

MANAGEMENT'S DISCUSSION AND ANALYSIS

OVERALL PERFORMANCE

In the last two quarters stable global economic data and solid corporate earnings have masked growing concerns around rising interest rates and increased trade tensions. (Initially this letter will focus on the period until September 30 2018 with a discussion on the events of October 2018 later on). During the last while, we have seen pockets of weakness in several technology verticals such as cellular phones, cryptocurrency related hardware, and semiconductor capital equipment. These weak segments have been offset by ongoing robust demand for data center and cloud computing capacity driven by trends in Artificial Intelligence (A.I.), Big Data, and the continued migration of enterprise applications to cloud-based services. At the same time we have seen the return of trends we saw earlier in the year, with momentum and growth factors surging while value lagged. According to Goldman Sachs research, “value” factors suffered losses while “momentum” and “growth” have surged.

The U.S. economy continued to perform well with solid performance around key economic metrics. The low current unemployment rate and healthy GDP growth have helped push the markets higher. However, tariffs, trade concerns, and rising interest rates have created cracks in the stability of the globally orchestrated economic recovery. In the U.S., the Fed increased rates 0.25% in September, the sixth increase since the beginning of 2017, with one more increase expected for the remainder of 2018. Trump continues to escalate the growing trade war with China, which stands out as the biggest risk to global growth and the current economic cycle. While tariffs represent a strategy to close the trade gap with China, the U.S. is also waging a trade war to enforce intellectual property rights. However, a derivative effect of tariffs could be increased input costs for U.S. businesses and consumers.

Both Europe and Asia economies have seen stable growth in the last two quarters. However, as described above, the fluidity of global trade could potentially be disrupted by the enactment of more far reaching tariffs which may threaten global growth. In Europe, real GDP has been around 2% year-on-year with the “growth outlook to remain broadly balanced” as communicated by the ECB.

China’s growth has remained steady as third quarter GDP came in at 6.5% year-on-year, in-line with expectations. So far, we see the Chinese government reacting to U.S. tariffs in lock-step, as both predictable and rational. While the financial markets have not overreacted to the initial shots across the bow, we believe that there is a greater chance that investor sentiment may change as the U.S. increases the potential size of tariffs and rhetoric around it.

Senvest Capital (“Senvest” or the “Company”) recorded a small profit for the third quarter, and lagged broader equity indices for the second consecutive quarter. Senvest’s performance was also below the third quarter of 2017 which had lower levels of volatility. Senvest recorded a net income attributable to common shareholders of \$2.48 million or \$0.92 per diluted common share for the quarter ended September 30, 2018. This compares to a net income attributable to common shareholders of \$75.0 million or \$27.10 per diluted common share for the corresponding period in 2017. For the quarter, the US dollar weakened against the Canadian dollar and the result was a currency translation loss of about \$17.1 million from the net income attributable to common shareholders. This amount is not reported in the Company’s income statement rather it is reflected in its Comprehensive

income. As a result the comprehensive income attributable to common shareholders was (\$14.6) million for the quarter.

The Company's income from equity investments in 2018 was the biggest contributor to the results but was much less than the corresponding amount in 2017. The net gain on equity investments and other holdings including securities sold short and derivative liabilities totalled \$14.8 million in the current quarter versus \$235.4 million in 2017.

Some of the largest holdings as at September 30, 2018 were, Paramount Resources (POU), Tower Semiconductors (TSEM), Mellanox Technologies (MLNX), Radware (RDWR), and TrueCar (TRUE). (When the Company refers to its portfolio of holdings, the reference is to its aggregate portfolio including those in the funds that are consolidated into the accounts of the Company). While Canadian oil and gas exploration and production company POU was the biggest loser in the first quarter it stabilized to record relatively flat second and third quarters. Analog semiconductor foundry TSEM recorded also recorded a flat third quarter after a decline of almost 20% in the second quarter. Tech company MLNX, after positive results in the first two quarters, gave back some of that profit and was down 13% in the third quarter. On the other side of the ledger, TRUE, the online automotive information company, was up over 30% in the quarter and was our largest gainer.

During an interview aired on PBS on October 3rd, Fed Chairman Jerome Powell offered up that "Interest rates are still accommodative, but we're gradually moving to a place where they will be neutral. We may go past neutral, **but we're a long way from neutral at this point** (emphasis added in bold)." Despite the equivocation at the end of his statement, it appears that this highly hawkish commentary spooked equity investors who now fear a recession around the corner, induced by the usual perpetrator – an overly aggressive Fed raising rates too much. And so began a brutal October sell-off in stocks, with the Russell 2000 index plunging almost -11% through the month of October, and the NASDAQ declining approximately -9%. This put some of the indices officially in "correction" territory. Not surprisingly, Senvest endured a similar decline.

According to Bloomberg, cyclical companies have especially borne more the pain as seen by a breakdown of performance of these sectors in the S&P 500, such as materials, energy and industrials. Bespoke Investment Group further reports that "cyclical sectors are universally oversold. There's not one Energy or Industrial sector stock trading above its 50-day moving average at this point." This supports the thought that investors are worried of a recession on the horizon. However, the market action reminds us of the environment in December 2015/January 2016. What we have written in the past bears repeating here: "Every recession has coincided with a bear market but large selloffs don't necessarily presage recessions. As economist Paul Samuelson wrote, 'Wall Street indexes predicted nine out of the last five recessions.'

While we don't profess to be macro experts or claim an ability to call a recession on time, we monitor a number of metrics and subscribe to various macro research firms to at least form a near term view on the economy. Based on our read of such data and research, we do not foresee a U.S. recession on the horizon. For example, the ratio of the leading economic indicators index to the coincident economic indicators index remains in a strong, upward slope. The Ned Davis Research ("NDR") U.S. Recession Probability Model remains at low levels and stands at a 1.9% probability of recession, "...indicating minimal risk of recession in the near-term." NDR's Economic Timing Model also suggests that the U.S. economy is operating with "strong growth."

Richard Bernstein Advisors makes an excellent observation, with which we concur, "...it's important that we draw a distinction between peak earnings and peak earnings growth. Peak earnings would suggest that earnings growth will begin to turn negative...peak earnings growth is very different. This implies that earnings will

continue to grow, but at a slower pace. Since 1980, we have had 11 peaks in profit growth. In all but one of those instances (91% of the time), returns over the subsequent six and twelve months were positive, with average returns of 9% and 18%, respectively...Bottom line: (1) This is not peak earnings, and (2) peak earnings growth does not signal the end of the bull market.”

Market sentiment and fear reflect the market swoon. The American Association of Individual Investors (“AAII”) “bull” index (the percentage of surveyed members who are bullish on the stock market for the next six months) less the AAI “bear” index (the percentage of surveyed members who are bearish on the stock market for the next six months) reflects more bears than bulls and a level of bearishness close to the lowest points over the last five years. The Credit Suisse Fear Barometer (which measures investor sentiment for 3-month investment horizons by pricing a zero-cost collar on the S&P 500) also shows a level of “fear” among the highest levels in the past five years. Finally, the CNN “fear & greed” index registers an “extreme fear” score of “9” on a scale of 1-100. Time will tell whether these fears will be proven to have been correct.

The Senvest Master Fund (Senvest Partners Fund) is focused primarily on small and mid-cap companies. The fund recorded a small loss of 0.45% net of fees for the third quarter. With most of the long portfolio invested in small and mid-cap stocks, the fund underperformed its most relevant benchmark, the Russell 2000 which was up significantly for the quarter. The fund also underperformed the S&P 500 index for the quarter, but does not consider this index as a benchmark. The Senvest Israel Partners Fund was initiated in 2003 to focus on investing in Israel related companies. This fund recorded a profit of 2.33% net of fees for the quarter (monthly results of both funds can be found on the Company’s website). The two funds had over \$1.6 billion of net assets under management at September 30, 2018. Both of these funds are consolidated into the accounts of the Company.

The Company has a portfolio of real estate investments as at September 30, 2018. One part of this amount represents investments in different US REITs. These REITs are not publicly traded and there is no established market for them. The most likely scenario for a disposal of these holdings is an eventual sale of the underlying real estate properties of the REITs and the distribution to its holders. Also, there are minority interests in private entities whose main assets are real estate properties. As described above for the REITs, the most likely scenario for a disposal of these holdings is an eventual sale of the underlying real estate properties.

The Company also has investment properties in lands and buildings. Investment properties are initially measured at cost, including transaction costs. Subsequent to initial recognition, investment properties were remeasured at fair value, using the fair value model. The fair value is based on external valuations from third party valuers. Gains or losses arising from changes in fair value of investment properties will be included in the Company’s net profit or loss. The Company acquired a majority of these properties pursuant to a business combination. The Company (the acquirer) purchased 100% of the voting and equity interests of Bogas Costa Del Sol SL, Globalbox Arganda SL, Globalbox Rivas SL and Coldstream SL (the acquirees) on January 16, 2017. The payment was cash consideration of approximately \$9.6 million. The transaction was accounted for under the purchase method. The net assets of the acquired companies were valued at fair value and there was no resulting goodwill on the purchase. There was no contingent consideration nor any non-controlling interests that arose due to the transaction. In April 2018 all the aforementioned companies were merged into one legal entity called Coldstream SL.

The Company consolidates the Senvest Management LLC entity that serves as the investment manager of Senvest Partners and Senvest Israel Partners as well as the general partners of the funds. The portion of the expected residual returns of structured entities that do not belong to the Company is reflected as a non-controlling interest on the statement of financial position. This non-controlling interest is owned by an executive

of the Company and totalled \$127.8 million as at September 30, 2018 from \$119.9 million as at December 31, 2017.

At the end of September 30, 2018, Senvest had total consolidated assets of \$3,033.0 million versus \$2,976.0 million at the end of 2017. Equity investments and other holdings decreased to \$2,389.2 million from \$2,533.2 million in December 2017. The Company purchased \$1,265.3 million of investment holdings in the period and sold \$1,571.6 million of such holdings. The Company's liabilities slightly increased to \$1,930.7 million this period versus \$1,912.6 million in 2017. The main contributor to this increase was a \$134.8 million change in the liability for redeemable units. The securities sold short and derivative liabilities decreased by approximately \$76.4 million from the end of the prior year. The proceeds of securities sold short were \$2,600.4 million and the amount of shorts covered was \$2,705.3 million in the period. Both these figures were more than the corresponding amounts for the prior year's period. As a whole, the first three quarter of 2018 year have been more volatile than the corresponding period in 2017.

Functional currency

Items included in the financial statements of each of the Company's entities are measured using the currency of the primary economic environment in which the entity operates (the functional currency). The functional currency of the parent company is the US dollar.

Presentation currency

The Company has adopted the Canadian dollar as its presentation currency, which in the opinion of management is the most appropriate presentation currency. Historically, the Company's consolidated financial statements have been presented in Canadian dollars, and since the company's shares are listed on a Canadian stock exchange, management believes it would better serve the use of shareholders to continue issuing consolidated financial statements in Canadian dollars. The US dollar consolidated financial statements are translated into the presentation currency as follows: assets and liabilities – at the closing rate at the date of the consolidated statement of financial position; and income and expenses – at the average rate for the period. All resulting changes are recognized in other comprehensive income (loss) as currency translation differences. Equity items are translated using the historical rate.

Risks

Financial risk factors

The Company's activities expose it to a variety of financial risks: market risk (including fair value interest rate risk, cash flow interest rate risk, currency risk and equity price risk), credit risk and liquidity risk.

The Company's overall risk management program seeks to maximize the returns derived for the level of risk to which the Company is exposed and seeks to minimize potential adverse effects on the Company's financial performance. Managing these risks is carried out by management under policies approved by the Board.

The Company uses different methods to measure and manage the various types of risk to which it is exposed; these methods are explained below.

Market risk

Fair value and cash flow interest rate risks

Interest rate risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate as a result of changes in market interest rates.

The majority of the Company's debt is based on floating rates which expose the Company to cash flow interest rate risk. The Company does not have a long-term stream of cash flows that it can match against this type of fixed debt, so it prefers to use short-term floating rate debt. The Company does not mitigate its exposure to interest rate fluctuation on floating rate debt. If interest rates spike, then the Company could enter into interest rate swaps or more probably just reduce its debt level. As at September 30, 2018, the Company had listed sufficient equity securities that it can sell to reduce its floating rate debt to zero.

Currency risks

Currency risk refers to the risk that values of monetary financial assets and liabilities denominated in foreign currencies will vary as a result of changes in underlying foreign exchange rates. The Company's functional currency is the US dollar. The Company has foreign currency exposure to the Canadian dollar, the British pound sterling, the Euro, the Swedish krone, and the Israeli shekel.

Equity price risk

Equity price risk is the risk that the fair value of equity investments and other holdings and equities sold short and derivatives will vary as a result of changes in the market prices of the holdings. The majority of the Company's equity investments and other holdings and all of the securities sold short are based on quoted market prices as at the consolidated statement of financial position date. Changes in the market price of quoted securities and derivatives may be related to a change in the financial outlook of the investee entities or due to the market in general. Where non-monetary financial instruments – for example, equity securities – are denominated in currencies other than the US dollar, the price, initially expressed in a foreign currency and then converted into US dollars, will also fluctuate because of changes in foreign exchange rates.

Securities sold short represent obligations of the Company to make future delivery of specific securities and create an obligation to purchase the security at market prices prevailing at the later delivery date. This creates the risk that the company's ultimate obligation to satisfy the delivery requirements will exceed the amount of the proceeds initially received or the liability recorded in the consolidated financial statements. In addition, the Company has entered into derivative financial instruments, which have a notional value greater than their fair value, which is recorded in the financial statements. This creates a risk that the Company could settle these instruments at a value greater or less than the amount that they have been recorded in the financial statements.

The Company's equity investments and other holdings have a downside risk limited to their carrying value, while the risk of equities sold short and derivatives is open-ended. The Company is subject to commercial margin requirements which act as a barrier to the open-ended risks of the securities sold short and derivatives.

The Company closely monitors both its equity investments and other holdings and its equities sold short and derivatives.

The impact of a 30% change in the market prices of the Company's equity holdings with quoted value and derivatives, securities sold short and derivative liabilities as at September 30, 2018 would be as follows (in thousands):

	Fair value	Estimated fair value 30% price increase	Estimated fair value 30% price decrease
Equity investments and other holdings			
Listed equity securities and derivatives	2,228,681	2,897,285	1,560,077
Securities sold short and derivative liabilities	(773,772)	(1,005,904)	(541,640)
Pre-tax impact on net earnings		436,472	(436,472)

Liquidity risk

Liquidity risk is the risk the Company will encounter difficulties in meeting its financial obligations. The Company's largest assets are equity investments and other holdings. Most of these assets are made up of equities in public holdings which can be liquidated in a relatively short time. Due to its large holding of liquid assets, the Company believes that it has sufficient resources to meet its obligations.

All financial liabilities other than securities sold short and derivative liabilities and some other payables as at the consolidated statement of financial position date mature or are expected to be repaid within one year. The liquidity risk related to these liabilities is managed by maintaining a portfolio of liquid investment assets.

Credit risk

Credit risk is the risk that a counterparty will fail to fulfill its obligations under a contract and will cause the Company to suffer a loss.

All transactions in listed securities are settled or paid for upon delivery using approved brokers. The risk of default is considered minimal, as delivery of securities sold is executed only once the broker has received payment. Payment is made on a purchase once the securities have been received by the broker. The trade will fail if either party fails to meet its obligations.

The Company is also exposed to counterparty credit risk on its cash and cash equivalents, restricted short-term investment and due from brokers.

From time to time, the Company enters into derivative financial instruments consisting primarily of options and warrants to purchase or sell equities, equity indices and currencies, equity swaps, foreign currency forward contracts, and foreign currency futures contracts. These derivative instruments are marked to market. There is deemed to be no credit risk for futures and certain options that are traded on exchanges. The warrant contracts and certain options that are not traded on an exchange allow the company to purchase underlying equities at a fixed price. Equity swaps represent future cash flows that are agreed to be exchanged between the Company and

counterparties at set dates in the future. Foreign currency forward contracts are contracts to buy or sell foreign currencies at a specified price at a future point in time.

Capital risk management

The Company's objective when managing its capital is to maintain a solid capital structure appropriate for the nature of its business. The Company considers its capital to be its total shareholders equity. The Company manages its capital structure in light of changes in economic conditions. To maintain or adjust its capital structure, the Company initiates normal course issuer bids or adjusts the amount of dividends paid. The Company monitors capital on the basis of its net liabilities-to-capital ratio, which is as follows (in millions):

	September 30, 2018	December 31, 2017
Total net liabilities	\$1,424.5	\$1,612.6
Total equity	\$ 1,102.4	\$ 1,063.4
Net liabilities to capital ratio	1.29	1.52

The Company's goal is to maintain its net liabilities to capital ratio below 2.0 in order to limit the amount of risk. The Company defines its net liabilities to equal its total liabilities less its due from brokers. The Company believes that limiting its net liabilities to capital ratio in this manner is the best way to control risk. The Company's net liabilities to capital ratio was at 1.29 at the end of September 2018 from 1.52 at the end of 2017.

Investment Risk

To the extent not discussed above, the Company is subject to additional risks with respect to the investments made.

The value of the Company's portfolio may decrease as well as increase, due to a variety of factors, including general economic conditions, and market factors. Additionally, investment decisions made by the Company may not always be profitable or prove to have been correct. Investment strategies, at any given time, may incur significant losses. Losses can occur for a number of reasons, including but not limited to, an overall decline in the underlying market, a lack of liquidity in the underlying markets, excessive volatility in a particular market, government intervention or monetary and/or fiscal policies of a specific region or country. The profitability of a significant portion of the Company's investments also depends to a great extent upon the Company's ability to correctly assess the future course of the price movements of securities and other investments. There can be no assurance that the Company will be able to accurately predict these price movements.

The Company's investment strategy is speculative and involves risk. The Company trades in options and other derivatives, as well as using short sales and utilizing leverage. The portfolio may not be diversified among a wide range of issuers or industries. In addition, the Company may take concentrated positions in its high conviction ideas, invest in high yield securities or invest in foreign markets outside the US and Canada. Accordingly, the investment portfolio may be subject to more rapid change in value than would be the case if

the Company were required to maintain a wide diversification in the portfolios among industries, areas, types of securities and issuers.

The Company may make investments in the securities of high growth companies. More specifically, the Company may have significant investments in smaller-to-medium sized companies with market capitalizations of less than \$2 billion US. While smaller companies may have potential for rapid growth, they often involve higher risks because they lack the management experience, financial resources, product diversification, and competitive strengths of larger corporations. These factors make smaller companies far more likely than their larger counterparts to experience significant operating and financial setbacks that threaten their short-term and long-term viability. In addition, in many instances, the frequency and volume of their trading is substantially less than is typical of larger companies. As a result, the securities of smaller companies may be subject to wider price fluctuations and exiting investments in such securities at appropriate prices may be difficult, or subject to substantial delay. Furthermore, some of the portfolio may be invested in technology, technology-related markets and biotech. These types of companies may allocate greater than usual amounts to research and product development. The securities of such companies may experience above-average price movements associated with the perceived prospects of success of the research and development programs. Also, these companies could be adversely affected by lack of commercial acceptance of a new product or products or by technological change and obsolescence. Some of these companies may have limited operating histories. As a result, these companies may face undeveloped or limited markets, have limited products, have no proven profit-making history, operate at a loss or with substantial variations in operating results from period to period, have limited access to capital and/or be in the developmental stages of their businesses.

The Company tries to manage the above risks by monitoring its leverage, actively following its investee companies and trying to react to market conditions. At the same time the Company expects its portfolio to exhibit a higher degree of volatility than portfolios that invest in larger more stable companies and that invest within more defined limits. As at September 30, 2018, approximately 90% of the Company's portfolio was invested in Level 1 securities. The Company monitors its Level 1 securities as percentage of its total investments; however, it does not have a fixed number that this percentage cannot fall below.

Critical accounting estimates and judgments

The Company makes estimates and assumptions concerning the future that will, by definition, seldom equal actual results. The following are the estimates applied by management that most significantly affect the Company's consolidated financial statements. These estimates have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year.

Consolidation of entities in which the company holds less than 50% of the voting rights.

Management considers that the company has de facto control of Senvest Management LLC (SML), RIMA Senvest Master Fund GP LLC, and Senvest Israel Partners GP LLC., three legal entities wholly owned by an executive of the Company, because of the Company's board representation and the contractual terms of the investment advisory agreement. SML is the investment adviser to the Funds, whereas RIMA Senvest Master

Fund GP LLC is the General Partner of Senvest Master Fund LP and Senvest Israel Partners GP LLC is the General Partner of Senvest Israel Partners Master Fund LP.

Management considers that the Company has control of Senvest Master Fund LP, Senvest Israel Partners Master Fund LP and Senvest Cyprus Recovery Investment Partners LP even though the Company has less than 50% of the voting rights in each of the Funds. The Company assessed that the removal rights of non-affiliated unitholders are exercisable but not strong enough given the Company's decision-making authority over relevant activities, the remuneration to which it is entitled and its exposure to returns. The Company, through its structured entity, is the majority unitholder of each of the Funds and acts as a principal while there are no other unitholders forming a group to exercise their votes collectively.

Fair value estimates of financial instruments

The fair value of financial instruments where no active market exists or where quoted prices are not otherwise available are determined by using valuation techniques. In these cases, the fair values are estimated from observable data in respect of similar financial instruments or by using models. Where market observable inputs are not available, they are estimated based on appropriate assumptions. To the extent practical, models use only observable data; however, areas such as credit risk (both the company's own credit risk and counterparty credit risk), volatilities and correlations require management to make estimates. Changes in assumptions about these factors could affect the reported fair value of financial instruments.

Financial instruments in Level 1

The fair value of financial assets and financial liabilities traded in active markets are based on quoted market prices at the close of trading on the balance sheet date. The quoted market price used for financial assets and financial liabilities held by the Company is the close price. Investments classified in Level 1 include active listed equities and derivatives traded on an exchange. The financial assets classified as Level 1 were approximately 90% of the total financial assets.

Financial instruments in Level 2

Financial instruments classified with Level 2 trade in markets that are not considered to be active but are valued based on quoted market prices, dealer quotations or valuation techniques that use market data. These valuation techniques maximize the use of observable market data where available and rely as little as possible on entity-specific estimates. If all significant inputs required to fair value an instrument are observable, the instrument is included in Level 2. These include corporate bonds, thinly traded listed equities, over-the-counter derivatives and private equities.

The Company uses a variety of methods and makes assumptions that are based on market conditions existing at each year-end date. Valuation techniques used for non-standardized financial instruments such as options and other over-the-counter derivatives include the use of comparable recent arm's length transactions, reference to other instruments that are substantially the same, discounted cash flow analyses, option pricing models and other valuation techniques commonly used by market participants, making maximum use of market inputs and relying

as little as possible on entity-specific inputs. The financial assets classified as Level 2 were over 6% of the total financial assets.

Financial instruments in Level 3

Investments classified in Level 3 have significant unobservable inputs, as they trade infrequently. Level 3 instruments consist mainly of unlisted equity investments and real estate investments. As observable prices are not available for these securities, the Company has used valuation techniques to derive the fair value. The financial assets classified as Level 3 were under 4% of the total fair value of financial assets.

Level 3 valuations are reviewed by the Company's Chief Financial Officer (CFO), who reports directly to the Board on a quarterly basis in line with the Company's reporting dates. On an annual basis, close to the year-end date, the Company obtains independent, third party appraisals to determine the fair value of the Company's most significant Level 3 holdings. The quarterly and annual valuations of the significant level 3 holdings are carried out externally. The Company's CFO reviews the results of the independent valuations. Emphasis is placed on the valuation model used to determine its appropriateness, the assumptions made to determine whether it is consistent with the nature of the investment, and market conditions and inputs such as cash flow and discount rates to determine reasonableness.

As at September 30 2018, Level 3 instruments are in various entities and industries. The real estate investments are made up of investments in private real estate companies, and in real estate income trusts. For the main Level 3 instruments, the Company relied on appraisals carried out by independent third party valuers or on recent transactions. There was no established market for any of these investments, so the most likely scenario is a disposal of the underlying assets. For the investments in real estate income trusts, the company relied mainly on audited financial statements, valuing the assets at fair value. The most likely scenario is an eventual sale of the underlying properties and their subsequent distribution to the holders.

Liability for redeemable units

Liability for redeemable units represents the units in the consolidated funds that are not owned by the Company. Units may be redeemed as of the end of any calendar quarter; provided, however, that redemptions made within the first 24 months will be subject to a redemption fee which is payable to the funds. In addition, there are notice periods of 60 days that must be given prior to any redemption. Senvest Cyprus Recovery Investment Fund LP has units that cannot be redeemed until December 2019. These units are recognized initially at fair value, net of any transaction costs incurred, and subsequently measured at redemption amount. At the individual fund level, this item is not shown as a liability but as part of shareholders equity. It is deemed to be a liability only for the consolidated financial statements as they are prepared from the point of view of the parent company.

Income taxes

The Company is subject to income taxes in numerous jurisdictions. Significant judgment is required in determining the worldwide provisions for income taxes. There are many transactions and calculations for which

the ultimate tax determination is uncertain. The Company recognizes liabilities for anticipated tax audit issues based on estimates of whether additional taxes will be due. Where the final tax outcome of these matters is different from the amounts that were initially recorded, such differences will impact the current and deferred income tax assets and liabilities in the year in which such determination is made.

QUARTERLY RESULTS

(In thousands except for earnings(loss) per share information)

Year	Total revenue and investment gains	Net income(loss)- Common shareholders	Earnings (loss) Per share
2018-3	21,225	2,478	0.92
2018-2	67,359	19,337	7.10
2018-1	23,331	(9,704)	(3.55)
2017-4	2,234	491	0.29
2017-3	236,284	74,964	27.10
2017-2	121,348	42,669	15.40
2017-1	129,106	47,843	17.24
2016-4	64,623	26,923	9.67

The Company has had wide swings in profitability from quarter to quarter in the past two years, as seen above. The profit has fluctuated a significant amount quarter to quarter. The highest earning quarter showed a profit of over \$70 million and the least profitable quarter had a loss. These wide swings are primarily due to the large quarterly mark to market adjustments in the Company's portfolio of public holdings. However, we expect the volatility and choppiness of the markets to result in wide profit swings from year to year and from quarter to quarter. Reference is made to the section on Investment risk above.

The Company maintains accounts with several major financial institutions in the U.S. who function as the Company's main prime brokers. The Company has assets with the prime brokers pledged as collateral for leverage. Although the prime brokers are large financial institutions, there is no guarantee that any financial institution will not become insolvent. In addition, there may be practical or time problems associated with enforcing the Company's rights to its assets in the case of such insolvency.

While both the U.S. Bankruptcy Code and the Securities Investor Protection Act seek to protect customer property in the event of a failure, insolvency or liquidation of a broker dealer, there is no certainty that, in the event of a failure of a broker dealer that has custody of the Company's assets, the company would not incur losses due to its assets being unavailable for a period of time, ultimately less than full recovery of its assets, or both. As a significant majority of the Company's assets are in custody with four prime brokers, such losses could be significant.

On August 14, 2018, Senvest commenced a new normal course issuer bid to purchase a maximum of 70,000 of its own common shares until August 13, 2019. This bid replaces the one commenced August 14, 2017 to purchase a maximum of 82,000 of its own common shares which expired August 13, 2018. There were 4,300 shares repurchased under the new bid expiring August 2019 and 64,200 shares repurchased under the expired August 2018 bid. For the quarter, 2,500 were purchased under the new bid and none under the expired bid. The number of common shares outstanding as at September 30, 2018 was 2,698,424 and as at November 9, 2018 was 2,696,624. There were no stock options outstanding as at September 30 2018 and none have been issued since 2005.

The Company has financing with a bank, composed of a credit facility and a guarantee facility. A first ranking movable hypothec in the amount of \$30 million on all of its assets has been granted as collateral for both of the facilities. According to the terms of the facilities, the Company is required to comply with certain financial covenants. During the period, the Company met the requirements of all the covenants. The Company also has margin facilities with brokers.

New and amended Accounting standards adopted in 2018

The Company adopted IFRS 9, Financial Instruments, which replaced IAS 39, Financial Instruments: Recognition and Measurement and IFRS 15, Revenue from Contracts with Customers which replaced IAS 18, Revenue and IAS 11 Construction Contracts.

Adoption of IFRS 9, Financial Instruments, has not had a meaningful impact on the financial position or results of the Company. The standard introduced new guidelines by which to classify and measure financial instruments. The guidelines focus the determination of classification on the nature of future cash flows and the Company's business model in which the financial instrument are evaluated and reported on. As in the past, the determining factor of classification for the Company's financial instruments has been their business model and as a result their classification has remained the same with some minor differences. Under IAS 39, the company designated its non-trading financial assets as through profit and loss. Under IFRS 9, unless the financial asset's cash flows fulfill the purpose of being "Solely payments of principle and interest" and are held within a business model to primarily collect payments of principle and interest and or sell, the financial instrument will be classified as through profit and loss, therefore the designation is no longer required.

The adoption of IFRS 15, Revenue from Contracts with Customers, has not had a meaningful impact on the financial position or results of the Company. The standard deals with revenue recognition and establishes principles for reporting useful information to users of financial statements about the nature, amount, timing and uncertainty of revenue and cash flows arising from an entity's contracts with customers. Revenue is recognized when a customer obtains control of a good or service and thus has the ability to direct the use and obtain the benefits from the good or service. The Company has contracts as advisors to the two funds it provides investment advice to, IFRS 15 has not meaningfully impact the reporting of revenue from these contracts.

Accounting standards and amendments issued but not yet applied

The Company presents the developments that are relevant to its activities and transactions. The following revised standards and amendments are not mandatory for September 30, 2018 reporting periods and have not been applied in preparing these consolidated financial statements. The Company has not early adopted these standards and amendments.

IFRS 16, Leases, was published in January 2016 by the IASB. This standard will replace the current guidance in IAS 17, Leases, and require lessees to recognize an asset and a lease liability reflecting a “right-of-use asset” and future lease payments, respectively, for virtually all lease contracts. The standard applies to annual periods beginning on or after January 1, 2019, with earlier application permitted if IFRS 15 is adopted. The Company is currently assessing the impact of this standard on the consolidated financial statements. The operating leases disclosed in note 20 to the 2017 audited consolidated financial statements are in scope with IFRS 16.

IFRS 10, Consolidated Financial Statements, and IAS 28, Investments in Associates and Joint Ventures, were amended in 2014 to address an inconsistency between those standards when accounting for the sale or a contribution of assets between an investor and its associate or joint venture. The main consequence of the amendments is that a full gain or loss is recognized when the transaction involves a business combination, whereas a partial gain is recognized when the transaction involves assets that do not constitute a business. The mandatory effective date of this amendment will be determined by the IASB at a future date. Voluntary application is permitted.

Related party transactions

The Company consolidates the Senvest Management LLC entity that serves as the investment manager of Senvest Partners and Senvest Israel Partners as well as the general partners of the funds. The portion of the expected residual returns of structured entities that do not belong to the Company is reflected as a non-controlling interest on the statement of financial position. This non-controlling interest is owned by an executive of the Company and totalled \$127.8 million as at September 30, 2018 from \$119.9 million as at December 31, 2017.

Significant Equity Investments

For information on a summary of financial information from certain significant investees please refer to the 2017 annual report. The accounts of Senvest Partners, Senvest Israel Partners and Senvest Cyprus Recovery Investment Fund are consolidated with the Company’s accounts.

FORWARD LOOKING STATEMENTS

This MD&A contains “forward looking statements” which reflect the current expectations of management regarding our future growth, results of operations, performance and business prospects and opportunities. Wherever possible, words such as “may”, “would”, “could”, “will”, “anticipate”, “believe”, “plan”, “expect”, “intend”, “estimate”, “aim”, “endeavour”, “likely”, “think” and similar expressions have been used to identify these forward looking statements. These statements reflect our current beliefs with respect to future events and are based on information currently available to us. Forward looking statements involve significant known and unknown risks, uncertainties and assumptions. Many factors could cause our actual results, performance or achievements to be materially different from any future results, performance or achievements that may be expressed or implied by such forward looking statements including, without limitation, those Risk Factors listed in the Company’s annual information form. Should one or more of these risks or uncertainties materialize, or should assumptions underlying the forward looking statements prove incorrect, actual results, performance or

achievements could vary materially from those expressed or implied by the forward looking statements contained in this MD&A. These forward looking statements are made as of November 9, 2018 and will not be updated or revised except as required by applicable securities law.

OTHER FINANCIAL INFORMATION

There is additional financial information about the Company on Sedar at <http://www.sedar.com/> the Company's website at www.senvest.com, as well the Company's or Senvest Management's U.S. SEC section 13 and other filings on www.sec.gov.

INTERNAL CONTROLS

There have been no changes in the Company's internal control over financial reporting during the quarter ended September 30, 2018, that have materially affected, or are reasonably likely to materially affect, the internal control over financial reporting.

(Signed)

Victor Mashaal
Chairman of the Board and President

November 9, 2018

(Management Discussion and Analysis ("MD&A") provides a review of Senvest Capital Inc.'s operations, performance and financial condition for the period ended September 30, 2018, and should be read in conjunction with the 2017 annual filings. Readers are also requested to visit the SEDAR website at www.sedar.com for additional information. This MD&A also contains certain forward-looking statements with respect to the Corporation. These forward-looking statements, by their nature necessarily involve risks and uncertainties that could cause actual results to differ materially from those contemplated by these forward-looking statements. We consider the assumptions on which these forward-looking statements are based to be reasonable, but caution the reader that these assumptions regarding future events, many of which are beyond our control may ultimately prove to be incorrect.)