Case study —

Rubio Impact Ventures

Interview with Alexandros Matthiessen, CFO

A fully electronic AML process for Rubio Impact Ventures

“RegLab has become an extention of our team.”

As a venture capital firm, Rubio Impact Ventures manages KYC and AML processes for investors, portfolio companies and other business relationships. As regulatory requirements continued to increase, the firm's manual approach no longer provided the efficiency and visibility it was looking for. While preparing the launch of its third fund, Rubio decided it was time to digitise its compliance process.

Today, RegLab supports the firm with both its software platform and Compliance as a Service. The combination has not only simplified compliance, but also improved the onboarding experience for investors and strengthened Rubio's internal processes.

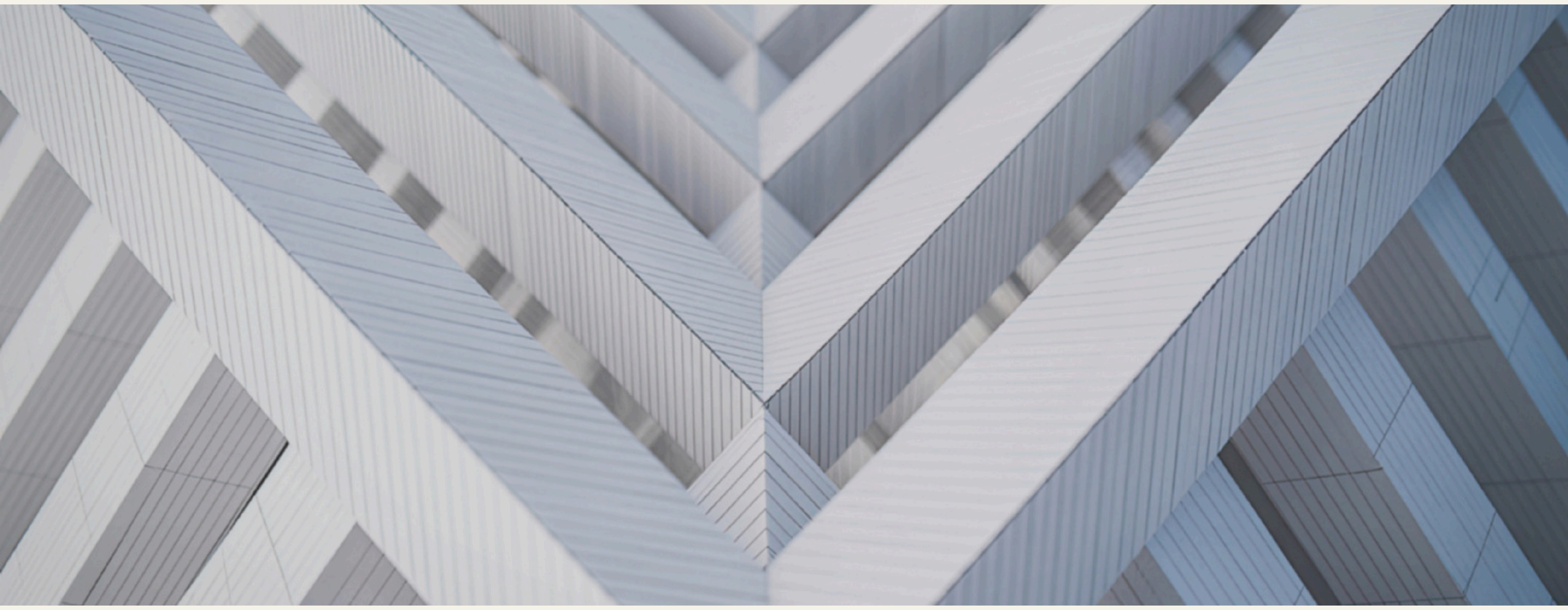
From manual to digital

Before implementing RegLab, Rubio's KYC and AML process was largely managed through email. Documents were requested using PDF forms and manually processed by the firm's administrator. Although the process had served its purpose for years, it became increasingly difficult to manage as the organisation grew. “We wanted a more digital experience for our portfolio companies, our investors and ourselves,” Alexandros says. At the same time, the firm was preparing to raise its third fund. This created the need for a solution that could scale while providing a professional experience for investors.

A familiar choice

RegLab was already a well-known name within the venture capital sector. Rubio had already gained experience with the platform several times when responding to KYC requests from other investment funds. After seeing a demonstration and discussing the possibilities with the RegLab team, the decision was made quickly. The combination of an intuitive platform and dedicated compliance counsel matched exactly what Rubio was looking for.

“We had already been on the other side of the process. Whenever we received KYC requests ourselves, they often came through RegLab. That gave us confidence because we already knew what the client experience looked like.”



A structured implementation

The implementation involved more than introducing new software. Together with RegLab, Rubio migrated past KYC files, reviewed its existing AML policy and established a clear implementation plan. “The onboarding was very well organised. It gave us the opportunity to refresh our AML policy and improve our overall compliance framework.” According to Alexandros, the implementation not only made the compliance process more efficient, but also provided better visibility into ongoing and future compliance activities.

Technology supported by people

Today, RegLab manages the firm's KYC and AML processes across all funds. The platform automates document collection and monitoring, while the Compliance as a Service team supports investors throughout the onboarding process. For Rubio, it is this combination that creates the greatest value. The RegLab team works directly with investors while knowing when to involve Rubio where necessary. “They really feel like an extension of our own team.”

“The software enables the process, but the service makes the real difference. Investors can speak to experts who know exactly how to guide them through the process.”

Visibility and confidence

One of the biggest improvements has been the visibility the platform provides. Instead of manually tracking every investor onboarding, Rubio now has real-time visibility into every ongoing KYC and AML process. “I can log in at any moment and immediately see where everything stands. That level of transparency is incredibly valuable.” The digital workflow has also created a smoother experience for investors and portfolio companies, making onboarding easier while maintaining high compliance standards.

Expertise that grows with the firm

Alongside the software, Rubio chose RegLab's Compliance as a Service from the very beginning. As a relatively small venture capital team preparing for a new fundraising round, additional expertise and operational capacity were essential. “We wanted to get investor onboarding right from the start. Having experts who extend both our resources and our knowledge gives confidence; not only for us, but also for our investors.”

"We knew we were going to onboard a significant number of LPs during fundraising. We wanted to get that right from the start, so it made sense to involve experts who could extend both our resources and our expertise."

A trusted compliance partner

For Rubio Impact Ventures, RegLab has become more than a software provider. The combination of automation, compliance expertise and responsive support has transformed a traditionally administrative process into a structured and professional workflow. “The RegLab team represents Rubio. They communicate on our behalf, and they have my trust.” Rubio would therefore recommend RegLab to other investment firms looking to professionalise their KYC and AML processes while providing a better onboarding experience for investors.

About Rubio Impact Ventures

Rubio is an impact venture capital fund that invests in high-growth companies across Europe. With a hands-on approach, Rubio supports portfolio companies in scaling their operations while maintaining strong relationships with limited partners (LPs) and co-investors.

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 counsel who know your firm, and an extra pair of eyes to review matters.

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