



# Q3 '21 EARNINGS RESULTS

# Forward-Looking Statements and Other Matters

This presentation may contain forward-looking statements. All statements other than statements of historical fact are forward-looking statements. These forward-looking statements can be identified by the use of words such as “illustrative”, “representative”, “expect”, “plan”, “will”, “estimate”, “project”, “intend”, “believe”, and other similar expressions that do not relate to historical matters. These forward-looking statements reflect the Company’s current views about future events, and are subject to numerous known and unknown risks, uncertainties, assumptions and changes in circumstances that may cause the Company’s actual results to differ significantly from those expressed in any forward-looking statement. The Company does not guarantee that the transactions and events described will happen as described (or that they will happen at all).

The following factors, among others, could cause actual results and future events to differ materially from those set forth or contemplated in the forward-looking statements: the effect of the COVID-19 pandemic on our business and growth prospects and on our tenants’ business; market demand for ground lease capital; the Company’s ability to source new ground lease investments; the availability of funds to complete new ground lease investments; risks that the rent adjustment clauses in the Company’s leases will not adequately keep up with changes in market value and inflation; risks associated with certain tenant and industry concentrations in our portfolio; conflicts of interest and other risks associated with the Company’s external management structure and its relationships with iStar and other significant investors; risks associated with using debt to fund the Company’s business activities (including changes in interest rates and/or credit spreads, the ability to source financing at rates below the capitalization rates of our assets, and refinancing and interest rate risks); risks that tenant rights in certain of our ground leases will limit or eliminate the Owned Residual realizations from such properties; general risks affecting the real estate industry and local real estate markets (including, without limitation, the potential inability to enter into or renew ground leases at favorable rates, including with respect to contractual rate increases or participating rent); dependence on the creditworthiness of our tenants and their financial condition and operating performance; competition from other ground lease investors and risks associated with our failure to qualify for taxation as a REIT under the Internal Revenue Code of 1986, as amended. Please refer to the section entitled “Risk Factors” in our Annual Report on Form 10-K for the year ended December 31, 2020 and any subsequent reports filed with the Securities and Exchange Commission (SEC) for further discussion of these and other investment considerations. The Company expressly disclaims any responsibility to update or revise forward-looking statements, whether as a result of new information, future events or otherwise, except as required by law.

**Important Note re COVID-19:** Readers of this presentation are cautioned that, due to the possibility that the COVID-19 pandemic will have a delayed adverse impact on our financial results, along with the uncertainty created by the pandemic, our results for the period may not be indicative of future results. Similarly, our Ground Rent Coverage and UCA as of September 30, 2021 are likely to decline with respect to certain properties in future periods due to the continuing impact of the pandemic and the fact that certain metrics that we report and monitor may not reflect the full effects of the pandemic as of their dates of determination. Readers are urged to read our Quarterly Report on Form 10-Q for the quarter ended September 30, 2021 when it is filed with the SEC for a more fulsome discussion of our quarterly results, including the “Management’s Discussion and Analysis of Financial Condition and Results of Operations” and “Risk Factors” sections included therein.

**Note:** Please refer to the Glossary at the end of this presentation for a list of defined terms and metrics.

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# Q3 '21 Highlights

## Strong Earnings

**36%**

Quarterly Y/Y  
EPS Growth

**24%**

Quarterly Y/Y  
Revenue Growth

## Increased Investments

**\$321m**

New Ground Lease  
Investments<sup>(1)</sup>

**\$624m**

UCA Growth<sup>(2)</sup>

## Capital for Growth

**\$242m**

Capital Raised from  
Equity Offering

**\$879m**

Cash & Credit Facility  
Availability<sup>(3)</sup>

Note: Please see "Unrealized Capital Appreciation Details" in the Appendix for more information.

(1) Investments in Q3 '21 include \$21m of new forward commitments that have not yet been funded. There can be no assurance that Safehold will complete these transactions.

(2) Refers to the UCA contributed from new deals added to the UCA pool in Q3 '21. Includes one property that was previously included in Q1 '21 investment activity as a future acquisition commitment but that had not been included in the UCA pool until the purchase was completed in Q3 '21.

(3) Based on cash & cash equivalents and the unused capacity of the new unsecured revolving credit facility as of 9/30/21, which may be fully drawn, subject to certain conditions.

# Earnings Results

## Quarterly Results

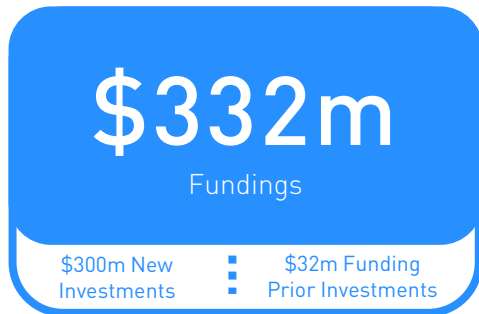
	Q3 '21	Q3 '20	Y/Y Growth
Revenue	\$47.3m	\$38.0m	+24%
Net Income	\$20.2m	\$14.2m	+43%
EPS	\$0.38	\$0.28	+36%

## YTD Results

	YTD '21	YTD '20	Y/Y Growth
Revenue	\$135.0m	\$115.5m	+17%
Net Income	\$51.8m	\$44.0m	+18%
EPS	\$0.97	\$0.88	+11%

# Investment Activity

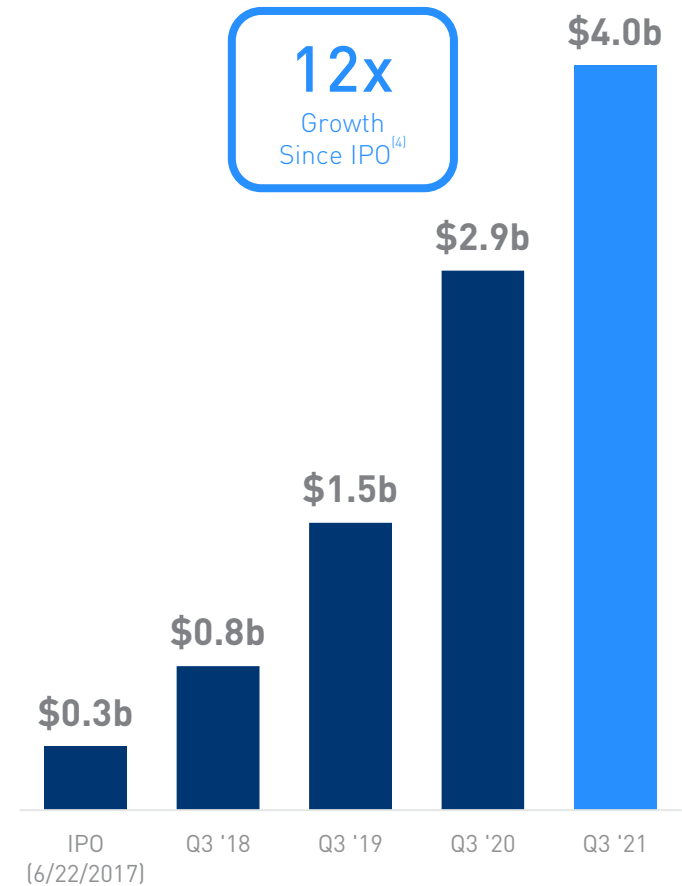
## Quarterly Activity



## Origination Metrics

- ☐ 4.9% w.a. Underwritten Effective Yield<sup>(2)</sup>
- ☐ 4.8% w.a. Effective Yield
- ☐ 41% w.a. GLTV<sup>(3)</sup>
- ☐ 3.2x w.a. Rent Coverage<sup>(3)</sup>
- ☐ 6 ground lease transactions
- ☐ 5 markets (1 new market)
- ☐ 4 new clients

## Portfolio Growth



**Note:** Please see the "Important Note re COVID-19" in the front of this presentation for a statement about metrics this quarter. Refer to Appendix for Portfolio Reconciliation and Glossary for more details.

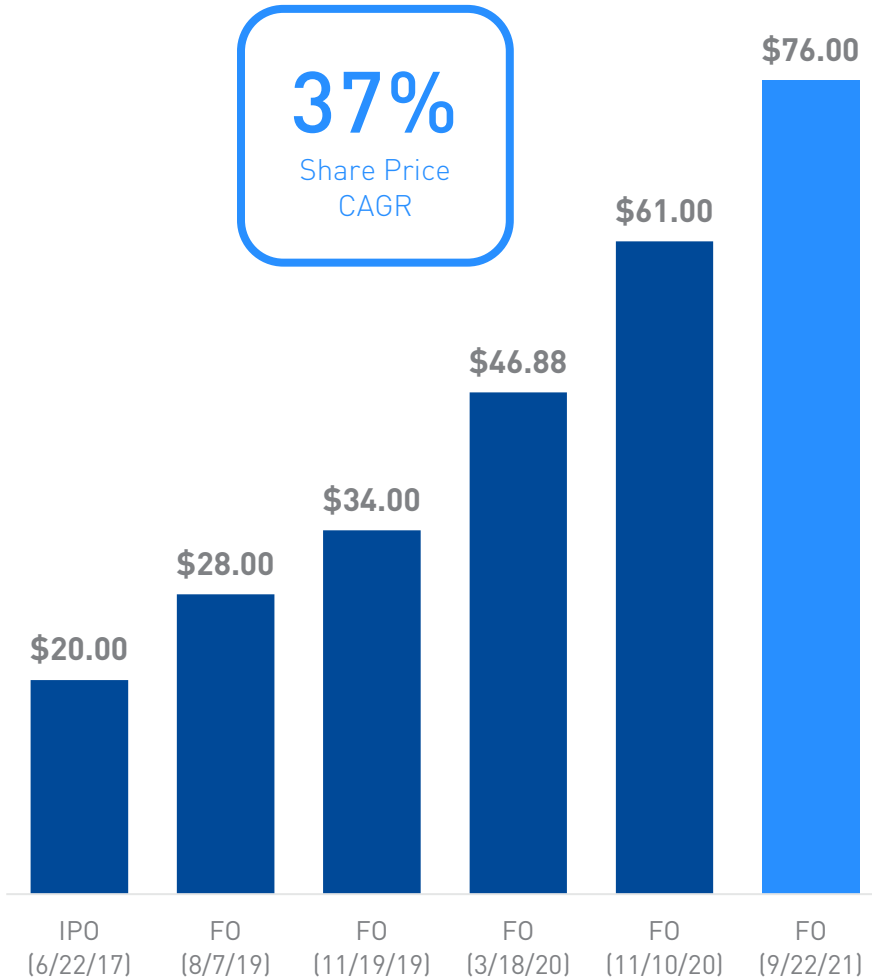
(1) Investments in Q3 '21 include \$21m of new forward commitments that have not yet been funded. There can be no assurance that Safehold will complete these transactions.

(2) Investments this quarter include one or more existing ground leases that contain rent escalators based on (i) a percentage of revenues the building generates, (ii) changes in CPI and/or (iii) periodic fair market valuations of the land. For purposes of calculating the Underwritten Effective Yield of such ground leases over their lease term, our underwriting makes assumptions that building revenues, CPI and land values grow by no more than 2% annually.

(3) The Company uses estimates of the stabilized Property NOI if it does not receive current tenant information or if the properties are under construction/in transition. These estimates are based on leasing activity at the property, third party appraisals and available market information, such as leasing activity at comparable properties in the relevant market.

(4) The portfolio is presented using Aggregate Gross Book Value. As of 9/30/21, the portfolio included \$94m of forward commitments that have not yet been funded.

# Equity Offering



**37%**

Share Price  
CAGR

**\$242m**

Equity raised in Q3 '21  
at \$76 per share

Dates of Equity Offerings

# Portfolio Metrics

(Current Portfolio Gross Book Value: \$3,879m)

## Yield Metrics<sup>(1)</sup>

Annualized Yield

5.2%

*(\$204m Annualized In-Place Net Rent)*

Annualized Cash Yield

3.4%

*(\$127m Annualized In-Place Cash Rent)*

## Credit Metrics<sup>(2)</sup>

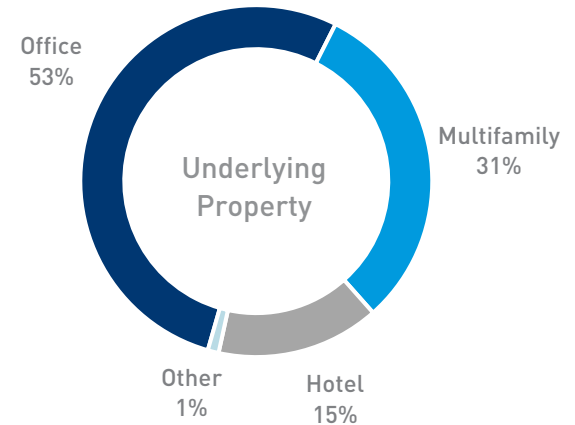
W.A. Rent Coverage

3.4x

W.A. GLTV

40%

## Property Type



## Lease Term



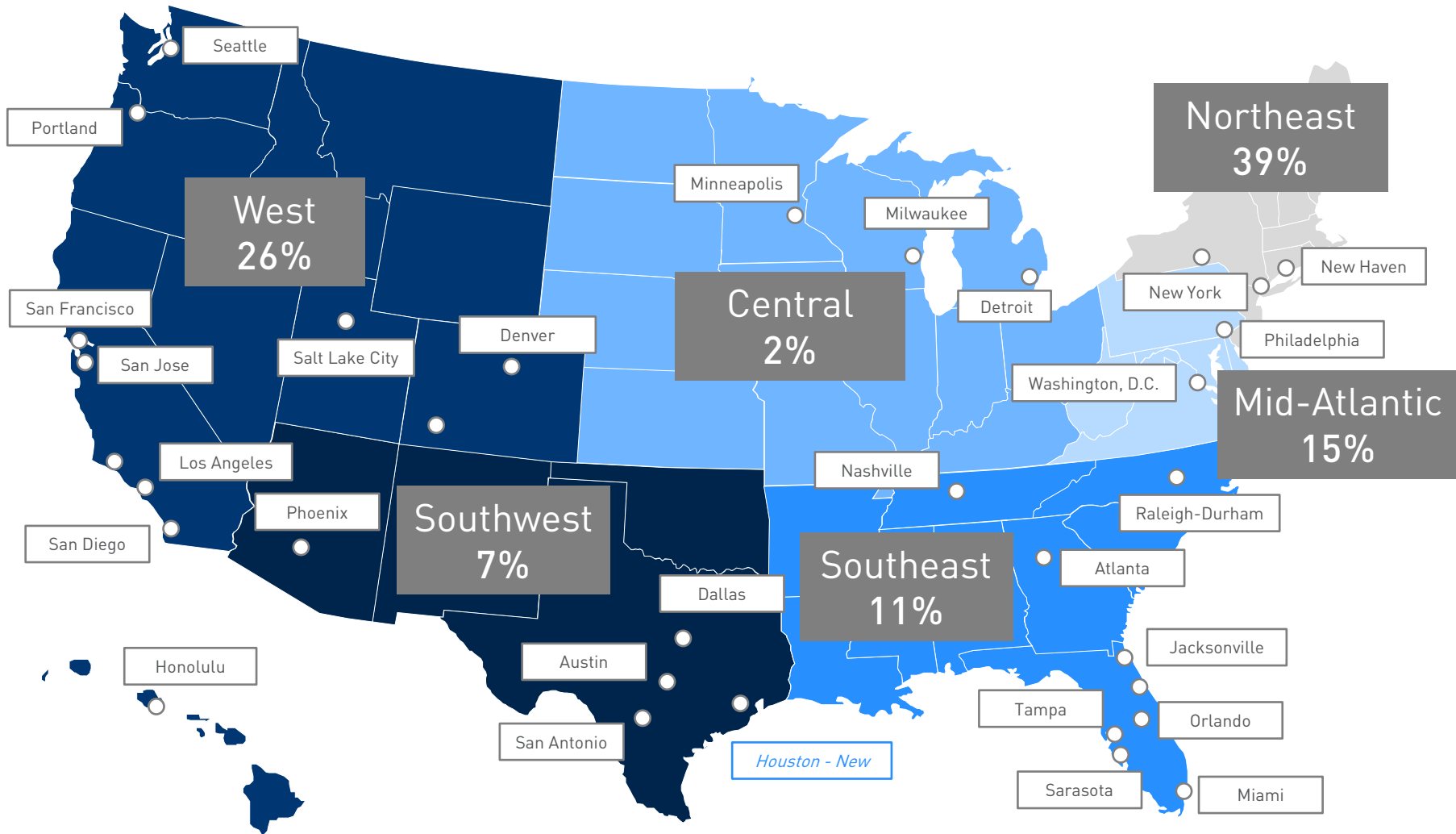
Note: Please see the "Important Note re COVID-19" in the front of this presentation for a statement about metrics this quarter.

(1) Refer to the Glossary in the Appendix for yield calculations and additional details.

(2) The Company uses estimates of the stabilized Property NOI if it does not receive current tenant information or if the properties are under construction/in transition. These estimates are based on leasing activity at the property, third party appraisals and available market information, such as leasing activity at comparable properties in the relevant market.

# Geographic Breakdown

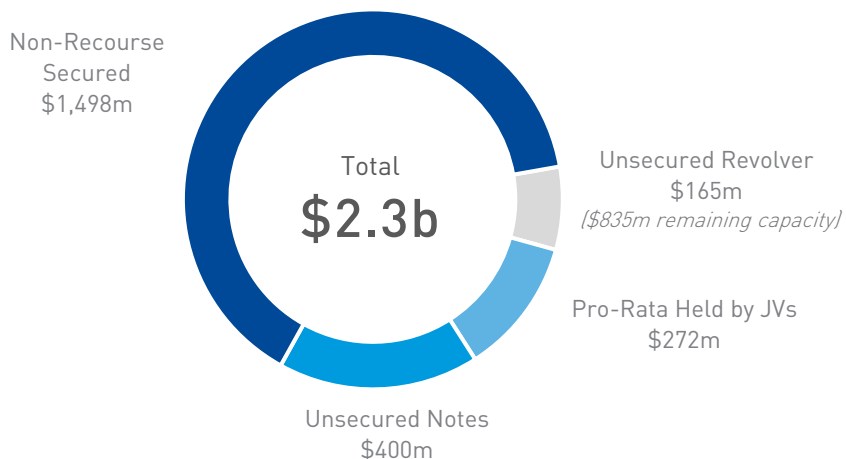
(Current Portfolio Gross Book Value \$3,879m)





# Capital Structure

## Debt Overview



25 year w.a. maturity<sup>(1)</sup>

## Equity Offering

**\$242m**

Equity raised at  
\$76 per share

## Credit Ratings

**Baa1**

Moody's  
*(Stable Outlook)*

**BBB+**

Fitch  
*(Stable Outlook)*

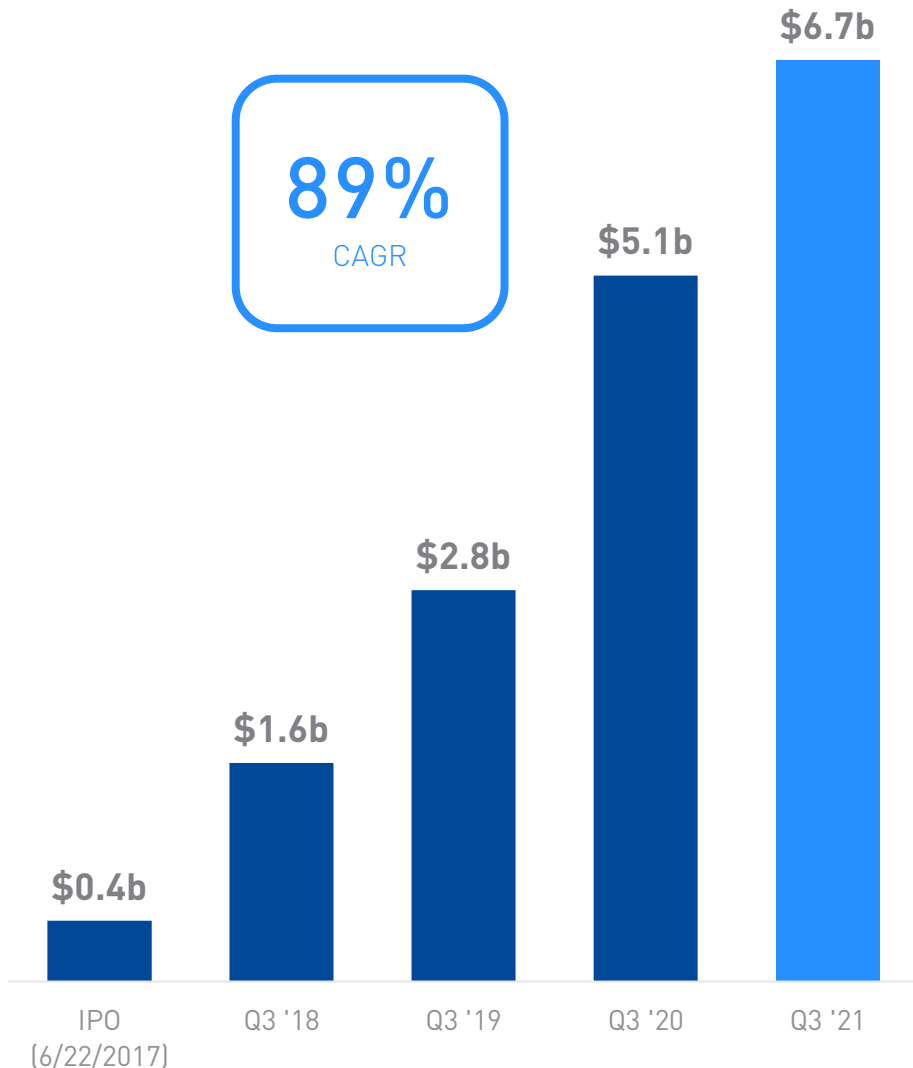
Debt and Liquidity Metrics	Q3 '21
Total debt	\$2,335m
Total book equity	\$1,669m
Equity market cap <sup>(2)</sup>	\$4,066m
<b>Total debt / book equity</b>	<b>1.4x</b>
<b>Total debt / equity market cap</b>	<b>0.6x</b>
Unencumbered assets	\$1,418m
Cash & credit facility availability	\$879m

Interest Rates and Spreads <sup>(1)</sup>	Q3 '21
Portfolio Annualized Yield	5.2%
Effective Interest Rate	3.7%
<b>Effective spread</b>	<b>151 bps</b>
Portfolio Annualized Cash Yield	3.4%
Cash Interest Rate	3.1%
<b>Cash spread</b>	<b>27 bps</b>

(1) Excludes outstanding borrowings under the Company's unsecured revolving credit facility.

(2) Based on SAFE closing share price of \$71.89 on September 30, 2021.

# Unrealized Capital Appreciation



**+\$624m**  
7 new properties added to UCA in Q3 '21<sup>(1)</sup>



**Note:** Please see the "Important Note re COVID-19" in the front of this presentation for a statement about metrics this quarter. Please see "Unrealized Capital Appreciation Details" in the Appendix for more information. Pictures of properties that are currently under development are presented as renderings.

(1) Refers to the UCA contributed from new deals added to the UCA pool in Q3 '21. Includes one property that was previously included in Q1 '21 investment activity as a future acquisition commitment but that had not been included in the UCA pool until the purchase was completed in Q3 '21.

# APPENDIX

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# Income Statements

	For the three months ended Sept 30,		For the nine months ended Sept 30,	
	2021	2020	2021	2020
<b>Revenues:</b>				
Operating lease income	\$16,992	\$17,195	\$51,367	\$55,088
Interest income from sales-type leases	30,145	20,583	83,244	59,315
Other income	144	222	390	1,115
<b>Total revenues</b>	<b>\$47,281</b>	<b>\$38,000</b>	<b>\$135,001</b>	<b>\$115,518</b>
<b>Costs and expenses:</b>				
Interest expense	\$20,932	\$16,430	\$57,259	\$47,811
Real estate expense	719	493	2,038	1,828
Depreciation and amortization	2,390	2,361	7,160	7,064
General and administrative	6,658	5,302	21,388	16,924
Other expense	350	34	740	194
<b>Total costs and expenses</b>	<b>\$31,049</b>	<b>\$24,620</b>	<b>\$88,585</b>	<b>\$73,821</b>
<b>Income from operations before other items</b>	<b>\$16,232</b>	<b>\$13,380</b>	<b>\$46,416</b>	<b>\$41,697</b>
Loss on early extinguishment of debt	-	-	(216)	-
Earnings from equity method investments	2,244	832	4,012	2,472
Selling profit from sales-type leases	1,833	-	1,833	-
<b>Net income</b>	<b>\$20,309</b>	<b>\$14,212</b>	<b>\$52,045</b>	<b>\$44,169</b>
Net (income) attributable to non-controlling interests	(105)	(49)	(201)	(145)
<b>Net income attributable to Safehold Inc. and allocable to common shareholders</b>	<b>\$20,204</b>	<b>\$14,163</b>	<b>\$51,844</b>	<b>\$44,024</b>
<b>Weighted avg. share count (basic)</b>	<b>53,498</b>	<b>51,153</b>	<b>53,347</b>	<b>50,158</b>
<b>Weighted avg. share count (diluted)</b>	<b>53,511</b>	<b>51,162</b>	<b>53,359</b>	<b>50,167</b>
<b>Earnings per share (basic &amp; diluted)</b>	<b>\$0.38</b>	<b>\$0.28</b>	<b>\$0.97</b>	<b>\$0.88</b>

Note: Figures in thousands except for share amounts.

# Balance Sheets

	September 30, 2021	December 31, 2020
<b>Assets:</b>		
Real estate:		
Real estate, at cost	\$740,971	\$752,420
Less: accumulated depreciation	(26,835)	(22,314)
Real estate, net	\$714,136	\$730,106
Real estate-related intangibles assets, net	222,606	242,166
Total real estate, net and real estate-related intangible assets, net	\$936,742	\$972,272
Net investment in sales-type leases	1,801,986	1,305,519
Ground Lease receivables	691,378	577,457
Equity investments in Ground Leases	171,532	129,614
Cash and cash equivalents	43,870	56,948
Restricted cash	3,831	39,519
Deferred operating lease income receivable	109,373	93,307
Deferred expenses and other assets, net	66,270	34,334
<b>Total assets</b>	<b>\$3,824,982</b>	<b>\$3,208,970</b>
<b>Liabilities:</b>		
Accounts payable, accrued expenses, and other liabilities	\$62,492	\$76,673
Real estate-related intangible liabilities, net	65,638	66,268
Debt obligations, net	2,028,195	1,684,726
<b>Total liabilities</b>	<b>\$2,156,325</b>	<b>\$1,827,667</b>
<b>Equity:</b>		
Safehold Inc. shareholders' equity:		
Common stock	\$566	\$532
Additional paid-in capital	1,658,972	1,412,107
Retained earnings	48,455	23,945
Accumulated other comprehensive loss	(42,015)	(57,461)
<b>Total Safehold Inc. shareholders' equity</b>	<b>\$1,665,978</b>	<b>\$1,379,123</b>
Noncontrolling interests	\$2,679	\$2,180
<b>Total equity</b>	<b>\$1,668,657</b>	<b>\$1,381,303</b>
<b>Total liabilities and equity</b>	<b>\$3,824,982</b>	<b>\$3,208,970</b>

# Portfolio Reconciliation

	IPO (6/22/17)	9/30/18	9/30/19	9/30/20	9/30/21
<b>Net investment in Sales-Type Leases</b>	-	-	\$465	\$1,089	\$1,802
<b>Ground Lease receivables</b>	-	-	\$73	\$480	\$691
<b>Pro-rata interest in Ground Leases held as equity method investments</b>	-	-	-	\$344	\$439
<b>Real estate, net (Operating Leases)</b>	\$265	\$527	\$673	\$687	\$714
Add: Accumulated depreciation	1	9	15	21	27
Add: Lease intangible assets, net	123	221	245	239	223
Add: Accumulated amortization	1	7	14	21	27
Add: Other assets	-	-	25	24	23
Less: Lease intangible liabilities, net	(51)	(58)	(57)	(57)	(66)
Less: Non-controlling interest	-	(2)	(2)	(2)	(2)
<b>Gross Book Value</b>	<b>\$339</b>	<b>\$705</b>	<b>\$1,450</b>	<b>\$2,845</b>	<b>\$3,879</b>
Add: Forward Commitments	-	64	83	34	94
<b>Aggregate Gross Book Value</b>	<b>\$339</b>	<b>\$769</b>	<b>\$1,534</b>	<b>\$2,879</b>	<b>\$3,973</b>
Less: Accruals to net investment in leases and ground lease receivables	-	-	(2)	(33)	(87)
<b>Aggregate Cost Basis</b>	<b>\$339</b>	<b>\$769</b>	<b>\$1,531</b>	<b>\$2,847</b>	<b>\$3,886</b>
Less: Forward Commitments	-	(64)	(83)	(34)	(94)
<b>Cost Basis</b>	<b>\$339</b>	<b>\$705</b>	<b>\$1,448</b>	<b>\$2,813</b>	<b>\$3,792</b>

Note: \$ in millions. Figures in the reconciliation table may not foot due to rounding.

# Unrealized Capital Appreciation Details

Refer to the Glossary in the Appendix for a definition of Owned Residual Portfolio, Unrealized Capital Appreciation (“UCA”), and “Combined Property Value” (“CPV”). SAFE relies in part on CBRE’s appraisals of the CPV of our portfolio in calculating UCA. SAFE may utilize management’s estimate of CPV for ground lease investments recently acquired that CBRE has not yet appraised. For unfunded commitments on construction deals, CPV represents the cost to build inclusive of the ground lease. For a Ground Lease in our portfolio, CBRE estimates its CPV by determining a hypothetical value of the as-improved subject property as of the date of the report, based on an assumed ownership structure different from the actual ownership structure. At our request, CBRE’s analysis does not take into account the in-place Ground Lease or other contractual obligations and is based on the hypothetical condition that the property is leased at market rent at stabilized levels, where applicable, as of the valuation date, without consideration of any costs to achieve stabilization through lease up and associated costs. In determining the CPV of each property, CBRE has utilized the sales comparison approach, based on sales of comparable properties, adjusted for differences, and the income capitalization approach, based on the subject property’s income-producing capabilities. The assumptions applied to determine values for these purposes vary by property type and are selected for use based on a number of factors, including information supplied by our tenants, market data and other factors. We currently intend that the CPV associated with each Ground Lease in our portfolio will be valued approximately every 12 calendar months and no less frequently than every 24 months.

The calculation of the estimated UCA in our Owned Residual Portfolio is subject to a number of limitations and qualifications. We do not typically receive full financial statements prepared in accordance with U.S. GAAP for the commercial properties being operated on the land subject to our Ground Leases. In some cases, we are prohibited by confidentiality provisions in our Ground Leases from disclosing information that we receive from our tenants to CBRE. Additionally, we do not independently investigate or verify the information supplied by our tenants, but rather assume the accuracy and completeness of such information and the appropriateness of the accounting methodology or principles, assumptions, estimates and judgments made by our tenants in providing the information to us. Our calculation of UCA in our Owned Residual Portfolio is not subject to U.S. GAAP and will not be subject to independent audit. We conduct rolling property valuations; therefore, our estimated UCA and CPV may not reflect the full impact of the COVID-19 pandemic and may decline materially in the future. There can be no assurance that we will realize any incremental value from the UCA in our Owned Residual Portfolio or that the market price of our common stock will reflect any value attributable thereto. We will generally not be able to realize value from UCA through near term transactions, as properties are leased to tenants pursuant to long-term leases. For more information on UCA, including additional limitations and qualifications, Please refer to our Current Report on Form 8-K filed with the SEC on October 21, 2021 and “Risk Factors” in our Annual Report on Form 10-K for the year ended December 31, 2020, as updated from time to time in our subsequent periodic reports, filed with the SEC.

The Company formed a wholly-owned subsidiary called “CARET” that is structured to track and capture UCA to the extent UCA is realized upon expiration of our ground leases, sale of our land and ground leases or certain other specified events. Under a shareholder-approved plan, management was granted up to 15% of CARET units, which remain subject to time-based vesting. See the Company’s 2021 proxy statement for additional information on the long-term incentive plan.

# Appendix

# Glossary

<b>Aggregate Cost Basis</b>	Represents Cost Basis plus unfunded commitments. For unfunded commitments, it represents the aggregate future amount to be paid under the commitments.
<b>Aggregate Gross Book Value</b>	Represents the Current Portfolio plus unfunded commitments. For unfunded commitments, it represents the aggregate future amount to be paid under the commitments.
<b>Annualized Cash Yield</b>	Calculated as the annualized base Cash Rent plus Percentage Rent divided by Cost Basis.
<b>Annualized Yield</b>	Calculated as the annualized base Net Rent plus Percentage Rent divided by GBV.
<b>Cash Interest Rate</b>	The current cash interest rate of debt.
<b>Cash Rent</b>	Represents base ground lease income recognized excluding straight-line rent, amortization of lease intangibles, and non-cash income from sales-type leases.
<b>Combined Property Value (CPV)</b>	The current combined value of the land, buildings and improvements relating to a commercial property, as if there was no ground lease on the land at the property. CPV is generally based on independent appraisals; however, the Company will use actual sales prices/management estimates for recently acquired and originated ground leases for which appraisals are not yet available. In relation to unfunded commitments, CPV represents the total cost associated with the acquisition, development, and construction of the project.
<b>Cost Basis</b>	Represents the historical purchase price of an asset, including capitalized acquisition costs.
<b>Current Portfolio</b>	Represents the portfolio of assets owned at the date indicated, measured using Gross Book Value. Does not include unfunded commitments.
<b>Effective Interest Rate</b>	Represents the all-in stated interest rate over the term of debt based on the contractual future payments owed excluding the effect of debt premium, discount and deferred financing costs.
<b>Effective Yield</b>	Computed similarly to effective yield on a bond, using the rate implicit in the lease based on the contractual future minimum cash flows and a residual equal to our cost of the land.
<b>GAAP Rent</b>	Current period revenue from operating and sales-type leases recognized under GAAP.
<b>Gross Book Value (GBV)</b>	Represents Cost Basis plus accrued interest on sales-type leases.
<b>Ground Lease-to-Value (GLTV)</b>	Calculated as the Aggregate GBV divided by CPV. Safehold uses this metric to assess risk and our seniority level in a real estate capital structure. Similar to the concept of the LTV metric used in the loan market.
<b>Ground Lease+ Commitment</b>	Safehold's commitment to purchase ground leases from iStar contingent on certain development and timing criteria.
<b>Net Rent</b>	GAAP Rent less depreciation & amortization. This includes the amortization of a right of use asset recorded as real estate expense (totals \$1.0m annualized). Includes our proportionate share of GAAP rent and amortization from our equity method investment.
<b>Owned Residual Portfolio</b>	Represents the portfolio of properties under which Safehold owns a ground lease and reflects Safehold's right to the land, property and tenant improvements at the end of the lease. The current value of the Owned Residual Portfolio is typically represented by the Combined Property Value or CPV of our portfolio.
<b>Percentage Rent</b>	Represents TTM cash percentage rent paid by the property.
<b>Property NOI</b>	Represents the net operating income (NOI) of the building/Safehold's ground lease tenant prior to paying ground lease rent.
<b>Rent Coverage</b>	The ratio of Property NOI as provided by the building owner or estimated Property NOI to the annualized Cash Rent due to Safehold. The Company uses estimates of the stabilized Property NOI if it does not receive current tenant information and for properties under construction or transition, in each case based on leasing activity at the property and available market information, including leasing activity at comparable properties in the relevant market.
<b>Safehold™/Safehold™ Ground Lease</b>	A ground lease originated and structured by Safehold.
<b>Underwritten Effective Yield</b>	The Effective Yield of a ground lease using our underwriting assumptions. This includes estimated land value, revenue, and CPI grow by no more than 2%.
<b>Unrealized Capital Appreciation (UCA)</b>	Calculated as the difference between CPV and the portfolio's Aggregate Cost Basis. The Company tracks UCA because we believe it provides relevant information with regard to the three key investment characteristics of our ground leases: (1) the safety of our position in a tenant's capital structure; (2) the quality of the long-term cash flows generated by our portfolio rent that increases over time; and (3) increases and decreases in CPV of the portfolio that will ultimately revert to us.