Case study —

Anterra Capital

Interview with Michael Topalian, Finance Director and Compliance Officer

A transparent and scalable AML framework for Anterra Capital

“RegLab gives us both the tool and the expertise.”

Anterra Capital is a venture capital firm with a diverse range of stakeholders. Michael Topalian, Finance Director and Compliance Officer at Anterra Capital, explains how the firm modernised its KYC framework with RegLab. The move is part of a broader strategy to operate as a tech-enabled manager, leveraging tools in the interests of strengthening data security and improving operational efficiency.

Prior to partnering with RegLab, Anterra Capital managed its AML and KYC obligations through a fully outsourced compliance service provider. The provider operated within a proprietary interface to which Anterra Capital had no direct access.

"It was quite manual," recalls Michael Topalian. When the team needed to retrieve a document or verify whether a KYC file was complete, the process involved digging through email chains. For someone joining the fund after the initial onboarding exercise, reconstructing that history could be particularly challenging.

As the firm continued to grow, Anterra Capital wanted a more centralised way of managing AML and KYC activities. The goal was to consolidate information, bring documentation together in a single environment, and create a scalable framework for the future, in line with its ambition to operate as a tech-enabled manager.

Why RegLab? A tool and a service, not one or the other

When Anterra Capital began exploring alternatives, the requirements were clear. Many providers offer either software without compliance support or services without a client-facing tool.

Anterra Capital wanted a hybrid solution: a KYC platform combined with genuine compliance expertise. "We were looking not just for the tool, but also to actually outsource the compliance counsel role," says Michael.

RegLab came onto the radar through word of mouth. Michael is part of a network of finance professionals in Amsterdam who regularly share insights on tools and industry developments. RegLab was recommended by peers who had successfully implemented the platform, prompting Michael to contact the RegLab team.

A structured approach

Anterra Capital and RegLab work closely together through weekly check-ins and clearly defined objectives. Following the transition from an outsourced model, both teams collaborated to consolidate documentation into a single centralised environment. This established a strong foundation for ongoing compliance management, periodic reviews and greater organisational visibility.

A balanced partnership

This close collaboration also established an optimal balance of roles between the two teams. RegLab's compliance counsel provides specialist AML expertise and an independent perspective on regulatory requirements. They take full ownership of the compliance workload: gathering required information from stakeholders, reviewing and verifying documentation, and preparing risk profiles, so that Michael's role is ultimately focused on final review and approval.

Michael describes his RegLab contact as "very accommodating, pushing back when he needs to," striking the right balance between being helpful to clients and not allowing them to fall short of the regulation.

That, in turn, allows Michael and his internal team to step in as pragmatic, solution-oriented partners for their stakeholders: preserving critical commercial relationships without ever compromising on compliance integrity.

A platform built for clarity at the point of decision

The RegLab platform acts as Anterra Capital's central compliance environment. All KYC and AML documentation is stored centrally, giving the team full visibility over the status of KYC files and scheduled periodic reviews.

For Michael, the most valuable feature is how the application supports the final review and approval phase. The platform is designed to make the most critical moment in the KYC process — the decision to approve or reject a party — as clear and efficient as possible.

When a KYC file reaches the final stage, the platform automatically generates a summarised overview of the necessary information. "And then you can drill down into the detail if you want," Michael explains.

A modern AML process

Today, Anterra Capital operates with a centralised KYC platform and specialist compliance expertise. By bringing documentation, workflows and decision-making together in a single environment, the firm has established a structured and modern compliance framework that supports its continued growth.

The move reflects Anterra Capital's broader ambition to operate as a tech-enabled manager, and its use of RegLab for AML compliance is a clear example of that strategy in practice.

About Anterra Capital

Anterra Capital is a specialist venture firm investing in food and agriculture, with offices in Amsterdam and Boston. Founded in 2013, the firm manages over $500 million across three funds. Anterra invests in and builds companies that apply life-science and software innovations to food and agriculture.

About RegLab

RegLab makes money laundering prevention simple and efficient for lawyers, tax advisers, accountants, administration firms, notaries and investment institutions. Over 250 firms rely on RegLab for their AML compliance.

Our user-friendly application automates the entire screening and monitoring process from a single platform. This ensures a simple, efficient and client-friendly onboarding process.

In addition, RegLab's compliance as a service ensures a sound approach and implementation. With our support, you will have a clear and up-to-date policy, experienced compliance specialists who know your firm, and an extra pair of eyes to review matters.

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