

MANAGEMENT'S DISCUSSION AND ANALYSIS

OVERALL PERFORMANCE

The resurgence of Covid-19 with the Delta variant and impediments to universal vaccination against the virus prompted local and federal governments around the globe to take new containment measures of varying degrees, which stalled the return of open mobility and economic normalcy. This likely dampened equity market performance during Q3, as broader indices barely had positive returns and the small cap Russell 2000 index declined by more than -4%. Senvest Capital (“Senvest” or the “Company”) has also been negatively affected by the decline in the small cap markets and posted a loss for the quarter. There was also increased volatility in financial markets as investors began debating the transitory nature of inflation and the inevitable tapering by the U.S. Fed.

The “wall of worry” which suffuses equity markets has seen plenty of bricks stacked higher this past quarter. A resurgence in Covid with regional outbreaks and a fear of new variants have delayed a full reopening of economies. China’s largest real estate developer, Evergrande, teeters close to default, prompting media stoking of another “Lehman moment” which could set off a global financial crisis. Extended supply chain bottlenecks impede economic growth. Rising inflation rates have sparked fears of runaway inflation taking hold, akin to the 1970’s.

We think that the passage of time may resolve some of these fears. The severe economic impact of Covid may eventually fade as it becomes endemic due to ongoing vaccination take up, and the world learns to operate in this state. An Evergrande default has no comparison to Lehman as it has no interconnection with global financial plumbing, unlike Lehman, and the autocratic Chinese government can do more to contain any fallout. Supply chains will eventually catch up to backlogs over time and as markets adapt to the environment.

Inflation, however, is the one risk of these mentioned that merits the most attention due to potential implications on long term interest rates which drive so much of equity valuation. Even though core PCE inflation reported earlier this month hit 3.6%, a level not seen in three decades, it may be that current inflation represents more of a step function change higher in prices, stemming largely from Covid-related supply-side bottlenecks in the face of strong demand, rather than a sustained, annual breakaway in prices. The treasury bond market reflects higher inflation with overall higher yields and inflation breakeven rates. However, the curve of breakeven rates remains downward sloping – two-year inflation breakeven rates are higher than five-year breakevens which are higher than ten-year breakevens. Further bolstering the notion that longer term inflation risks remain muted, the latest University of Michigan consumer sentiment survey shows that “The long-term inflation expectations here have not broken out and while elevated, nonetheless, the 5-10 year measure has receded to just 2.3%. Real 10-year treasury interest yields remain at close to record lows at about -1%, still reflective of unprecedented monetary accommodation and supportive of equity markets. We are monitoring these market indicators closely for any change in inflation expectations.

We note one area, though, that may not be seeing transitory inflation – the oil and natural gas market, where the supply shocks go much deeper than Covid-related shutdowns. Energy exploration and production budgets have been slashed for years following the oil crash in 2014-2016. Underinvestment has gathered steam due to the Covid-induced recession and plunge in oil prices to unheard of negative levels (remember that in April 2020?) and as public oil and gas producers choose to return cash flow to shareholders rather than increase capital

spending. The Wall Street Journal highlighted this following recent earnings reports from the oil majors, stating “Big oil companies are raking in their highest profits since the onset of the coronavirus pandemic, but they plan to continue spending sparingly to boost production despite higher commodity prices...none of the major western producers said they would increase capital spending, as the companies face pressure from investors to moderate growth...” Even private capital has pulled back from oil and gas market. The Financial Times reports “US oil drillers ‘dying on the vine’ as PE flight prompts funding drought.” Earlier in June, the Financial Times also noted that the “US shale patch resists temptation for new drilling rush,” and quoted Rick Muncrief, CEO of Devon Energy, one of the largest US shale producers, who said “We are underinvesting as an industry around the globe.” Finally, an emerging trend further limiting new investment, and in some cases a withdrawal of capital from energy markets, comes in response to de-carbonization efforts to stave off climate change. A recent International Energy Agency report suggests “Energy groups must stop all new oil and gas exploration projects from this year if global warming is to be kept in check...to achieve net zero carbon dioxide emissions by 2050.” (Financial Times, May 18, 2021). And recently, “Dutch pension giant ABP to dump €15bn in fossil fuel holdings.”

While development of renewable energy sources increasingly supports energy supply, and conservation efforts and electrification of transportation help to decrease demand, it’s unclear how the intersection of oil and gas supply and demand will play out. Prices have been rising sharply this year and could portend future price rises if supply can’t keep up with growing demand as global GDP is expected to rise, and we have yet to see fully reopened economies due to Covid. We believe that the lack of investment in the energy market does not bode well for the supply side of this equation. This has been one of the factors supporting our thesis for the two Canadian oil and gas companies Paramount Resources (POU), Arc Resources (ARX). We think this exposure makes even more sense in the current environment considering potential inflation risks, particularly from rising oil and natural gas prices.

Some of the largest holdings as at September 30, 2021 were, Paramount Resources (POU), Arc Resources (ARX), Tower Semiconductors (TSEM), Capri Holdings (CPRI) and Marriot Vacations (VAC). (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.) Profits in EBAY were crystallized in the quarter by the disposition of over half of the position, which is why it dropped out of the top holdings. EBAY, however, remains a significant holding.

Canadian oil and gas exploration and development companies Paramount Resources (“POU”) and Arc Resources (“ARX”) were both up in Q3 2021. Both benefited from an increased West Texas Intermediate (“WTI”) crude oil outlook as prices increased from \$70 to \$75 per barrel, likely on the expectation of increased demand. POU’s stock price appreciated +9% in the quarter while ARX increased by 13 %. Needless to say, these two positions were not responsible for the loss in the quarter. Rather their positive performance was more than offset by the decline in many of our stocks reflecting the decrease in the Russell 2000 index for the third quarter.

Apparel, footwear, and accessories designer Capri Holdings’ (“CPRI”), owner of the Michael Kors, Versace, and Jimmy Choo brands, declined -15% in the quarter. CPRI followed up a confidence building Investor Day at the end of June with a stellar fiscal Q1 earnings on July 30th. CPRI reported adjusted EPS of \$1.42 vs. consensus expectations of \$0.80 with revenue declines of 7% vs. 2019, far better than consensus of -17%. The beat was driven across all three brands. Importantly, full year EPS guidance was raised to \$4.50 vs. prior guidance of \$3.80-3.90 and consensus of \$3.94.

The decline in the share price was driven by industry wide fears over increasing global supply chain bottlenecks, factory shutdowns and cost inflation. Investors are concerned that product may not make it onto shelves for the important holiday season and that brands will be unable to pass along the increased cost to consumers. Increased headline risk from China regarding “common prosperity” also weighed on luxury stocks. We expect CPRI, while not immune to these pain points, to manage through them effectively.

On August 24th, CPRI announced that Josh Schulman was appointed CEO of Michael Kors, with plans to succeed long-standing executive John Idol as CEO of Capri Holdings effective September 2022, at which time John Idol will become Executive Chairman. Mr. Schulman has extensive experience in the industry, having previously served as the President and CEO of Coach. Prior to that, he was President of Bergdorf Goodman, and held senior roles at Gucci, Yves Saint Laurent and Neiman Marcus. Notably, Mr. Schulman was the CEO of Jimmy Choo from 2007 to 2012. We are pleased that an orderly leadership transition is now in place.

Global wellness and commercial weight management leader WW International (“WW”) fell almost 50% in the third quarter. WW is a relatively new investment for Senvest, so some background is appropriate.

We began investing in WW in April 2021 based primarily on an operational and financial transformation we felt was underappreciated. In addition, we believed WW was a prime candidate to benefit from the return of in-person gatherings and the desire to lose the well documented “Covid 15” pounds gained during the pandemic. The company’s legacy was as an in-person studio weight management solution, and WW was undergoing a transition to a digital subscription led business. In 2015, less than 60% of subscribers were digital which grew methodically to 70% by the end of 2019 as the company invested heavily into its app experience. The shutdown of in-person studios brought on by Covid-19 and strong growth in the digital business accelerated the transformation and resulted in 85% of subscribers being digital in early 2021. Not only were digital subscribers growing, but average retention hit 10+ months, the highest in company history.

WW took action to reduce its studio footprint by 40% during the pandemic, which meaningfully lowered its fixed cost base. While the company wasn’t planning for a full recovery in the in-person studio business, if it materialized, they could service that recovery without adding additional overhead.

Notably, a digital subscriber generates 80% gross margins vs. 40% for the in-studio business. Beyond the financial profile, the digital business had the potential to widen the TAM and have members find a weight management community online that would historically be under-represented in studio. For example, 50% of new members who join the digital program D360 are under 40 years old. Men also over-index in the digital offering vs. the in-studio channel. We were also excited about the “innovation year” coming for diet season 2022. Every two years WW introduces a meaningful refresh of its program that historically has driven member growth as high as 30-40% vs. 4Q levels of the prior year. With two years of Covid-19 impacted behavior, we thought 2022 could set up to be one of the best diet seasons yet, which WW would hopefully capitalize on with its new program refresh.

In addition to the operational transformation, weeks prior to our investment the company refinanced its debt, lowering interest costs by 30% and pushing out maturities to 2028-2029. This, in our opinion, would allow for significant runway for the transformation to play out.

On October 1st, the company announced that CEO Mindy Grossman was stepping down as CEO after the first quarter of 2022. Mrs. Grossman will continue to lead the company under the Board finds a successor.

Like many stocks undergoing a transformation, it is not a straight line, and often can be two steps forward, one step back. While disappointed with the earnings result we do not believe that the thesis is broken and still see significant opportunities for WW in the future. We have used the lower prices to add to our position.

A private investment in Canadian-based MDA (“MDA CT”), which makes satellite components and provides geo-observation services, among other space-related businesses, went public in April and we added to the investment on the IPO. The private equity moved from a Level 3 classification to a Level 2 due to the holding period restriction existing private company investors face on an IPO. The classification will shift to Level 1 in Q4 when the restriction falls off.

Point of care (POC) diagnostic company LumiraDx (LMDX) was a private holding that went public in the third quarter. Like MDA, this private equity moved from a Level 3 classification to a Level 2 due to the holding period restriction existing private company investors face on an IPO. The classification will shift to Level 1 in 2022 when the restriction falls off. LMDX is a newly commercial-stage company focused on the development of low-cost “lab-like” quality point-of-care diagnostics and had been part of Senvest’s private investment portfolio since 2018. Prior to Covid-19, Senvest’s investment was based on LMDX’s highly experienced management team, their heavy focus on low-cost high-capacity manufacturing and their mission to develop higher-accuracy point of care tests on a flexible platform that can support a broad range of diagnostic modalities. Like many diagnostic companies, LMDX pivoted to Covid-19 at the start of the pandemic, significantly accelerating their commercialization timeline by 1 to 2 years. Today, the vast majority of the company’s sales are derived from their rapid antigen Covid-19 diagnostic that is performed on a small portable instrument, the LumiraDx platform, with results available in under 15 minutes. The test was launched at the end of Q3 2020, and the company has generated roughly \$200 million in revenue year to date. At present, they have shipped over 15,000 instruments worldwide, with strong traction at large customers such as CVS in the US, the National Health System (NHS) in the United Kingdom, the Italian national health system and the Bill & Melinda Gates Foundation in Africa.

With mounting investor interest in the diagnostic space, the company announced a planned merger with a SPAC, CA Healthcare Acquisition Corp. (CAHC) valuing the company at \$5 billion in April. Subsequently, at the end of August, the merger was renegotiated cutting the valuation of LMDX to \$3 billion owing to both the uncertainty of future Covid-19 testing volumes as well as a pullback in the SPAC market. The merger was consummated at the end of September and LMDX currently trades at a \$2.2 billion valuation. Though well below the initial SPAC valuation, the company’s market cap remains above our average cost of this investment.

While Covid-19 provided the company with a faster path to market, investors are hesitant to ascribe significant value for unknown future Covid-19 testing revenue streams, as evidenced by other public Covid-19 testing peers. Our investment thesis continues to be based on the value of the LumiraDx platform beyond Covid-19 testing. We believe that as the company proves out the flexibility of the LumiraDx platform and expands their menu of tests (an additional 10 diagnostic tests are expected to be approved by 2023), we believe the market will begin to assign value to their differentiated platform.

The investment in videogame retailer Gamestop (“GME”) contributed approximately 40% of the net change in fair value of equity investments and other holdings for the year to date. Although we discussed this investment at

length with our first quarter results the impact it has had on our year to date results necessitate that we repeat that discussion for the rest of the year. The text below is from our Q1 MDA.

“GME’s financial results and its stock price had been suffering for years for several reasons. Most notably, the late-stage maturation of the gaming console cycle and the increased digital distribution of video games adversely affected the company’s retail and physical disc-based distribution business model. The Covid-19 pandemic exacerbated GME’s issues as mandated economic shutdowns led to the closing of retail stores and as stay-at-home consumers increasingly downloaded games digitally. However, a reconstituted board and new executive team came in during 2019. They started to implement meaningful changes in the business, including cost-cutting, the sale of assets, reduction in working capital, a significant reduction in debt, and the buyback of stock. These changes positioned the company to capitalize on the new console cycle and fortuitously enabled it to better handle the challenges posed by Covid-19. Moreover, these are some of the hallmarks of change and transformation that we look for in the investment process.

Two additional pieces of our fundamental value case included the imminent launch of a new gaming console cycle by Microsoft and Sony, which we believed would catalyze sales at Gamestop, and the involvement of an activist investor, Ryan Cohen, the co-founder of Chewy.com, a leading online retailer of pet supplies (and also originally from Montreal). Cohen not only had the experience of beating Amazon in e-commerce, but he also made a fortune selling Chewy.com to Petsmart. We believed that if Cohen were to become more involved with the company, he could provide valuable input as well as credibility in any plan to transform Gamestop’s business model. Such a plan would entail evolving beyond physical retail by leveraging relatively nascent e-commerce and digital strategies. We also thought GME’s 64-million-member loyalty program and its preeminent online gaming publication “Game Informer” represented underappreciated assets.

We also believed that Wall Street sell side estimates significantly underestimated Gamestop’s future earnings and cash flow potential once new console inventory became readily available. While we established the core of our investment in the fourth quarter, all but one (of eight) analysts had either a “hold” or “sell” recommendation on the stock. The disconnect between consensus expectations and what our research suggested helped support our conviction in the fundamental, value-based investment thesis.

A final important consideration in our thesis was the unprecedented level of short interest in GME shares, with more than 100% of shares outstanding short and an even greater amount of the effective “float” being short. We believed that GME was the most shorted stock on the US market, and in the entirety of all our careers, we had never seen such a level of short interest. This setup gave GME “coiled spring” potential for any change in the company’s narrative. From what we could tell, the short thesis was that all videogames would be distributed digitally and that GME would go bankrupt. Our research indicated that GME faced little risk of bankruptcy. We believed that the circumstances for a potential “short squeeze” created a non-trivial chance of a huge upside move and created an asymmetric risk-reward profile in GME.

We spoke to sell side research analysts as well as understanding the short interest/stock loan at the major prime brokers and through third-party short interest data providers. Furthermore, as we do with virtually all our investments, we engage in dialog with management teams and, at times, we engage with other shareholders. In this case, we communicated both with the company and with Ryan Cohen. Based on a letter Cohen sent to the GME board and made public on November 16, 2020, it appeared he was dissatisfied with the company’s progress in transforming into an e-commerce and digital gaming outlet and also rejected the company’s overtures to him with the offer of a single board seat. After the release of this letter, we felt compelled to communicate our opinion to the company: a potential proxy fight with Ryan Cohen would be damaging to the company, and since Ryan

Cohen would win such a battle anyway, it would make sense to settle with him. We believed he could add great experience and credibility in helping the company's transformation. Considering that Senvest was one of GME's largest shareholders with roughly 7% of its shares, we suspect our views carried some weight with the company.

We did not foresee the unusual catalyst for the short squeeze which occurred in GME starting on January 25th. Reddit's "Wallstreetbets" participants effectively crowdsourced the short squeeze that sprang the coiled spring. After trimming the position on Friday, January 22nd, we went into that weekend with greater awareness of what was happening. Pre-market trading, while it officially opens at 4am EST, rarely gets going until an hour before the market opens at 9:30am EST. On Monday, January 25th, however, GME stock began its incredible surge at 4am EST, and we began to trade the stock in those early pre-market hours. We exited roughly half of the position on that day, which provided us with an extraordinary gain from which we had the flexibility to "play with the house's money" and to see where the stock could go. A tweet on Tuesday, January 26th, from social media business darling Chamath Palihapitiya sent the stock higher and we sold more. Finally, after the market close on that same Tuesday, the titan of all business social media, Elon Musk, who has a particular disdain for short sellers who he has regularly battled publicly, tweeted a single word – "Gamestonk!" – which sent GME investors into a frenzy. We believed that things couldn't get any better than that in terms of the immediate term trading mania, and as a result, we sold our remaining GME shares in the post-market trading hours and into Wednesday, January 28th regular trading. Many have questioned when the individual investor would come back to the stock market. It appears that the individual investor is back with a vengeance, armed with the power of the internet."

Senvest recorded net loss attributable to common shareholders of (\$51.2) million or (\$19.27) per basic and diluted common share for the third quarter ended September 30, 2021. This compares to a net income attributable to common shareholders of \$28.9 million or \$10.83 per basic and diluted common share for the quarter ended September 30, 2020. For the quarter, the US dollar strengthened against the Canadian dollar and the result was a currency translation gain of about \$45.1 million. This amount is not reported in the Company's statement of income rather it's reflected in its statement of comprehensive income. As a result, the comprehensive loss attributable to common shareholders was (\$6.1) million for the third quarter.

The Company's income from equity investments was the biggest contributor to the results. The net change in equity investments and other holdings including securities sold short and derivative liabilities totaled (\$102.3) million in the current quarter versus \$116.1 million in September 2020.

The Senvest Master Fund (Senvest Partners Fund) is focused primarily on small and mid-cap companies. The fund recorded a return of (2.2%) net of fees in the third quarter and 77.88% for the year to date. With most of the long portfolio invested in small and mid-cap stocks, the fund outperformed its most relevant benchmark, the Russell 2000 for the quarter and has also outperformed it for the year to date. The fund underperformed the S&P 500 index for the quarter but has outperformed it for the year to date, even though it does not consider this index as a benchmark. The fund has issued an institutional share class which requires a minimum investment of \$75 million US, and includes a longer duration element, which further enhances the stability of its capital base and its ability to make long-term investments to help generate returns for the benefit of all of our partners. Senvest's internal capital is subject to the same liquidity provisions of the institutional share class. Due to the extraordinary performance of this fund over the last nine months there have been significant redemptions over the course of this year as certain investors look to "cash in" some of their gains.

The Senvest Technology Partners Fund (prior name Senvest Israel Partners) was initiated in 2003 to focus on investing in Israel related companies. Effective January 1, 2019, the Israel Fund broadened its geographic investment mandate to focus on global technology investments. To better reflect the evolving global complexion

of its technology investments, the Israel Fund underwent a name change to Senvest Technology Partners. After investing in Israel-related technology for 15 years, its holdings extend across the global technology universe. The Technology Fund maintains the same investment philosophy and continues to leverage the existing diligence and understanding of global technology and end markets. This fund recorded a return of (1.2%) net of fees for the third quarter and 23.2% for the year to date (monthly results of both funds can be found on the Company's website). 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, 2021. One part of this amount represents investments in different US REITs and partnerships. These REITs and partnerships 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 partnerships 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 and partnerships, 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--specifically self-storage units in Madrid, Spain. 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 consolidates the Senvest Management LLC (SML) entity that serves as the investment manager of Senvest Partners and Senvest Technology 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 Corporation. Most of the equity of Senvest Management LLC reflects its investment in the underlying funds. This non-controlling interest was \$104.6 million as at September 30, 2021 from \$48.1 million as at December 31, 2020.

At the end of September 30, 2021, Senvest had total consolidated assets of \$6,493.2 million versus \$4,066.0 million at the end of 2020. Equity investments and other holdings totaled \$6,253.2 million from \$3,880.0 million in December 2020. The Company purchased \$4,162.2 million of investment holdings in the first three quarters and sold \$4,067 million of such holdings. The Company's liabilities increased to \$4,628.0 million this quarter versus \$2,919.9 million in 2020. The main difference between the periods was a significant increase in the liability for redeemable units due to the funds' appreciation. There was also an increase in securities sold short and derivative liabilities of about \$471m from last December. The proceeds of securities sold short were \$5160 million and the amount of shorts covered was \$4,627.8 million in the first three quarters. Overall, the trading figures were more than the corresponding amounts for the prior year's quarters.

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, 2021, 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, 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, 2021 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	5,850,787	7,606,023	4,095,551
Listed equity securities and derivatives			
Securities sold short and derivative liabilities	(790,237)	(1,027,308)	(553,166)
Pre-tax impact on net earnings		1,518,165	(1,518,165)

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, liability for redeemable units 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, 2021	December 31, 2020
Total net liabilities	\$4,578.6	\$2,893.7
Total equity	\$1,865.2	\$1,146.1
Net liabilities to capital ratio	2.45	2.52

In the past the Company's objective was to maintain a debt-to-capital ratio below 2.0. The Company believes that limiting its debt-to-capital ratio is the best way to monitor risk. The Company's debt to capital ratio was at 2.45 at the end of September 2021 from 2.52 at the end of 2020. However, the Company is cognizant of the fact that the largest liability on its financial statements, the "Liability for redeemable units" is considered "equity" and not a liability in the individual financial statements of the underlying funds that it consolidates. As a result the debt to equity ratio of the individual funds is lower than that of the parent company. The Company has concluded that it has been too conservative in limiting its net liabilities to capital ratio at 2.0 and believes that a higher ratio of 3.0 is more appropriate.

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, 2021, approximately 88% 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.

Climate Change Risk

Climate change risk refer to the physical risks and transition-related risks related to the changes in climate patterns that may have a significant impact on communities and the economy. While the direct exposure of the Corporation's operations to climate change risk is relatively low, as an investor in equities and other assets, the Corporation could indirectly be impacted by this risk through its portfolio investments.

The Corporation's portfolio investments face the potential direct impact of more frequent and more intense extreme weather events, as well as the potential indirect impact of any related supply chain disruptions. The exposure of the Corporation's portfolio investments to climate change risk also arises from the movement toward a low-emission economy, which may result in increased reputational, market, regulatory, policy, legal and technology-related risks. Existing portfolio investments in carbon-intensive industries and in other markets which are dependent on such industries may be more exposed to such transitional risks as a result of significant changes in customer perceptions and preferences, the increasing cost of carbon emissions and competition from renewable energy.

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

Management considers that the Company has control of Senvest Master Fund LP, Senvest Technology 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 investment properties

The Company has adopted the fair value model in measuring its investment properties. The fair value of the investment properties is performed by external independent valuers located in the area of the properties. Inputs used in the property valuation models are based on appropriate assumptions that reflect the type of property and location. Management reviews the assumptions made and models used to ensure they correlate with their expectation and understanding of the market. Changes in assumptions about these factors could affect the reported fair value of financial instruments.

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 consolidated statement of financial position 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 88% 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 approximately 8% 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 approximately 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 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, 2021, 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 and partnerships. 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 and partnerships, 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 Senvest Master Fund, L.P., Senvest Technology Partners Master Fund, L.P. (formerly Senvest Israel Partners Master Fund, L.P.) and Senvest Cyprus Recovery Investment Partners, L.P. Fund (collectively the Funds or individually a Fund) that are not owned by the Company. Senvest Master Fund, L.P. and Senvest Technology Partners Master Fund, L.P. units may be redeemed as of the end of any calendar quarter, however for a particular class there is a maximum quarterly redemption of 17% of the investor units and a maximum annual redemption of 34% of the investor units. Redemptions made within the first 24 months will be subject to a redemption fee of 3% to 5% which is payable to Senvest Master Fund, L.P. and Senvest Technology Partners Master Fund, L.P. In addition, there are notice periods of 60 days that must be given prior to any redemption. Senvest Cyprus Recovery Investment Partners, L.P. Fund has units that can be redeemed semi-annually with a 120 day notice. These units are recognized initially at fair value, net of any transaction costs incurred, and subsequently units are measured at the redemption amount.

Redeemable units are issued and redeemed at the holder's option at prices based on each Fund's net asset value per unit at the time of subscription or redemption. Each Fund's net asset value per unit is calculated by dividing the net assets attributable to the holders of each class of redeemable units by the total number of outstanding redeemable units for each respective class. In accordance with the provisions of the Funds' offering documents, investment positions are valued at the close price for the purpose of determining the net asset value per unit for subscriptions and redemptions.

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(losses)	Net income (loss)-common shareholders	Earnings(loss) per share
2021-3	(76,453)	(51,179)	(19.27)
2021-2	440,016	150,715	60.29
2021-1	1,885,731	574,498	224.27
2020-4	1,172,742	363,574	138.36
2020-3	118,853	28,889	10.83
2020-2	418,401	161,247	60.85
2020-1	(970,591)	(341,993)	(129.38)
2019-4	354,560	85,508	31.98

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 \$570 million and the least profitable quarter had a loss of over \$340 million. 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 three prime brokers, such losses could be significant.

On August 16, 2021, Senvest commenced a new normal course issuer bid to purchase a maximum of 100,000 of its own common shares until August 15, 2022. There have been 80,100 shares repurchased so far in 2021 (most under the old bid that expired in August). The number of common shares outstanding as at September 30, 2021 was 2,518,424 and as at November 1, 2021 was 2,514,524. There were no stock options outstanding as at September 30, 2021 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.

Related party transactions

The Company consolidates the Senvest Management LLC entity that serves as the investment manager of Senvest Partners and Senvest Technology 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 \$104.6 million as at September 30, 2021 from \$48.1 million as at December 31, 2020.

Significant Equity Investments

For information on a summary of financial information from certain significant investees please refer to the 2020 audited financial statements. The accounts of Senvest Partners, Senvest Technology Partners and Senvest Cyprus Recovery Investment Fund are consolidated with the Company's accounts.

COVID-19

Since February 2020, the financial markets have been very volatile in response to the developing COVID-19 pandemic. More specifically, the equity markets and credit markets have experienced significant volatility due to concerns about credit risk and liquidity, amongst others. The Corporation continuously monitors this situation and its potential impact on the Corporation and, more particularly, the Funds. However, it is not possible to forecast with certainty the duration and full scope of the economic impact of COVID-19 both in the short- and long-term. The extent of such impact will depend on future developments, which are highly uncertain, rapidly evolving and cannot be predicted, including new information which may emerge concerning the severity of this coronavirus and actions taken to contain the COVID-19 or its impact, among others. Such developments, depending on their nature, duration, and intensity, could have a material adverse effect on the business, financial position, results of operations or cash flows of the Corporation.

Operationally, the Corporation continues to function quite well during the current environment and the stay-at-home conditions, as over the past few years the Corporation has planned and tested its systems for remote work-from-home scenarios. The Corporation has moved its technology infrastructure to the cloud almost two years ago and thus far has had no significant issues with its systems operating from home. However, the increased use of electronic and remote communication tools and services may lead to heightened cybersecurity risk.

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 August 6, 2021 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, 2021, 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 4, 2021

(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, 2021, and should be read in conjunction with the 2020 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.)

