



INVESTOR PRESENTATION

December 2021

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.

Information in this presentation is as of September 30, 2021, unless otherwise indicated.

Investor Relations Contact

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Executive Summary

Safehold is the leader of the rapidly growing modern ground lease industry

Strong Growth

Large Market Opportunity

Market Leader

Inflation Protection

Inflation Protected
Cash Flows

Inflation Protected
Long-Term Liability Structure

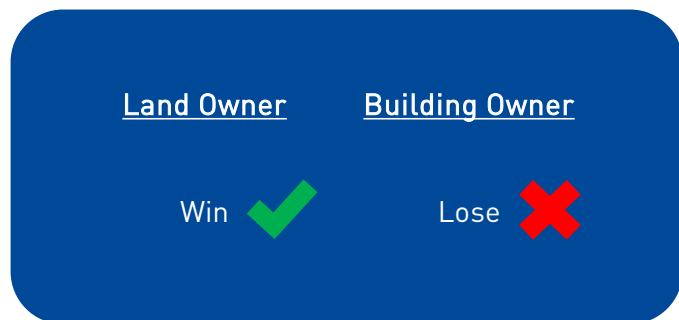
Upside of Unrealized Capital Appreciation (UCA)

UCA Measurement

UCA as a Scaling Asset

Why Safehold's Ground Lease is Better

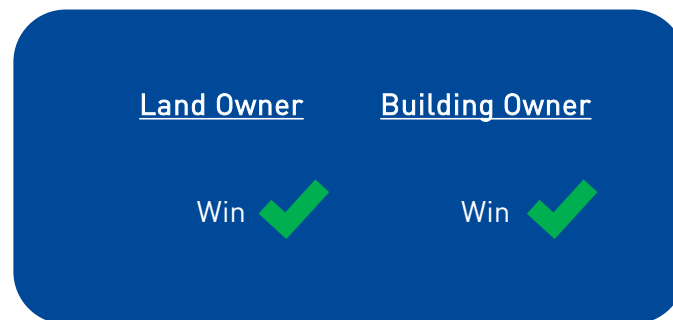
Old Ground Lease Industry



- One-sided ground lease hurts building value
- Building owner dislikes ground lease
- Addressable customer market small

- Private
- Undiversified
- Static Portfolio
- Complicated

Safehold Modern Ground Lease



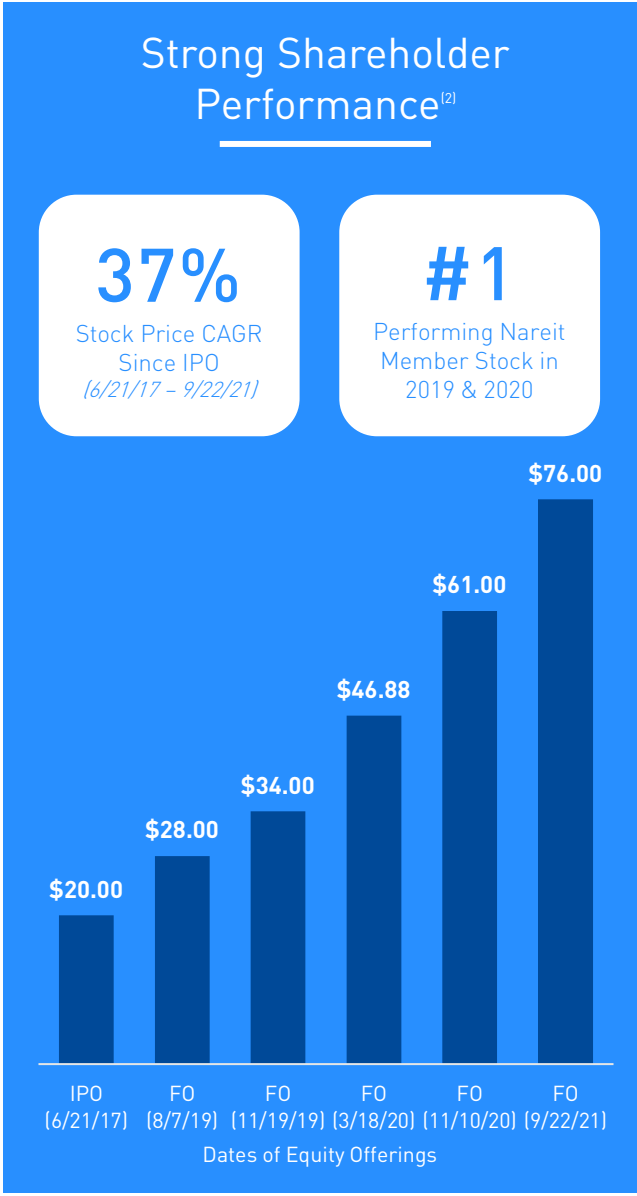
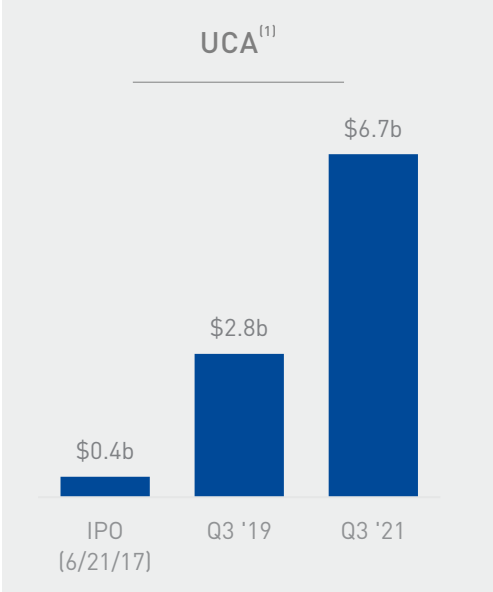
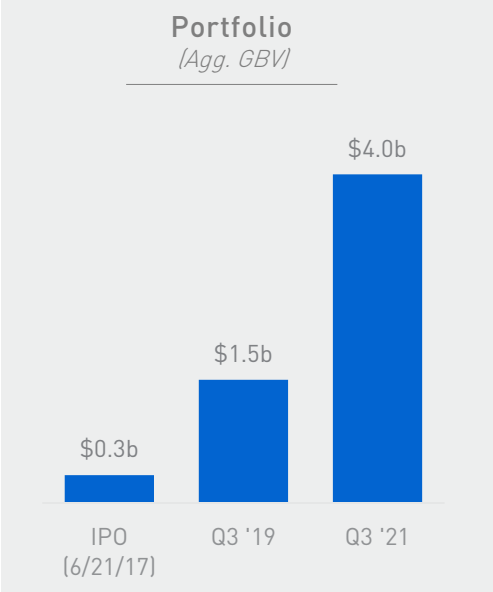
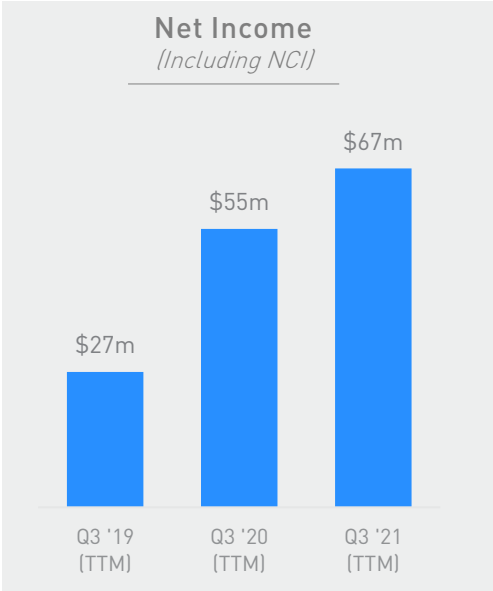
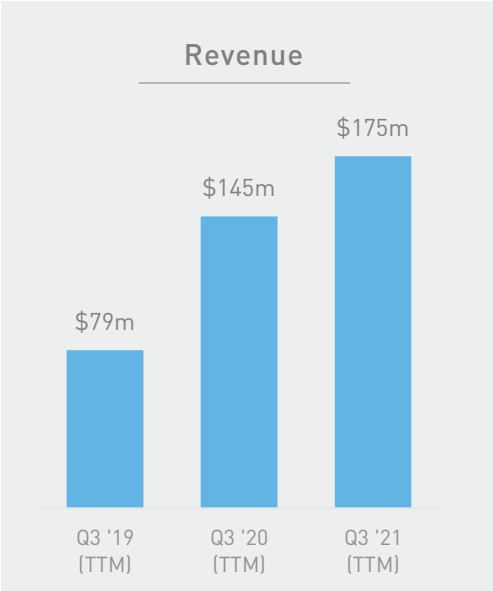
- Well-structured ground lease increases building value
- Building owner likes ground lease
- Addressable customer market large

- Publicly Traded
- Diversified
- Growing Portfolio
- Standardized

Better for
Customers

Better for
Investors

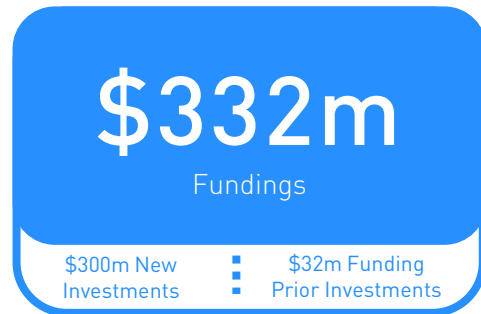
Strong Growth & Stock Performance



(1) Refer to the "Unrealized Capital Appreciation Details" slide in the Appendix for additional information.
 (2) Past performance is not indicative of future results.

Q3 '21 Investment Activity

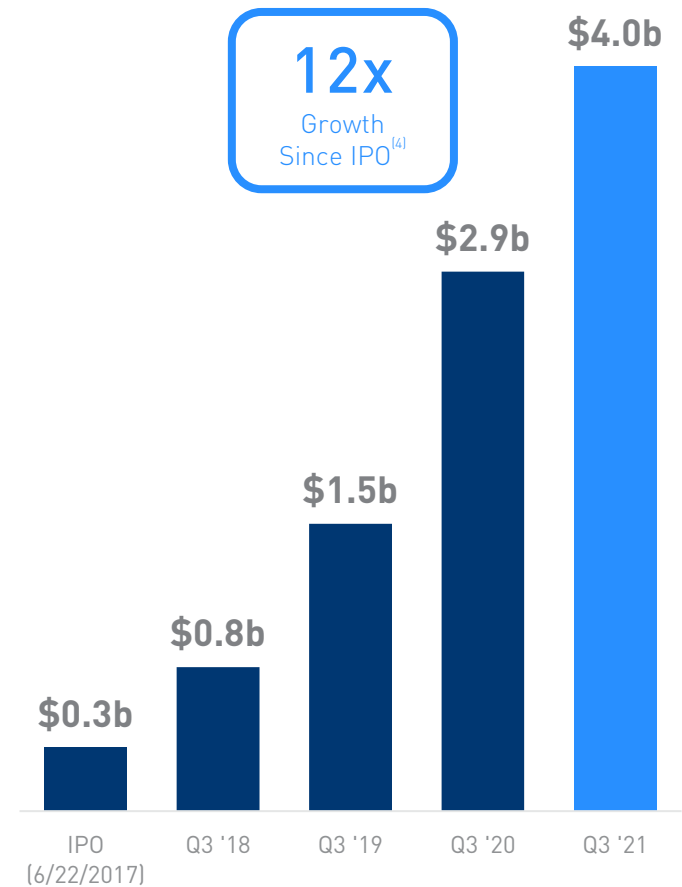
Quarterly Activity



Origination Metrics

- ☐ 4.9% w.a. Underwritten Effective Yield⁽²⁾
- ☐ 4.8% w.a. Effective Yield
- ☐ 41% w.a. GLTV⁽³⁾
- ☐ 3.2x w.a. Rent Coverage⁽³⁾
- ☐ 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.

Growth Opportunity is Large

Big Market

One of the
Largest Markets

**\$7
Trillion**

*Total estimated size of
institutional quality commercial
real estate in top 30 markets*

Annual Activity

**~\$1
Trillion**

*Estimate of annual CRE
acquisition, recapitalization, and
development transactions*

Unique Platform

First Mover Advantage

Only Public
Ground Lease Company

Only Investment Grade
Ground Lease Company
(Moody's: Baa1 / Fitch BBB+)

Largest Nationwide Ground
Lease Origination Team

Management Team with
Deep Experience

Diversified Institutional
Quality Portfolio

Scalability

Sector/Leader⁽¹⁾

Ground Lease/SAFE

\$4 billion
Mkt cap

VS.

Cell Tower/AMT
\$122 billion
Mkt Cap

Data Center/EQIX
\$71 billion
Mkt Cap

Casino Net Lease/VICI
\$26 billion
Mkt Cap⁽²⁾

Source: RCA Analytics and Management Estimates⁽³⁾

(1) Market capitalizations presented as of 12/3/21.

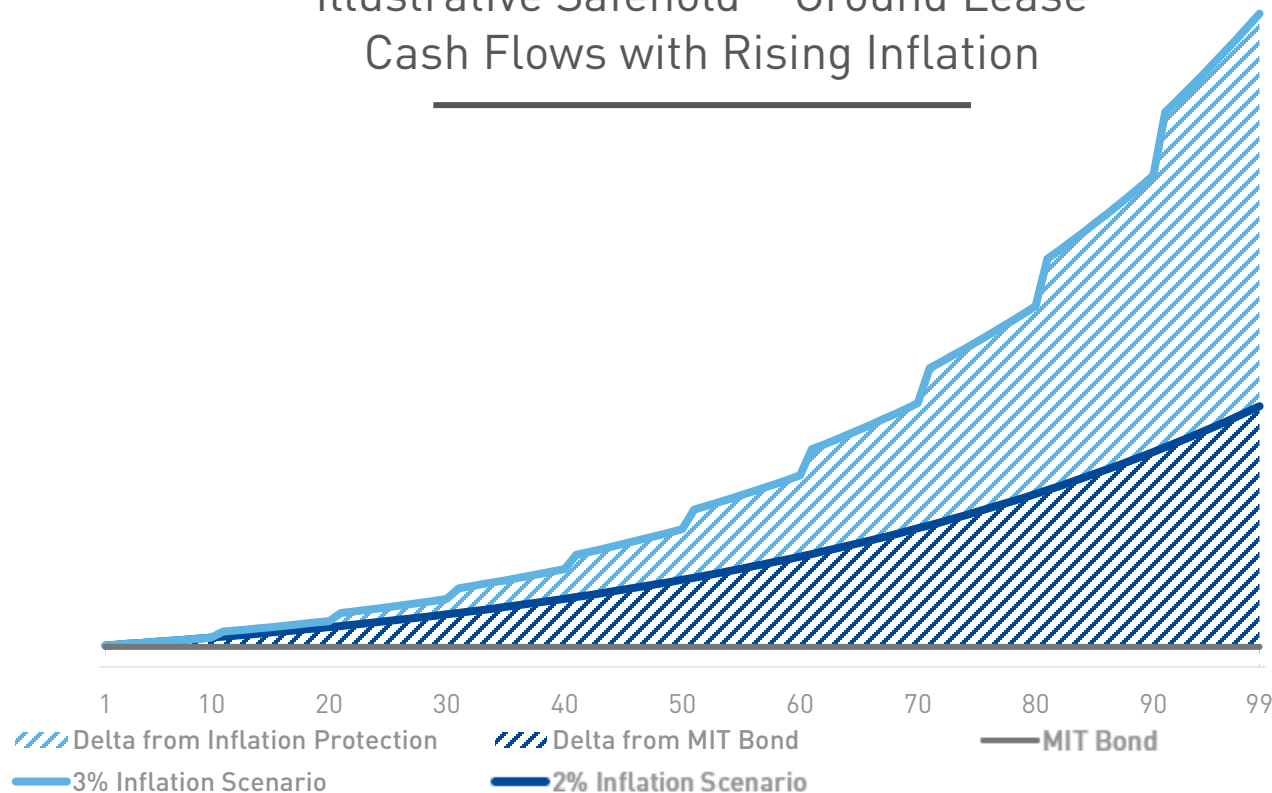
(2) Uses estimated share count post-merger with MGM Growth Properties (MGP) of 960m shares.

(3) Management estimate of annual commercial real estate activity in part based on Real Capital Analytics 2019 data showing (1) commercial real estate acquisitions of \$575 billion, (2) construction starts estimated value of \$295 billion and (3) commercial real estate loan refinancing among top 300 lenders of \$316 billion.

Inflation Protected Cash Flows

- ❑ CPI lookbacks in our portfolio provide significant inflation protection up to ~3% inflation⁽¹⁾
- ❑ Our Long-term fixed rate debt provides enhanced interest rate and inflation protection during its term

Illustrative Safehold™ Ground Lease
Cash Flows with Rising Inflation

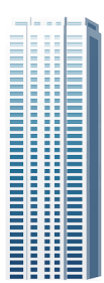


Note: Illustrative example of a diversified portfolio of modern ground leases that meet Safehold's investment target with a starting cash yield of 3.0% and 2.0% annual rent growth with CPI lookbacks every 10 years.
(1) A typical Safehold™ ground lease has periodic CPI lookbacks that are capped between 3% - 3.5%. 93% of Safehold's Current Portfolio has some form of inflation-linked protection through CPI lookbacks, fair market value resets, or percentage rent.

Unrealized Capital Appreciation (UCA)

Contractual Ownership

- At the end of its typical ground lease, SAFE will own everything on top of the land



UCA
(All value above basis)



Land Basis

Capital Appreciation Measurement

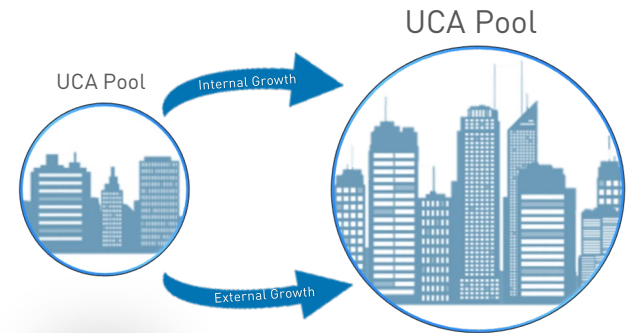
- We track and report the current **spot value** of UCA
- UCA is marked each quarter using current market estimates from CBRE

$$\text{CPV} - \text{Basis} = \text{UCA}$$

Combined Property Value (Land & Building) SAFE Land Basis Unrealized Capital Appreciation

Growth Dynamic

- “**External Growth**” - each time a Safehold ground lease is closed, more UCA is added to the pool of value
- “**Internal Growth**” - appreciation of buildings in the existing UCA portfolio



Understanding the UCA Asset

What Does It Mean to Be the Future Owner of Assets with a Current Value of \$6.7b?

What Does It Mean for An Asset to Grow from \$400m to \$6.7b in 4.5 years?

Because UCA is **tangible**, its underlying value **transparent** and its growth **trackable**, we believe this asset can be valued and unlocked separate from the cash flow stream

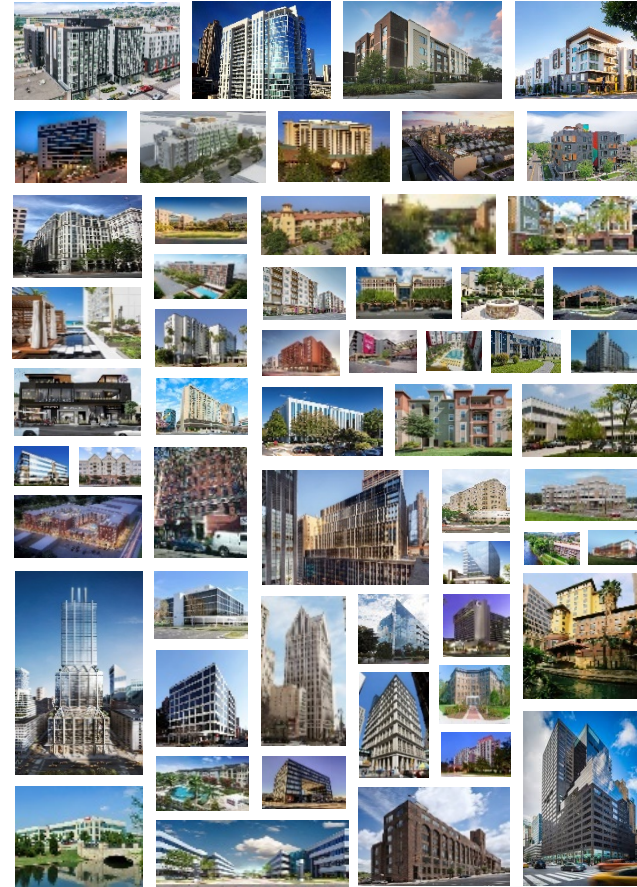
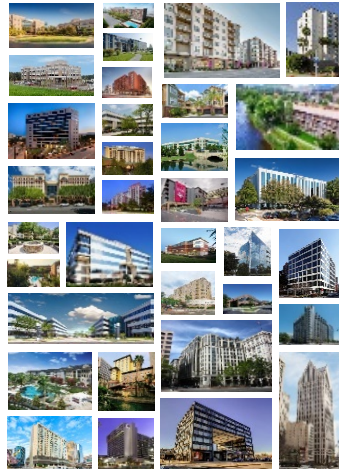
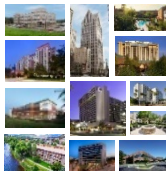
Current UCA Portfolio

89%

CAGR
(From IPO to Q3 '21)

+\$624m

from 7 new properties
added to UCA in Q3 '21⁽¹⁾



IPO
\$0.4b

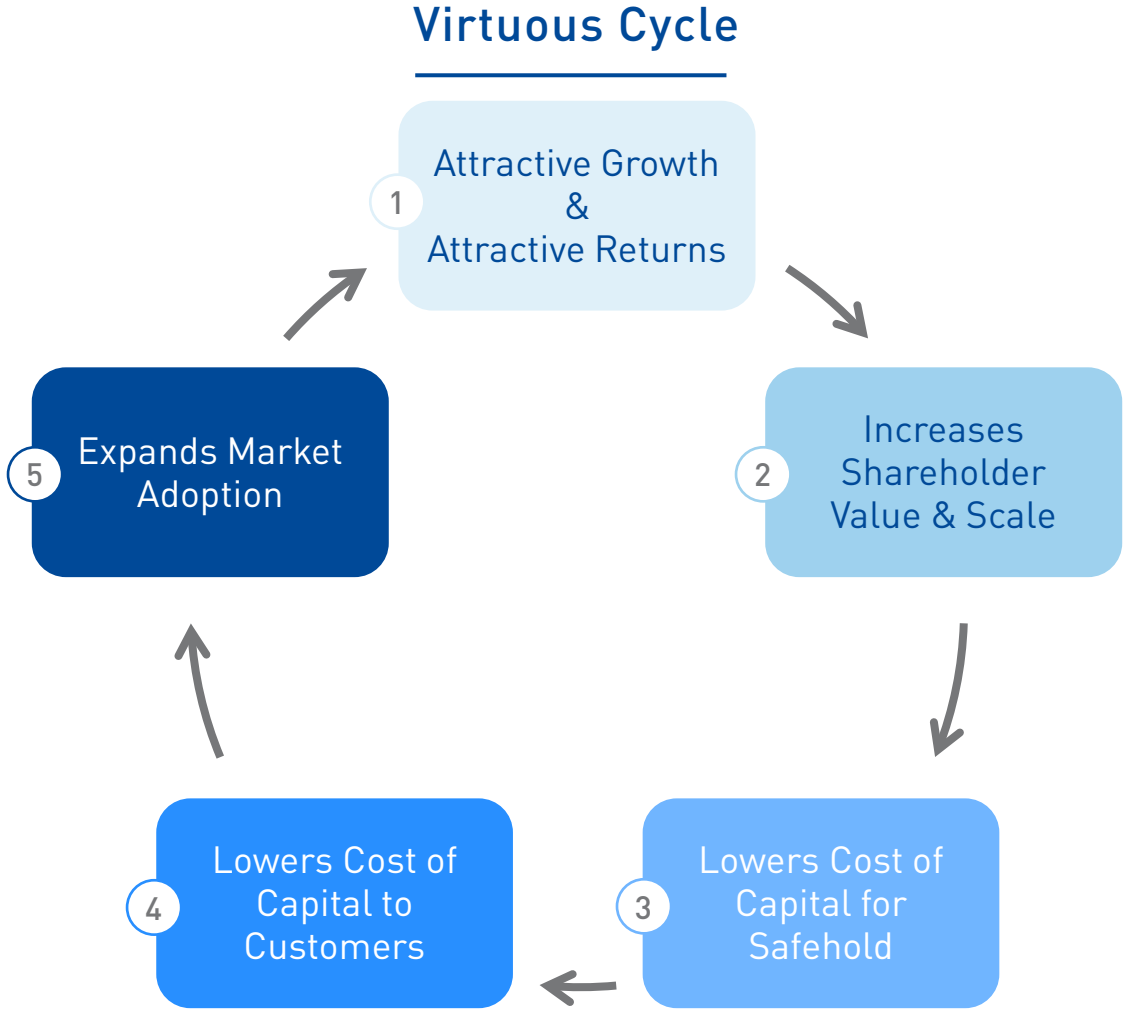
Q3 '19
\$2.8b

Q3 '21
\$6.7b

Note: Images show current pictures of certain buildings on land owned by SAFE that is leased to tenants. Under the terms of a typical Ground Lease, title to any then-existing improvements on the land reverts to SAFE at the end of the lease term. Please refer to SAFE's Current Report on Form 8-K filed with the SEC on October 21, 2021, which is incorporated herein by reference, for a more detailed explanation and presentation of the estimated UCA of our Owned Residual Portfolio as of September 30, 2021 and the methodology used to calculate it. Q3 '21 estimated UCA includes \$94m of unfunded commitments. See also the discussion of certain limitations and qualifications of estimated UCA set forth in that 8-K and the Risk Factors referenced therein, which may be found in our Annual Report on Form 10-K for the year ended December 31, 2020 and our subsequent Quarterly Reports on Form 10-Q. Please refer to the "Unrealized Capital Appreciation Details" slide in the Appendix for additional information.

(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.

Safehold's Growth Model

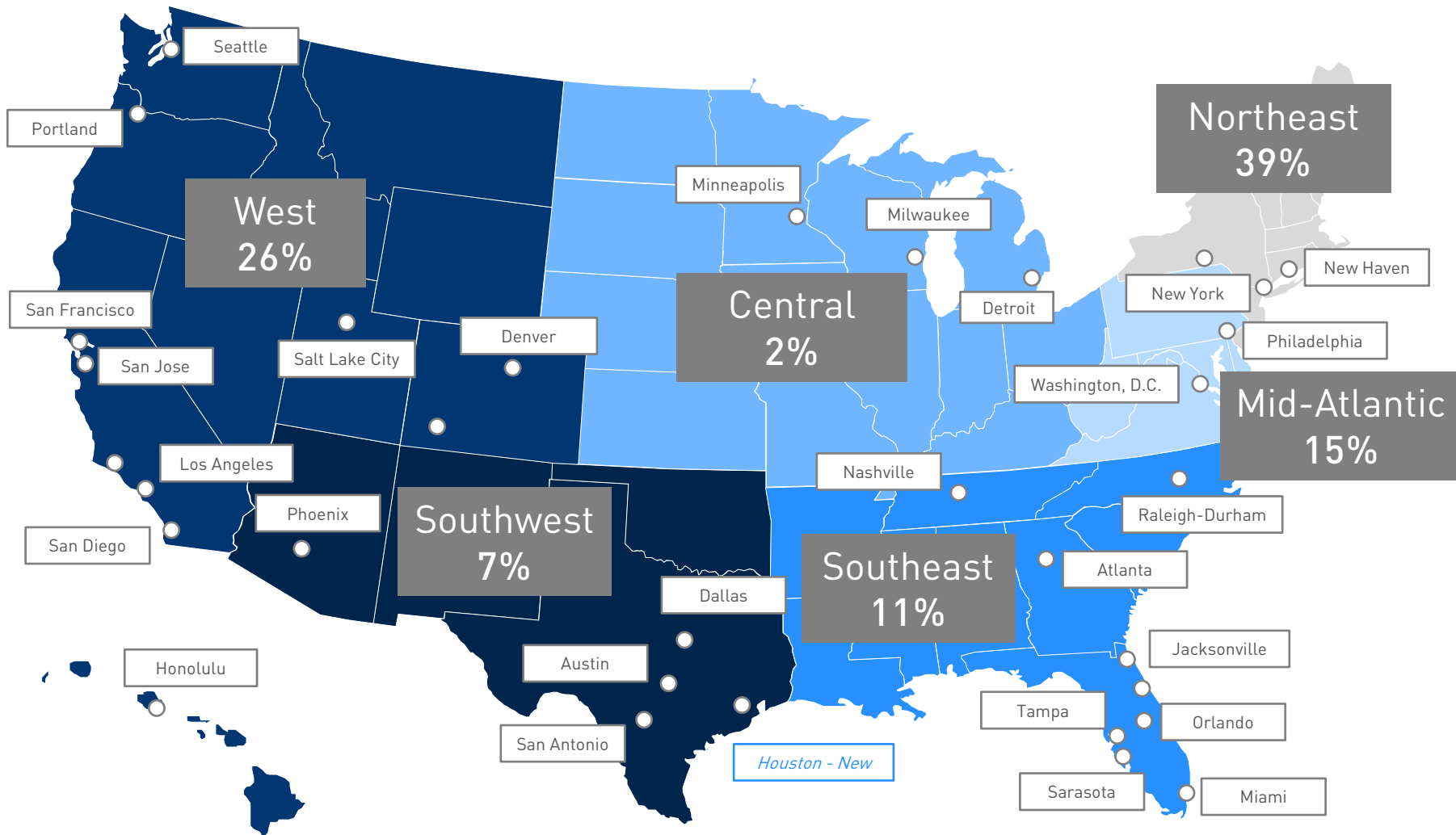


Safehold's business model promotes a virtuous cycle of growth and value creation

APPENDIX

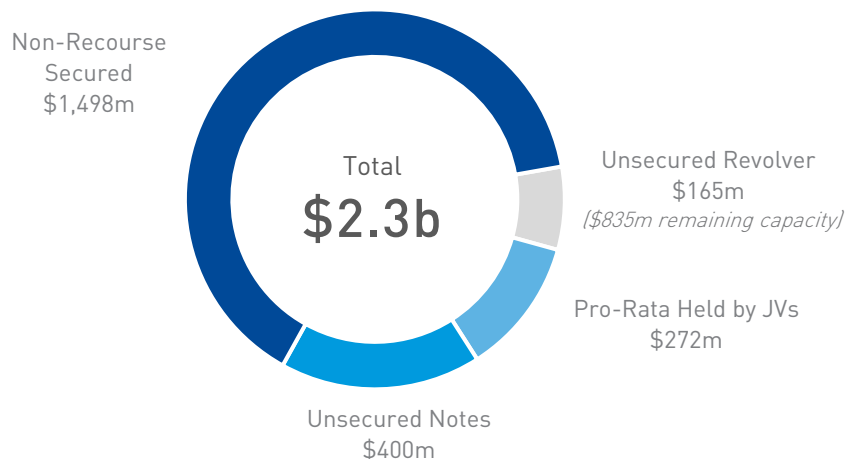
Geographic Breakdown

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



Capital Structure

Debt Overview



25 year w.a. maturity⁽¹⁾

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

Equity Offering

\$242m

Equity raised at
\$76 per share

Credit Ratings

Baa1

Moody's
(Stable Outlook)

BBB+

Fitch
(Stable Outlook)

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

(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.

Income Statements

	For the three months ended Sept 30,		For the nine months ended Sept 30,	
	2021	2020	2021	2020
Revenues:				
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
Total revenues	\$47,281	\$38,000	\$135,001	\$115,518
Costs and expenses:				
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
Total costs and expenses	\$31,049	\$24,620	\$88,585	\$73,821
Income from operations before other items	\$16,232	\$13,380	\$46,416	\$41,697
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	-
Net income	\$20,309	\$14,212	\$52,045	\$44,169
Net (income) attributable to non-controlling interests	(105)	(49)	(201)	(145)
Net income attributable to Safehold Inc. and allocable to common shareholders	\$20,204	\$14,163	\$51,844	\$44,024
Weighted avg. share count (basic)	53,498	51,153	53,347	50,158
Weighted avg. share count (diluted)	53,511	51,162	53,359	50,167
Earnings per share (basic & diluted)	\$0.38	\$0.28	\$0.97	\$0.88

Note: Figures in thousands except for share amounts.

Balance Sheets

	September 30, 2021	December 31, 2020
Assets:		
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
Total assets	\$3,824,982	\$3,208,970
Liabilities:		
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
Total liabilities	\$2,156,325	\$1,827,667
Equity:		
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)
Total Safehold Inc. shareholders' equity	\$1,665,978	\$1,379,123
Noncontrolling interests	\$2,679	\$2,180
Total equity	\$1,668,657	\$1,381,303
Total liabilities and equity	\$3,824,982	\$3,208,970

Portfolio Reconciliation

	IPO (6/22/17)	9/30/18	9/30/19	9/30/20	9/30/21
Net investment in Sales-Type Leases	-	-	\$465	\$1,089	\$1,802
Ground Lease receivables	-	-	\$73	\$480	\$691
Pro-rata interest in Ground Leases held as equity method investments	-	-	-	\$344	\$439
Real estate, net (Operating Leases)	\$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)
Gross Book Value	\$339	\$705	\$1,450	\$2,845	\$3,879
Add: Forward Commitments	-	64	83	34	94
Aggregate Gross Book Value	\$339	\$769	\$1,534	\$2,879	\$3,973
Less: Accruals to net investment in leases and ground lease receivables	-	-	(2)	(33)	(87)
Aggregate Cost Basis	\$339	\$769	\$1,531	\$2,847	\$3,886
Less: Forward Commitments	-	(64)	(83)	(34)	(94)
Cost Basis	\$339	\$705	\$1,448	\$2,813	\$3,792

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

Aggregate Cost Basis	Represents Cost Basis plus unfunded commitments. For unfunded commitments, it represents the aggregate future amount to be paid under the commitments.
Aggregate Gross Book Value	Represents the Current Portfolio plus unfunded commitments. For unfunded commitments, it represents the aggregate future amount to be paid under the commitments.
Annualized Cash Yield	Calculated as the annualized base Cash Rent plus Percentage Rent divided by Cost Basis.
Annualized Yield	Calculated as the annualized base Net Rent plus Percentage Rent divided by GBV.
Cash Interest Rate	The current cash interest rate of debt.
Cash Rent	Represents base ground lease income recognized excluding straight-line rent, amortization of lease intangibles, and non-cash income from sales-type leases.
Combined Property Value (CPV)	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.
Cost Basis	Represents the historical purchase price of an asset, including capitalized acquisition costs.
Current Portfolio	Represents the portfolio of assets owned at the date indicated, measured using Gross Book Value. Does not include unfunded commitments.
Effective Interest Rate	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.
Effective Yield	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.
GAAP Rent	Current period revenue from operating and sales-type leases recognized under GAAP.
Gross Book Value (GBV)	Represents Cost Basis plus accrued interest on sales-type leases.
Ground Lease-to-Value (GLTV)	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.
Ground Lease+ Commitment	Safehold's commitment to purchase ground leases from iStar contingent on certain development and timing criteria.
Net Rent	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.
Owned Residual Portfolio	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.
Percentage Rent	Represents TTM cash percentage rent paid by the property.
Property NOI	Represents the net operating income (NOI) of the building/Safehold's ground lease tenant prior to paying ground lease rent.
Rent Coverage	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.
Safehold™/Safehold™ Ground Lease	A ground lease originated and structured by Safehold.
Underwritten Effective Yield	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%.
Unrealized Capital Appreciation (UCA)	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.