

## GUY PINSONNAULT



**Categories:** [People](#), [Lawyers](#)

Guy Pinsonnault is recognized as an authority in competition and antitrust law and white collar defence. He advises clients on compliance with Canadian business regulations, and represents them in litigation with a focus on Canadian and international cartel and commercial crime matters. Guy's clients represent a range of industries, including the automotive, construction and media, communications and entertainment sectors.

Appearing before superior courts, the Federal Court, Québec's Court of Appeal and the Supreme Court of Canada, Guy is consistently recognized as a leading competition / antitrust litigator and legal advisor by a variety of legal directories.

Having acted as crown attorney for more than thirty years, Guy's extensive criminal law and competition law experience includes local, national and cross-border corporate crime investigations relating to allegations of foreign corrupt practices, fraud, commercial crime and other white collar offences. His work includes

multijurisdictional files for the Competition Bureau with the United States Department of Justice Antitrust Division, as well as the RCMP Commercial Crime Division, the Integrated Proceeds of Crime Unit and Québec's permanent anti-corruption unit (UPAC).

Prior to joining McMillan, Guy was the general counsel of the Competition Law Section, Public Prosecution Service of Canada, where he focused on the prosecution of criminal cartel matters as well as bid-rigging and fraudulent misrepresentation. He also advised on Competition Bureau policies and practices relating to search and seizure, wiretaps, immunity and plea agreements.

Approved as an independent third-party under the federal Integrity Regime, Guy provides expert advice to Public Services and Procurement Canada (PSPC) on competition law and the fraud sections of the *Criminal Code*.

**Email:** [guy.pinsonnault@mcmillan.ca](mailto:guy.pinsonnault@mcmillan.ca)

**Expertise:** Automotive, Competition, Antitrust & Foreign Investment, Construction & Infrastructure, Media, Communications & Entertainment, White Collar Defence, Fraud & Investigations

**Language Spoken:** English, French

**Location:** Ottawa, Montreal

**Phone:** 613.691.6125, 514.987.5063

**Position/Title:** Partner, Competition, Antitrust & Foreign Investment

**Directorships & Affiliations:**

- Appointed to the Long Range Planning Committee, Antitrust Law Section of the ABA
- Past Chair, Criminal Matters Committee, Canadian Bar Association, Competition Law Section (2015-2016)
- American Bar Association - Member of the Section's International Cartel Task Force
- Appointed Non-Governmental Advisor (NGA) to International Competition Network – ICN Cartel Working Group (2012-2018)
- Governor of the Fondation du Barreau du Québec

**Publications:**

- "[Anti-Corruption 2023 Guide \(Canada Chapter\)](#)" Chambers and Partners (January 2023)
- "[International Fraud & Asset Tracing 2022 \(Canada Chapter\)](#)," Chambers and Partners (June, 2022)
- "The International Competition Network at Twenty (Canada Chapter)," Co-author with Neil Campbell, Concurrences (May 6, 2022)
- "[Competition Inspections in 21 Jurisdictions \(Canada Chapter\)](#)," Co-author with Neil Campbell and Chris Kalantzis, Concurrences (March 2022)
- "[Anti-Corruption 2022 Guide](#)" Chambers and Partners (January 2022)
- "[International Fraud & Asset Tracing 2021 \(Canada Chapter\)](#)," Chambers and Partners (April, 2021)
- "[Anti-Corruption 2021 \(Canada Chapter\)](#)" Chambers and Partners (January 2021)
- "[Anti-Corruption 2019 Second Edition \(Canada Chapter\)](#)," Chambers and Partners (December 2019)
- "[Anti-Corruption 2019 Guide](#)," Chambers and Partners (December 2018)
- "Deferred Prosecution Agreements: Improving Corporate Compliance in Canada," IBA Anti-Corruption Committee Website (October 2018)
- "A New Deferred Prosecution Agreement Regime in Canada," The Lawyers Daily – LexisNexis (September 2018)
- "[Recent Trends and Developments under Canada's Corruption of Foreign Public Officials Act](#)," International Trade Bulletin (November 2015)
- "[The Canadian Approach to Corporate Criminal Liability for Antitrust Offenses](#)," American Bar Association Section of Antitrust Law, Cartel & Criminal Practice Committee Newsletter – Spring 2015 (March 2015)
- "[Warrantless Searches of Cell Phones upon Arrest are Lawful in Canada – but Strict Safeguards Apply](#)," Canadian Privacy Law Review, Vol. 12, No. 3 (February 2015)
- "[R v. Pétroles Global: The First Judgment in a Decade to Apply the New Canadian Corporate Criminal Liability Regime](#)," The Marker, Criminal Matters Committee of the CBA National Competition Law Section (June 2014)

#### **Education & Admissions:**

**Degree:** Called to the Ontario bar

**Year:** 2011

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**Degree:** Called to the Québec bar

**Year:** 1980

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**Degree:** LLL

**University:** University of Ottawa

**Year:** 1979

**Media Mentions:**

- "[B.C.'s proposed UNDRIP action plan may cause potential cross-border issues, lawyers say](#)" by Bernise Carolino, Canadian Lawyer Magazine, June 22, 2021
- "[Benefits agreement or influence peddling?](#)", Business in Vancouver, June 18, 2021
- "[Canada narrows Postmedia/Torstar deal to criminal probe](#)", Global Competition Review, December 05, 2018

**Rankings & Recognition:**

- Named the *Best Lawyers 2024 Competition / Antitrust Law* "Lawyer of the Year" in Ottawa
- Recognized by *Best Lawyers in Canada (2024)* as a leading lawyer in the area of Competition / Antitrust Law
- Recognized in the *2023 Benchmark Litigation: Canada Guide* as a Litigation Star
- Recognized in the 2023 Canadian Legal Lexpert Directory as a Most Frequently Recommended Lawyer in the area of Competition Law
- Recognized by Chambers Global (2023) as a leading lawyer in the area of Competition / Antitrust: Litigators
- Recognized in the 2023 Lexpert / American Lawyer Guide to the Leading 500 Lawyers in Canada: Competition Law
- Listed in Who's Who Legal: Canada 2022 as a leader in Competition
- Recognized in the 2022 Lexpert Special Edition on Canada's Leading Litigation Lawyers as a Leading Litigation Lawyer
- Recognized by Chambers Canada (2023) as a leading lawyer in the areas of Competition / Antitrust: Litigators and White Collar Crime & Government Investigations
- Recognized by *Best Lawyers in Canada (2023)* as a leading lawyer in the area of Competition / Antitrust Law
- Recognized in the *2022 Benchmark Litigation: Canada Guide* as a Litigation Star
- Recognized in the 2022 Canadian Legal Lexpert Directory as a Consistently Recommended Lawyer in the area of Competition Law
- Recognized by Chambers Global (2022) as a leading lawyer in the area of Competition / Antitrust: Litigators
- Recognized in the *2022 Lexpert / American Lawyer Guide to the Leading 500 Lawyers in Canada:*



## Competition Law

- Recognized by *Chambers Canada (2022)* as a leading lawyer in the areas of Competition / Antitrust: Litigators and White Collar Crime & Government Investigations
- Recognized by *Best Lawyers in Canada (2022)* as a leading lawyer in the area of Competition / Antitrust Law
- Recognized in the *2021 Lexpert Special Edition on Canada's Leading Litigation Lawyers* as a Leading Litigation Lawyer
- Listed in *Who's Who Legal: Canada 2021* as a future leader in Competition
- Recognized in the *2021 Benchmark Litigation: Canada Guide* as a Litigation Star
- Recognized in the 2021 Canadian Legal Lexpert Directory as a Consistently Recommended Lawyer in the area of Competition Law
- Recognized by Chambers Global (2021) as a leading lawyer in the area of Competition / Antitrust: Litigators
- Recognized by the Best Lawyers in Canada (2021) as a leading lawyer in the area of Competition / Antitrust Law
- Listed in *Who's Who Legal: Canada 2020* as a leader in Competition
- Recognized by Chambers Canada (2021) as a leading lawyer in the areas of Competition / Antitrust: Litigators and White Collar Crime & Government Investigations
- Recognized in the 2020 Canadian Legal Lexpert Directory as a Consistently Recommended in the area of Competition Law
- Recognized by Chambers Global (2020) as a leading lawyer in the area of Competition / Antitrust: Litigators
- Listed in *Who's Who Legal: Canada 2019* as a leader in Competition
- Recognized by Chambers Canada (2020) as a leading lawyer in the area of Competition / Antitrust: Litigators
- Recognized by Best Lawyers in Canada (2020) as a leading lawyer in the area of Competition / Antitrust Law
- Recognized in the 2019 Canadian Legal Lexpert Directory as a Repeatedly Recommended lawyer in the area of Competition Law
- Recognized by Chambers Global (2019) as a leading lawyer in the area of Competition / Antitrust: Litigators
- Recognized by Chambers Canada 2019 as a leader in Competition/Antitrust
- Named the Best Lawyers 2019 Competition / Antitrust Law "Lawyer of the Year" in Ottawa
- Recognized in Best Lawyers in Canada (2019) as a leading lawyer in the area of Competition/Antitrust Law

- Listed in Who's Who Legal Canada: 2018 as a leader in Competition
- Recognized in the 2018 Canadian Legal Lexpert Directory as a Repeatedly Recommended lawyer in the area of Competition Law
- 2016 Bill Miller Memorial Award for Contributions to the Canadian Competition Law Review.
- Governor of the Fondation du Barreau du Québec
- Recognized in Best Lawyers in Canada 2018 as a leading lawyer in the area of Competition/Antitrust Law
- Recognized in Who's Who Legal: Canada 2017 as a leading lawyer in the area of Competition
- Recognized in the Canadian Legal Lexpert Directory 2017 as a repeatedly recommended in the area of Competition Law
- Recognized in Best Lawyers in Canada 2017 as a leading lawyer in the area of Competition/Antitrust Law
- Recognized in Who's Who Legal: Canada 2016 as a leading lawyer in the area of Competition
- Recognized in the Canadian Legal Lexpert Directory 2016 as a leading lawyer in the area of Competition Law

#### **Speaking Engagements:**

- Procurement and alternate routes to accountability, GCR Cartel Conference, Washington, DC, Panel Moderator  
- April 2022

- Deferred Prosecution Agreements in the US and Canada, CBA Competition Law Section Criminal Matters Committee, virtual event, Session Speaker  
- April 2022

- 2017-2018 ICN Cartel Working Group – SG1 Speaker Webinar on Parental Liability

- ICN Cartel Workshop 2017 Breakout Session #11 - When civil servants go bad: what to do when a government procurement agency is involved in big-rigging Panelist, Non-Governmental Advisor International Competition Cartel Working Group, Ottawa, Ontario  
- October 2017

- Parental Liability Speaker ICN CWG SG1 Webinar  
- September 2017

- Whither Section 45? Criminal Conspiracies Under the Microscope Speaker CBA Competition Law Spring

Conference, Toronto, Ontario

- May 2017

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- Guilty Pleas 101 – The Nuts and Bolts of Guilty Pleas Panelist CBA Criminal Matters Committee Brown Bag Session, Teleconference

- January 2017

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- La Responsabilité des Organisations Panelist Édition Blais, Montréal, Québec

- November 2016

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- A Time for a Reboot? Exploring a Fresh Approach to Immunity and Leniency Programs Speaker CBA Competition Law Fall Conference, Ottawa, Ontario

- October 2016

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- CBA Speed Mentoring Participant Competition Law Fall Conference, Ottawa, Ontario

- October 2016

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- Mini Plenary 3: NGA panel: Role of NGAs in advising leniency applicants in multinational cartel cases Non-governmental Advisor Panelist Activities of the International Competition Cartel Working Group, Cartagena, Columbia

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- Beyond the Borders: Emerging Issues in Business Litigation Seminar, Crossing the Line When Crossing the Border: The Canadian and US Approaches to Combating Foreign Corruption Speaker conference hosted by DRI, The Voice of Defense Bar, Toronto, Ontario

- June 2015

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- Ensuring effective deterrence: Which criteria should be taken into account when calculating fines?, ICN Cartel Workshop, Lisbon, Moderator

- November 17, 2021

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- Search Warrants and Inspections: How You Can Reduce Risk and Be Ready to Respond? Speaker McMillan Client webinar on Search Warrants and Inspections  
- November 2014

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- Developing Effective Relations with Public Prosecutors – The Canadian Experience Non-Governmental Advisor Panelist Activities of the International Competition Cartel Working Group, Taipei, Taiwan  
- October 2014

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- Section 45 - Auto-Parts and Other Recent Developments Moderator Fall Conference session in 2014, Ottawa, Ontario  
- September 2014  
- Upload File

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- Cartel et collusion : perspectives pratiques Speaker Laval University, Ville de Québec, Quebec  
- February 2014  
- Upload File

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- Section 45 (3) of the Competition Act: Use of Circumstantial Evidence to Prove Conspiracy Panelist, Non-Governmental Advisor International Competition Cartel Working Group, Cape Town, South Africa

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- Making the Settlement Stick Presenter Webcast  
- October 2013  
- Upload File

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- Cartel detection and leniency programs around the world: current challenges, Virtual Roundtable, American Bar Association  
- June 2021

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- The Proper Boundaries of Criminal Enforcement and the Rise of Domestic Cartel Enforcement panelist, CBA Competition Law Fall Online Symposium  
- October 2020

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- Proposed Moderator Questions for the Criminal Deceptive Marketing Practices, Brownbag Session Panelist, Canadian Bar Association - Teleconference



- November 2019

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- Remediation/deferred prosecution agreements, monitor appointments, leniency programs & other investigation resolution outcomes Discussion Leader Northwind's 2nd Internal and Enforcement Investigations Invitational Forum, Cambridge, Ontario

- June 2019

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- The Uncertain State of Immunity & Leniency Panelist CBA Competition Law Spring Conference, Toronto, Ontario

- May 2019

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- The state of leniency Panelist GCR Live - 4th Annual Cartels, Washington, DC

- March 2019

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- ICN Cartel Workshop 2018 Mini Plenary 8: Fines – finding the right balance, Non-Governmental Advisor Moderator International Competition Cartel Working Group, Tel Aviv, Israel

- October 2018

**Industries:** Automotive, Construction & Infrastructure, Media, Communications & Entertainment

**Practices:** Competition, Antitrust & Foreign Investment, White Collar Defence, Fraud & Investigations