, R., "Valuation of Contingent Consideration in M&A Transactions", *Status The Journal for Managerial and Strategic Thinking*, September 2016.
- 76. Eshed, J., Polanitzer, R., "Valuation Specialist, have you heard about the Total Beta?", *Status The Journal for Managerial and Strategic Thinking*, September 2016
- 77. Polanitzer, R., "Valuation Discounts and Premiums: The Mandelbaum Decision and its Effects on Marketability", *Status The Journal for Managerial and Strategic Thinking*, September 2016.
- 78. Hassoun, N., Polanitzer, R., "Yields are Looking for a Curve", *Status The Journal for Managerial and Strategic Thinking*, September 2016.
- 79. Dekel, Y., Polanitzer, R., "Equity Analyst, have you heard about the Buildup Method?", *Status The Journal for Managerial and Strategic Thinking*, September 2016.

- 80. Eshed, J., Polanitzer, R., "Fair Value of Real Options: Real Option Pricing Models", *Status The Journal for Managerial and Strategic Thinking*, September 2016
- 81. Moore, D., Polanitzer, R., "Investment Risk Actuarial Science Not Only for Banks", *Status The Journal for Managerial and Strategic Thinking*, September 2016.
- 82. Kalmanovich, I., Polanitzer, R., "Equity Value in Deeply Troubled Firms", *Status The Journal for Managerial and Strategic Thinking*, October 2016.
- 83. Polanitzer, R., "Valuation Discounts and Premiums: Quantitative Marketability Discount Model (QMDM)", *Status The Journal for Managerial and Strategic Thinking*, October 2016.
- 84. Eshed, J., Polanitzer, R., "Fair Value of Real Options: The Option to Delay", *Status The Journal for Managerial and Strategic Thinking*, October 2016.
- 85. Moore, D., Polanitzer, R., "CPA Auditor, Have You Heard about Model Risk Actuarial Science?", *Status The Journal for Managerial and Strategic Thinking*, October 2016.
- 86. Dekel, Y., Polanitzer, R., "Corporate and Business Segment Valuations Part IV", Status – The Journal for Managerial and Strategic Thinking, August 2016.
- 87. Eshed, J., Polanitzer, R., "Fair Value of Real Options: The Option to Expand", Status – The Journal for Managerial and Strategic Thinking, November 2016.
- 88. Polanitzer, R., "Valuation Discounts and Premiums: Built-In Capital Gains Tax Adjustment", *Status The Journal for Managerial and Strategic Thinking*, November 2016.

- 89. Hassoun, N., Polanitzer, R., "Option Pricing Applications in the Capital Structure Decision", *Status The Journal for Managerial and Strategic Thinking*, November 2016.
- 90. Eshed, J., Polanitzer, R., "Fair Value of Real Options: The Option to Abandon", Status – The Journal for Managerial and Strategic Thinking, November 2016.
- 91. Polanitzer, R., "A Brief Look at Discounts In Family Limited Partnerships", *Status The Journal for Managerial and Strategic Thinking*, November 2016.
- 92. Kalmanovich, I., Polanitzer, R., "Indications of Value for a Company: The DDM Approach", *Status The Journal for Managerial and Strategic Thinking*, November 2016.
- 93. Eshed, J., Polanitzer, R., "Summary and Numerical Example", *Status The Journal for Managerial and Strategic Thinking*, November 2016.
- 94. Kalmanovich, I., Polanitzer, R., "Indications of Value for a Company: The FCFE Approach", *Status The Journal for Managerial and Strategic Thinking*, November 2016.
- 95. Polanitzer, R., "Valuation Discounts and Premiums: A Brief Look at ESOP Valuations", Status The Journal for Managerial and Strategic Thinking, December 2016.
- 96. Kalmanovich, I., Polanitzer, R., "Indications of Value for a Company: The FCFF Approach", *Status The Journal for Managerial and Strategic Thinking*, December 2016.
- 97. Dekel, Y., Polanitzer, R., "Overview of Cost of Equity Capital Models: CAPM, Modified CAPM and APT", *Status The Journal for Managerial and Strategic Thinking*, December 2016.

- 98. Polanitzer, R., "Valuation Discounts and Premiums: A Look at Other Discounts", Status The Journal for Managerial and Strategic Thinking, December 2016.
- 99. Kalmanovich, I., Polanitzer, R., "Indications of Value for a Company: The Multiples Approach", *Status The Journal for Managerial and Strategic Thinking*, December 2016.
- 100. Eshed, J., Polanitzer, R., "Valuating Employee and Executives Stock Options: Accounting Issues", *Status The Journal for Managerial and Strategic Thinking*, December 2016.
- 101. Kalmanovich, I., Polanitzer, R., "Assessing Solvency and Financial Strength: Checking Accepted Financial Ratios", Status – The Journal for Managerial and Strategic Thinking, January 2017.
- 102. Eshed, J., Polanitzer, R., "Valuating Employee and Executives Stock Options: The Old Approach for Economic Valuation of Employee Stock", *Status The Journal for Managerial and Strategic Thinking*, January 2017.
- 103. Polanitzer, R., "Controller/CFO, Have You Already Checked Whether You Need Revaluations for the Annual Financial Statements?", *Status The Journal for Managerial and Strategic Thinking*, January 2017.
- 104. Eshed, J., Polanitzer, R., "Valuating Employee and Executives Stock Options: The New Approach for Economic Valuation of Employee Stock", *Status The Journal for Managerial and Strategic Thinking*, January 2017.
- 105. Polanitzer, R., "Director at startup? Considering of grating options to an American worker? You must know the 409A standard", *Status The Journal for Managerial and Strategic Thinking*, January 2017.
- 106. Dori, L., Polanitzer, R., "Assessing Solvency and Financial Strength: Analysis of the Debt Service for the Coming Year", Status – The Journal for Managerial and Strategic Thinking, January 2017.

- 107. Polanitzer, R., "Polanitzer Model for Valuing the Fair Market Value of a Closely Held Business", *Status The Journal for Managerial and Strategic Thinking*, February 2017.
- 108. Polanitzer, R., "A New Model for Calculating the Economic Value of Privately Held Company", Funder – Israel's Investment, Insurance and Pension Management Magazine, February 2017.
- 109. Naor, L., Polanitzer, R., "Assessing Solvency and Financial Strength: Actuarial Models for Synthetic Credit Rating", Status – The Journal for Managerial and Strategic Thinking, February 2017.
- 110. Polanitzer, R., "Polanitzer Formula for Estimating the Standard Deviation of the Firm Asset Returns", *Status – The Journal for Managerial and Strategic Thinking*, February 2017.
- 111. Polanitzer, R., "A New Formula for Calculating the Assets Volatility of a Publicly Traded Company", Funder Israel's Investment, Insurance and Pension Management Magazine, February 2017.
- 112. Eshed, J., Polanitzer, R., "Valuating Employee and Executives Stock Options: Empirical Evidence on Exercise Behavior of Employees", *Status The Journal for Managerial and Strategic Thinking*, February 2017.
- 113. Polanitzer, R., "Polanitzer Function for Estimating the Discount for Lack Of Marketability (DLOM) of a Non-trade Asset", *Status The Journal for Managerial and Strategic Thinking*, February 2017.
- 114. Polanitzer, R., "A New Function for Quantifying the Marketability Discount of a Non-marketable Asset", *Funder Israel's Investment, Insurance and Pension Management Magazine*, March 2017.
- 115. Polanitzer, R., "Valuating Employee and Executives Stock Options: ESO Valuation Software", *Status The Journal for Managerial and Strategic Thinking*, March 2017.

- Polanitzer, R., "Valuation of Equity Securities in Complex Capital Structures",
 Funder Israel's Investment, Insurance and Pension Management Magazine,
 March 2017.
- 117. Komemi, R., Polanitzer, R., "Assessing Solvency and Financial Strength: External Confirmations For the Solvency", *Status The Journal for Managerial and Strategic Thinking*, March 2017.
- 118. Polanitzer, R., "Polanitzer Score for Estimating the Synthetic/ Internal Credit Rating of an Israeli Company", *Status The Journal for Managerial and Strategic Thinking*, March 2017.
- 119. Polanitzer, R., "Rights Associated With Preferred Stock", Funder Israel's Investment, Insurance and Pension Management Magazine, March 2017.
- 120. Dori, L., Polanitzer, R., "Assessing Solvency and Financial Strength: Analysis of the Debt Service for the Next Six Years", *Status The Journal for Managerial and Strategic Thinking*, March 2017.
- 121. Polanitzer, R., "Polanitzer Premia: Size Premiums Among Publicly Traded Companies in Israel Part I", *Status The Journal for Managerial and Strategic Thinking*, March 2017.
- 122. Polanitzer, R., "Methods of Allocating Equity Value to Multiple Classes of Securities", Funder Israel's Investment, Insurance and Pension Management Magazine, March 2017.
- 123. Polanitzer, R., "Polanitzer Premia: Size Premiums Among Publicly Traded Companies in Israel Part II", *Status The Journal for Managerial and Strategic Thinking*, March 2017.
- 124. Polanitzer, R., "The Big-Money Issues in Business Valuations and Expert Opinions Part I", *Status The Journal for Managerial and Strategic Thinking*, April 2017.
- 125. Polanitzer, R., "Considerations Affecting the Selection of an Equity Value Allocation Method", Funder Israel's Investment, Insurance and Pension Management Magazine, April 2017.

- 126. Polanitzer, R., "Economic Valuation of an Income Producing Real Estate Company", Funder Israel's Investment, Insurance and Pension Management Magazine, April 2017.
- 127. Polanitzer, R., "The Big-Money Issues in Business Valuations and Expert Opinions Part II", *Status The Journal for Managerial and Strategic Thinking*, April 2017.
- 128. Naor, L., Polanitzer, R., "Assessing Solvency and Financial Strength: Additional safety cushions", *Status The Journal for Managerial and Strategic Thinking*, April 2017.
- 129. Naor, L., Polanitzer, R., "Balancing Resources in Divorce Setting: Balancing Pension Assets", Status – The Journal for Managerial and Strategic Thinking, April 2017.
- 130. Dori, L., Polanitzer, R., "Assessing Solvency and Financial Strength: Review, Methodology and Conclusion", *Status The Journal for Managerial and Strategic Thinking*, March 2017.
- 131. Polanitzer, R., "Economic Valuation of a Residential Construction Company", Funder – Israel's Investment, Insurance and Pension Management Magazine, April 2017.
- 132. Polanitzer, R., "Polanitzer Index for Valuing the "True" Economic Value of a Publicly Traded Company", *Status The Journal for Managerial and Strategic Thinking*, May 2017.
- 133. Polanitzer, R., "A New Index for Valuing the "Real" Intrinsic Value of a Publicly Traded Company", *Status The Journal for Managerial and Strategic Thinking*, May 2017.
- 134. Naor, L., Polanitzer, R., "Balancing Resources in Divorce Setting: Balancing Vehicles, Bank Accounts and Credit Cards", *Status The Journal for Managerial and Strategic Thinking*, May 2017.

- 135. Polanitzer, R., "Valuating Employee and Executives Stock Options: Technical Justification of Methodology Employed", *Status The Journal for Managerial and Strategic Thinking*, May 2017.
- 136. Polanitzer, R., "Economic Valuation of a Commercial Bank", Funder Israel's Investment, Insurance and Pension Management Magazine, May 2017.
- 137. Dori, L., Polanitzer, R., "Balancing Resources in Divorce Setting: Balancing Career Assets", *Status The Journal for Managerial and Strategic Thinking*, May 2017.
- 138. Polanitzer, R., "Valuating Employee and Executives Stock Options: Options with Vesting and Suboptimal Behavior", *Status The Journal for Managerial and Strategic Thinking*, May 2017.
- 139. Dori, L., Polanitzer, R., "Balancing Resources in Divorce Setting: Balancing Equity Based Compensation", *Status The Journal for Managerial and Strategic Thinking*, May 2017.
- 140. Dori, L., Polanitzer, R., "Balancing Resources in Divorce Setting: The Results of the Actuarial Calculation", *Status The Journal for Managerial and Strategic Thinking*, June 2017.
- 141. Polanitzer, R., "Life Risk Actuarial Science: Introduction to the Classical Life Insurance Contracts", Status – The Journal for Managerial and Strategic Thinking, June 2017.
- 142. Dekel, Y., Polanitzer, R., "Overview of Cost of Equity Capital Models: Fama-French, DCF and DDM", *Status – The Journal for Managerial and Strategic Thinking*, June 2017.
- 143. Naor, L., Polanitzer, R., "Life Risk Actuarial Science: Survival Functions and Mortality Tables", Status – The Journal for Managerial and Strategic Thinking, June 2017.

- 144. Komemi, R., Polanitzer, R., "Financial Statement Analysis and Calculation of Financial Ratios: Financial Ratio (Trend) Analysis and Common-Size Analysis", Status – The Journal for Managerial and Strategic Thinking, June 2017.
- 145. Naor, L., Polanitzer, R., "Life Risk Actuarial Science: Interest Calculations and Financial sizes", *Status The Journal for Managerial and Strategic Thinking*, June 2017.
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Roi Polanitzer

Roi Polanitzer, CRM, FRM, PRA, LRA, IRA, ORA, CRA, MRA, FEM, QFV, CFV is a well-known authority in the fields of valuation and actuarial science in Israel and has written numerous educational papers that articulate many of the concepts used in those fields around the world as well as academic papers which were published in professional peer-reviewed journals.

Roi Polanitzer is the owner of "Intrinsic Value – Independent Business Appraisers", a business valuation firm headquartered in Rishon Lezion, Israel. He is also the Founder and CEO of the Israel Association of Valuators and Financial Actuaries (IAVFA), a professional organization which operates in order to voluntarily regulate the professions of valuation and actuarial science in Israel.

Over the last 14 years, he has performed valuations engagements for fair value in accordance with international financial reporting standards (IFRS), US GAAP, and Israeli accounting standards, for mergers, splits, spin offs, acquisitions, sale processes and other structural changes, for preparation for discussion with Israeli tax authority and other authorities, for transactions with controlling shareholders, for expert opinion for legal purposes, and many other business valuations as well as financial actuarial science analyses for accounting firms, economic consulting firms, publicly- traded companies and closely held companies in Israel,. He is listed as an economics and actuarial expert witness, one who gives expert economic and actuarial opinions for legal purposes, in a wide variety of magistrate, district and rabbinic courts in the country.

He holds an undergraduate degree (cum laude) in economics from the Ben-Gurion University of the Negev and an M.B.A degree (cum laude) in business administration, majoring in finance, from the Ben-Gurion University of the Negev as well. He had studied in the program for certificate studies in actuarial science at the University of Haifa and successfully completed 250 hours of professional trainings at the Academic Chapter of GARP in Israel, as well as advanced courses and training seminars in mathematics, statistics, actuarial science and financial engineering.

Mr. Polanitzer's professional recognition include being designated a life member of the Israel Association of Valuators and Financial Actuaries. Mr. Polanitzer is certified by the Israel Association of Valuators and Financial Actuaries as a Corporate Finance Valuator (CFV), a Quantitative Finance Valuator (QFV), and a Financial and Economic Modelist (FEM), enabling him to conduct multi-disciplinary valuation opinions. He is also certified by the Global Association of Risk Professionals as a Financial Risk Manger (FRM), by the Israeli Association of Risk Managers as a Certified Risk Manger (CRM), and by the Israel Association of Valuators and Financial Actuaries as a Market Risk Actuary (MRA), a Credit Risk Actuary (CRA), an Operational Risk Actuary (ORA), an Investment Risk Actuary (IRA), a Life Risk Actuary (IRA), and a Pensions Risk Actuary (PRA) enabling him to conduct multi-disciplinary actuarial opinions.

He is publisher of a weekly newsletter, IAVFA Update (primarily for the professional valuation and actuarial community) and he lead and participated in the writing of IAVFA's Statement of Financial Valuation Standards (SFAV).

Mr. Polanitzer develops and teaches all the certification programs of the Israel Association of Valuators and Financial Actuaries, and frequently speaks on valuation and actuarial science at national, professional, and association mattings. He also developed and teaches full-day seminar (divided into two partial days) on valuation and financial risk management in organization.