

FACTSET

Emmi and FactSet: A global distribution partnership

Partner: FactSet	Annual revenue: \$2.32B (FY2025)	Model: White-label distribution with revenue share	Status: Active and scaling
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About FactSet

FactSet is one of the world's leading financial data and analytics platforms, serving asset managers, hedge funds, banks, and institutional investors globally. Competing with Bloomberg and Refinitiv for wallet share across the financial services industry, FactSet is where investment professionals conduct portfolio analysis, run risk models, and access the data they need to make decisions.

The challenge

The problem FactSet had

As regulatory pressure and client demand for climate analytics accelerated, FactSet faced a significant product gap relative to competitors: it had no proprietary climate data offering. For a platform that institutional investors rely on for comprehensive financial analysis, the absence of climate data was becoming a meaningful competitive gap.

Why Emmi

Emmi had built a best-in-class climate emissions and physical risk data set, but needed global distribution infrastructure to reach institutional investors at scale. The fit was clear: FactSet needed Emmi's expertise; Emmi needed FactSet's reach.

The results



Closes a critical product gap.
FactSet can now compete with institutional grade climate analytics without building it themselves.



\$1T+ AUM customer base.
Proven adoption across asset managers, pension funds, and institutions globally, with a repeatable and tested commercial structure.



Climate data inside existing workflows.
No new platform, no friction; clients access it where they already work.



Deep product expertise, built in.
Emmi's climate and finance specialists support the sales process.



Built to scale with regulation.
As mandatory disclosure obligations grow, so does the commercial opportunity for both parties.



FactSet continues to make strategic investments that enhance and elevate our clients' workflows. FactSet Carbon Diagnostics Powered by Emmi makes assessing climate risk simple, timely, and actionable, empowering our clients with a readily available carbon emissions toolkit that complies with sustainability requirements and identifies potential risks to achieving sustainability goals".

Eric Weitzman, Senior Director and Senior Vice President of ESG and Regulation – FactSet

How the partnership works

Emmi's climate data is integrated directly into the FactSet platform as a white-labelled product, accessible within the same environment where clients already manage their investment data. For end users, climate analytics become part of an existing workflow.

The commercial structure combines the key strengths of both companies. FactSet's global sales organisation drives distribution; Emmi provides deep climate expertise to support the sales process and keep the product at the forefront of the market.

Traction

The partnership is in its second year and already generating meaningful commercial momentum. Clients using the FactSet Climate Data product represent over one trillion dollars in combined assets under management, spanning asset managers, pension funds, and institutional investors across Australia, Europe, Asia, and the United States, with a significant pipeline of prospective clients in active conversations.

Growth potential

The current integration is the foundation of a broader opportunity. Expansion plans include report writing, advanced analytics, and deeper embedding of Emmi data across FactSet's full product suite. As mandatory climate disclosure obligations grow globally, the partnership scales with them.

Key takeaways

The FactSet partnership demonstrates how Emmi approaches distribution: deep product integration, aligned commercial incentives, and a clear value exchange. FactSet closes a product gap and competes more effectively. End clients get institutional-grade climate data inside the platform they already use. And Emmi gains access to one of the most respected sales organisations in financial data, accelerating distribution far beyond what a direct sales model alone could achieve

The FactSet partnership is a model for how Emmi approaches distribution through deep product integration, aligned commercial incentives, and a clear value exchange.

FactSet gets a climate product; Emmi gets global reach. Both win, and so do their clients.

Emmi

Emmi creates climate risk solutions for investors. We provide emissions, transition, and physical risk data for every company and investment - supporting 100% portfolio coverage across both private and public markets for all asset classes.

With our comprehensive climate risk data set, we deliver the transparency and customisation needed to power investment decisions, meet climate reporting obligations, and align with investor mandates.

Emmi is backed by a team of climate and finance experts.