

General information about company	
Scrip code	539176
NSE Symbol	
MSEI Symbol	
ISIN	INE230I01018
Name of the company	Hawa Engineers Ltd
Whether company is SME	No
Class of Security	Equity Shares
Type of report	Quarterly
Quarter Ended / Half year ended/Date of Report (For Prelisting / Allotment)	31-12-2019
Date of allotment / extinguishment (in case Capital Restructuring selected) / Listing Date	
Shareholding pattern filed under	Regulation 31 (1) (b)

Declaration					
Sr. No.	Particular	Yes/No	Promoter and Promoter Group	Public shareholder	Non Promoter-Non Public
1	Whether the Listed Entity has issued any partly paid up shares?	No	No	No	No
2	Whether the Listed Entity has issued any Convertible Securities ?	No	No	No	No
3	Whether the Listed Entity has issued any Warrants ?	No	No	No	No
4	Whether the Listed Entity has any shares against which depository receipts are issued?	No	No	No	No
5	Whether the Listed Entity has any shares in locked-in?	No	No	No	No
6	Whether any shares held by promoters are pledge or otherwise encumbered?	No	No		
7	Whether company has equity shares with differential voting rights?	No	No	No	No
8	Whether the listed entity has any significant beneficial owner?	No			

Table I - Summary Statement holding of specified securities											
Category (I)	Category of shareholder (II)	Nos. Of shareholders (III)	No. of fully paid up equity shares held (IV)	No. Of Partly paid-up equity shares held (V)	No. Of shares underlying Depository Receipts (VI)	Total nos. shares held (VII) = (IV)+ (V)+ (VI)	Shareholding as a % of total no. of shares (calculated as per SCRR, 1957) (VIII) As a % of (A+B+C2)	Number of Voting Rights held in each class of securities (IX)			
								No of Voting (XIV) Rights			Total as a % of (A+B+C)
								Class eg: X	Class eg:y	Total	
(A)	Promoter & Promoter Group	34	1955714			1955714	55.46	1955714		1955714	55.46
(B)	Public	2260	1570686			1570686	44.54	1570686		1570686	44.54
(C)	Non Promoter-Non Public										
(C1)	Shares underlying DRs										
(C2)	Shares held by Employee Trusts										
	Total	2294	3526400			3526400	100	3526400		3526400	100

Table I - Summary Statement holding of specified securities										
Category (I)	Category of shareholder (II)	No. Of Shares Underlying Outstanding convertible securities (X)	No. of Shares Underlying Outstanding Warrants (Xi)	No. Of Shares Underlying Outstanding convertible securities and No. Of Warrants (Xi) (a)	Shareholding , as a % assuming full conversion of convertible securities (as a percentage of diluted share capital) (XI)= (VII)+(X) As a % of (A+B+C2)	Number of Locked in shares (XII)		Number of Shares pledged or otherwise encumbered (XIII)		Number of equity shares held in dematerialized form (XIV)
						No. (a)	As a % of total Shares held (b)	No. (a)	As a % of total Shares held (b)	
(A)	Promoter & Promoter Group				55.46					1375290
(B)	Public				44.54					672820
(C)	Non Promoter-Non Public									
(C1)	Shares underlying DRs									
(C2)	Shares held by Employee Trusts									
	Total				100					2048110

Table II - Statement showing shareholding pattern of the Promoter and Promoter Group											
Sr.	Category & Name of the Shareholders (I)	Nos. Of shareholders (III)	No. of fully paid up equity shares held (IV)	No. Of Partly paid-up equity shares held (V)	No. Of shares underlying Depository Receipts (VI)	Total nos. shares held (VII) = (IV)+(V)+(VI)	Shareholding as a % of total no. of shares (calculated as per SCRR, 1957) (VIII) As a % of (A+B+C2)	Number of Voting Rights held in each class of securities (IX)			
								No of Voting (XIV) Rights			Total as a % of Total Voting rights
								Class eg: X	Class eg:y	Total	
A	Table II - Statement showing shareholding pattern of the Promoter and Promoter Group										
(1)	Indian										
(a)	Individuals/Hindu undivided Family	34	1955714			1955714	55.46	1955714		1955714	55.46
Sub-Total (A) (1)		34	1955714			1955714	55.46	1955714		1955714	55.46
(2)	Foreign										
Total Shareholding of Promoter and Promoter Group (A)= (A)(1)+(A) (2)		34	1955714			1955714	55.46	1955714		1955714	55.46
B	Table III - Statement showing shareholding pattern of the Public shareholder										
(1)	Institutions										
(3)	Non-institutions										
(a(i))	Individuals - i. Individual shareholders holding nominal share capital up to Rs. 2 lakhs.	2228	893044			893044	25.32	893044		893044	25.32

(a(ii))	Individuals - ii. Individual shareholders holding nominal share capital in excess of Rs. 2 lakhs.	14	617852			617852	17.52	617852		617852	17.52
(e)	Any Other (specify)	18	59790			59790	1.7	59790		59790	1.7
Sub-Total (B) (3)		2260	1570686			1570686	44.54	1570686		1570686	44.54
Total Public Shareholding (B)=(B)(1)+(B)(2)+(B)(3)		2260	1570686			1570686	44.54	1570686		1570686	44.54
C	Table IV - Statement showing shareholding pattern of the Non Promoter- Non Public shareholder										
Total (A+B+C2)		2294	3526400			3526400	100	3526400		3526400	100
Total (A+B+C)		2294	3526400			3526400	100	3526400		3526400	100

Table II - Statement showing shareholding pattern of the Promoter and Promoter Group									
Sr.	No. Of Shares Underlying Outstanding convertible securities (X)	No. of Shares Underlying Outstanding Warrants (Xi)	No. Of Shares Underlying Outstanding convertible securities and No. Of Warrants (Xi) (a)	Shareholding , as a % assuming full conversion of convertible securities (as a percentage of diluted share capital) (XI)= (VII)+(X) As a % of (A+B+C2)	Number of Locked in shares (XII)		Number of Shares pledged or otherwise encumbered (XIII)		Number of equity shares held in dematerialized form (XIV)
					No. (a)	As a % of total Shares held (b)	No. (a)	As a % of total Shares held (b)	
A	Table II - Statement showing shareholding pattern of the Promoter and Promoter Group								
(1)	Indian								
(a)				55.46					1375290
Sub-Total (A) (1)				55.46					1375290
(2)	Foreign								
Total Shareholding of Promoter and Promoter Group (A)= (A)(1)+(A)(2)				55.46					1375290
B	Table III - Statement showing shareholding pattern of the Public shareholder								
(1)	Institutions								
(3)	Non-institutions								
(a(i))				25.32					279178
(a(ii))				17.52					392152

(e)				1.7					1490
Sub-Total (B) (3)				44.54					672820
Total Public Shareholding (B)=(B)(1)+ (B)(2)+(B)(3)				44.54					672820
C	Table IV - Statement showing shareholding pattern of the Non Promoter- Non Public shareholder								
Total (A+B+C2)				100					2048110
Total (A+B+C)				100					2048110

Individuals/Hindu undivided Family							
Serial No.	1	2	3	4	5	6	7
Name of the Shareholders (I)	FAZLUREHMAN MOHAMMEDMIYA KAGDI	MOHAMMED FAZLURREHMAN KAGDI	JAMILABIBI FAZLURREHMAN KAGDI	ASLAM F KAGDI	ASAD F KAGDI	AAMINAH MOHAMED ZAKARIA KAGDI	SAJID SACHA
PAN (II)	AGFPK7884H	ABWPK4582G	ABHPK7915N	AGBPK2131K	AFYPK1155L	AUXPP0364M	AGVPS1424M
No. of fully paid up equity shares held (IV)	107814	114923	209700	183581	172462	173100	8896
No. Of Partly paid-up equity shares held (V)							
No. Of shares underlying Depository Receipts (VI)							
Total nos. shares held (VII) = (IV)+ (V)+ (VI)	107814	114923	209700	183581	172462	173100	8896
Shareholding as a % of total no. of shares (calculated as per SCRR, 1957) (VIII) As a % of (A+B+C2)	3.06	3.26	5.95	5.21	4.89	4.91	0.25
Number of Voting Rights held in each class of securities (IX)							
Class eg: X	107814	114923	209700	183581	172462	173100	8896

Class eg:y							
Total	107814	114923	209700	183581	172462	173100	8896
Total as a % of Total Voting rights	3.06	3.26	5.95	5.21	4.89	4.91	0.25
No. Of Shares Underlying Outstanding convertible securities (X)							
No. of Shares Underlying Outstanding Warrants (Xi)							
No. Of Shares Underlying Outstanding convertible securities and No. Of Warrants (Xi) (a)							
Shareholding , as a % assuming full conversion of convertible securities (as a percentage of diluted share capital) (XI)= (VII)+(Xi)(a) As a % of (A+B+C2)	3.06	3.26	5.95	5.21	4.89	4.91	0.25
Number of Locked in shares (XII)							
No. (a)							
As a % of total Shares							

held (b)							
Number of Shares pledged or otherwise encumbered (XIII)							
No. (a)							
As a % of total Shares held (b)							
Number of equity shares held in dematerialized form (XIV)	78714	113523	209700	181781	172462	173100	6096
Reason for not providing PAN							
Reason for not providing PAN							
Shareholder type							

Individuals/Hindu undivided Family							
Serial No.	8	9	10	11	12	13	14
Name of the Shareholders (I)	SABERA HAWA	SAFIYA MOHAMMED KAGDI	GULAM HUSAIN KERIWALA	KAGADI MOHAMEDILYAS ASAD	KHALIK YAHYABHAI HAWA	HASEEB YUSUFBHAI KAPADIA	MUJIBA HAWA
PAN (II)	AAPPH9775C	ACMPK0111C	ALCPK7747A	BDJPK7530A	AAHPH6761L	ADBPk9863B	ACMPH0439H
No. of fully paid up equity shares held (IV)	1100	91500	200	67990	3310	1545	3900
No. Of Partly paid-up equity shares held (V)							
No. Of shares underlying Depository Receipts (VI)							
Total nos. shares held (VII) = (IV)+ (V)+ (VI)	1100	91500	200	67990	3310	1545	3900
Shareholding as a % of total no. of shares (calculated as per SCRR, 1957) (VIII) As a % of (A+B+C2)	0.03	2.59	0.01	1.93	0.09	0.04	0.11
Number of Voting Rights held in each class of securities (IX)							
Class eg:X	1100	91500	200	67990	3310	1545	3900
Class eg:y							

Total	1100	91500	200	67990	3310	1545	3900
Total as a % of Total Voting rights	0.03	2.59	0.01	1.93	0.09	0.04	0.11
No. Of Shares Underlying Outstanding convertible securities (X)							
No. of Shares Underlying Outstanding Warrants (Xi)							
No. Of Shares Underlying Outstanding convertible securities and No. Of Warrants (Xi) (a)							
Shareholding , as a % assuming full conversion of convertible securities (as a percentage of diluted share capital) (XI)= (VII)+(Xi)(a) As a % of (A+B+C2)	0.03	2.59	0.01	1.93	0.09	0.04	0.11
Number of Locked in shares (XII)							
No. (a)							
As a % of total Shares held (b)							
Number of Shares pledged or otherwise encumbered (XIII)							

No. (a)							
As a % of total Shares held (b)							
Number of equity shares held in dematerialized form (XIV)	1100	89000	0	65890	310	1045	3900
Reason for not providing PAN							
Reason for not providing PAN							
Shareholder type							

Individuals/Hindu undivided Family							
Serial No.	15	16	17	18	19	20	21
Name of the Shareholders (I)	IBRAHIM M KAGDI	ISMAIL KERIWALA	FOWZIA HAWA	HUMAIRA MOHAMMED KAGDI	SUFIYAN A PAYAWALA	KAGDI SUMAIYA ASLAM	ZAFAR A HAWA
PAN (II)	DJAPK7930R	AQRPK0589M	AHVPH1384C	BJUPK1145E	AQFPP0615B	DFLPK8386B	AACPH8931M
No. of fully paid up equity shares held (IV)	24849	2500	0	19731	43200	9100	6992
No. Of Partly paid-up equity shares held (V)							
No. Of shares underlying Depository Receipts (VI)							
Total nos. shares held (VII) = (IV)+ (V)+ (VI)	24849	2500	0	19731	43200	9100	6992
Shareholding as a % of total no. of shares (calculated as per SCRR, 1957) (VIII) As a % of (A+B+C2)	0.7	0.07	0	0.56	1.23	0.26	0.2
Number of Voting Rights held in each class of securities (IX)							
Class eg:X	24849	2500	0	19731	43200	9100	6992
Class eg:y							
Total	24849	2500	0	19731	43200	9100	6992
Total as a % of Total Voting rights	0.7	0.07	0	0.56	1.23	0.26	0.2

No. Of Shares Underlying Outstanding convertible securities (X)							
No. of Shares Underlying Outstanding Warrants (Xi)							
No. Of Shares Underlying Outstanding convertible securities and No. Of Warrants (Xi) (a)							
Shareholding , as a % assuming full conversion of convertible securities (as a percentage of diluted share capital) (XI)= (VII)+(Xi)(a) As a % of (A+B+C2)	0.7	0.07	0	0.56	1.23	0.26	0.2
Number of Locked in shares (XII)							
No. (a)							
As a % of total Shares held (b)							
Number of Shares pledged or otherwise encumbered (XIII)							
No. (a)							
As a % of total Shares held (b)							
Number of equity shares held in	21449	0	0	7431	0	8000	6992

dematerialized form (XIV)							
Reason for not providing PAN							
Reason for not providing PAN							
Shareholder type							

Individuals/Hindu undivided Family							
Serial No.	22	23	24	25	26	27	28
Name of the Shareholders (I)	B N PATHAN	ABDULLAH M KAGDI	AASIA A RANGOONWALA	TARIQ A KUSIWALA	WASIM M SHAIKH	SOHEL SADIK MANIAR	M N PATHAN
PAN (II)	ALFPP0615B	AEMPK1978D	AFSPR5148D	AAQPF4684H	BJTPS3909M	AFBPM6238C	ALCPP8740P
No. of fully paid up equity shares held (IV)	12517	33400	28427	27900	27900	24704	24900
No. Of Partly paid-up equity shares held (V)							
No. Of shares underlying Depository Receipts (VI)							
Total nos. shares held (VII) = (IV)+ (V)+ (VI)	12517	33400	28427	27900	27900	24704	24900
Shareholding as a % of total no. of shares (calculated as per SCRR, 1957) (VIII) As a % of (A+B+C2)	0.35	0.95	0.81	0.79	0.79	0.7	0.71
Number of Voting Rights held in each class of securities (IX)							
Class eg:X	12517	33400	28427	27900	27900	24704	24900
Class eg:y							
Total	12517	33400	28427	27900	27900	24704	24900
Total as a % of Total Voting rights	0.35	0.95	0.81	0.79	0.79	0.7	0.71

No. Of Shares Underlying Outstanding convertible securities (X)							
No. of Shares Underlying Outstanding Warrants (Xi)							
No. Of Shares Underlying Outstanding convertible securities and No. Of Warrants (Xi) (a)							
Shareholding , as a % assuming full conversion of convertible securities (as a percentage of diluted share capital) (XI)= (VII)+(Xi)(a) As a % of (A+B+C2)	0.35	0.95	0.81	0.79	0.79	0.7	0.71
Number of Locked in shares (XII)							
No. (a)							
As a % of total Shares held (b)							
Number of Shares pledged or otherwise encumbered (XIII)							
No. (a)							
As a % of total Shares held (b)							
Number of equity shares held in	11517	0	427	0	0	4780	24900

dematerialized form (XIV)							
Reason for not providing PAN							
Reason for not providing PAN							
Shareholder type							

Individuals/Hindu undivided Family							
Searial No.	29	30	31	32	33	34	35
Name of the Shareholders (I)	TEHSEEN MOHAMMEDASAD KAGDI	ASFAK MRANGOONWALA	SARAH ASLAM KAGDI	M ZAKARIYA KAGDI	SIDDIQUA ASLAM KAGDI	ZUBIR A KAGDI	ZUNNUN HAWA
PAN (II)	ABVPK2320F	ADSPR6094G	ABGPK5146A	AWBPK8416H	DNPPK0936Q	ATVPK1910H	AAEPH1912J
No. of fully paid up equity shares held (IV)	111222	71400	173000	69151	53300	48400	3100
No. Of Partly paid-up equity shares held (V)							
No. Of shares underlying Depository Receipts (VI)							
Total nos. shares held (VII) = (IV)+ (V)+ (VI)	111222	71400	173000	69151	53300	48400	3100
Shareholding as a % of total no. of shares (calculated as per SCRR, 1957) (VIII) As a % of (A+B+C2)	3.15	2.02	4.91	1.96	1.51	1.37	0.09
Number of Voting Rights held in each class of securities (IX)							
Class eg:X	111222	71400	173000	69151	53300	48400	3100

Class eg:y							
Total	111222	71400	173000	69151	53300	48400	3100
Total as a % of Total Voting rights	3.15	2.02	4.91	1.96	1.51	1.37	0.09
No. Of Shares Underlying Outstanding convertible securities (X)							
No. of Shares Underlying Outstanding Warrants (Xi)							
No. Of Shares Underlying Outstanding convertible securities and No. Of Warrants (Xi) (a)							
Shareholding , as a % assuming full conversion of convertible securities (as a percentage of diluted share capital) (XI)= (VII)+(Xi)(a) As a % of (A+B+C2)	3.15	2.02	4.91	1.96	1.51	1.37	0.09
Number of Locked in shares (XII)							
No. (a)							
As a % of total Shares							

held (b)							
Number of Shares pledged or otherwise encumbered (XIII)							
No. (a)							
As a % of total Shares held (b)							
Number of equity shares held in dematerialized form (XIV)	111222	5300	63700	12951	0	0	0
Reason for not providing PAN							
Reason for not providing PAN							
Shareholder type							

Individuals/Hindu undivided Family	
Serial No.	
Name of the Shareholders (I)	Click here to go back
PAN (II)	Total
No. of fully paid up equity shares held (IV)	1955714
No. Of Partly paid-up equity shares held (V)	
No. Of shares underlying Depository Receipts (VI)	
Total nos. shares held (VII) = (IV)+ (V)+ (VI)	1955714
Shareholding as a % of total no. of shares (calculated as per SCRR, 1957) (VIII) As a % of (A+B+C2)	55.46
Number of Voting Rights held in each class of securities (IX)	
Class eg:X	1955714
Class eg:y	
Total	1955714
Total as a % of Total Voting rights	55.46
No. Of Shares	

Underlying Outstanding convertible securities (X)	
No. of Shares Underlying Outstanding Warrants (Xi)	
No. Of Shares Underlying Outstanding convertible securities and No. Of Warrants (Xi) (a)	
Shareholding , as a % assuming full conversion of convertible securities (as a percentage of diluted share capital) (XI)= (VII)+(Xi)(a) As a % of (A+B+C2)	55.46
Number of Locked in shares (XII)	
No. (a)	
As a % of total Shares held (b)	
Number of Shares pledged or otherwise encumbered (XIII)	
No. (a)	
As a % of total Shares held (b)	
Number of equity shares held in dematerialized form (XIV)	1375290

Reason for not providing PAN	
Reason for not providing PAN	
Shareholder type	

Individuals - ii. Individual shareholders holding nominal share capital in excess of Rs. 2 lakhs.							
Searial No.	1	2	3	4	5	6	7
Name of the Shareholders (I)	BISHMA MOHAMMED ILYAS KAGDI	MOHAMMEDKASAM ABDULKADAR RUSNAIWALA	MOHDFAZAL ALMIYA KAGDI	RUSHNAIWALA AZHAR	SHAMSUDDIN KADRI	VIJAY V MEHTA	ZAID ASAD KAGDI
PAN (II)	CXWPK1766L	AAAYPR9122Q	AUDPK5512G	ATTPR8703K	AQHPK4569K	ZZZZZ9999Z	DUNPK5145L
No. of fully paid up equity shares held (IV)	125700	48624	44819	54200	52100	60000	53560
No. Of Partly paid-up equity shares held (V)							
No. Of shares underlying Depository Receipts (VI)							
Total nos. shares held (VII) = (IV)+ (V)+ (VI)	125700	48624	44819	54200	52100	60000	53560
Shareholding as a % of total no. of shares (calculated as per SCRR, 1957) (VIII) As a % of (A+B+C2)	3.56	1.38	1.27	1.54	1.48	1.7	1.52
Number of Voting Rights held in each class of securities (IX)							
Class eg: X	125700	48624	44819	54200	52100	60000	53560

Class eg:y							
Total	125700	48624	44819	54200	52100	60000	53560
Total as a % of Total Voting rights	3.56	1.38	1.27	1.54	1.48	1.7	1.52
No. Of Shares Underlying Outstanding convertible securities (X)							
No. of Shares Underlying Outstanding Warrants (Xi)							
No. Of Shares Underlying Outstanding convertible securities and No. Of Warrants (Xi) (a)							
Shareholding , as a % assuming full conversion of convertible securities (as a percentage of diluted share capital) (XI)= (VII)+(X) As a % of (A+B+C2)	3.56	1.38	1.27	1.54	1.48	1.7	1.52
Number of Locked in shares (XII)							
No. (a)							
As a % of total Shares							

held (b)							
Number of equity shares held in dematerialized form (XIV)	125700	48624	5019	21200	0	0	53260
Reason for not providing PAN							
Reason for not providing PAN						Textual Information(1)	

Individuals - ii. Individual shareholders holding nominal share capital in excess of Rs. 2 lakhs.	
Serial No.	
Name of the Shareholders (I)	Click here to go back
PAN (II)	Total
No. of fully paid up equity shares held (IV)	439003
No. Of Partly paid-up equity shares held (V)	
No. Of shares underlying Depository Receipts (VI)	
Total nos. shares held (VII) = (IV)+ (V)+ (VI)	439003
Shareholding as a % of total no. of shares (calculated as per SCRR, 1957) (VIII) As a % of (A+B+C2)	12.45
Number of Voting Rights held in each class of securities (IX)	
Class eg: X	439003
Class eg:y	
Total	439003
Total as a % of Total Voting rights	12.45
No. Of Shares	

Underlying Outstanding convertible securities (X)	
No. of Shares Underlying Outstanding Warrants (Xi)	
No. Of Shares Underlying Outstanding convertible securities and No. Of Warrants (Xi) (a)	
Shareholding , as a % assuming full conversion of convertible securities (as a percentage of diluted share capital) (XI)= (VII)+(X) As a % of (A+B+C2)	12.45
Number of Locked in shares (XII)	
No. (a)	
As a % of total Shares held (b)	
Number of equity shares held in dematerialized form (XIV)	253803
Reason for not providing PAN	
Reason for not providing PAN	

Text Block	
Textual Information(1)	Shareholder don't have PAN.

Any Other (specify)				
Serial No.	1	2	3	
Category	Bodies Corporate	Clearing Members	Non-Resident Indian (NRI)	
Category / More than 1 percentage	Category	Category	Category	
Name of the Shareholders (I)				Click here to go back
PAN (II)				Total
No. of the Shareholders (I)	10	4	4	18
No. of fully paid up equity shares held (IV)	58302	1266	222	59790
No. Of Partly paid-up equity shares held (V)				
No. Of shares underlying Depository Receipts (VI)				
Total nos. shares held (VII) = (IV)+ (V)+ (VI)	58302	1266	222	59790
Shareholding as a % of total no. of shares (calculated as per SCRR, 1957) (VIII) As a % of (A+B+C2)	1.65	0.04	0.01	1.7
Number of Voting Rights held in each class of securities (IX)				

Class eg: X	58302	1266	222	59790
Class eg:y				
Total	58302	1266	222	59790
Total as a % of Total Voting rights	1.65	0.04	0.01	1.7
No. Of Shares Underlying Outstanding convertible securities (X)				
No. of Shares Underlying Outstanding Warrants (Xi)				
No. Of Shares Underlying Outstanding convertible securities and No. Of Warrants (Xi) (a)				
Shareholding , as a % assuming full conversion of convertible securities (as a percentage of diluted share capital) (XI)= (VII)+(X) As a % of (A+B+C2)	1.65	0.04	0.01	1.7
Number of Locked in shares (XII)				
No. (a)				
As a % of total Shares held (b)				
Number of equity shares held in	2	1266	222	1490

dematerialized form (XIV)				
Reason for not providing PAN				
Reason for not providing PAN				

Sr. No. Details of the SBO Details of the registered owner Details of holding/ exercise of right of the SBO in the reporting company, whether direct or indirect*: Date of creation / acquisition of significant beneficial interest Name PAN Passport No. in case of a foreign national Nationality Nationality (Applicable in case of Any other is selected) Name PAN Passport No. in case of a foreign national Nationality Nationality (Applicable in case of Any other is selected) Whether by virtue of: Shares Voting rights Rights on distributable dividend or any other distribution Exercise of control Exercise of significant influence