SHARON CASTELINO MBA, LLM, ICD.D

CORPORATE DIRECTOR | FINANCIAL SERVICES EXECUTIVE

416.560.0140 scastelinowontorra@gmail.com Linkedin.com/in/sharoncastelino

PROFILE

A trusted and award-winning leader, advisor, and mentor with an exemplary track record as a Financial Services Executive (30+ years) and Corporate Director (20 years).

Often described as a trailblazer and innovator, Sharon has successfully developed and executed strategies across diverse industries, in highly regulated environments and complex stakeholder groups.

Versatile and collaborative, Sharon has served as Chair for profit and non-profit boards, as a member of investment, governance, audit, and nominating committees, within both the public and private sectors.

Leadership accountability has included billion-dollar P&Ls, multi-disciplinary teams across global jurisdictions, joint-ventures, and public-private partnerships.

A lifelong learner and dynamic speaker, Sharon has earned distinguished academic achievement and delivered numerous keynotes on a variety of topics. She resides in Toronto and identifies as BIPOC.

EDUCATION

MASTER OF LAWS (Business)
Osgoode Hall Law School

PARTNERS, DIRECTORS & OFFICERS CERTIFICATE (PDO)
Canadian Securities Institute

ICD.D Designation
Institute of Corporate Directors

DIRECTORS EDUCATION PROGRAM
Rotman School of Management, University of Toronto

MBA & IVEY SCHOLAR
Ivey Business School, Western University

CERTIFIED GREEN BELT
International Association for Six Sigma Certification (ICGB)

BACHELOR OF ARTS
McGill & York Universities

BOARD SERVICE

For Profit

2023-Present	**Director, Profound Impact Corporation** AI-platform optimizing educational research grants, a $300Bil global market opportunity
2023-Present	**Director & Special Committee Chair, Move Health Holdings** National network of allied health clinics and telemedicine focused on rapid expansion through accretive M&A
2022-Present	**Global Advisory Board, Key Living Corp.** SaaS fintech resolving housing attainability and affordability via comprehensive public-private partnership
2019-2022	**Advisory Board, Kognitive Tech & Optimy.AI** Canadian fintech offering sales and marketing optimization through collaborative human and artificial intelligence.
2021	**Chair & CEO, Regent Capital** Interim role to ensure successful wind-up of IIROC investment firm including regulatory & financial audits, transfer of customers and assets and employee transition
2019-2020	**Director, Hampton Financial (TSV:HFC) & subsidiaries** Audit & Governance committees of boutique investment bank (retail wealth, corporate finance, institutional sales & insurance)

Non-Profit

2023-Present	**Director, Global Ivey Alumni Network** **Co-President, Ivey Alumni Network, Toronto Chapter**
2011-2018	**Director & Chair (2015-16), Haliburton Club**
2011-2018	**Director & Investment Committee, Toronto Scouts Foundation** Multi-million investment fund governance and oversight of third-party investment asset manager
2009-2010	**Director, Solidifi Charitable Foundation**
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 governance oversight

SKILLS & EXPERTISE

	Experience (Years) 15+	20+
Accounting, Audit & Financial		●
Corporate Governance & ESG		●
Corporate Development, Mergers & Acquisition		●
Executive Compensation & Human Resources	●	
Legal, Risk & Regulatory		●
Operations & Transformation		●
Public Relations, Marketing & CEM	●	
Strategy Development & Execution		●
Technology, Cybersecurity, 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
Director, Canadian Red Cross

"I have had the privilege of knowing Sharon as a board director and special advisor to our board, and I consider her a trusted colleague and mentor."

Gary Prihar, CPA
Board Director, Chair, Audit Committee
CEO & Founder

PROFESSIONAL

P&L Responsibility
- From $25Mil to $1.2Bil

Operating Budgets
- From $3.5Mil - $800Mil

Assets Under Management
- From $40Bil- $230Bil

Assets Under Administration
- From $22Mil to $2.5Bil

Large Workforce Management
- Direct leadership responsibilities up to ~2000 employees in public, private, non-profit, unionized environments
- Global jurisdictions: Canada, US, The Philippines, and India

Functional Responsibilities
- Omni-channel sales & service
- Multi-brand marketing
- Finance
- Risk & Compliance
- Global Operations
- Corporate Development
- Information Technology
- Vendor & BPO
- HR, Compensation & ESG

Complex Stakeholder Relations
- All levels of government
- Regulatory Authorities (Canada & US)
- Investor Relations
- Media & Public Relations

Regulatory Agencies
- Canada:
  - OSFI
  - FINTRAC
  - FSRA
  - IIROC/MFDA
  - FCAC
  - CDIC
  - TSX
- US:
  - FDIC
  - SEC

INDUSTRY EXPERIENCE

• **Asset Management**	• **Private Equity**
• **Banking (Retail, Commercial, Corporate)**	• **Real Estate**
• **Global Outsourcing**	• **Risk Management**
• **Healthcare**	• **Technology (AI, Machine Learning,** • **Data Modeling, Digitization)**
• **Lending & Insurance**	• **Wealth & Investment Management**

CAREER HIGHLIGHTS

2023 – Present: **President, Key Homeownership Inc.** Largest public-private partnership that creates shared-equity marketplace for improved housing attainability. Will convert 3Million renters to owners.

2018 - 2023: **Executive Officer** (Interim Roles)
- **2020-2022: Head, Real Estate Secured Lending, Laurentian Bank of Canada & B2B Bank (TSE:LB)**: Responsible to lead and transform portfolio representing 38% of bank's total assets. Co-authored sustainable bond framework.
- **2020: CEO of Regent Capital**: boutique IIROC investment firm
- **2020: COO of Westmount Family Office**: portfolio companies included M&A, proxy advisory, ESG, healthcare, marketing, and public relations.
- **2019-2020: President & COO, Hampton Financial (TSV:HFC)**: full-service investment dealer (institutional, retail, corporate finance, private equity).
- **2018-2019: Managing Director, TerraCotta Group of Companies**: private equity, wealth advisory & capital financing services.

Confidential Consulting Engagements and/or Special Advisor to CEO & Board:
- For profit, social purpose national membership organization
- Mining: Human Rights & ESG Framework
- Quick Service Restaurant Real Estate Optimization
- Automotive Parts Intra Company Strategy & Structure
- Food Manufacturing Operational Strategy

2013 - 2018: **(Senior) Vice President, Home Financing, Scotiabank (TSE:BNS).** Successfully developed and executed transformational business strategy, resulting in 5x annualized asset growth within a ~$230Billion portfolio. Named Top 7 Female Leader.

2011 - 2013: **(Senior) Vice President, Global Operations & Technology, TD Bank (TSE:TD).** Successfully developed, executed global operational strategy, transforming complex workforce and stakeholders. Responsible for 1700+ employees in four countries. Co-Chair United Way Campaign.

2009 - 2010: **COO & Executive Vice President at Real Matters (TSE:REAL).** North American fintech (SaaS) responsible for Canada P&L. Developed and launched Property & Casualty Insurance subsidiary. 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. Large workforce oversight (1200+).

1995 – 1996: **North American Sales & Marketing Executive, Equifax (NYSE:EFX).** Responsible for revenue targets and strategy development and execution for North American clients (governments, banks, credit unions, retail, telecommunications, and payment providers).

1993 – 1995: **Director & Project Manager, National Salesforce, CIBC (TSE:CM).** Co-architect of omni-channel and omni-brand mortgage – first of its kind in Canada – accounting for 50% of national distribution within 24 months.

1988 – 1993: **Branch Banking at Royal Bank, CIBC, and Canada Trust**. From Teller to Assistant Manager at full-service branches.

KEYNOTES

May 2023: CPA ESG Symposium
Topic: Pathways to Board Work for Women

May 2023: WGOB Summit
Topic: ESG Matters Pre IPO

2022: LHS Law Class
Topic: Truth & Reconciliation Call to Action #92 – Economic & Business Reconciliation

2022: LHS Law Class
Topic: Cryptoassets & The Law

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 & Health Team

2015-2019: Ivey Business School
Topic: Motivational Keynote for Executive MBA Cohorts

2017: GTA Credit Association
Topic: Canadian Regulatory Landscape & Implications for Lenders

2011: HRPA National Conference
Topics: 'Leadership Imperatives' & 'Getting to the Boardroom Table'

2010: CAAMP 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
Topic: Canadian Economic & Housing Sector Update

1995: Equifax National Affiliates Conference
Topic: CIBC's Alternate Delivery Strategy