

5 SEP 2023 Naimish Keswani

German VC adds IR head, opens to external capital

Ex-UBS pro Anthony Hayhoe to lead external fundraising push

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Picus Capital has appointed a new head of investor relations as it prepares a new external fundraising push, With Intelligence has learned.

The Munich-based VC has hired Anthony Hayhoe to oversee its fundraising efforts, expanding and maintaining LP relationships, and developing Picus' external capital function.

"I am thrilled to join Picus Capital at an exciting time when the firm is building out its external fundraising to continue to support top portfolio companies in becoming global market leaders," Hayhoe told With Intelligence.

Picus, which makes pre-seed, seed, and Series A investments in technology companies, is overseen by founding partners Alexander Samwer, Jeremias Heinrich, and Robin Godenrath.

The firm has historically been privately financed, but is now planning to begin taking in third party capital after hiring Hayhoe.

Picus has a portfolio of over 170 businesses globally, across financial services, human resources, energy and climate, healthcare, logistics and mobility, real estate and construction, crypto and web3, deep tech, and e-commerce.

Some of Picus' portfolio companies include solar energy solutions firm Enpal, HR management and recruiting platform Personio, and no-code automation tool Flawless, among others.

Hayhoe moves on from investment platform Titanbay after two years, where he was director of investor relations, working with family offices and institutional allocators globally.

Prior to that, he was a client advisor for [UBS Global Wealth Management](#), advising tech entrepreneurs and family offices on portfolio construction across public and private markets.

“With his strong background in private markets and wealth management, I am delighted to welcome Anthony as our new head of investor relations,” said Raphael Mukomilow, partner and head of growth at the firm.

Hayhoe is the second senior hire by the firm in the past month as it continues its expansion drive.

Last month, Picus hired McKinsey consultant Naman Jhavar as a partner and head of India and Southeast Asia, expanding its presence in the region. He is based in Singapore.

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