PharmaXplore

Decoding the Pharmaceutical Industry for Chartered Accountants

Integrated 24-Hour Online Programme Structure

Mode: Online / Virtual
Total Duration: 24 Hours
Flexible Format: 4 Days × 6 Hours or 8 Days × 3 Hours

A. Programme Snapshot

Particulars	Details
Programme Name	PharmaXplore / Pharma Explore
Programme Theme	Decoding the Pharmaceutical Industry for Chartered Accountants
Programme Format	Integrated single-level sector-focused programme
Total Duration	24 learning hours
Delivery Mode	Online / Virtual, live instructor-led sessions
Delivery Flexibility	4 days × 6 hours each or 8 days × 3 hours each
Target Participants	Chartered Accountants in industry and practice, newly qualified CAs, members handling pharma clients, internal auditors, consultants and members interested in pharma sector opportunities
Programme Focus	Pharma business model, regulation, value chain, R&D economics, manufacturing, quality systems, financial reporting, costing, controls, taxation, audit, assurance, advisory, ESG, career and practice opportunities
Core Objective	To build practical domain understanding of the pharmaceutical sector for Chartered Accountants in India, enabling them to contribute meaningfully in industry roles, audits, advisory, taxation, compliance, risk and consultancy services

B. Key Learning Outcomes

S. NO.	LEARNING OUTCOME
1	Understand the structure, segments and operating model of the Indian and global pharmaceutical industry.
2	Decode the pharma value chain from R&D, clinical trials and manufacturing to quality, distribution, exports, sales and post-market obligations.
3	Appreciate how regulatory authorities, pricing frameworks and inspection outcomes affect finance, audit, risk, valuation and business decisions.
4	Understand key financial reporting, R&D accounting, inventory, costing, revenue recognition and taxation issues relevant to pharma companies.
5	Identify pharma-specific internal control, risk management and audit focus areas.
6	Recognise advisory and consultancy opportunities for CAs in the pharmaceutical sector.
7	Build sectoral vocabulary and confidence for roles in industry, practice, internal audit, consulting, finance, compliance and strategic advisory.
8	Develop a roadmap for deeper specialisation or niche practice development in the pharma sector.

C. Detailed Programme Structure – 8 Modules of 3 Hours Each

Module No.	Module Title	Duration	Core Objective	Key Coverage	Relevance for Chartered Accountants
1	Pharma Sector Landscape and Business Ecosystem	3 Hours	To provide a clear understanding of how the pharmaceutical industry is structured in India and globally.	Pharma as a knowledge-intensive and regulated sector; India's role in global pharmaceuticals; formulations, APIs, generics, branded generics, patented drugs, biosimilars and speciality drugs; domestic and export-oriented pharma companies; CROs, CMOs and CDMOs; how pharma companies generate revenue; key commercial drivers such as product portfolio, approvals, quality record, exports, pricing and market access.	Helps CAs understand the language, structure and economic logic of the pharma industry before analysing, auditing, advising or joining the sector.
2	Regulatory	3 Hours	To explain how regulation forms the	Indian regulatory framework including CDSCO and DCGI; global regulators such as USFDA, EMA and MHRA; drug	Enables CAs to understand why

	Architecture and Compliance Environment		backbone of the pharma sector and impacts financial and business decisions.	approval process; manufacturing licences; product lifecycle regulation; clinical trials approval; post-market surveillance; NPPA and Drug Price Control Orders; regulated pricing versus free pricing; warning letters, import alerts, recalls, plant shutdowns and approval delays.	regulatory events directly affect revenue, valuation, provisioning, disclosures, audit risk, internal controls and business continuity.
3	Pharma Value Chain, Manufacturing and Quality Systems	3 Hours	To develop an end-to-end understanding of the pharma value chain and manufacturing-quality ecosystem.	R&D, clinical trials, sourcing, API manufacturing, formulation manufacturing, packaging, warehousing, distribution, exports and sales; own manufacturing, loan licensing, contract manufacturing and third-party manufacturing; GMP; batch manufacturing records; SOPs; validation; quality assurance versus quality control; testing, sampling, batch release, stability studies, deviations, complaints and recalls; expiry-sensitive inventory and batch traceability.	Helps CAs connect operational realities with financial reporting, inventory valuation, controls, audit evidence and regulatory compliance.
4	R&D Economics, Innovation and Pharma Business Strategy	3 Hours	To explain how R&D, patents, filings, innovation cycles and product pipelines influence pharma economics.	Drug discovery lifecycle; clinical trial phases; high investment and high failure risk; ANDA filings; patent cliffs; generic opportunities; exclusivity periods; licensing and collaboration models; CRO, CMO and CDMO models; domestic versus export strategy; regulated and semi-regulated markets; product mix decisions; market entry strategy; digital health and e-pharmacy.	Builds understanding of how R&D, filings, patents and product pipelines affect budgeting, valuation, impairment, costing, capital allocation and strategic advisory.
5	Financial Reporting, Accounting and Costing Issues in Pharma	3 Hours	To enable participants to interpret pharma financial statements with sector-specific understanding.	Revenue recognition for domestic sales, export sales, institutional sales and government tenders; discounts, rebates, returns and schemes; Ind AS 115; research versus development expenditure; capitalisation and impairment; failed molecules and abandoned projects; clinical trial expenditure; inventory of raw materials, APIs, intermediates and finished goods; expiry, slow-moving and obsolete inventory; batch costing, process costing, product profitability, allocation of R&D cost and compliance cost.	Enables CAs to identify high-risk financial statement areas and read pharma numbers with deeper sectoral interpretation.

6	Internal Controls, Risk Management, Taxation and Compliance	3 Hours	To provide practical understanding of pharma-specific controls, risks, taxation and compliance issues.	Controls over procurement, production records, quality documentation, inventory, expiry, sales returns, credit notes, regulatory approvals and R&D expenditure; regulatory risk, product liability risk, quality failure risk, API import dependency, currency risk, IP risk and fraud risk; GST classification, samples and promotional schemes, input tax credit, exports, refunds, customs duty on APIs, R&D tax issues, transfer pricing, royalty payments, contract manufacturing and related-party transactions.	Helps CAs understand control expectations, risk areas and tax issues commonly arising in pharma companies and pharma clients.
7	Pharma Audit, Assurance and Due Diligence Focus Areas	3 Hours	To equip participants with a practical audit and assurance perspective for pharma companies.	Risk-based audit approach; linking business risks with audit procedures; key audit matters; R&D capitalisation; inventory valuation and expiry provisioning; revenue recognition; export sales; sales returns; regulatory provisions and contingent liabilities; impairment of intangibles and product rights; batch records; third-party locations; loan licence and contract manufacturing; regulatory compliance audit; GMP documentation; inspection readiness; product recalls; due diligence of product portfolio, regulatory status, approvals, litigations, IP, quality record, contingent liabilities and inventory risks.	Provides practicing members and assurance professionals with sector-specific audit and due diligence focus areas.
8	Advisory Opportunities, ESG, Career Pathways and Practice Development	3 Hours	To help participants identify professional opportunities and develop a roadmap for career or practice growth in pharma.	Regulatory finance advisory; cost optimisation; working capital management; internal control design; SOP development; R&D cost review; inventory management advisory; export and incentive advisory; ESG and sustainability in pharma; chemical and biomedical waste management; BRSR relevance; ESG assurance; pharma M&A; product portfolio valuation; IP and brand valuation; market entry advisory; licensing arrangements; career roles in regulatory finance, R&D finance, business finance, costing, internal audit, compliance, risk, treasury and global reporting; building a pharma-focused niche practice.	Helps CAs move from general understanding to opportunity identification in industry roles, consulting, advisory, audit and specialised practice.

D. Suggested 4-Day Delivery Plan

4 Days × 6 Hours

Day	Session Duration	Modules Covered	Day Theme
Day 1	6 Hours	Module 1: Pharma Sector Landscape and Business Ecosystem; Module 2: Regulatory Architecture and Compliance Environment	Understanding the Pharma Business and Regulatory Backbone
Day 2	6 Hours	Module 3: Pharma Value Chain, Manufacturing and Quality Systems; Module 4: R&D Economics, Innovation and Pharma Business Strategy	Understanding Operations, R&D and Business Economics
Day 3	6 Hours	Module 5: Financial Reporting, Accounting and Costing Issues in Pharma; Module 6: Internal Controls, Risk Management, Taxation and Compliance	Understanding Finance, Controls, Taxation and Risk
Day 4	6 Hours	Module 7: Pharma Audit, Assurance and Due Diligence Focus Areas; Module 8: Advisory Opportunities, ESG, Career Pathways and Practice Development	Applying Sector Knowledge in Audit, Advisory, Career and Practice Growth

E. Suggested 8-Day Delivery Plan

8 Days × 3 Hours

Day	Duration	Module	Theme
Day 1	3 Hours	Module 1	Pharma Sector Landscape and Business Ecosystem
Day 2	3 Hours	Module 2	Regulatory Architecture and Compliance Environment
Day 3	3 Hours	Module 3	Pharma Value Chain, Manufacturing and Quality Systems
Day 4	3 Hours	Module 4	R&D Economics, Innovation and Pharma Business Strategy
Day 5	3 Hours	Module 5	Financial Reporting, Accounting and Costing Issues in Pharma
Day 6	3 Hours	Module 6	Internal Controls, Risk Management, Taxation and Compliance
Day 7	3 Hours	Module 7	Pharma Audit, Assurance and Due Diligence Focus Areas
Day 8	3 Hours	Module 8	Advisory Opportunities, ESG, Career Pathways and Practice Development