Safehold

Q4 '20 & FY '20 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 December 31, 2020 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 Annual Report on Form 10-K for the year ended December 31, 2020 when it is filed with the SEC for a more fulsome discussion of our annual 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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Q4 ‘20 & FY ‘20 Highlights

Strong Performance in 2020

100%
Ground Rent Received

31%
FY Y/Y EPS Growth

#1
Best Performing Nareit Stock

Growing Momentum in Q4 ‘20

13
Record # of Ground Leases Closed

$331m
New Investment Activity

$3.2b
Ground Lease Portfolio

Positioned for Growth in 2021

Baa1/BBB+
Moody’s/Fitch Award Investment Grade Credit Ratings

$700m
Purchasing Power[1]

$600m
Total Upsized Capacity of Revolver[2]

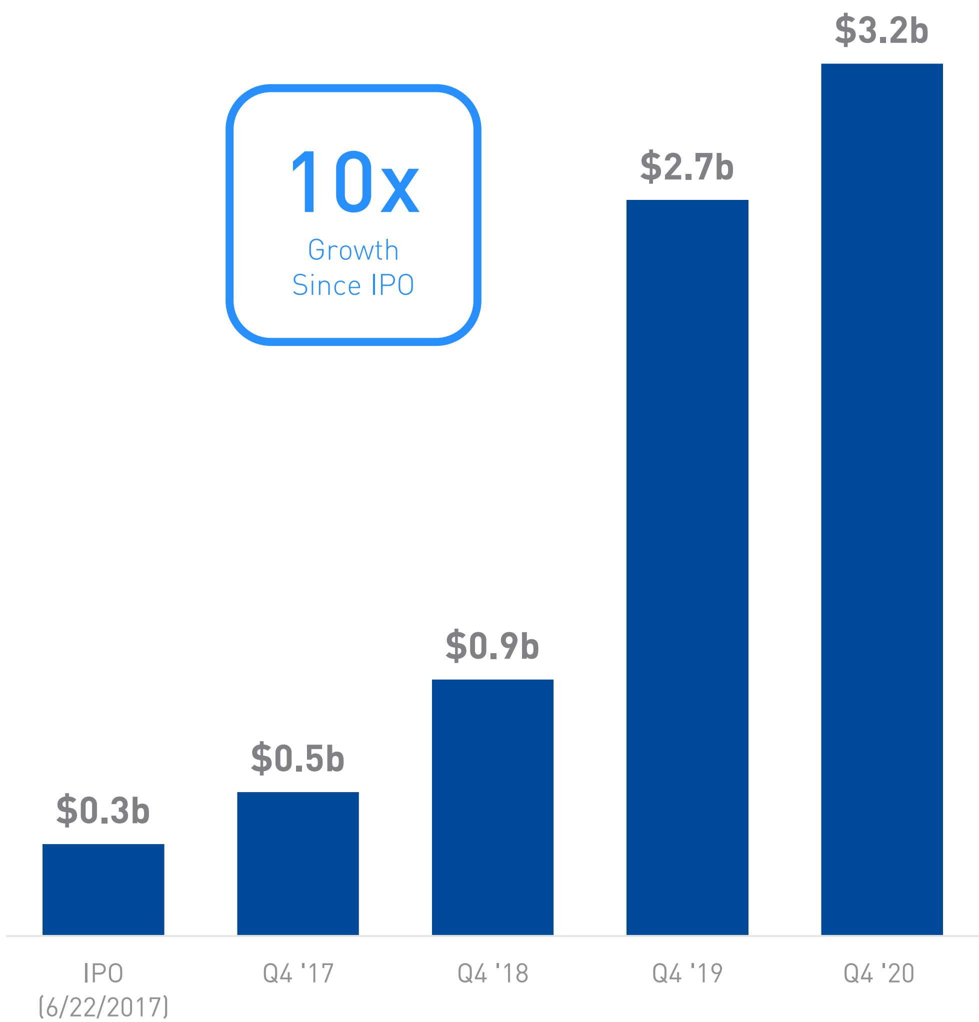
(1) Assumes our target leverage of 2x debt to equity and calculated using cash and revolving credit facility availability of $233m without pledging any additional assets under the facility.
(2) Subsequent to the end of the quarter, added new bank to revolving credit facility and upsized by $42.5m to $600m.

Earnings Results

	Quarterly Results			FY Results		
	Q4 ‘20	Q4 ‘19	Y/Y Growth	FY ‘20	FY ’19	Y/Y Growth
Revenue	$39.9m	$29.6m	+35%	$155.4m	$93.4m	+66%
Net Income *(Gross of NCI)*	$15.3m	$11.2m	+37%	$59.5m	$33.7m	+76%
EPS *(Diluted)*	$0.29	$0.25	+15%	$1.17	$0.89	+31%

Portfolio Expansion

(Aggregate Gross Book Value)



$331m

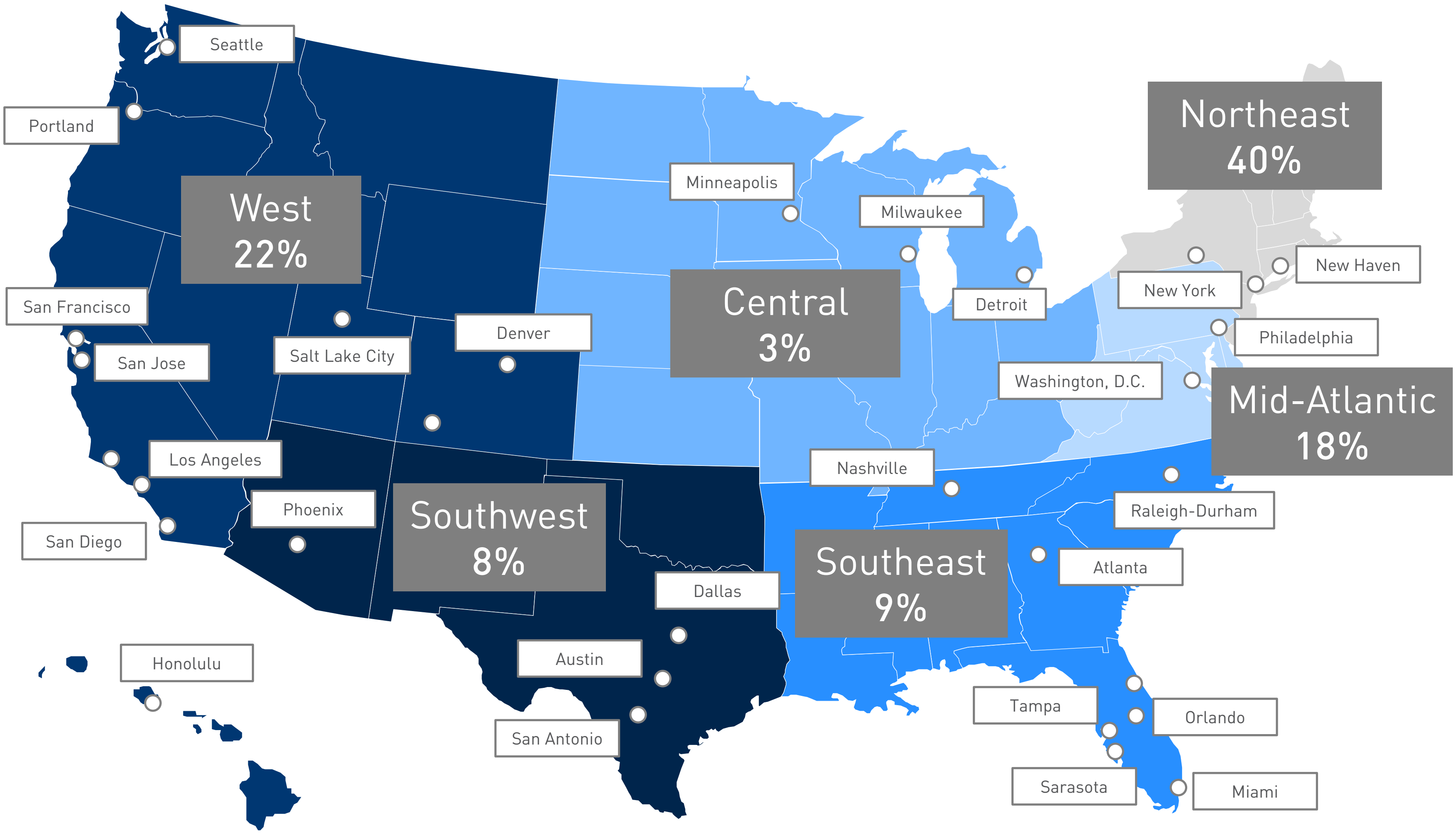
Q4 '20 Investment Activity

- 5.1% w.a. Underwritten Effective Yield[1]
- 4.7% w.a. Effective Yield
- 41% w.a. GLTV
- 3.8x w.a. Rent Coverage
- 13 ground lease transactions
- 8 markets
- 8 new clients

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 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.

Geographic Breakdown

(Current Portfolio Gross Book Value: $3,201m)



Portfolio Metrics

(Current Portfolio Gross Book Value: $3,201m)

Yield Metrics[1]

Annualized Yield

5.4%

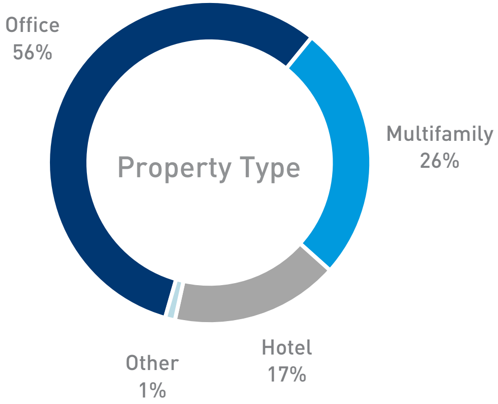
($174m Annualized In-Place GAAP Rent, Net)

Annualized Cash Yield

3.5%

($111m Annualized In-Place Cash Rent)

Property Type



Credit Metrics[2]

W.A. Rent Coverage

3.4x

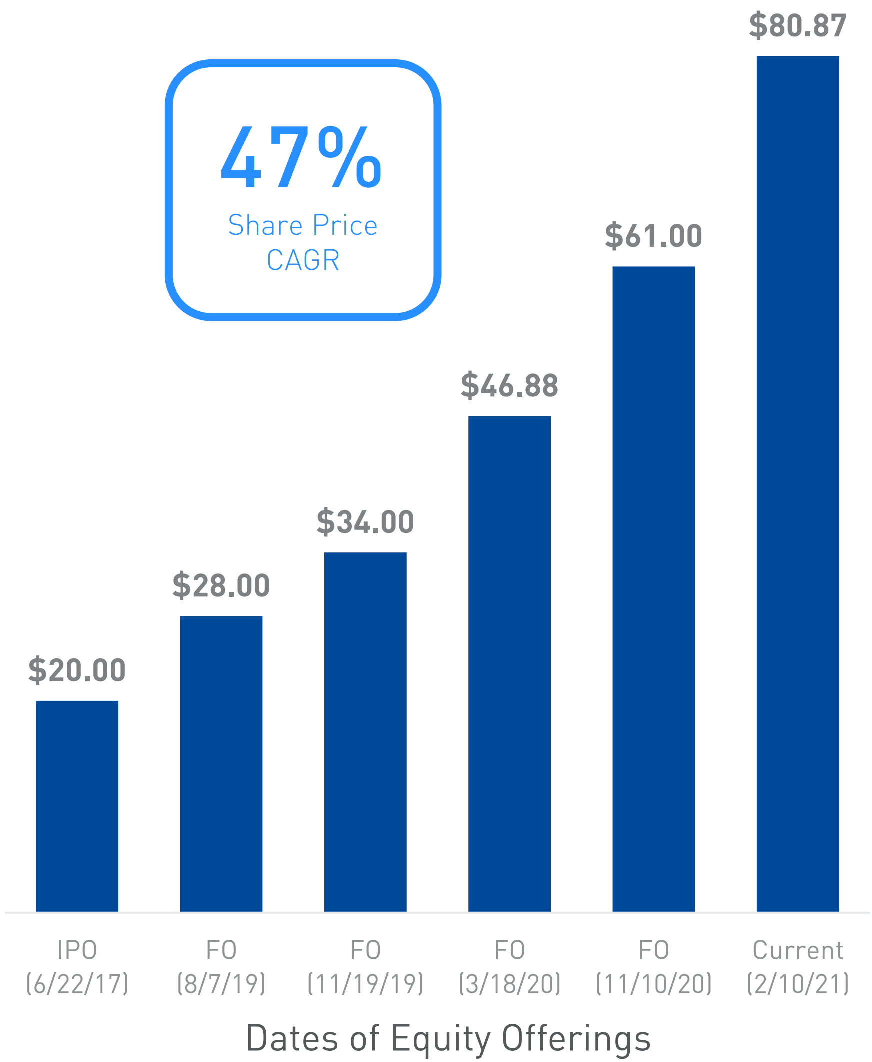
W.A. GLTV

40%

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.

Strong Stock Performance



$121m
Equity Raised in Q4 '20 at $61 per share

#1
Best Performing Nareit Stock in 2020

82%
Total Shareholder Return in 2020

Investment Grade Credit Ratings

In February, Safehold was awarded investment grade credit ratings, reflecting the high quality, long duration nature of its portfolio

Baa1

Moody's Credit Rating
Outlook: Stable

"Safehold has been making inroads modernizing ground leases in the U.S. in the market that has historically been somewhat undeveloped and fragmented. Modernized ground leases' long-term nature as well as their substantial asset protection support Safehold's robust asset quality."

- Moody's Investors Services

BBB+

Fitch Credit Rating
Outlook: Stable

"The ratings reflect SAFE's focus on the relatively low-risk ground lease asset class, which is characterized by growing, long-dated revenue streams and significant overcollateralization, strong asset quality performance, consistent profitability, a scalable business model, low leverage, long-duration funding, solid dividend coverage, and the company's relationship with iStar Inc., which provides access to sponsor relationships and industry expertise."

- Fitch Ratings

Capital Structure

$4.3b
Equity Market Cap[1]

$1.4b
Book Equity

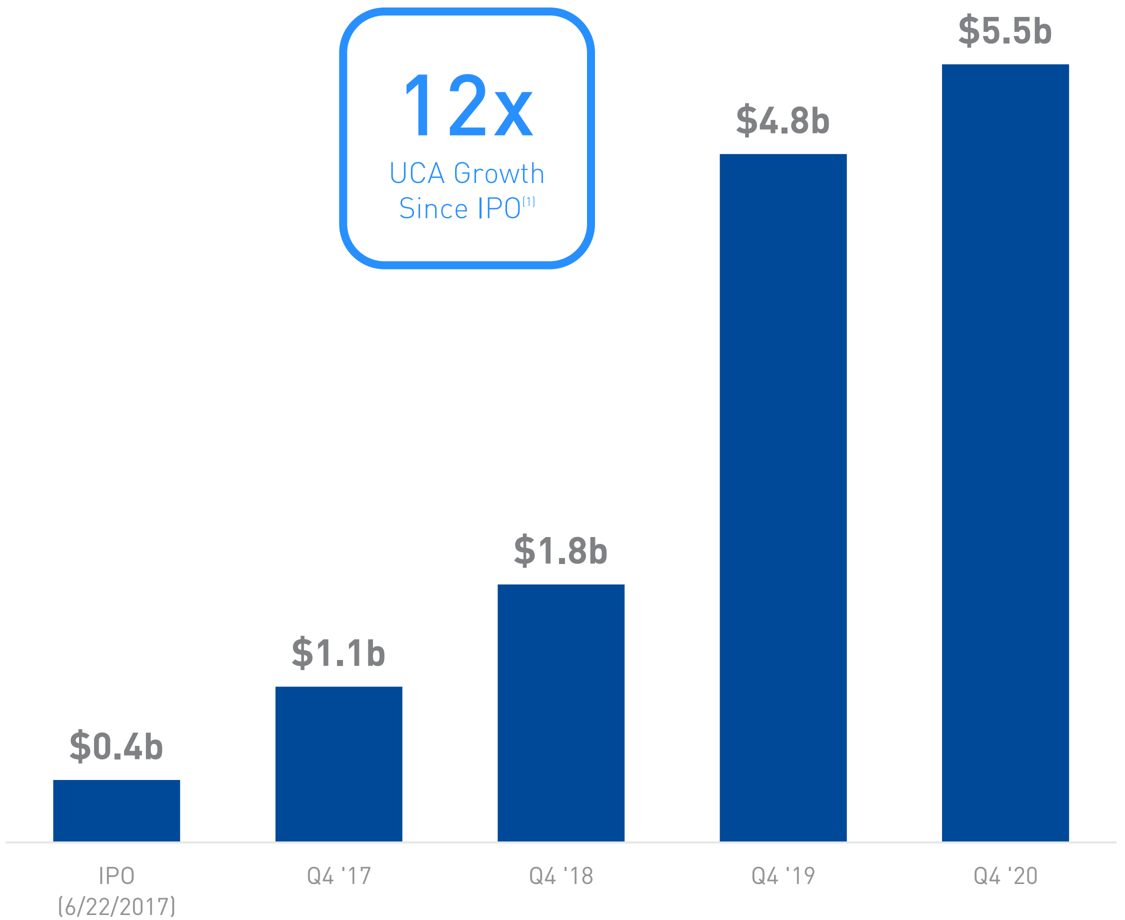
- $233m cash and revolving credit facility availability
- $700m purchasing power *(assuming 2x leverage)*
- 0.4x debt / equity market cap[1]
- 1.2x debt / book equity

$1.7b
Total Debt[2]

- ~140 bps accretive spread
  - 5.4% w.a. Annualized Yield of portfolio
  - 4.0% w.a. Effective Interest Rate
- 3.1% w.a. Cash Interest Rate[3]
- 31 years w.a. maturity
- In Q4, added new bank to revolving credit facility and upsized by $32.5m
- Subsequent to the end of the quarter, added new bank to revolving credit facility and upsized by $42.5m to $600m

(1) Market cap calculated as of 2/10/21 with a share price of $80.87.
(2) Includes $0.2b of debt, which represents Safehold's pro-rata share of debt associated with non-consolidated joint ventures (equity method investments). Excludes the revolving credit facility, which had a $0.2b outstanding balance at December 31, 2020.
(3) Portfolio generates a 3.5% w.a. Annualized Cash Yield or ~40bps positive cash spread.

Unrealized Capital Appreciation (UCA)



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 a definition of Owned Residual Portfolio and Unrealized Capital Appreciation. SAFE relies in part on CBRE's appraisals of the Combined Property Value, or 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. Please refer to our Current Report on Form 8-K filed with the SEC on February 11, 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, for a discussion of risk factors related to these calculations. 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 other certain events. Under a shareholder-approved plan, management has the right to participate in up to 15% of UCA under certain circumstances, subject to time-based vesting. See the Company's 2019 proxy statement for additional information on the long-term incentive plan.

APPENDIX

Income Statements

	For the three months ended Dec 31,		For the twelve months ended Dec 31,	
	2020	2019	2020	2019
Revenues:				
Operating lease income	$17,252	$17,227	$72,340	$72,071
Interest income from sales-type leases	22,529	11,697	81,844	18,531
Other income	128	662	1,243	2,794
Total revenues	**$39,909**	**$29,586**	**$155,427**	**$93,396**
Costs and expenses:				
Interest expense	$16,543	$11,653	$64,354	$29,868
Real estate expense	653	590	2,480	2,673
Depreciation and amortization	2,369	2,348	9,433	9,379
General and administrative	5,809	3,883	22,733	14,435
Other expense	49	300	243	899
Total costs and expenses	**$25,423**	**$18,774**	**$99,243**	**$57,254**
Income from operations before other items	**$14,486**	**$10,812**	**$56,184**	**$36,142**
Loss on early extinguishment of debt	-	-	-	(2,011)
Earnings (losses) from equity method investments	832	356	3,304	(403)
Net income	**$15,318**	**$11,168**	**$59,488**	**$33,728**
Net (income) attributable to non-controlling interests	(48)	(49)	(194)	(6,035)
Net income attributable to Safehold Inc. and allocable to common shareholders	**$15,270**	**$11,119**	**$59,294**	**$27,693**
Weighted avg. share count (basic)	**52,264**	**43,651**	**50,688**	**31,008**
Weighted avg. share count (diluted)	**52,275**	**43,651**	**50,697**	**31,008**
Earnings per share (basic & diluted)	**$0.29**	**$0.25**	**$1.17**	**$0.89**

Note: Figures in thousands except for share amounts.

Balance Sheets

	December 31, 2020	December 31, 2019
Assets:		
Real estate:		
Real estate, at cost	$752,420	$687,902
Less: accumulated depreciation	(22,314)	(16,286)
Real estate, net	$730,106	$671,616
Real estate-related intangibles assets, net	242,166	242,837
Total real estate, net and real estate-related intangible assets, net	$972,272	$914,453
Net investment in sales-type leases	1,305,519	984,598
Ground Lease receivables, net	577,457	397,087
Equity investments in Ground Leases	129,614	127,524
Cash and cash equivalents	56,948	22,704
Restricted cash	39,519	24,078
Deferred operating lease income receivable	93,307	58,303
Deferred expenses and other assets, net	34,334	37,814
Total assets	**$3,208,970**	**$2,566,561**
Liabilities:		
Accounts payable, accrued expenses, and other liabilities	$76,673	$43,008
Real estate-related intangible liabilities, net	66,268	57,333
Debt obligations, net	1,684,726	1,372,922
Total liabilities	**$1,827,667**	**$1,473,263**
Equity:		
Safehold Inc. shareholders' equity:		
Common stock	$532	$478
Additional paid-in capital	1,412,107	1,132,603
Retained earnings (accumulated deficit)	23,945	(2,146)
Accumulated other comprehensive loss	(57,461)	(39,123)
Total Safehold Inc. shareholders' equity	**$1,379,123**	**$1,091,812**
Noncontrolling interests	$2,180	$1,486
Total equity	**$1,381,303**	**$1,093,298**
Total liabilities and equity	**$3,208,970**	**$2,566,561**

Note: Figures in thousands.

Portfolio Reconciliation

	IPO (6/22/17)	12/31/17	12/31/18	12/31/19	12/31/20
Net investment in Sales-Type Leases	-	-	-	$985	$1,306
Ground Lease receivables, net	-	-	-	$397	$577
Pro-rata interest in Sales-Type Leases held as equity method investments	-	-	-	$340	$345
Real estate, net (Operating Leases)	$265	$409	$660	$672	$730
Add: Accumulated depreciation	1	4	10	16	22
Add: Lease intangible assets, net	123	139	263	243	242
Add: Accumulated amortization	1	3	9	16	23
Add: Other assets	-	-	-	24	23
Less: Lease intangible liabilities, net	(51)	(58)	(58)	(57)	(66)
Less: Non-controlling interest	-	-	(2)	(2)	(2)
Gross Book Value	$339	$497	$883	$2,634	$3,201
Unfunded Commitments	-	34	64	81	19
Aggregate Gross Book Value	$339	$531	$947	$2,715	$3,219
Less: Accruals to net investment in leases and ground lease receivables	-	-	-	(7)	(42)
Aggregate Cost Basis	$339	$531	$947	$2,708	$3,177

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

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 Gross Book Value.
Annualized Yield	Calculated as the annualized base GAAP Rent, Net plus Percentage Rent divided by Gross Book Value.
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.
Cost Basis	Represents the historical purchase price of an asset, including capitalized acquisition costs.
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.
Current Portfolio	Represents the portfolio of assets owned at the date indicated, measured using Gross Book Value. Does not include unfunded commitments.
Effective Yield	Computed similarly to effective yield on a bond, using the rate implicit in the lease based on the contractual future cash flows and a residual equal to our cost of the land.
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.
GAAP Rent	Current quarter revenue from operating and sales-type leases recognized by GAAP.
GAAP Rent, Net	GAAP Rent less depreciation & amortization. This includes the amortization of a right of use asset recorded as real estate expense (totals $1.4m annualized). Includes our proportionate share of amortization from our equity method investment.
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.
Owned Residual Portfolio	Represents the portfolio of properties under which Safehold owns a ground lease and reflects Safehold's right to the 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 percentage rent of ground lease assets.
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.