



SHARON CASTELINO MBA, LL.M., ICD.D

CORPORATE DIRECTOR | FINANCIAL SERVICES EXECUTIVE

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PROFILE

Exemplary track-record as a Financial Services Executive & Corporate Director developed over 30 years, from start-up to institutional banks and across global jurisdictions. Often described as a *trailblazer*, Sharon is a trusted leader, advisor, and mentor, passionate about governance and innovation. A lifelong learner and dynamic speaker, Sharon has delivered over 30 keynotes in Canada, US and India. Sharon identifies as she/her and BIPOC and is based in Toronto, Canada.

EDUCATION

MASTER OF LAWS

Osgoode Hall Law School

PARTNERS, DIRECTORS & OFFICERS CERTIFICATE

Canadian Securities Institute

ICD.D Designation

Institute of Corporate Directors

DIRECTORS EDUCATION PROGRAM

Rotman School of Management, UofT

MBA & IVEY SCHOLAR

Ivey Business School, Western University

MORTGAGE AGENT & ACCREDITED MORTGAGE PROFESSIONAL

Financial Services Regulatory Authority (FSRA)

CERTIFIED GREEN BELT

International Association for Six Sigma Certification (ICGB)

BACHELOR OF ARTS

McGill & York Universities

BOARD SERVICE

- 2022 - Present** **Global Advisory Board, Key Bank / Life@Key**
Advisor to CEO & Executive Committee for "housing as a service" platform
- 2019 - Present** **Advisory Board, Kognitive Tech & Optimy.AI**
Advisor to CEO including new verticals for technological assets
- 2021** **Chair & CEO, Regent Capital**
Interim role to ensure successful wind-up of firm (corporate finance & retail wealth), including final audits and transition of customers and employees
- 2019 - 2020** **Director, Hampton Financial (TSV:HFC) & subsidiaries**
Served on Audit and Governance committees (non-independent Director)
- 2011 - 2018** **Director & Chair (2015-16), Haliburton Club**
First female Director & Chair; multi-million corporate fundraising and governance
- 2011 - 2018** **Director & Investment Committee, Toronto Scouts Foundation**
First female Director; multi-million investment fund & governance
- 2009 - 2010** **Director, Solidifi Charitable Foundation**
Employee-organized fundraising, benefitting national charities
- 2005 - 2011** **Co-Chair, Catholic School Advisory Committee**
Financial and policy governance; numerous public and unionized stakeholders.
- 2004 - 2009** **Executive Director, HLC Charitable Foundation**
Founding Director responsible for full oversight and governance.

SKILLS & EXPERTISE

	EXPERIENCE	
	MED	HIGH
Accounting, Audit & Financial	●	
Corporate Governance & ESG		●
Corporate Development, Mergers & Acquisition		●
Executive Compensation & Human Resources		●
General Business Management & Lifecycle		●
Global	●	
Legal, Risk & Regulatory		●
Operations & Transformation		●
Public Relations	●	
Strategy Development & Execution		●
Technology, Data & Digital	●	

"Sharon is a consummate professional, high integrity and personal values. Her actions and accomplishments speak louder than words."

Andrew Charles
Director, DUO Bank
CEO, Canada Guaranty

"I am extremely thankful to have Sharon's expertise and commitment... The bank has been able to realize and celebrate numerous achievements thanks to Sharon's vision, leadership and partnership. We would not be where we are today without her leadership and dedication."

Karine Abgrall-Teslyk
EVP, Laurentian Bank

"I have had the privilege of knowing Sharon both personally and professionally over the last 30 years and I can attest to her integrity, professionalism and commitment...I know she will serve as an inspiration and example to others..."

Debbie McPherson
SVP, Sagen
a Brookfield subsidiary

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KEYNOTES

2019

"Visiting Academic"

Ivey Leader Project, Serbia

Topic: 3-week Accelerated MBA for Executives & Business Owners

2018

Life Time Inc.

Topic: Motivational Keynote for Sales Executives & Health Professionals

2015-2019

Ivey Business School

Topic: Motivational Keynote for Executive MBA Cohorts

2017

Credit Association of GTA

Topic: Canadian Regulatory Landscape & Implications for Lenders

2011

Human Resources Professionals Association National Conference

Topics: 'Leadership Imperatives' & 'Getting to the Boardroom Table'

2010

Canadian Association of Accredited Mortgage Professionals National Conference

Topic: Fraud Trends & Risk Mitigation Strategies

1999-2004

Brookfield-Royal LePage National Conferences

Topic: Canadian Economic & Housing Sector Update

1998-2003

Prudential Real Estate North American Network Conferences

Topic: Canadian Economic & Housing Sector Update

1995

Equifax National Affiliates Conference

Topic: CIBC's Alternate Delivery Mortgage Strategy

CAREER HIGHLIGHTS

2018 - Present: Independent Director and/or Executive Officer (multiple companies):

- Executive-in-Residence, Women Get On Board
- Head, Real Estate Secured Lending, Laurentian Bank of Canada & B2B Bank (TSE:LB). Responsible to build, lead and transform residential mortgage financing division of bank, 38% of bank's assets.
- CEO of Regent Capital - boutique IIROC investment firm
- COO of Westmount Family Office - portfolio companies included corporate finance, M&A, proxy advisory, ESG, marketing and public relations.
- President & COO, Hampton Financial (TSV:HFC) - full-service investment dealer, including institutional sales, retail and corporate finance.
- Managing Director, TerraCotta Group of Companies - private equity, wealth advisory & capital financing services.

2013 - 2018: Vice President, Home Financing, Scotiabank (TSE:BNS).

Successfully developed and executed transformational business strategy, resulting in 5x annualized asset growth within a ~\$230Billion portfolio. Exceeded all other KPIs. Named top 7 female leader bank-wide.

2011 - 2013: Vice President, Global Operations & Technology, TD Bank (TSE:TD).

Successfully developed and executed global operational integration strategy - 'one-back office' - transforming international workforce of 1700+ employees in four countries (Canada, US, India, The Philippines). Exceeded all other KPIs. 2012 United Way Co-Chair.

2009 - 2010: COO & Executive Vice President at Real Matters (TSE:REAL).

North American fintech (SaaS) specializing in property data services. Responsible for international corporate development, Canadian P&L and R&D. Delivered +260% net revenue and launched Property & Casualty Insurance subsidiary through acquisition. Earned #2 on Deloitte's Top 50 Fastest Growing Tech Companies (2010).

1996 - 2009: President, President's Choice Financial and Home Loans Canada, CIBC subsidiaries (TSE:CM).

Delivered \$11-14 Billion annualized asset growth over 10-year period and oversight of multi-functional workforce of 2000+ employees (contact centre, sales, marketing, finance, treasury).

1995 - 1996: North American Sales & Marketing Executive, Equifax (NYSE:EFX).

Responsible for strategy development and execution for US and Canadian clients consisting of governments, banks, credit unions, retail, telecommunications, and payment services. Increased EBIT by 22% / \$122Mil and developed multiple "first-ever" credit automation solutions and risk modeling.

1993 - 1995: Director & Project Manager, National Mortgage Salesforce, CIBC (TSE:CM).

Co-architect of mobile mortgage salesforce distribution strategy - first of its kind in Canada. Built and led operational, marketing and point-of-sale technology solutions for remote customer acquisition, risk adjudication, onboarding and cross-sell.

1988 - 1993: Branch Banking at Royal Bank, CIBC and Canada Trust.

Promoted from Teller to Assistant Branch Manager, sales, service, foreign exchange, investments, and lending.

"I have personally experienced Sharon delivering impeccable presentations about the economy and housing industry."

Jacqueline Nimer
Harvey Kalles Real Estate

"Sharon is a supportive leader, colleague and mentor that invests time in everyone she meets, and this aspect of her character has sustained over the 26 years I've known her. She has been instrumental in the development of both people and organizations and has remained forthright and genuine throughout."

Frank Petrin
Regional Executive
Bank of Montreal

"Sharon, Thank you so very much for leading the panel discussion at Ivey. It was a great event and the participants received excellent advice from you. Thank you for sharing your stories."

Kirsten Wells
Associate Director,
Ivey Business School at
Western University